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THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED
WEEKLY
\$200 PER YEAR

VOL. VII.

TORONTO, MAY 5, 1893.

No. 18

COLMAN'S MUSTARD

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MADRE E' HIJO (7 SIZES)

EL PADRE AND CABLE.

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MUNGO CIGARS, EXCEPTIONALLY FINE.

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MUNN'S BONELESS CODFISH.

Packed in 100 lb. Boxes, Whole Fish.
Delightful thick Codfish Steak.

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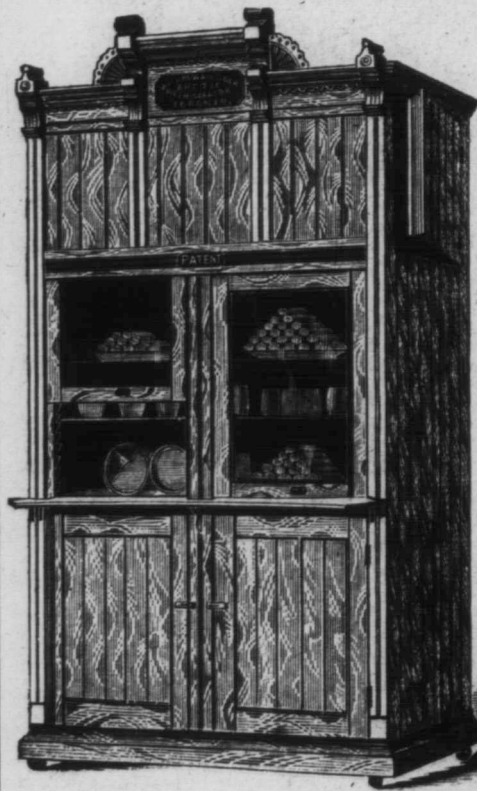
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The Best Goods Money
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Highest Test BI-CARBONATE OF SODA.

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PER CENT.
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Extra Refined, Packed in Drums, Barrels or Casks, also

Crystal Carbonate, Sal Soda, Soda Ash, Ammonia Ash, Refined Alkali and Kindred Products

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Which you can obtain at Lowest Mill Prices and
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Published in the interest of Grocers, Cannery, Produce and Provision Dealers and General Storekeepers.

Vol. VII.

TORONTO, MAY 5, 1893.

No. 18

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

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS
AND

TRADE JOURNAL PUBLISHERS.

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The upward tendency that has characterized the rice market during the past three years is thought to have completed its cycle. The new crop is due to arrive on this market about June 1, and prices for it are expected to rule something like $\frac{1}{4}$ c. a pound lower than at present. In contradistinction to the tendency regarding tea, we are gradually taking less and less of Indian rice and turning more attention to that grown in Japan, Java and South America, particularly the first named. By the transformation each year of additional valleys into rice fields Japan is gradually forcing its way to the front as a rice producing country. In 1891 the amount exported to the different European and American countries amounted to nearly two million piculs or something like 270,000,000 pounds, valued at 6,213,883 yen. Strange to say, Japan imports as well as exports large quantities of rice, the former in 1891 being something like three hundred thousand piculs within the latter. But the values of the imported article was over 2 $\frac{1}{4}$ million yens is less than that exported, clearly showing that what they buy for home consumption is inferior in quality to that which they sell. The principal countries on which Japan draws for supplies are Corea, East Indies, and China. In 1891 Canada took over 3 $\frac{1}{2}$ million pounds of Japan rice. England was by far her best customer, while the Unit-

ed States and Germany came respectfully second and third.

* * *

The bounty system for the production of sugar obtaining in the United States, and which was inaugurated to balance up things for removing the duty on sugar, seem to have given quite a stimulus to the industry. At any rate the production, according to carefully prepared estimates, largely increased during the past fiscal year; and it was shared in by all the different kinds of sugar with one exception. Cane sugar increased from 364,820,411 pounds in 1892 to 450,000,000 pounds in 1893, beet sugar from 12,004,838 to 27,083,322 pounds, maple sugar from 144,882 to 3,200,000 pounds. The exception referred to was sorghum sugar, the production of which fell from 1,136,086 pounds in 1892 to 986,900 in 1893. The amounts paid in bounties during the present fiscal year are already in the neighborhood of 8 $\frac{1}{2}$ million dollars and the total amount will exceed nine millions. The big increase in the production of beet sugar has been principally in California, where the production was 8,175,438 pounds in 1892 and stands for this year at 21,801,322 pounds. For the coming season prospects are for a still larger production. A peculiarity to be noted is that, in spite of the bounty, there has been no increase in the number of producers of either beet or cane. In fact the applications for licenses for the production of cane sugar were four less than in 1892, and of the total 650,617 were applied for from Louisiana. There is a feeling of unrest among the producers at the moment owing to the uncertainty as to whether or no the Cleveland Administration will continue the payment of the bounty, and this has deterred capitalists from embarking in new enterprises. In fact a Washington despatch a few days ago said that a plan had already been laid before President Cleveland which would stop payment for sugar bounties and

hold the amount in the Treasury until a decision could be obtained from the Supreme Court upon the validity of the bounty law.

* * *

The more prosperous the farmer the more prosperous the merchant; and it is evident that the desideratum in the first instance is secured by increasing the earning power of the farm. There was a time, and not long ago, when the farmer grew little else but grain. A few adverse seasons and the increase in the number of competitors in the consuming markets led him to diversify his methods. Mixed farming is now recognized as necessary to success, and among the different sources from which revenue is derived the products of the dairy occupy an important place. The possibilities in this direction are great, and this fortunately is gradually becoming more recognized. To ensure a steady demand for butter, particularly for the export trade, it is necessary to have uniformity, and to obtain the latter an extension of the creamery system is imperative. The merchants of the country have it within their power to materially help in the premises, both directly and indirectly. Indirectly by urging the farmers to go in for creameries, cheese factories, etc. Point out to them whenever opportune the results that have been obtained where creameries have been established. A good point to begin at would be the wives and daughters of our farmers. They are the ones upon whom usually fall the brunt and burden of dairy work. Get these interested and enlisted in the cause of creameries and the husbands and fathers will eventually be brought into line.

* * *

An idea of the value of a creamery to the district in which it is situated may be gathered from the results obtained last season from the one at Ayton. This creamery, Mr. Isaac Wenger informs us, paid out last season to its patrons over \$31,500. This was

divided among 325 patrons, netting them about \$97 each. The herds in the neighborhood of Ayton are small, averaging less than five cows, from which the farmers drew their supply for family use besides what they sold to the creamery. The average per cow is placed by Mr. Wenger at \$21. "This I believe," he adds, "to be as high an average as any cream-gathering creamery can show, but it is not as high as it could or should be. Some of the patrons made their herds average about \$37 per cow. To this should be added value of skim milk retained by the farmer for feeding purposes." A noteworthy fact in connection with the matter under review is that the money is distributed among the farmers at a season when their sources of receipts are limited. The result to the storekeeper is obvious.

* * *

To know how to buy and how to sell are essentials to success. And if either is of more value than the other, it is the buying quality. The keenness of competition makes it such. Unless a man is able to buy right he cannot exist for a great while. His keener and more wide-awake competitors will soon crowd him to the wall. It is a case of the survival of the fittest all along the line, and to keep in the conflict you must be as well armed as your adversary. To be a poor buyer is to be poorly armed. The man who knows what to buy and how to buy has one supreme advantage; he can hold out better inducements to his customers. Three things are necessary to right buying—a knowledge of the goods, an acquaintance with the peculiarities of his customers and capital. The merchant who possesses the first essential knows a good thing when he sees it. He cannot be well deceived, and consequently he is in a position to recommend his goods. An acquaintance with the peculiarities of his customers is a valuable qualification, for not only does it assist in the direction of gaining the approval of his patrons, but it makes less possible the accumulation of undesirable and old stock. The importance of capital all realize. With capital at his command he can buy in larger quantities and cheaper, and from his discounts he usually gets enough to pay at least his rent. Thrice armed is he for the battles of business who possesses these qualifications. He may have relentless competitors to oppose him, but he will make business a success in the long run, sure.

THE SOAKED PEA CASES.

The "nine-day" subject matter for talk by the local trade has been the soaked pea cases. Everybody extends more or less sympathy toward the retailers whose want of sufficient knowledge or forethought caused them to antagonize the law, while there is a corresponding unanimity in condemning the canner or canners who put up the goods. Even the Court, in imposing the nominal fine of \$2, went out of its way to express regret that, in order to get at the real offenders, it was necessary to score the innocent.

The actions were taken under an Ontario Act passed in 1886. Prior to that unscrupulous canners had placed such large quantities of the soaked article on this market as to utterly demoralize it. This goaded the Ontario Canners' Association to seek the assistance of the Provincial Legislature to protect both their own interests and the public's good. The result was the legislative enactment that went into force July 20, 1886. This measure does not prohibit the canning of soaked peas. Briefly speaking what it decrees is that when such commodity is placed on the market each can shall be labelled, in large letters, with the word "soaked," and shall also contain the name of the packer. The penalty clause reads:

Every person who sells or offers for sale any such goods in violation of any provision of this section shall, on a summary conviction before a justice of the peace, for a first offence incur a penalty of two dollars for each such package, and for a subsequent offence a penalty not exceeding twenty dollars and not less than four dollars for each such package in respect of which any such provision has been violated.

THE GROCER has more than once within the last few months announced that soaked peas were being placed on this market contrary to law. When the Ontario Canners' Association became cognizant of what was going on it as soon as possible took steps to enforce the law; and the cases investigated a few days ago at the Police Court are believed to be the direct result of these deliberations. The last of the matter has not been heard yet, and it is likely that before many days information will "be laid against the party of the first part." Who, has not been officially announced. The hand of the law does not usually point out its victim until he is well in its grasp. But it is hinted pretty strongly that the transgressor is a western packer. Whoever he may be he deserves little or no mercy. There are misdemeanors that are sometimes the result of ignorance or carelessness. In this instance neither plea can be advanced. It was plainly a deliberate attempt to defraud the consumer

through the medium of conniving storekeepers or storekeepers ignorant of the law. In this instance the latter seems to have been the medium. This is emphasized by the price paid by the retailers for the goods, namely 75 cents a dozen, while those who examined their contents say they were the worst kind of soaked peas, being about two-thirds water, and dirty looking water at that.

No great opposition can be made to soaked peas being placed on the market. They are not detrimental to the public health. If they were it would be different. The province of the law is to see that if the people pay for bread that they do not get a stone. Canned peas and soaked peas, as every grocer knows, are almost as different from each other as chalk is from cheese. In the one instance the peas are taken green from the pod and placed in the cans. These retain their natural flavor. In the other instance the peas are usually purchased from the farmers at so much per bushel after they have been threshed. They are then steamed till soft, after which they are placed in cans and watered. The Ontario Canners' Association is well within the bounds of reason when it demands that soaked peas shall be plainly designated as such when placed on the market. Aside altogether from the public weal the members of the Association have their own immediate interests to protect. The canning industry of this country has by no means yet reached its maturity. That it is progressing well in that direction is generally recognized, but it cannot afford to have obstacles thrown in its way. Soaked peas palmed off on the public as canned peas is doubtless an obstacle, and one too that has no reason for existence. Soaked peas on the market not designated as such is an obstacle in a double sense. In the first place every can so bought by the consumer takes the place of the legitimate article, and in the second place should the purchaser be one who is for the first time trying canned peas there is a chance of his never attempting it again, not knowing that the spurious has been sold to him instead of the real.

Hard as it is that innocent storekeepers should be taxed \$2 each for the sins of others, yet the lesson conveyed, if digested, is perhaps not dearly bought after all at that figure. The lesson is two-fold, and is: Keep posted on what is going on in trade circles and deal with none but reputable houses.

A WELL APPOINTED GROCERY.

Attention to business and the adoption of live and modern methods ensure success. The case of Kelly Bros., grocers, Queen and Mutual streets, Toronto, may be cited as an instance. They opened up in their present premises about three years ago. Other grocers had been there before them, but they apparently did not meet with at least more than an

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ordinary amount of success. But from the day Kelly Bros. took possession there was a change. The windows were always attractively dressed, and a live business air gathered around the premises. Soon the accommodation became inadequate, and it was decided to enlarge the premises. The alterations began some weeks ago and they are now nearly completed. The store has been enlarged one-third and refitted throughout. New counters with oak tops have been put in, while ranging along on either side and reaching to the ceiling are new shelves stained in cherry. These shelves are embellished by two large mirrors, one on either side, about midway down the store. They have also put in a large new marble-top butter counter, coffee mill and desk, improved scales, Eddy's paper rolls on stands, etc. A new ware-room has been built in rear of the store and an entrance made into Mutual street through which goods can be brought in or sent out, instead of having to be taken through the store as heretofore. The facilities for reaching the storerooms have also been increased. Kelly Bros. have now one of the best appointed grocery stores in the city, and are to be congratulated upon their enterprise and success.

MAPLE SUGAR VERY SHORT.

Consumers of maple sugar in Montreal complain bitterly that the amount of adulteration this spring in the article is very much greater than during any previous spring. The main reasons for this have been the backwardness of the season owing to unfavorable weather, and the strong temptation that exists to turn over ordinary refined cane sugar, which costs only 4 1-2 to 5c., mixed up with maple stock, which commands a rate of 7 to 8c. This fact, from the frequent number of complaints that are made, is too strong a temptation for some of the more unscrupulous makers to resist. The result of all this is that really choice high grade new maple sugar is a very scarce article this spring. The maple sugar crop in the province of Quebec has thus far proved an extremely short one, and, now that the season is so far advanced, there is no likelihood of the shortage being made up. A good many farmers who tapped their sugar groves during the few warm days of March had their labor for nothing, as freezing weather followed. From many points in the Eastern Townships, where the industry is practised in its perfection, it is said that the output will hardly be half of some former years. Advice from Swanton, one of the chief maple sugar centres in Vermont, cite the same conditions, so that our makers are not the only sufferers.

CHATS WITH BUSINESS MEN.

"If you want to get a good trout stream," said a commercial traveller who can catch a fish as adeptly as he can a customer, "just go up the Coldwater stream about six miles above the village and I'll bet you'll be good for a ten-pound catch in an afternoon. I know what it is like, for I have been there myself. O, they are beauties, as firm as a rock, and—don't I wish I was there now," he added, going through the motions of throwing a fly and hooking a fish.

Joseph H. Devaney, with Eby, Blain & Co., is a great admirer of Midland. Saturday last I fell into a conversation with him regarding the town. "Navigation is open there," he replied to a query of mine, "and prospects look pretty good. One Canadian vessel was loading there when I was there this week, four or five large tugs have left port and several large vessels are expected there forthwith. Midland has got the best and deepest harbor in Canada," he continued, as he began to enthuse marking out the contour of the harbor with his index finger upon the palm of his hand. "Midland is looking bright this spring, I can tell you. Of course the lumber interests are gone, but they have a fair farming country around them. What the people are now looking principally to, however, is their waterway, and they expect to reap some benefit from the World's Fair traffic. The Government, you know, has been spending large sums of money in improving the harbor, and this year another grant of \$10,000 has been made. They have now got a beautiful esplanade; as fine as you'd want to see. There's no mistake about it. It's had a hard time of it for some years, and it deserves a change."

"O, well," I overheard a well-known retailer say the other day, "it is not, to my mind, so hard to buy now as it used to be. And that is because there is not so much cutting among the wholesalers. Taken on the whole I think they maintain prices, fairly well, don't you?" I didn't hear the answer.

I got into a brief conversation a few days ago with a well-known apple exporter. "We have been hit pretty hard this season, I can tell you," said he as he backed up against a box of oranges and caught his heel in a projection. "One man down east is out \$25,000 and there is a firm in this city that stands to lose \$10,000. Then there is So-and-So up west who has had even his household furniture seized and sold by the bailiff. Well, he is a good deal responsible for what has happened to himself. Last year he bought up a lot of orchards, more in fact than he could handle, and sent out men to pack the fruit who had never packed an apple in their lives. You know apples intended for England must above all things be properly packed. A want of proper attention in this particular is responsible for much of the loss this

season. How will I come out? Well I can't say yet. I'm not out of the woods. So far I am about even, but I have enough on the way to England now that stands to lose me all I made last year. Last year, you'll remember, was a pretty good one for us. We had practically no falling market to contend against, it being in the ascendancy about all the time. O, well, I suppose that is the way of the world," he consoling added as he thrust his hands into his trousers pockets, turned on his heel and walked off.

BYSTANDER.

ASSOCIATION TALK.

The Hartlepool Grocers' Association is considering the question of starting a register book or black list.

The Retail Grocers' Association of Chicago is considering the advisability of holding a retail merchants' convention in that city, at some specified time during the World's Fair.

At a recent meeting of the Bristol Provision Trade Association this motion was adopted: "Cheese made in the French Section of Canada may not be tendered in fulfilment of a contract for 'Finest Canadian Cheese'; the seller is entitled to deliver cheese made in any part of Canada other than the French Section. But this Association having been assured by the Montreal Board of Trade, and by individual skippers, that cheese made in the French Section has greatly improved during the last few years, and that many factories now compare favorably with the best Canadian Cheese, recommends Canadian skippers, when offering these special factories, to describe them as 'Cheese made in the French Section of Canada—but equal in all respects to the Finest Canadian.'"

The Toronto Retail Grocers' Association will meet in its new hall (Oddfellows' building), Yonge and College streets, Monday evening next at 8 o'clock. The committee appointed to arrange an entertainment for the occasion have been unable to carry out instructions, and so the meeting will be of the usual business character; but that in itself should be a sufficient inducement for a large turn out of members.

The Iowa Wholesale Grocers' Association at its last meeting agreed upon a schedule of prices of all staples and entered into an agreement not to cut prices. A committee was appointed to confer with the wholesale grocers in Iowa, not in the association, and in Omaha, Sioux Falls, and in towns contiguous thereto, and in competition with the Iowa grocers, to come into the association and stand by the schedule of prices agreed upon.

The grocerymen of Burlington, Vt., are agitating the question of abolishing the credit system in their business. They claim that they lost altogether, upward of \$7,000 last year through poor debts. They say that they can sell goods cheaper for cash and that it would be better for every one except the dead beat.

TORONTO'S SHOP FRONTS.

It is said that the City of Toronto has as great an extent of shop fronts as the cities of Buffalo, Detroit and Rochester combined. Toronto is said to have 27 miles of shop fronts, while Buffalo has only 13 miles. Circumstances are at work in Toronto which will probably transform the character of some of the principal thoroughfares, such as King and Yonge streets. On these streets there are a large number of small shops which it is believed will before many years revert to residence purposes. Two principal causes are at work tending to bring about this change. One is the introduction of rapid electric street railway transit, by means of which residents in the outlying districts of the city can be transported to the business centre within an interval of a few minutes. These facilities for dealing at the larger downtown establishments is likely to be taken advantage of to the detriment of the smaller business concerns on the less important thoroughfares. The second cause is the recent development of a few large establishments where goods of almost every class are sold under one roof. These concerns will certainly wipe out of existence a very large number of the smaller stores. It is estimated that one such establishment already in existence in Toronto is doing the trade which formerly was divided amongst 500 small stores. These changes most seriously affect the value of a large amount of property now used for business purposes.—Canadian Architect.

SUGAR PRODUCTION IN FRANCE.

In the matter of the French sugar production, according to an official report just published, during the season 1891 and 1892 there were 49 sugar mills at work in the Pas-de-Calais, or one less than in the previous year. The *Annuaire* states that in spite of a larger extent of land having been planted with beet, the weight of beetroot sent to the mills was only 527,712,040 kilos, or 146,835,840 kilos less than during the previous year. It attributes this deficiency partly to the unfavorable summer of 1891 and partly to the seed used; the roots were small and fibrous, but of considerable saccharine richness. The yield of sugar should prove fairly favorable. It appears it will reach an average of 9.77 kilos per 100 kilos of beetroot, instead of 9.43 in 1890-91. When the remarks of the *Annuaire* were written it says 50,542,969 kilos of refined sugar had been brought to book, of which 40,790,913 kilos represented the minimum legal yield, and 9,752,056 kilos the excess. Of these last 44,939 kilos are subject to the full duty, as having been obtained in excess of the maximum of 10.54 per cent.; the remainder, or 9,707,117 kilos,

are only liable to the reduced duty. In fine the rate of excess shows an increase of 6.19 per cent. (23.91 per cent. instead of 17.72 per cent) as compared with the previous period.

JAMAICA'S PRODUCTS.

Dr. Trimen declared before the British Association that "no other British colony possesses so complete a system of botanical and experimental gardens as Ceylon." Who has not sung of its spicy breezes? Yet much nearer our shores is a miniature, or, possibly, an embryo Ceylon. Jamaica has its botanical department in efficient working order, and this does not confine itself to botanical work alone, but is advancing the agricultural interests of the colony, and developing its resources in addition.

Judging from the bulletin issued in January by the Director of Public Gardens and Plantations, the department is carrying on a work of a very thorough nature in its supervision of six different experimental gardens. The report of the botanical work proper has little beyond a local interest, but the references to regular cultivation and the statistics connected therewith form an interesting and valuable record. The production of cocoa is advancing slowly.

Of cocoanuts 7,885,656 were exported, of which the value was £26,512 16s. 9d. The export was greater during 1891-92 than during any year for the past ten years in spite of the great mortality among trees at Montego Bay. 86,926 cwt. of coffee were shipped, bringing £336,839 18s. Here, too, the prospect is good. Of bananas 3,503,275 bunches valued at £262,745 12s. 6d. were exported. This is nearly £20,000,000 less than last year, and is accounted for by short crops owing to drought, and the large local fruit crop in America. Of other fruit mangoes brought £203 2s. 6d., oranges £23,263 15s., pineapples £1,286 15s. 2d., limes £361 1s. 6d., strawberries £3,607 2s. 3d.; lime juice alone was exported to the value of £4,865 4s. 2d. Among other exports are ebony, fustic, ginger (£40,682), lancewood spars, lignum-vitæ, log-wood (£303,364), nutmegs (£23,264), pimento (£50,984), rum (£256,000), sugar (£255,500), tobacco and cigars (£9,480), and jams, anatto and arrowroot. The cultivation of cassava or manioc by small settlers is suggested, for preparing starch, meal, tapioca, cakes and cessareep. Cinnamon though grown freely is not barked; but cacao growers are strongly advised to plant kola in their plantations. The cultivation and preparation of sisal hemp is mentioned as one of the most important among new industries.

The principal imports consist of corn, which cannot be produced as cheaply as in the United States, rice and pulses. The attention of planters and small renters

is directed to the cultivation of nutmegs and to the large profits to be made in suitable localities, and it is noted with pleasure that this cultivation is being entered upon with spirit and energy. Licorice is another plant recommended for small settlers as growing in deep soil such as that in which the orange flourishes.

In one of the botanical gardens exists an industrial school for instruction and practice in general agricultural operations. Some of the boys work in the garden for two or three hours in the morning, and another set in the afternoon. At other times they are employed in school, or at work round the school house under a schoolmaster. Among other things, the boys are taught how to cultivate and cure cacao.

WINDOW DRESSING.

Enterprising dealers can find time to invent some striking devices to augment spring trade. A novelty in action, and which will attract a great deal of attention, is to reproduce the Ferris wheel. This is two towers built of strips nailed to floor of window, on which rests an immense wheel. The wheel itself looks like two enormous bicycle wheels running on the same axis. Within this wheel is a number of cars on swinging axels, which may be imitated by means of goods, which is the main attraction. Tea boxes may be used, or baskets filled with choice eatables. To provide a method of keeping the wheel in motion, a pole may be inserted in the hub of the wheel which rests on the towers, running into the store, to which a handle is attached and the wheel kept in constant revolution by any person stationed back of the window. Where space will permit goods may be shown on the sides and placed on the floor.

A simple but very striking display is to build up a pyramid of canned goods just as high as your stock will permit. Place a ladder against this pile, on which place a scroll figure so arranged as if in the act of reaching a can. Prices of the varied brands should be shown here and there.

You will make everybody stop and look at your window if you will show this design: Obtain a number of strips and nail to floor and ceiling at intervals apart—say, three in front near pane, about two feet apart, and again at back. On these strips nail on apples. Between the uprights form angles of the strips and nail on the same fruit. This will produce a series of spaces outlined with borders of apples. Within these spaces you can build up such goods you desire to show.

To push the sale of any certain brand of sugar get a negro mask and place it upon a box, which may be secured by attaching a stick. Then heap up a mound of sugar close to the neck and place a price ticket in the mouth.—H. Harman in *National Grocer*.

SELF-SELLERS AND PROFITS.

We cannot but wonder more and more as we consider certain phases of the retail grocery business, as to why it is the retail grocery puts self-selling goods out as leaders, instead of that class of goods on which the margin would justify him in making a drive. If the retailer must cut prices to win trade, it is not a part of ordinary wisdom and mercantile common sense to make drives in the direction of developing a line of trade that cannot be developed without hard pushing, but which, when developed, brings large returns. There is no consumer but who must have flour, sugar, bread and oil, and yet these are the very goods that retail grocers cut the very quickest of all. They are goods that sell themselves and do not need pushing; it is not necessary to make a drive on them to make the consumer buy them; the consumer must buy them. On the other hand, there are lines of canned goods and other fancy groceries that consumers do not need to buy, and in order to develop trade on them it seems to us the retail grocer might have some reason for cutting prices, if he is ever justified in cutting. Moreover, he can afford to cut such goods because the margins permit, and yet evidences multiply continually that the retail trade cut to cut off their noses.—B. C. Commercial Journal.

POINTS ON EVAPORATED APPLES.

In certain quarters no effort has been spared of late to bring all the weight possible upon the market for evaporated apples, with a view of depressing prices. Offers of peculiar nature, chiefly with conditions prescribed that left the would-be sellers in a safe position, where, if offers were accepted, they could gracefully retreat without taking the risk of a loss, have been conspicuous. It is also the fact that some lines of apples nicely "topped" with well-cut rings, but containing inferior stock beneath, have been brought into play by the "bear" interest. As a matter of fact, all the tricks of trade, with which "bear" operators are familiar, have been used to the greatest advantage, and, it may be said, with a certain measure of success. When it comes to the relation of supply and demand, however, the "bear" interest are suspiciously evasive. They fail to bring forward any data or reliable circumstantial evidence that stands at all prominently along side of the "bull" statistics. The latter would make it appear that the available supply of evaporated apples of last season's crop is below the average. Estimates are that 15,000 to 18,000 boxes will cover the entire first-hand holdings in this State, New York city included, and they figure out also that the purchase of one box each by every retail grocer in New York city, Brooklyn and neighboring cities would clean up the entire stock. There is something bordering upon the venturesome in

such statistical calculations, but the bulk of evidence goes to show that stocks are in very good shape; that supplies of green apples are low and chiefly "russets," and that the evaporated fruit is comparatively cheap at present prices.—N. Y. Bulletin.

OH, THE CUTTER.

Said a merchant the other day: "As soon as I get up a good thing, say in chocolate—but it would be the same if it were candy, butter, carpets, handkerchiefs, paints or pills,—some rival will imitate it in quality and put it on the market at a lower rate. To hold my own I've got to cut his price, but as I can't do that and make a profit, I must adulterate the article a little. He knows the dodge and he will do the same thing. So we go, cutting at each other, until both of our articles are so cheap and poor that nobody will buy them. Then I start the pure goods again, under another name, and the whole circus has to be gone over again."

Is there no way of getting rid of the pestiferous cutter? It's a pretty hard thing to do while the public clamors for cheap, cheap, and cheaper goods. But don't the merchant quoted above, and all who act as he does in trying to compete with the cutter's own tactics, make a great mistake?

There is undoubtedly a place in any community for a successful business in dealing in goods of high standard and undoubted quality only at prices affording reasonable profits. A reputation for such a business is not acquired as quickly as a reputation for low prices, but when once earned it is worth having, and the man who possesses it will be doing business at the old stand long after the cutter has cut himself off from all profitable trade. Try it.—Commercial Enquirer.

WHAT ARE YOU WORTH?

If you want to make a good profit from your trade, and become a properly independent dealer, make yourself profitable to the very people from whom you hope to profit, says Commercial Enquirer.

When you employ a mechanic you expect to pay him the price of unskilled labor, plus the difference between that and skilled labor of the kind you want in the market. That is, you are willing to pay for the skill which your chosen mechanic has acquired by serving his apprenticeship and training himself to excel in his occupation.

If a novice hangs out a sign and betrays you into employing him at a price sufficient to obtain the best work, you soon discover the fraud, and both will be losers. Your skill in your business entitles you to a fair compensation for its employment, and the investments of your customers will net them better results than were they to deal with persons unable to take every proper advantage of the market. The matter of permanent and steady-going trade in a community,

a trade that is bright and brisk and reliable, is one of common or mutual interest. The customer is not only a source of profit to the dealer, but the alert and honest dealer is a source of profit to the customer. The art of pleasing in the permanent and higher sense, is an agreeable source of profit to more than one of the parties.

The tradesman who studies and practices the best methods, and has the far-reaching vision of the simple philosopher, will in all things seek the pleasure and advantage of his constituency—all of them, the least as well as the largest buyers.

THE BUTTER TRADE.

The English butter market must be in pretty bad shape when, in order to relieve it, re-shipments continue to be made to Canada of goods sent there for sale. It is said there are about 800 packages of creamery on the way back to this market, besides offers of more on consignment to parties here; and in one instance we know of a consignment having been refused. The placing of this returned butter has materially altered the complexion of the market here, during the past two or three weeks, prices being now as easy as they were firm then. The English market has been exceedingly disappointing to American and Canadian shippers during the past season, a Boston correspondent informing us that the losses on butter shipped from that port and New York have been very heavy, in some instances as much as 5 to 6c. per lb., whereas had this butter been simply held over on this side it would have netted profits of at least 3 to 4c. per lb. A lot of Western States butter was shipped last fall, costing 23c. f.o.b. Boston that realized an average of about 85s. in Liverpool. This looks bad for shippers of creamery butter to England, and may account for the returned lots that are being received here. New butter is coming in fairly well, considering the continuance of cold weather which is very unfavorable for the flow of milk; and all that arrives is taken up as soon as landed, both creamery and dairy.—Trade Bulletin.

CANNED MONKEY.

A Bangor family recently engaged a cook who was quite an artist with the kitchen utensils and the raw material at her disposal, although she was not on good terms with the cook books, being unable to read. She identified canned goods, for instance, by the pictures on the can labels, but once, at least, this did not work, and the result was amusing. A can of desiccated cocoanut was brought to the house by the groceryman and it bore the well-known trade mark cut of the monkey dallying with a cocoanut. When her gaze fell upon that can she was astounded.

"Oh, lor!" she ejaculated, "I have seen canned corn, canned peaches and most everything canned, but bless me if this ain't the first time I ever saw canned monkey."

PORT ELGIN.

W. J. Cameron for many years with his brother-in-law, Mr. Neil McGillivray, of Port Elgin, has started in business for himself in McGillivray's old stand. He will doubtless do a good business, as Mr. Cameron is well known and popular with everyone in the town and neighborhood. He has a nice bright, attractive looking and well arranged stock and will be pretty sure to make a success of it. There is a rumor of a probability of a partner being taken in in the near future, from one of the towns between Walkerton and Palmerston. Some people are always in luck and I always gave Willie credit for having extra good taste. Hope to congratulate him soon.

Port Elgin is a delightful little place in summer and full of nice people. It is situated on Lake Huron, and anyone having a week or two to spare during the summer months could put in a very enjoyable time there. Good hotel accommodation. X.

THE ART OF TEA-BLENDING.

Flavor is that quality in a substance which acts directly upon the palate, either to gratify or offend.

Unfortunately, the great body of American consumers of tea, the world's most famous leaf, have not been educated to an appreciation of the exquisite aroma and flavor resident in the tea leaf. There are single varieties or sorts of the cured leaf which possess a delicate and exquisite flavor, which is pleasing to the connoisseur or lover of fine tea. Other kinds are harsh, pungent, toasty, weedy, smoky, or possessed of other peculiar flavor. Unfortunately, there are many who are indifferent as regards flavor, and who are satisfied with any infusion so long as it is neutral in character, or in no way offends the palate. As tastes differ, there is, therefore, great scope for the blender, manipulator, compounder, or mixer of teas; but before discussing the art of blending, it is best to first study the tea leaf.

If we pick to pieces the beautiful evergreen leaf of the tea plant, we may possibly discover the secret of the important part it has played for unnumbered centuries in the political, social, economic and commercial life of more than one-half the people on the globe. Whence comes this famous leaf? From ancient Cathay, the modern China, where it is indigenous; from Japan, or ancient Chipango, whither it was carried from China; from India, where it is claimed the plant is also indigenous, and from that pearl of the sea—Ceylon.

Placed within a transparent china cup and covered with boiling water, we note, as the leaves uncurl, their varied size. Some are tiny, narrow, and beautifully formed; others are broader, longer, and coarser. The expert tells us the young and tender leaves, such as are plucked

soon after their birth, are the most desirable, and, being comparatively few, are the most costly.

As we examine the structure of the leaf we are surprised at the delicate mechanism displayed. Our eyes being unsuited to the task of dissection and analysis, we call to our aid the scientist skilled in microscopy and chemistry, if we would discover the secret of the tea-leaf.

Almost the first thing we note, is what our learned friend calls "idioblasts." That odd word, unexplained, is apt to leave us as ignorant as when we started our investigations. It reminds one of the infrequent word—paratriptics—which Theodore Child used to head a chapter on tea, coffee and cocoa, in his admirable little volume entitled, "Delicate Feasting," and which curious word is used by medical writers to designate products like tea, which have the effect of checking the depreciation, decay, or wear and tear of tissue.

Let us return from this digression to "idioblasts," which we find to be odd-shaped, isolated cells, separate and distinct from the general cell structure of the leaf, which, in its entirety, is really a little house with minute little rooms, or cells, and which are too small to be seen with the naked eye. That well-informed investigator—Blythe—defines idioblasts as "long, tough, tenacious branched cells, which seem to act as pillars or beams, keeping the two layers of the leaf apart; they do not occur in any other leaf with which the tea-leaf is likely to be confused, so that their presence would indicate tea, their absence point to foreign leaves." In order to detect them, boil the leaves in a strong solution of caustic potash for three minutes, allow the solution to cool, remove the leaf, or a portion, to a glass slide, 3x1 inch, protected by a thin cover of glass of the same dimensions; press firmly, using slight friction, so that the leaf will appear as a mere stain between the glass slips.

Microscopists, or those interested in the character of tea leaves, or those seeking to discover adulteration, would so well to consult as a guide a paper by Thomas Taylor, Microscopist to the Department of Agriculture (Annual Report, 1889), and which is illustrated by colored plates showing the tea leaf as it is revealed under the microscope by polarized light.

The greenish color of the tea leaf is due to chlorophyl contained in tiny round cells grouped in irregular bands or circles.

Hidden away in the tea-leaf is a beautiful substance called Theine, which, when extracted and crystallized, presents the appearance of soft and downy snow, but which, upon close investigation, turns out to be a mass of beautiful oblong crystals. This is one of the active prin-

ciples giving tea its physiological value, and about which opinions are very conflicting.

Another active constituent, and always present in varying quantity, is an astringent called Tannin. It is impossible to make an infusion of tea leaves without its presence, but it is possible to steep the leaves as to get rid of the taste which to many is disagreeable. That variety of tea is most desirable which contains the smallest percentage of tannin. Thus far the preference in this respect must be given to the fermented or black tea of China.

The aroma or flavor of the leaf is due to essential or volatile oil, present in exceedingly minute quantity—so small, in fact, that we do not recall any recent analyses of the leaf which gives the quantity present.

Another substance found in the leaf is Dextrine, or Gum, but in very minute quantity.

The chemist tells us that the ash, some of which is soluble and some insoluble in water or acid, is an important element in determining the commercial value of tea. If the ash exceeds 8 per cent. of the total constituents of the leaf, the tea is not such as should be used. In tea dust the proportion of ash sometimes exceeds 20 per cent.

Next and last, and of great importance, is the Extract, that portion of the leaf soluble in water, and which should not be less than 30 per cent., and frequently exceeds 40 per cent.; the total average being 33 per cent. It is the extractive matter, including the tannin, which gives strength or body to the infusion, which varies greatly in color as to the sort of leaf infused and the mode of its preparation. Theine is tasteless and plays no part, commercially, in the estimate of commercial value. As a rule, none of the dealers, and few consumers, interest themselves in the physiological value of tea, most of them using the beverage being unable to explain its physiological action. They seek pleasure and refreshment in the aromatic and stimulating drink we call tea, and feel convinced of its beneficent influence upon the system, without being able to prove its action or effect.

The chemical nature of the leaf and its value for purposes of infusion, depend largely upon the character of the soil and the climate of the district in which the tea is grown, and again, to the manipulation and treatment of the leaf after it has left the plantation and passed through the process of manufacture.

Certain varieties of tea have an aroma or flavor that is peculiar to the soil on which the plants are cultivated. In no district on the mainland in China can they produce tea of the flavor of that grown on the island of Formosa. Each district produces tea with characteristics essentially different from all other districts, and hence the various designations of the teas of commerce are after the names of the district whence they come, whether grown in China, Japan, India, or Ceylon.—American Grocer.

DIAMOND CRYSTAL SALT

THE process by which this Salt is made is different from any other one of the kind in existence. That PERFECTION in the manufacture of such a variable article as Salt should be attained at once was not to be expected, and while the remarkable purity of Diamond Crystal Salt was generally conceded very soon after it was placed on the market, still the manufacturers were obliged to admit that at first it was not in every respect a perfect BUTTER Salt. Although much thought was spent and many experiments made, it was not until after FOUR YEARS of such effort that the trouble was discovered and the defects entirely remedied.

In spite of its defects, however, many dealers in butter, especially those who stored their goods for several months, insisted that this Salt should be used, since they had learned by repeated tests that it was the best Salt they could find for preserving butter and holding its flavor. To their first success—Purity—they have added a second by securing all the conditions essential in a Salt to be used for producing the Highest Grade of Butter.

Lucas, Steele & Bristol, AGENTS
HAMILTON, ONT.

A steadily increasing
Trade is the best . . .
evidence that our . . .
Standard Lines of . . .
Teas

Mallawalla, Dalukola
Imperial Congou and Russian Congou

Give entire
satisfaction

Mallawalla is packed in ½ and 1 lb. packages, 50 lb. cases.
Dalukola and Imperial Congou and Russian Congou are
bulk (not package) teas, and put up in 80 and 100 lb. metal
lined cases.

If you are desirous of extending your Tea trade order a sample
package and watch the result. We have a perfect system of adver-
tising and guarantee satisfaction. Try it and be convinced.

We are offering Tomatoes, 3's, Ontario and Simcoe,
which are known to be first-class brands, at very low
prices. Write for particulars.

W. H. GILLARD & CO. WHOLESALE GROCERS Hamilton, Ont.

BENSDORP'S ROYAL DUTCH COCOA

COLUMBIAN EXPOSITION SOFT DRINK COMPANY.

Having the exclusive privilege for soda water and all
temperate drinks on the World's Fair grounds.

CITY OFFICE, 76 WABASH AVENUE,
Ground Office.

CHICAGO, March 9, 1893.

STEPHEN L. BARTLETT, ESQ., Sole Importer of Bensdorp's Cocoa, Boston.

DEAR SIR:—After a thorough competitive test of the different brands of Cocoa,
both foreign and domestic, we unquestionably give BENSDORP'S COCOAS and
CHOCOLATES, of AMSTERDAM, HOLLAND, the preference, and desire you to
book our order for 80,000 lbs., for use at THE WORLD'S COLUMBIAN EXPOSI-
TION at our Soda Fountains.

Yours truly,
COLUMBIAN EXPOSITION SOFT DRINK CO.
E. F. CULLERTON, President.

**Awarded
World's Fair
Contract**
JAMES TURNER & CO.
AGENTS,
HAMILTON.

The Gray Mineral Water

From Cambridgeboro' Springs, Pa.—The Leading
Table Water in the United States—Is gaining for
itself a world-wide reputation.

Write the Agents for Canada.

BALFOUR & CO., Wholesale Grocers, Hamilton

WHY CALL THEM DEAD BEATS?

It has always seemed strange to us to hear one of that class of people who through their cunning manage to swindle the merchants, denominated as a dead beat. There is nothing either about his actions or personal character that goes to be dead in any sense of the word except perhaps that he is dead to all that is honest and upright. To all appearances he has nothing about him that has the least indication to convey the impression that he is dead. He manages to live, and that on the best the land can afford; of course, he has to do this in order to keep up the dignity of his adopted existence, were he to question the prices of the best class of goods the merchants would become suspicious less he was not what he represented himself to be.

The pages of the merchant's ledger, and the manner in which he succeeded in having his name placed there for a good round sum indicates that he is one of the most lively and industrious kind of dead personages that was ever conceived in the mind of man. He is so much alive that he can accomplish the process of skinning the merchant with such dexterity that the meaning of his methods will not be discovered until it is found that the smooth, polished scoundrel has gone to parts unknown. Then the merchant realizes to his sorrow that he has been victimized and his only consolation is an inward consolation and determination that this lively dead individual will not repeat the dose. One such lesson ought to be sufficient, but it has been known that the same person has repeated, and more than once, too.

We have almost been led to believe that some merchants like this individual, whether it is from his generous nature (and who could not be liberal at the expense of others) or his ability to swindle people by his smooth tongue, or other reason we do not know, but the fact nevertheless remains that the merchants show very little disposition to take the proper action for the extinction of this modern parasite. In many ways the merchants are responsible for his existence, as they gave him more attention and encouragement than to that class of people whose names never go on the ledger and who manage to live within their means. Who receives better treatment at the hands of the storekeeper than the whom swindler? The merchant being in the power of the beat is compelled to flatter him in order to obtain at least a portion of the account standing on his books.

It is high time that merchants all over the continent should begin to realize the evils attendant upon the practices of "live scoundrels," as they ought to be called, and by their concentrated energy and earnest work wipe them out of existence. Nothing can be accomplish-

ed by complaining about him and then giving him the opportunity to do the same thing over again; he must be dealt with summarily and expeditiously. Though in principle he is dead, that does not prevent him from making the live merchants hustle to make up their losses through his schemes. There is no legislation that protects retail dealers. Let them take the matter in their own hands and make it impossible for the live swindlers (not dead beats) to further continue in their piratical practices.—Retail Grocers Journal.

THE COFFEE QUESTION.

There is actually, writes a Paris correspondent, a "coffee question" in France. The French, or some of them, have become suspicious concerning the properties of that beverage, in the preparation of which they are certainly unrivalled. Just as English people have reached perfection in the brewing of tea, the French are consummate artists in all their dealings with coffee. The English, who try to imitate them in this, and who are not familiar with the ways of the country, almost invariably blunder. They make the discovery that chicory is used in cafe au lait, and they conclude that the success of all French coffee, however drunk, lies in the judicious mixture of this root. The cafe noir, however, which is drunk after meals, is pure coffee, made very strong; at all events, it should be so. Then there is an art in the roasting, and much motive in keeping the berries from the fire until a short time before they are required. That the French should have become great coffee drinkers is the natural consequence of their own skill in preparing the beverage. They take it for their first breakfast, they take it after their midday meal, and again at night. Black coffee, strong as it should be, has a powerful influence upon the nervous system, which is not moderated by the addition of spirit drunk with it or immediately afterwards. M. Zola has been prevailed upon to say something about coffee. He tells us that for twenty years he had ceased to drink it, and that, although he takes a little now, it agrees badly with his nerves. He long ago gave up wine entirely and took to tea. He confesses that he is a "great drinker" of this beverage. M. Clemenceau is another; tea is the only fillip he believes in when the brain wants sharpening.

The use of so insidious and demoralizing a plant may explain to the French much that they consider peridious in British diplomacy. Before we come to the end of this discussion we must be ready to read in some Paris paper that Mr. Gladstone's recollections of promises made out of office has become obscured by the fumes of the teapot which he always keeps within reach. French journalists are always entertaining when they get hold of a subject like this, which exercises their brilliant faculty of inductive reasoning.

CALIFORNIA FRUIT CROP.

Some California canners send word this way to the effect that the fruit crops are not looking well. The first law of nature may account for that in some degree. It usually does. Those canners also attach considerable weight to the probable extraordinary condition of fruit in the green state in Chicago and vicinity during the World's Fair. In this also their imagination is suggestive of a high regard for self interest. Stated in other words, the Californians are extremely "bullish" verbally, in private letters and in the columns of various publications issued in the Golden State. It would seem fair to presume that they intend to convey the impression that 1893 season pack of fruit is worth as many cents per dozen at the factory as the fruit of 1892 season pack is selling at in New York and other distributive points at the present time. Possibly they are right, not only in their ideas of intrinsic value of spot goods, but as regards prospects for the future. It is no secret, however, that tales similar to those that have been in circulation during the past few weeks were going the rounds a year ago. It is the plain unvarnished fact that enough fruit was gathered to supply a heavy demand from the green fruit trade; that canners secured enough stock to enable them to make a very heavy pack; that driers obtained about all that they could handle to advantage, and that there is still a great deal of California fruit of the pack of 1892 still unsold. In the latter respect, dried peaches and "standard" canned peaches and pears are conspicuously prominent. Low prices have helped along the sale of the goods latterly, and may do more in the same connection later on, but it is doubtful if premature advices of alleged shortage in the growing crops will carry much weight against the experience with the last crop and the supply left over after an apparently heavy home consumption, and energetic work in the direction of increasing the outlet in European markets. Doubtless the market needs a stimulant in the way of larger consumption, and would probably benefit therefrom; but at the moment excessive supplies of the canned fruit neutralize the short crop stories, and most lines of goods can be purchased at prices very close to those at which "sacrifice" sales were made a short time ago.—N. Y. Bulletin.

The grocers of Wilkesburg deserve a special medal for shrewdness. They do not propose to stay at home and fight the wolf away from the door while their patrons are reveling in pleasure at the World's Fair. They have adopted a rule to do a strictly cash business for ten months beginning May 1st. This may keep some of the Wilkesburg people home from the Fair, but it will give the grocers a chance to go and that's what they usually do not have in a year of this kind.

DAVIDSON & HAY,

36 Yonge Street, TORONTO

SOLE AGENTS FOR

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

Full Assortment of General Groceries
 Always on Hand.

"MONSOON"

Pure Indian Tea

Always reliable, never changes. In cases of 60
 1 lb. caddies, or 120 halves.

Steel, Hayter & Co.,

Growers' and Importers,

Write for Samples

TORONTO



TRADE MARK.

To meet a growing demand for Pure Ceylon Tea we have introduced

THE

"Monsoon Ceylon"

These Teas are packed in the same well-known style as the popular "Monsoon Indians" and retail at the same prices.

We have a large and varied stock of Indian and Ceylon Teas. Most of our teas being specially packed for us in half chests, and shipped direct from the country of growth, arrive in splendid condition not having been opened and turned out in London.

THE smaller lines of our manufactures, such as Herbs, ground or rubbed; Curry Powder; Celery Salt; Borax and Cream Tartar in packages are worthy of your attention.

The Snow Drift Co.
 BRANTFORD



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

SEEDS - Everything for the Farm and Garden

Choicest Quality. Closest Prices.
 Dealers Requiring

Clovers, Grasses, Seed Grain, Carrot, Mangel, Turnip, Ensilage Corn or Garden Seeds, Oil Cake, Flax Seed, Meal, Etc.

Will find it to their interest to write us for supplies.

Trade Prices on Application.

The STEELE, BRIGGS, MARGON SEED CO.
 (LIMITED).
 TORONTO, ONTARIO.

SEEDS Clover, Timothy and Grass Seeds

Samples and Prices upon Application.

Wm. RENNIE, Toronto, Ont.

Butter Tub's .

BEST WHITE SPRUCE.

Butter Bowls

MAPLE AND COTTONWOOD.

Oak Dash Churns

WALTER WOODS & CO.
 HAMILTON.



AFTER STRAIGHT MOYUNE'S SCALP.

DEAR GROCER, — I noticed that "Straight Moyune" is again slightly off in his reference to "Bystander's" gleanings about the traveller who does a large trade in teas by helping the retailers and customers at times out of a difficulty in which they may be placed in being willing to pull off his coat and then and there give an ocular demonstration of practical ability as well as a theory in blending tea. The results proving satisfactory is a proof of his knowledge and prowess. Now, the "absurdity" of "Straight Moyune" inviting that "Smart Alic" to give him a call is too plain, because if "Straight Moyune" was known this Smart Alic would be on to him soon. A CITY TRAVELLER.
April 29, 1893.

MR. DONALD EXPLAINS.

EDITOR CANADIAN GROCER, — My attention has been called to a statement reported to have been made by myself in a recent address before the Grocers' Association. The report stated that I had no higher ambition than to be a first-class retail grocer, and with such a position I would be perfectly satisfied. While in the main correct the statement is like other reported sayings, slightly inaccurate. The fault lies not with the reporter but myself, in that I had failed to provide a summary for the use of the papers as is usual. My speech in this connection rather gave the impression



TO YOU IT IS

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

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

that there was none other calling which gave greater opportunities if taken advantage of or which was more to be desired than the retail grocery trade by the thinking, intelligent young man. I claimed that every chance of public life came as freely to this trade as to any other, and that I was as satisfied to be in it and do the best I would with my opportunities as could be the individual who was eternally dissatisfied with his lot, and kept up a continual cry after someone else's flesh-pot. Yours, etc.,

RICHARD A. DONALD.

Toronto, May 1, 1893.

A REPLY TO MR. MACORQUODALE.

DEAR GROCER, — I think your correspondent, Macorquodale, must be smarting under some disappointment. Perhaps he got left in some tea draw, and the other fellow got the order, while he had to take a back seat. Rather provoking for one of his calibre. The tea business is not so easily manipulated and worked so well as land fertilizers. It requires men to be truthful and reliable in their statements, and when a certain kind of tea is asked for by us retailers we expect to see such a tea shown to us that we may inspect it, and judge of its quality and value according to our judgment. And if we purchase a tea or coffee at a price from a drummer, we expect to get the tea or coffee as offered to us, and no other. But how often does it happen with some wholesale houses that we get disappointed. Sometimes the leaf or berry is not up to the sample, and sometimes it is not the same as sample shown at all. We don't think it business or common honesty to have our time taken up with unreliable drummers or what is called "kerb-stone brokers," who would live with us if we dared to set anything in in the shape of a meal on or about the testing table while in operation. It is a growing question with us whether it would not be much more satisfactory and much cheaper for us retailers to exclude canvassers altogether from the testing-table when testing and selecting teas and coffees. We certainly would save something in cheese and crackers, and we would also be free from tobacco fumes and questionable stories, telling us all about our neighbors' shortcomings, and how nicely So and So got fooled on such and such a purchase. "Bought the poorest tea in the bunch and paid just three cents more than So and So paid for the same line." Then the Patrons and Single Tax gatherers come in for a large share of small talk from these peregrinators, all tending no doubt to help us simple buyers to make a good purchase, and then we are told publicly that we are poor judges of tea and cannot tell within 10% a pound of what we want. It seems to me, Dear GROCER, that the gail of some tea quacks is be-

coming almost unbearable, and we shall soon be compelled to ask for special legislation empowering us to have these "specialists" sworn upon the good book that they will tell the truth, and nothing but the truth, and that when samples are shown to us they are the same as stock held, and if we purchase the goods they will be delivered as per agreement, and that no excuses shall crop up for non-delivery by the firms from whom the goods were bought, through their representatives. No excuses to be given after this fashion: "That the line has just been sold out," or, "We couldn't think of accepting that price; our Mr. So and So ought to have known better, or he surely made a mistake and took the wrong sample." Then, after these much abused drummers have taken up our time for two hours or more in testing tea or coffee, and in accepting our offer for a line, we are sometimes politely, and sometimes impolitely told by the wholesaler that he (their special representative) ought to have known better, and they cannot deliver the goods at the price sold! These and many other annoyances we retailers are subjected to at times, by some unscrupulous salesman or firm. But in justice to the fraternity let me say that such men I believe are in the minority, but it is a pity that the wholesale trade generally should allow the standard of truth and integrity to be abused and the trade maligned and lowered by a few poor representatives who stoop to meanness below the stand and dignity of reliable salesmen. It behooves business men generally not only to see that they have the cups and spoons spotlessly clean in testing teas, but also their mouths free from tobacco, and their tongues cleansed from lying and pollution, and their hearts free from bitter uncharitableness, then and not till then will it be a pleasure to do business openly and truly. W.F.P.

255 Queen street west, Toronto.

LONDON INDIGO BLUE SALES.

The second periodical East India indigo sale of the year has been brought to an end, and has been in many respects an unusual one. It will be remembered that the Bengal indigo crop last year was a poor one, consequently prices advanced rapidly, and are now about 1s. per pound dearer than they were in April, 1892. One effect of the short crop has been to induce Madras exporters to hurry the Kurpah descriptions forward to the English market, and in their haste they have shipped the indigo in a damp state. Hence the new Kurpah indigo is at present not really salable. Moreover, the Madras manufacturers have again largely adulterated Kurpahs with aniline or some other deleterious matter. It was chiefly this class of indigo that made the quantity catalogued for these sales so large, for of the total, 8,350 chests, not fewer than 4,670 chests were Kurpahs. Buyers acted very cautiously, carefully avoiding wet or adulterated indigo. The following figures of the stock of indigo in the warehouses do not represent this year the approximate amount of coloring matter which these statistics usually do. Consumers must bear in mind that there is more undesirable and low indigo now in stock than probably ever before: Stocks, chests, 1893, 15,397; 1892, 11,182; 1891, 14,956; 1890, 18,017; 1889, 15,079. Deliveries to date, 1893, 5,054; 1892, 4,163; 1891, 3,975; 1890, 5,734; 1889, 6,164.

SPECIAL VALUE In FRUITS

PRUNES—Atlas, in Cases.

VALENCIAS—Fine Off-stalk and Layers.

CURRANTS—Good Quality in all Kinds.

Write us for quotations. We are doing the fruit business right at present

H. P. Eckardt & Co., Toronto

WHOLESALE GROCERS,

**FOOD
FOR
INVALIDS**



STERILIZED.

Doctors recommend it for the sick as it is

**Easily
Digested
A Perfect Food**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

JAMES TURNER & CO

Hamilton, Ont.

The pure INDIAN TEA of
KEMBLE & CO.,
Calcutta, India,

Is "Second to None" for Purity, Strength,
and Flavor. TRY IT.

A. DAVIDSON, Canadian
Representative.
48 Front St. East, Toronto.

**COWAN'S
COCOAS AND
CHOCOLATES**

Are Standard, and sold by
all grocers.

1000 cases Tomatoes

2000 cases Corn

1000 cases Apples One Gallon Cans.

ALL CHOICE BRANDS

TO ARRIVE IN MAY

1000 punchons Choice New Crop Barbadoes Molasses

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS Montreal

ARRIVING THIS WEEK:

From the Finest Gardens in
Ceylon.

Chests, Choicest Tippy Pekoes.

ALSO

Half Chests, Choicest Pekoe Congous.

Caddies, Choicest Scented Orange Pekoes.

Caddies, Choicest Formosa Oolongs.

REGAN, WHITE & CO. - - - Montreal



**Ram Lal's
PURE
INDIAN TEA**

GUARANTEED ABSOLUTELY PURE
AS MANUFACTURED ON THE
GARDENS IN INDIA.

CAVERHILL, ROSE, HUGHES & CO., MONTREAL.



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

The Appin cheese factory has begun operations with a good supply of milk.

J. Skeanes, of Skeanes' Dairy Co., King street west, is adding a stock of groceries to his business.

J. Marshall, Queen street west, Toronto, has taken a store at Manning avenue and Queen streets.

A despatch from Halifax, N.S., announces the loss of several lobstermen during last week's storm.

A. D. Beardmore, James Strickland and Edward Hay have been elected members of the Toronto Board of Trade.

Mr. Childs has started a store at Yonge and St. Mary streets, Toronto. Mr. Childs was formerly with the Pure Gold Co.

The wholesale grocers of Toronto now close at 5 o'clock. It began Monday last and will be continued all summer at least.

Charles Campbell, late western traveller for Sandrett Bros., of London, is in Windsor looking up a location for a grocery business.

J. W. Fotheringham, grocer, of Palmerston, is desirous of selling out. The opening is said to be a good one for a young man with capital.

A Board of Trade was formed in Thorold April 27th with the following as officers: W. J. McCartney, president; Omor Johnston, vice-president; T. E. Simson, secretary.

C. McIlhargey, fancy groceries, etc., Stratford, has moved into his new premises. His store is well appointed, and those who have seen it say its appearance is fine.

The members of the Montreal Board of Trade and the Corn Exchange Association moved into their new quarters in the new Board of Trade building on St. Sacrament street Monday.

The Canadian Packing Company of London, expect to begin hog killing inside of a month. Frost has such a hold on the building that the length of the delay it will cause is uncertain.

By a bill which Mr. Wood, of Brant, has introduced in the Ontario Legislature, assignees are required to reserve from insolvent estates sufficient to pay any claim there may be for taxes. Another bill which Mr. Wood has in hand

gives liquor license boards the same powers to enforce their by-laws as are exercised by municipalities.

A. O. Fonnar, who ran a grocery store in King street east, opposite Trinity street, is opening up in the store at Queen street and Dovercourt road, formerly occupied by William Morton.

G. G. Johnston, of Palmerston, has gone into business in the old Pickart block, Exeter. Business so far has been encouraging, sales having been good. His friends say prospects are good for an extensive and profitable business.

The Eddy paper mills at Ottawa have found the railway accommodation insufficient for the firm's enormous business, and a spur of the C.P.R. is to be run into the sulphite works and mills.

The Financial News, London, Eng., says the gigantic corner in coffee engineered by Kaltentlach, the Paris operator, has collapsed, implicating 30 firms in Havre, and a number of houses in Antwerp, Rotterdam and Hamburg.

A dollar loaned for 100 years and compounded at 24 per cent. will amount in that time to \$2,551,799,404. A lot of satisfaction in that! A fellow might as well throw the dollar into the lake for all the good he would get out of it.

While the consumption in the United States of such articles as sugar, beer, and tobacco has increased with enormous rapidity of late years, a contemporary says that there has been comparatively little gain in the demand for wheat, tea and coffee.

A motion was introduced in the British House of Commons last week for ocean penny postage. The Government expressed its approval of the principle, but urged that financial considerations made the change impossible at present, and the motion was withdrawn.

The Comber Oil and Gas Company has elected Thomas Anderson secretary of the company, to fill the vacancy caused by the death of the late Wm. Mann. The company will pipe the gas to Comber providing Mr. Rodgers, of Toronto, will give up claims against the well.

Will D. Atkinson, of Richmond Hill, has entered into partnership with Atkinson & Switzer of that town. J. Crosby will occupy the premises vacated by Mr. Atkinson. Mr. Crosby was formerly in business in Richmond Hill, but for the past two years has been working a farm. He is now going back to his old love.

The Columbian Associated Travellers, composed of the commercial travellers of the world, will celebrate their day, July 26th, at the World's Columbian Exposition. The entire week, July 24th to 29th inclusive, will be consumed by the travelling men in celebrating at Chicago. A large number of Canadians will be present.

The Inland Revenue Department has issued a report on the analysis of milk

in Halifax, Acadia Mines, Amherst, Springhill, Parisboro', Windsor, Quebec, Montreal, Ottawa, Toronto, London, and St. Thomas. From samples collected in August, September and October last. Although there were a great many samples that were not genuine, yet when we hear of so much adulteration, it is surprising to find so many that came up to the standard.

The mammoth Canadian cheese at the World's Fair during the opening ceremonies, fell through the floor of the Agriculture building in which it had been placed, and sank a considerable depth into the ground eleven feet below the floor. Prof. Robertson, Dominion Dairy Commissioner, received a telegram on Monday stating that it would be raised by machinery at once, and replaced in position sound and whole.

George Vick, grocer, of Orillia, has introduced a unique feature in his business. The space between his two stores, which has hitherto been used as a storehouse, has been turned into a department for the display of canned goods and fancy groceries. It is semi-circle in form, and is fitted with large sliding glass windows. At night it is brilliantly lighted, and the effect is said to be very pretty.

Considerable excitement prevails in Bothwell over the gushing oil well struck by a London syndicate. Experienced oil men say it is the best they have seen pumped for years, considering it has not been shot with glycerine. The drillers got about 15 feet of good oil cuttings, and say there is lots of oil there, and now, as they understand, the surface well can be put down cheaply. It is understood the company intends putting down more wells and a new pumping rig with a capacity of pumping 100 wells.

The bill introduced in the Local Legislature by Mr. Ryerson aims to prevent frauds in milk, and provides that any person who sells milk that is skimmed or partly sour shall be liable to a fine of not less than \$1 or more than \$50. There is a provision that this shall not prevent the sale of skimmed milk where



"CAIRN'S"

HOME-MADE MARMALADE

New Season's Make now Ready
for Shipment

Blaklock Bros. GENERAL AGENTS
MONTREAL

WRIGHT & COPP, Toronto Agents

J. F. EBY

HUGH BLAIN

"Good things are worth a good price everywhere."



University Marmalade

(1 lb. Glass Jars)

is worth all we ask for it, because it is incomparably the finest Marmalade on the market. Don't say you have no trade for these goods. How do you know you haven't, when you haven't tried them. Offer your customers good articles and they will appreciate your efforts to please them. Better buy good goods that pay you a good profit than cheap goods and be growled at. "The progressive business man should lead not follow his customers."—Try "University" Marmalade as a starter.



..DON'T SHUT THE DOOR..



Against Canadian goods of superior merit. Note what Professor Robertson, Dominion Dairy Commissioner, says:

"Analysis has proved that Truro Condensed Milk "Reindeer Brand" is superior to the famous Swiss Products."

This being the case it will pay you to sell "Reindeer Brand" Goods.

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



Canadian Grocers

Attention

We can meet your needs with a first-class article of

Tobacco

The best grocers all over the Dominion are selling our goods, send for sample caddies of different brands.

EMPIRE
TOBACCO
Co.

MONTREAL

the same is skimmed to the knowledge of the buyer. Any person defrauded is to have the right to recover damages by civil process.

A retired grocer in a New York suburban town was helping a friend, a retail grocer, to take stock the other day. When the tea department was reached the dealer announced so many pounds of Oolong. "Oolong!" said his friend; "that's Congou." "Why, I bought it for Oolong," replied the other, "and have always sold it as such." It would be interesting to know how many retail grocers there are who cannot tell the difference between two widely varying varieties of so important a staple as tea. Perhaps ignorance about tea accounts for the dwindling sales of the article in some grocery stores.—Ex.

The C. P. R. officials have announced that final arrangements had been completed between them and the Australian Steamship Company for the establishment of a line between Vancouver and Sydney. The Miowera and Warrimoo are the two steamers engaged, and the first leaves Sydney May 11, the second June 8, returning leave here June 8 and July 6. The steamers are twin ships, 5,000 tons gross, 16 knots speed, and have accommodation for 125 saloon passengers. The company is now prepared to quote on Through freight. The distance between Vancouver and Sydney is about 331 miles more than to San Francisco, but as the steamers are faster than those it is thought the trip will be made in about the same time.

G. R. R. Cockburn, M.P., who was in Ottawa the other day on departmental business, saw the Postmaster-General in regard to complaints as to the unsatisfactory mail service between Toronto and New York. He was informed that the statement that the department had been asked and had refused to pay a small extra charge for the carriage of mails from Toronto to New York by the Chicago fast mail train which leaves Buffalo every evening, was entirely without foundation. No communication had been received at the Post Office Department from the United States authorities in regard to the sending of mails by this particular train. The department, however, will do its utmost to give the merchants of Toronto as quick a service to New York as can possibly be obtained.

Mr. C. E. Sontum, of Christiana, Norway, was introduced on 'Change at the Toronto Board of Trade Monday. Mr. Sontum is the Norwegian commissioner to the World's Fair. He is also deputed to endeavor to extend trade relations between his country and Canada. Mr. Sontum is highly pleased with Canada and Canadians. He says that business men of Norway prefer to trade with Canadians rather than the Americans on account of the high tariff prevailing in the United States. Some time ago, the

Norwegians made an order for some Canadian farm produce. So encouraging were the results of the experiment that several large orders for Canadian meal, split peas, fluid beef, whiskey, and other lines have been placed. Mr. Sontum expects that in the future Canada's export business with Norway will be largely increased.

CRITIQUES ISSUE, APRIL 28.

A certain extra respectable house on Front street, instead of sending goods as ordered, occasionally varies the procedure by substituting odd things, for the buyer's benefit of course.

It is good sport reading the various apologetic circulars of the soap people, but for "however" and "nevertheless" language the Surprise people beat all of them.

Mr. Macorquodale, besides being a leading light as a social regenerator, is also an authority on tea. His letter on competitive tea drawing is timely and worthy of taking to heart; but not only by the buyer. There is an salesman or two among the drummers who could profitably have "one price."

The loss of grip is an old trouble, and many a man has become distracted through loss of business and has never sized up his lacking powers or waning enterprise until too late.

Oh the country roads! Our friend Alan Maccougall besides being a good curler is also a good engineer. His idea that one good road is worth a dozen poor ones will probably dawn on the authorities about a quarter of a century hence. That mythical Ontario surplus must be maintained. It would never do to invest it in good roads.

We notice with pleasure that our old and experienced friend the Editor does occasionally read our column. We certainly admit that we always read the Montreal market reports.

Speaking of wheaten flour reminds me that very few grocers sell a genuine Graham flour. The general thing is to take what the miller sends, and this may be anything from shorts upwards. The very best article can be had by ordering whole wheat ground into flour. This will make a splendid article of food and satisfactory to your customers.

Lima beans are not carefully enough selected and hence slowness of sale and lowness of price. The general idea among packers seems to be that everything goes from beans to grubs and dirt. The sooner a better system of hand-picking obtains the better for a delicious article of food.

STRAIGHT MOYUNE

**John Jamieson & Co's
LOCHFYNE
HERRINGS**

56-60 E. Howard Street, GLASGOW.
Agent, W. S. KENNEDY,
463 St. Paul St., MONTREAL.

**FOR DAIRY
BUTTER
OR DRESSED
POULTRY**

Write or Wire

**PARSONS
PRODUCE CO.**
WINNIPEG — MANITOBA

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

Representing in Manitoba and the
North-West Territories:

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

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

CORRESPONDENCE SOLICITED.

NOTICE

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

VANCOUVER, B.C.

Having largely increased their capacity. We ad-
vise all dealers to see their price list before plac-
ing their orders for Jams, Jellies, Canned Fruits,
and Canned Vegetables.

Besides their regular brands of Ground Coffee,
now so favorably known, they quote:
Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest
quality.

EPPS'S COCOA

1/2 lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, - TORONTO

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

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

Meglaughlin, Marshall & Co.,

Wholesale Provision Merchants,

3 and 4 Corn Exchange,

Manchester,

Also at

Liverpool and Glasgow. England.

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

Joseph Carman Commission and
Manufacturer's Agent.
WINNIPEG, MAN.

REPRESENTING:—Peck Bros. & Co., London,
Eng., Teas, Coffees, Spices; Kilburn & Co., Cal-
cutta, India, Teas, Jute Sacks, etc.; Lever Bros.,
Liverpool England, Sunlight Soap; Ireland Nat-
ural Food Co., Toronto, Ont., Breakfast Cereals;
Leonard Bros., St. John, N. B., and Montreal,
Boneless Fish; Wright & Copp, Toronto, Ont.,
Imperial Cheese and Snider's Soupes, etc.

We are open for a few more good agencies.
Correspondence solicited. Refer to any of the
above.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

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

Eggs are scarce at 12c.; Butter in good de-
mand at 18 to 21c.; Dried Apples easy at 4 to 4 1/2c.;
Green Apples in demand at \$1 to \$2; Beans \$1.30
to \$1.50; Maple Syrup 90c., Imperial Gallon;
Maple Sugar 8 to 9c.; Honey, Clover, 8c.; Buck-
wheat 5c.; Cheese 10 1/4 to 11 1/4c.

Consignments of Above
Solicited.

We have for sale Lard, Corned Beef, Jams and
Jellies, for which we solicit your orders.

J. F. Young & Co.

Produce Commission Only.

74 FRONT ST., EAST

.. TORONTO ..

PARK, BLACKWELL & CO.

(Limited.)

— SUCCESSORS TO —

**JAS. PARK & SON,
TORONTO.**

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

Write for Price List.

PUT

**TEXAS BALSAM
IN STOCK**

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

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

Sample 25c. postpaid.

S. K. MOYER,

Commission Merchant,

76 COLBORNE ST.,
TORONTO.

— DEALER IN —

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

Orders Solicited.

GEORGE McWILLIAM.

FRANK EVERIST.

McWILLIAM & EVERIST

Fruit and Commission Merchants

25 and 27 Church street,
TORONTO, ONT.

FIGS, DATES, NUTS,

ALMERIA GRAPES, Etc.,

Florida Oranges are now arriving in car lots,
stock fine, also Messina Lemons. Will fill
all orders at lowest possible price.

J. CLEGHORN & SON

94 Yonge Street, Toronto.

California Riverside Navels
" Riverside Seedlings Oranges.

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

**WILLIAM RYAN,
PORK PACKER**

Toronto, Ont.

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

WRITE FOR PRICES.

McLAREN'S

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



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



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

TORONTO MARKETS.

TORONTO, May 4, 1893.
GROCERIES.

Trade has not been satisfactory during the week, the volume being much smaller than anticipated. A further advance of $\frac{1}{8}$ c. in sugars has been about the only thing to cause anything approaching excitement, but even in this particular line the demand is limited and is confined to small-lots. Canned goods are still in fair request at steady prices, and the improvement in coffee outside noted last week continues. Valencia raisins and currants, are in fairly good demand, but outside these two particular lines there is not much doing in dried fruits. Rice remains in the same uninteresting condition as for some time past, but for spices there is some enquiry. Syrups and molasses are moving fairly well. Teas rule quiet but firm, and cables announce Indian and Ceylon teas higher. A further advance is announced in cocoa. While trade at the moment is so quiet the prospects for a good summer trade have lost none of their brightness. In fact during the last couple of days there appears to be prospects of a tendency towards that direction. Payments are not satisfactory.

COFFEES.

The outside markets have been a little irregular, but latest advices report both the Rio and Santos markets firm, and during the last few days there has been a gradual improvement. There is still a scarcity of fine grades. There is no material change on the local market, demand being moderate and prices much as before. We quote: Rio 20 to 22c., East Indian 27 to 30c., South American 21 to 23c., Mocha 26 to 30c., Santos 21 to 22c.

COCOAS AND CHOCOLATES.

The market is firmer and an advance of 1c. has been made in some lines. Advices from Trinidad under date of April 19 state that there has been a slight increase in deliveries, which are however still disappointing, the prolonged drought having retarded the ripening of the pods. A few heavy rains which fell lately did a good deal of good, and should moderate rains follow liberal supplies are expected during the next two months. It is stated that the "pick just commencing is bound to fall short of expectations, and we must look to October crop to make up the large deficiency in the year's production."

DRIED FRUIT.

There is not much demand except for Valencia raisins and currants. Valencia raisins are in good demand for the season,

chiefly of the cheaper qualities. The idea is about $4\frac{1}{2}$ c. for second off-stalk and $5\frac{1}{2}$ c. for fine off-stalk; fancy selected are worth $7\frac{1}{2}$ c. and layers $6\frac{1}{2}$ to $7\frac{1}{4}$ c. Currants are in good demand at $5\frac{1}{2}$ to $5\frac{3}{4}$ c. for good sound fruit. There are a few cases of prunes moving, and the idea is $7\frac{1}{2}$ c. in cases. Dates are quiet and unchanged, $5\frac{1}{2}$ c. being the ruling figure. The market seems to be about cleaned out of figs.

NUTS.

There is nothing special to note. Both demand and stocks are light, while prices are unchanged. Brazil nuts, 11 to $11\frac{1}{2}$ c. a pound. Sicily shelled almonds, 32 to 35c. a pound; unshelled, 16 to 17c.; peanuts, 13 to 14c. for roasted and 11 to $12\frac{1}{2}$ c. for green.

RICE AND SPICES.

No change is reported in rice. Until the new crop arrives in June not much movement or change in prices is anticipated; $3\frac{3}{8}$ c. is still the ruling figure for ordinary quality. Spices are in good demand at steady prices. Whole ginger is quoted at 20 to 25c., pure white pepper at 20 to 28c., and pure black at 14 to 16c.

SUGAR.

The market continues to gather strength, but there is no corresponding response in the demand. People are seemingly buying just as little as they possible can, some evidently being of the opinion that the market will be unable to maintain its present position. There is nothing apparently however to warrant such a view being taken. Some of the refineries have withdrawn quotations and the outside markets are higher for present delivery than for July delivery, while from the present price of raws the refiners would be entitled to higher prices than those now obtaining. The idea for granulated is $5\frac{3}{8}$ c. with the range ruling $\frac{1}{8}$ c. higher, and in spite of the quietness prices are firm at the figures quoted. A very dark yellow sugar can be obtained on this market as low as $4\frac{1}{4}$ c., but the ruling price for ordinary dark is $4\frac{3}{8}$ c., bright $4\frac{1}{2}$ to $4\frac{5}{8}$ c. and cream $4\frac{7}{8}$ c.

SYRUPS AND MOLASSES.

Syrups are in rather better supply, but demand continues light at steady prices; $2\frac{1}{4}$ to $3\frac{1}{2}$ c. is the idea, the outside figure being for common syrup. Demand for molasses is only small at prices ranging from 32c. for Porto Rico to 38 to 48c. for New Orleans. The season has been a fair one for molasses.

TEAS.

The local tea market continues quiet. Low grades of every kind are in light supply and dear. Blacks have advanced still further. Medium grades of all teas are now offering best value, and incomprehensible better value than the low grades; so much so is this the case that it is held that either the latter have got to come down or the better grades advance. Old season Japan teas have been neglected, and holders are beginning to feel somewhat restless about getting rid of the balance on hand. Cables received on this market on Tuesday announced an advance of 1d. in Ceylon and Indian Pekoes, broken Pekoes, and orange Pekoes.

BUTTER AND CHEESE.

Receipts of butter are fairly liberal, but there is no accumulation of stock, the demand being good. The tendency of the market however is downward. There is not much creamery offering and stocks here are light. All the creameries except one or two have stopped making. Creamery pound prints are quoted higher at 25c., but the price is too high to suit most people and

there is not much doing in them in consequence. Dairy pound prints are attracting a good deal of attention and they sell at from 18 to 21c., but the latter figure obtains in exceptional cases only. Large rolls are a little scarce at 17 to 19c. Bakers' butter is scarce and wanted at 16 to 17c. A good deal of inferior large rolls are being picked up for pastry purposes. There is no tub butter on the market.

Offerings of cheese are not so large and stocks seem to be pretty well absorbed. Prices are unchanged at 11 to $11\frac{1}{4}$ c. There has been a little new make offering but the weather has so far not been favorable for cheese-making.

COUNTRY PRODUCE.

BEANS—Offerings are more liberal and demand is good. Some good hand-picked lots have been taken at \$1.40 to \$1.50, and jobbers are getting \$1.50 to \$1.60.

DRIED APPLES—Dull, and the little that is being done is confined to small lots. Jobbers are paying $4\frac{3}{4}$ to 5c. and selling at 5 to $5\frac{1}{2}$ c.

EVAPORATED APPLES—Not much doing and prices are easy; dealers are as a rule paying $8\frac{1}{2}$ to 9c. and quoting 9 to $9\frac{1}{2}$ c.

EGGS—Market has improved during the week. Demand is good and prices steady at $11\frac{1}{2}$ to 12c.

HONEY—There is no improvement, and it can be obtained at almost any price. Some small sales of extracted are reported at 8c., and we quote from 7 to 8c. There have been sales of dark at 5c.

POULTRY—Continues scarce and wanted. We quote chickens as before at 80 to 90c., turkeys at 13 to 14c. a pound, and geese at 8 to 10c. a pound.

POTATOES—Demand is good and receipts liberal, with prices lower at 75 to 80c. on track; 90c. is the idea for small lots out of store.

ONIONS—Not much doing and prices are unchanged. We quote: Red, \$1.10 per bushel, \$2 per barrel; yellow, \$1.20 per bushel, \$2 25 per barrel.

HOPS—Unchanged and quiet at 18 to 20c. for 1892's and 14 to 15c. for yearlings.

HOGS AND PROVISIONS.

There was a little excitement in the market for dressed hogs Tuesday and prices advanced to \$8 to \$8-10, but these prices can scarcely be maintained in view of the drop in the price of live animals. The twenty or more cars of hams and bacon which were taken last week have been supplemented by further sales of car lots. The price in this instance was rather better $10\frac{1}{4}$ to $10\frac{1}{2}$ c. being obtained for the long clear and $11\frac{1}{2}$ c. for hams out of pickle. The products were mostly for export. The market is firm, and an advance of $\frac{1}{4}$ to $\frac{1}{2}$ c. per pound is expected to take place in the course of the next few days.

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

HAMS—In good demand and firm at 13c.

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

BARREL PORK—Canadian heavy mess \$20.50, Canadian short cut \$21 to \$21.50.

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

(Continued on page 20.)



NOTHING BUT THE BEST

Nothing but the best quality of Spices and Vinegar is used in the preparation of "Kent Pickles." To that fact is due their uniform high quality and the rapid increase in our sales. When you buy "Kent" Pickles you know you are getting the best.

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

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

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

Fish Wholesale lots only.

FRESH, CURED AND FROZEN fish, of all kinds, from first hands, LOWEST PRICES.
L. H. DOBBIN, - MONTREAL.

Lytle's Pickles

THE BEAVER BRAND



PICKLES are in great demand. Sales increased last year 79 per cent. Three months this year, 121 per cent. No grocer should be without them. Order from our Travellers, or write to

T. A. LYTLE & CO.,
Vinegar and Pickle Manufacturers,
TORONTO.

Do not Buy Poor Goods

THE Lakeport

PRESERVING CO.

Pack the Best

FACTORIES AT LAKEPORT AND TRENTON, ONT.

BANANAS

2 and 3 Cars arriving weekly and Fine Rooms for Ripening

A Trial Order Solicited

Dixon Bros., Hamilton

MAPLE PRODUCTS

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

Address

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

Boy Brand Corn UNBLEACHED



DAILEY'S

Boy Brand Tomatoes



Please try them. Can be obtained at all Leading Wholesale Houses.

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

HAVE YOU TRIED OUR
Epicure Corn and Sifted Select Peas

If not, send for Sample Order.

Leading Grocers

Say there is nothing like them in the market. We are busy duplicating orders every day, they sell themselves.

Send for our Book—20 Receipts for preparing Epicure Corn—Mailed Free.



THE DELHI CANNING CO.

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

CANNED GOODS.

TORONTO.

No new features have developed during the week. The good business noted a week ago appears to have been fairly well maintained, and prices are firm. The enquiry is chiefly for tomatoes and corn. Tomatoes sell as before at 85c. to \$1. The recent expose in the Police Court regarding the soaked article seems for the moment to have affect the demand for canned peas, although not to any great extent. The trade expect however that business in this particular line will get down to a more legitimate basis now since the public have become enlightened through the recent legal proceedings. Prices rule as before at 85 to \$1 for ordinary and \$1.45 for sifted. Corn continues in the same active demand as noted a week ago, and stocks of this particular line are probably lighter than in either tomatoes or corn; ordinary are quoted at 85 to \$1 and extra at \$1.25. Beans are in fair demand and unchanged at 90c. to \$1. Salmon, for the season, is in active demand; prices firm and unchanged, \$1.55 to \$1.65 for talls and \$1.70 to \$1.80 for flats being the idea for the first-class and red article, while a fairly good light pink can be obtained as low as \$1.30. Lobster is also in good demand for the season; \$2 to \$2.10 for talls and \$2.50 for flats are the ruling prices for good brands. Sardines are still attracting but small attention. Canned meats are beginning to move a little more briskly, and indications point to firm prices for the season. There is not much doing in peaches, and prices remain much as before at \$2.10 to \$2.25 for 2's and at \$3.25 to \$3.75 for 3's. Plumbs are in fair demand and unchanged at \$1.45 to \$1.55. Apples are in rather better demand than a week ago at 85 to \$1 for 3's and \$2 to \$2.25 for gallons.

MARKETS—Continued

GREEN FRUIT.

The weather has interfered considerably with trade, but a fair business is being done nevertheless. The demand is principally for bananas, but oranges and lemons are moving nicely. There is a good deal of enquiry for pine apples, but desirable stock is scarce. The market is well supplied with bananas, but there is no accumulation. Valencia oranges are dearer. In apples there is a good demand for spies and russets, but other kinds are not wanted; first class fruit sell at \$2.50 to \$2.75 per bbl., while for something fancy \$3 is occasionally obtained. Ordinary

SURPRISE SOAP

100 cakes in each box,
\$5.00.

The St. Croix Soap M'g Co.,

St. Stephen, N.B.,

Branches:

MONTREAL: 17 St. Nicholas St.

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

WINNIPEG: E. W. Ashley.

stock sells at \$1 to \$2 per bbl. The situation has somewhat improved in England and the United States and further shipments are being made to these markets. Stocks on this market are now getting pretty well cleaned out. We quote as follows: Oranges—Valencias \$6.50 to \$7.00 per case; ditto, Jumbos, \$8.50 to \$9 per case; Floridas \$3.25 to \$4 per box; Messinas and Palermos \$3.25 to \$4.00 per box; California seedlings, \$3 to \$3.25 per box; ditto Navals, \$3.75 to \$4.25; lemons, \$3 to \$4; bananas, \$1 to \$2.25; pineapples, extras 20 to 25c., No. 115 to 20c., No. 2 13 to 15c., No. 3 9 to 11c.; apples \$1 to \$2 for ordinary, and \$2.50 to \$3 for fancy.

MAPLE PRODUCTS.

Demand is good for syrup and sugar, and supplies are more satisfactory. Syrup is unchanged at 75 to 80c. in tins and 85 to 90c. for imperial gallon in kegs. Mape sugar has advanced another ½c., being now quoted at 9 to 10c. The outside figure obtains for small cakes, halves and quarters.

FISH AND OYSTERS

There is no improvement. All fresh fish continue scarce, and business is practically at a standstill. Prices are purely nominal. The following are the quotations:—Manitoba whitefish, 7½c.; fresh salmon, 20c.; haddock, 6c.; skinned and boned codfish, 6½c.; Labrador herring, \$3 per half bbl.; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12½c.; boneless fish, 4c.; boneless cod, 7 to 8c.; pike, 7c.; ciscoes, \$1.35 a hundred; finnan haddie, 7½c.; perch, \$2 to \$3 per hundred, as to size; suckers,

\$3 per cwt.; blue back herring, \$2 to \$3 per hundred; oysters, \$1.20 to \$1.25 for stds., and \$1.75 for selects.

HIDES, SKINS, WOOL, TALLOW.

HIDES—Good hides are scarce and all such are taken up, but of grubby and inferior stock there is an accumulation. This latter class is undesirable and the tanners are fighting shy of it. For good selections 5¼c. is the idea, but car lots could be obtained at ¼c. less, with a large proportion of No. 2 selling at 75c. to \$1 per cwt. lower.

SKINS—Our last week's report stated that calfskins were weaker, and we have to confirm this with a further reduction of 10c. each on all grades—deacon, dairy and veal. Jobbers are paying 7 to 8c. and selling at 8 to 9c. Sheepskins are still arriving in limited quantity only and prices are purely nominal at \$1.35 to \$1.45.

TALLOW—Little or nothing doing; dealers are paying 5½c. for rendered and selling at 6 to 6¼c. Rough is unchanged at 2½c.

WOOL—There is nothing new to report. Some small lots of unwashed new season's clip are coming in, for which 10 to 11c. is being paid. The mills are still busy. Fleece wool is nominal at 17 to 19c., clothing 25 to 26c., Canada South Down, 27 to 28c.; white Indian, suitable for blankets, 17 to 19c.; grey East Indian, 11 to 13c.; B.A.'s white clothing 32 to 34c.; cross breeds, 26 to 28c.; Canada extra, 25 to 27c. Canada super is scarce and good selection would readily fetch 23c.

SEEDS

Trade up to within the last couple of days has been dull. Since then a good many orders have been received, but they were

SYMINGTON'S

COFFEE
ESSENCES

.. UNEQUALLED ..

ASK FOR THEM

WHOLESALE AGENTS

STANWAY & BAYLEY

.. TORONTO ..

HILLS & UNDERWOOD'S
ENGLISH
MALT VINEGAR

Oranges
Lemons
Bananas

Just
Received
Full
Lines.

LARGE LOTS A SPECIALTY.

CLEMES BROS.

Phone. 1788

TORONTO



DANIEL G. TRENCH & Co.,
CHICAGO, ILL.
CANNING FACTORY OUTFITTERS.
GENERAL AGENTS FOR
SPRAGUE MFG. CO., FARNHAM, N. Y.
CANNING MACHINERY OF ALL KINDS.

W. A. McClean & Co.
OWEN SOUND.

PORK PACKERS
CURERS OF THE

Diamond A Hams

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

Write for Quotations.

W. A. Carson.

R. B. Morden.

J. Anning.

BELLEVILLE CANNING CO.
—PACKERS OF THE—

"Queen Brand"
Fruits and Vegetables.

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

.. THE QUEEN BRAND ..

Every Can Guaranteed.

The Norton Manufacturing Co.

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

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

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

CANS.

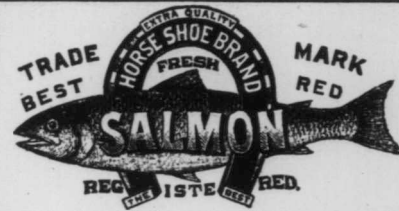
Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.



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

EVERY CAN WARRANTED.

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

AGENTS, Stanway & Bayley, Toronto.

Agents for Ontario

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

" Tees & Perse, Winnipeg.

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

GILLARD'S Specialties

High Class, English Made,

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

"JERSEY BRAND" CONDENSED MILK.



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

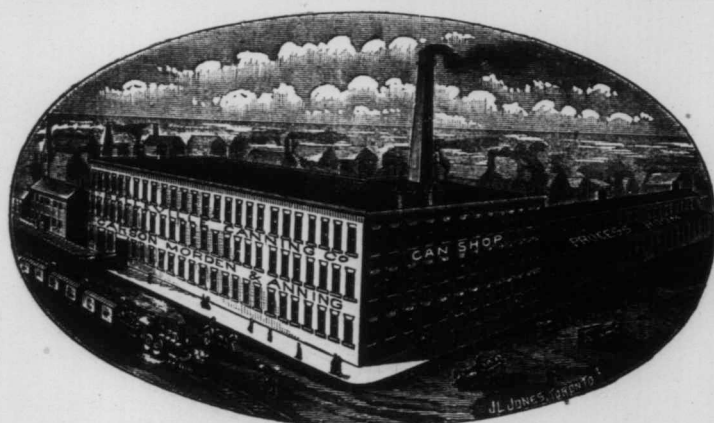
We make only the one quality—**THE BEST.**
Buy only the **JERSEY BRAND** for all purposes. Sold by Grocers, Outfitters and others.

MANUFACTURED BY

FORREST CANNING CO'Y,

HALIFAX, N.S.

STANWAY & BAYLEY, Agents, Toronto.



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

MARKETS—Continued.

only for small parcels. Seeding is backward owing to the unfavorable weather; in fact some have not sown a handful yet. Red clover is about 45c. per bushel lower in sympathy with the United States market. The season is over there, and people in consequence are anxious to sell out remaining stocks. Alsike is scarce and higher, while we quote timothy lower. Prime red clover is quoted at \$8.25 to \$8.40, extra choice \$8.40 to \$8.55, and \$8.55 to \$8.70 for Mammoth or Large Lake. Alsike runs all the way from \$8.00 for good to \$9.00 for choice. Timothy sells at \$2.40 to \$2.45 for choice, \$2.50 to \$2.55 for extra, and \$2.65 to \$2.80 for unhulled flail threshed.

PETROLEUM.

There is just a seasonable trade doing in illuminating oils, while demand for machine oil continues brisk. Prices are unchanged. We quote: Canada refined oil, 13 to 13½c.; carbon safety, 17½ to 18c.; Canada water white 19c.; American water white, 21 to 22c photogene, 25c.

MARKET NOTES.

Cocoas are dearer on account of the drought.

Indian and Ceylon teas are dearer in England.

Eby, Blain & Co. has just received invoice of fourth shipment of Orient tea.

Local exporters are again shipping apples to England and the United States.

Sloan & Crowther report the arrival of a fine line of Darjeeling tea in chests.

Two small invoices fine Darjeeling teas are reported to hand by Lucas, Steele & Bristol, Hamilton.

The Delhi Canning Co. is putting a new line of horse radish on the market. It is said to be particularly fine.

It is said that a Halifax (N.S.) firm are putting a pickle on the market labelled "Rowat & Co.", Glasgow.

Eben. Roberts' table jellies and Royal table cream are to be had from Lucas, Steele & Bristol, of Hamilton.

Warren Bros & Boomer purchased a round lot of tomatoes a few days ago at a figure slightly under the market price.

Taylor, Scott & Co., manufacturers and dealers in brooms and woodenware, Toronto, have dissolved. G. C. Taylor continues under old style.

Clemes Bros. report that they have only got a few boxes left of the famous Unças brand of oranges, and there will be no more obtainable this season.

Perkins, Ince & Co. have received a cablegram from Yokohama saying: "Steamer Oceanic takes 600 packages of tea costing \$42 to \$46; quality good."

Clemes Bros. are having large sales of Lynch's maple leaf brand of maple syrup. This brand is put up in small tins, four dozen in the case, and there is not much on hand.

James A. Skinner & Co., Toronto, take stock in May, and they want to clean out several lines of spring goods, which they offer at lower prices. They have bargains in

crockery, glassware, and lamp goods. They have assorted packages of the New Era and Columbian glassware, which sell retail at 25 and 10c.

Davidson & Hay are nearly sold out of E. Roberts' celebrated jellies and table creams, and will have to bring on another shipment at once. The demand has been much larger than anticipated.

The Japan tea market opened a few days earlier than last year. Advices received by Musson & Co. state that it opened higher than last year, but owing to the rate of exchange it can be laid down 1c. lower.

The American Newspaper Directory, published in New York, says:—"THE CANADIAN GROCER, weekly, has the largest circulation rating of any paper in Canada published in the interests of the grocery trade."

Hudon, Hebert & Co., wholesale grocers of Montreal, have dissolved and a new partnership has been registered composed of Joseph Hudon, Chas. P. Hebert, Leandre Brault, Irene Jarret, Albert Herbert and Zephirin Herbert.

Watts & Co., Brantford, agents for Maple Leaf canned salmon, quote \$4.70 f. o. b. coast. This is 20c. higher than Horse Shoe. They state that they will not meet the lower prices quoted by other packers as they have sold the bulk of their pack to England.

Mr. C. E. Sontum, who is here as the commercial representative of the Norwegian Government, has made arrangements to send a shipment of samples of Norwegian products, including condensed milk, sardines, anchovies, dried fish, etc., to A. Waddell, of this city. Canadians who may be interested in these goods will be able to see what can be done in the way of imports from there.

The Belleville Canning Co. is looking forward to a good season. "The market," it writes, "is not overburdened and a large consumption is going on, so that old stock will be cleaned out before the new comes in. We trust that the packers will not get scared and sell at prices which are ruinous to the trade and themselves. It is our intention to double our pack this year, paying special attention to our branches of French peas and flat tins of sugar corn."

MONTREAL MARKETS.

MONTREAL, May 4, 1893.

GROCERIES.

The cold backward spring and the lateness of the opening of navigation are as we have pointed out before, largely responsible for the backward position of business in the general grocery market. In fact, were it not for the interest created by the feverish feeling in sugar the wholesale trade would be very dull indeed. The article, however, as everyone knows, has made things lively, although not pleasant for those who did not believe in the advance and held off for more favorable prices. The market continues strong at the advance that occurred on

Thursday last, and in its present temper may go higher at any moment. Values on other lines also, although they are dull, show considerable steadiness. Tea, spices and molasses are all firm in tone, and other lines do not show any special change.

SUGAR.

The sugar market is an eighth higher on granulated than noted in our last report, the refiners here having decided upon an advance at the close of last week. The tone even at this price is firm, and the trade are looking for a further rise at any moment. We now quote granulated 5 1-8c., and yellows 4 1-4 to 4 5-8c. The market for raw is quite stiff again on both sides of the Atlantic. In fact, all round the sugar market is a strong and decidedly interesting one, and although buyers would like to order more freely sellers and refiners will not operate ahead to any extent at all.

SYRUPS AND MOLASSES.

The strong tone of the raw sugar market has had the effect anticipated on molasses at the Islands, cables last week citing another advance there to 20c. f.o.b., a rise of another cent. It is now established also beyond a doubt that the report of a short supply were correct. Accordingly, although we have still to note some sales at rather inside figures, the feeling on spot is stiff, and we advance our quotations 1c. to 34 to 35c. for Barbadoes. Syrups rule quiet, and prices are nominally unchanged at 1 1-8 to 2 1-4c. per lb. for Canadian, and 18 to 20c. per gallon for American.

TEAS.

The tea market is quiet, with little to be said about it. About 1,000 packages of Japans on consignment were sold at 14 to 17 1-2c. But there is nothing doing in blacks, buyers holding off for first arrivals. We quote Japans: Low grades, 13 to 14c.; good to common, 15 to 18 1-2c.; fine, 19 to 21 1-2c., and finest, 23 to 31c.

COFFEES AND SPICES.

The coffee market here has at last shown some sympathy with the easier feeling in New York, and some business has transpired at a slightly lower range, but the deals have been small. We quote Jamaica, 19 to 20c.; Maracaibo, 20 1-2 to 22c.; Rio, 19 to 21c.; Java, 24 to 27c. and Mocha, 25 to 28c.

Spices continue firm, and we quote as before: Black pepper, 8 to 9c.; Pimento, 6 1-2c., nutmegs, 50 to 52 1-2c. and \$1 for strict wholesale business.

RICE.

The rice market does not show any change, the demand being only fair at \$3.85 to \$4 for ordinary, \$4 to \$4.50 for Japans, and \$4.50 to \$5.50 for Patnas and Carolina.

DRIED FRUIT.

There has been only a small business in Valencia raisins at 4 to 4 1-2c. for off-stalk, while layers have changed hands at 5 7-8 to 6c., but there is very little enquiry at the moment. Currants are dull at 5 to 5 3-4c., as to package. These figures of course apply only to round lots of stock, and not to ordinary jobbing sales.

GREEN FRUIT.

The green fruit market is quiet and unchanged, as all buyers are impatiently awaiting the arrival of the fruit steamers from Quebec. We quote oranges: Floridas, \$4 to \$4.50; California, \$2.25

**BURNHAM'S
CLAM
BOUILLON.**

IT IS A GREAT SUCCESS.

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

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

FLOUR AND FEED.

TORONTO.

Flour continues to rule dull and easy. Stocks in the hands of speculators and those who bought first from the farmer are heavy, but the nearer you get to the consumer, the higher they seem to get. Millfeed is unsettled, and sellers of bran at \$12.50 on track could not on Tuesday get bids.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.35 to \$4.40; strong bakers' \$3.80 to \$4.10; white wheat patents, \$3.50 to \$4.00; straight roller, \$3.15 to \$3.30; low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.35 to \$3.75.

Car prices are: Toronto freights—Manitoba patents, \$4.25 to \$4.40; Manitoba strong bakers' \$3.85 to \$4.10; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.00 to \$3.20; extra, \$2.70 to \$2.85; low grades, per bag, \$1.00 to \$1.25.

MEAL.—Oatmeal is \$4.00 to \$4.20. Cornmeal is \$3.25 to \$3.50.

FEED.—Bran (ton lots) \$15.50, do (on track) \$12.50 to \$20, shorts (ton lots) \$16, ditto (on track) \$15; mixed feed \$20 to \$22, feeding corn 57 to 58c., oats 33 to 34c.

HAY.—Baled timothy, demand is good and supply fair at \$9.25 to \$9.50.

STRAW.—Plentiful and demand limited, at \$5.50 to \$6.

MONTREAL.

The flour market does not show any change of importance the demand being still of a purely local character. Winter wheat \$4.00 to \$4.25; spring patents \$4.20 to \$4.30; straight rollers \$3.50 to \$3.65; extra \$3.10 to \$3.25; superfine \$2.60 to \$2.90; city strong bakers' \$4; strong bakers' \$3.75 to \$4.00.

WILLIAM ARCHER, Carpenter and Store Fitter
VALUATOR.

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

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

Strang & Co.

WHOLESALE COMMISSION
AND MANUFACTURERS' AGENTS
WINNIPEG, MAN.

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

**PURE CONFECTIONERY,
FINEST BISCUITS.**

Manufactured by

J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.

CARD'S CELEBRATED

Canadian Tomato Chutnee.

A FAVORITE SAUCE
OF THE LATE

Sir John A. Macdonald

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

PREPARED BY

M. P. CARD,
GUELPH

The Western Milling Company

(Limited.)

REGINA, ASSA.

Manufacturers of all kinds of

**High Grade Flours,
Hungarian Patent,
and Strong Bakers.**

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

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

Correspondence Solicited.

OATMEAL

**Dominion Mills,
LONDON.**

**Excelsior Mills,
MITCHELL.**

Write or wire for Thomson's Brands
ROLLED OATS PINHEAD & STANDARD MEALS
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.

All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots
WALTER THOMSON, London and Mitchell.

**Embros
Oatmeal
Mills**

D. R. ROSS, EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

Do You Handle?

**ROBINSON'S PATENT BARLEY
AND
ROBINSON'S PATENT GROATS**

The Best Foods on Earth for Infants and Invalids.

Write for Samples and Quotations to

Frank Magor & Co.

Agents for the Dominion. 116 St. John St., Montreal

MONTREAL Markets Continued.

to \$3; Messina, \$2.50 to \$2.75; Valencia, \$5 to \$5.50; blood oranges, \$2.25 to \$3; and common to good, \$1.50 to \$2.

FISH

The fish market is now in its dull season, and there is nothing particular to note. In fresh stock, B.C. salmon are moving quietly at \$18 to 20c., and had-dock at 4 to 4 1-2c.

BEANS.

There is no change in beans, which rule steady at \$1.60 to \$1.65 for hand-picked western, and \$1.25 to \$1.50 for ordinary.

HONEY.

Buyers seem to be well supplied and there is no change in price. Comb stock ranges from 9 to 13c., according to quality.

HOPS.

Hops continue dull and featureless. We quote good to choice 16 to 18c., medium 14 to 15c., and old stock 6 to 9c.

MAPLE SYRUP.

Syrup in the wood rules somewhat easier, at 50 to 60c., and sugar at 6 to 8c. The market for both the articles is practically over.

ONIONS

There is no change in onions, stocks here ruling fair. We quote yellows \$3 to \$3.50, and reds \$3 to \$3.25.

POTATOES.

The potato market is about steady at the lower prices which we noted last week. We quote Early Rose 80 to 90c., and whites 70 to 75c.

PROVISIONS.

The provision market rules very quiet, the demand being purely local in character, and prices about the same. Canadian short cut, per bbl., \$20.75 to \$21; mess pork, western, new, per bbl., \$20.50 to \$21; hams, city cured, per lb., 12 1-2 to 13 1-4c.; lard, Canadian, in pails, 12 1-2 to 13c.; bacon, per lb., 11 1-2 to 12 1-2c.; lard, com. refined, per lb., 10 1-2 to 11c.

EGGS.

The egg market gradually eases off under freer receipts, and the basis now is 11 to 11 1-2c. for round lots, with stocks accumulating.

BUTTER AND CHEESE.

The cheese market is still featureless in so far as export business is concerned. Butter remains about the same. Receipts of new dairy are still far from large, but with the influx of any material quantity prices for a general wholesale transaction would have to fall off. There is nothing new to report either in the cost of old creamery or dairy today. New townships' dairy, 21 1-2 to 22c.; old creamery, 20 1-2 to 21c.; old dairy, 17 to 18c.

MONTREAL TRADE NOTES.

The Tamilkande tea is, according to a good conservative authority, now on sale in over 3,000 stores.

The trade here are expecting another advance in sugar at any moment.

The first cost of Barbadoes molasses f.o.b. at the Islands has been advanced 1c. to 20c., in sympathy with the advance in raw sugar.

The deputation of the wholesale grocers who waited on the Hon. Messrs. Bowell and Foster in regard to the tariff were Messrs. George Childs, George Lightbound, J. C. Rose, C. C. Hebert, Charles Chaput, W. M. Kinloch, and C.

E. Colson. The actual changes which the trade desires are rather of a trifling character, and not in any sense calculated to disturb the general principles of the National Policy. At the same time there is a very general feeling in the trade against specific duties in favor of ad valorem duties, which they consider in reality is the proper method of imposing protective duties.

Wm. Kinloch, of the firm of Kinloch, Lindsay & Co., entered upon the 51st year of his commercial career Monday. He received the congratulations of the grocery trade in general and was presented by his employees with a handsomely decorated address.

BRITISH BOARD OF TRADE RETURNS

The Board of Trade returns for the past month, says the London Times, are of a better character than were those of February, and are, indeed, more encouraging than any published for many months past. The total values, it is true, are below those of March, 1892, but it must be remembered that March included Good Friday this year, but not last. The low level of prices of commodities is still apparent, and to this fact is chiefly due the decrease of the total values of both imports and exports. The value of the imports is £34,089,413, a decrease of £2,703,781, or 7.3 per cent., and the exports of British and Irish produce are valued at £19,432,904, a decrease of £232,478, or 1.2 per cent. The most prominent decrease is as regards raw materials for textile manufacturers, and reaches the sum of £2,138,851. This is caused chiefly by the imports of raw cotton being

737,612 cwt. below the total of March, 1892, and those of sheep's wool being less by 25,749,863 lbs. The receipts of woolen rags were abnormally heavy, the weight being 16,083,200 lbs., compared with 6,569,920 lbs. and 8,028,160 lbs. in March, 1892 and 1891 respectively. The decrease in the imports of live oxen is very marked. Of the number landed, 16,738, compared with 44,032, came from the United States, low prices here having caused this falling off. On the other hand more chilled beef was landed thence. As regards wheat flour, 1,254,564 cwt., or nearly the whole, came from the United States, but in February last year the quantity was 2,280,598 cwt. In yarns and textile fabrics, cotton yarn and cotton fabrics exports alone account for a decrease of no less than £727,910, while owing to the increased shipments of jute materials, linen, silk and woolens this heavy decrease is reduced to £543,631. Of cottons, the lessened shipments to the East have chiefly caused the reduction. Again this month a small increase in the shipments of iron is recorded. The demand for tinplates for the United States is the chief cause of this increase, that country having taken 31,334 tons, compared with 23,789. The increase in the value of the exports of machinery is nearly equally divided between "steam" and "not steam." Of mining and textile machinery, South Africa takes most of the former, and countries in Europe most of the latter. The larger shipments of alkali and bleachine materials sent to the United States have mainly caused the increases in these articles.

The Imperial Rubber Stamp Works

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

Estimates given. Orders by mail promptly attended to.

102 ADELAIDE ST. WEST - - - TORONTO.

A FAVORITE

Hire's Root Beer is a favorite article with all live Grocers, because it gives them a GOOD PROFIT, sells quickly, pleases their customers, and is well put up.

T. J. COOKE & CO. AGENTS

10 St. Nicholas Street, MONTREAL

**Tea Caddies All Sizes**

Spice, Baking Powder and Tobacco Tins.

AND

TIN SIGNS, Lithographed and Japanned.

Write our nearest House for
Catalogue and Prices.

THE McCLARY M'FG COMPANY

London
Montreal

Toronto
Winnipeg

ESTABLISHED 1851.

WE OFFER

.. TOMATOES ..
in 3 lb. Tins

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

N. QUINTAL & FILS,
WHOLESALE GROCERS,
274 St. Saul Street, Montreal.

FAMOUS
"STAR"
Sugar Cured Meats
Mild, Sweet, Delicious Flavor.

All live dealers have them.
Be sure you have fresh stock

F. W. FEARMAN,
HAMILTON, ONT.

We Take Stock in May

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

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

JAMES A. SKINNER & CO.
54 and 56 Wellington St. West,
Toronto.
Branch in Vancouver, B.C.

J. W. LANG & CO.

Tea, Sugar .
Syrup . . .
Canned Goods

Wholesale Grocers,
59, 61, 63 Front Street East
TORONTO

TEAS !

Full lines of finest values in Congous, Assams and Ceylons, also some choice lots of Young Hysons, Japans and Orange Pekoes ; including an assortment of the most delicately flavored blended Teas in packages under our special brands.

SLOAN & CROWTHER,
WHOLESALE GROCERS,
19 Front St. E., Toronto.

C EYLON PEKOE
New Season Golden
Tipped Flouery Pekoe

FINEST IMPORTED

WARREN BROS. & BOOMER,
35 and 37 Front St. East,
TORONTO, - ONT.

—: : We are offering : :—
EXCELLENT VALUES

—: IN :—
TEAS, SYRUPS and NEW
ORLEANS MOLASSES.

—: SPECIAL SNAP IN :—
VALENCIA RAISINS.

 **Smith and**
Keighley
9 Front St. E., Toronto.

. NOTICE .

Notice is hereby given that Mr. James Ince has this day been admitted a partner in the firm of Perkins, Ince & Co'y of this city.

The business will be continued under the same firm name by the undersigned :

Wm. Ince,
Toronto, 1st May, 1893.
Wm. Ince, Junior.
James Ince.

JOHN BURGESS & SON
SAUCE
AND
PICKLE

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

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

EDWARD ADAMS
& CO.

Importers of Teas
—AND—
Wholesale Grocers
LONDON, ONT.

T. KINNEAR & CO.,
TORONTO,

Are offering special value in

BROOMS
—AND—
BRUSHES

Get our prices before buying.

Elliott, Marr & Co.,

Importers of Teas
—AND—
Wholesale Grocers.

LONDON, ONT.

A LITTLE EXPERIMENT.

The fact that starch changes to sugar in process of digestion always will seem wonderful, said Addison Savoy, who is at the Lindell. Yet this process can be seen in other ways than one. I tried an experiment not long ago that illustrated to me how quickly starch would change to sugar, and hard crystal grape sugar at that. My first experiment was with a handful of wheat, which I succeeded in changing, and later I again experimented with kernels of corn, with exactly the same result. I took the grains and mashed them flat. Then I spread them out on a tin platter and poured water over them that contained a few drops of vinegar and a little sugar. I set the pan in the sun, and in a little while the water had evaporated, leaving the wheat simply covered with sugar crystals, very hard and very sweet. The few drops of sugar put in the water could not have made one-tenth of the crystals that I obtained from the wheat.—St. Louis Globe-Democrat.

THE FIRST GREEN PEAS.

The first new green peas of the season commenced to arrive about the first of March from Florida, Savannah and Charleston, but the market is only lightly plied, and usually with poor peas, as they are too perishable to stand the long journey, and arrive in poor order, and lack freshness, but by the latter part of April stock appears from North Carolina, and after that the market is usually fully supplied and prices reasonably low. The first peas from North Carolina this season came in last Monday, and they started with a rush, over 1,000 packages the first day, causing opening prices to be rather low. Last season the first shipments were received from Florida March 1st, from Charleston and Savannah April 10th, from North Carolina April 28th, from Norfolk May 16, from Maryland May 20th, from Jersey June 3rd, and from Long Island June 14th., the various seasons following so closely after North Carolina opened that there is little chance for the market to become bare. The North Carolina season is opening almost a week earlier than last year, but it is reported that the Norfolk and Maryland crops are slightly backward, which may cause the North Carolina yield to realize higher prices for the growers than usual, as the acreage is light, the only points where a heavy quantity was planted being Goldsboro', Newberne and Edenton. One drawback to the North Carolina peas is the fact that they have no standard package. From all other points where peas are shipped to this market there is a uniform package. Florida, Charleston and Savannah formerly shipped in bushel crates, but the last year or two they

have arrived in baskets holding a trifle less than a half barrel; Norfolk ships in half-barrel crates, Eastern Shore (Vt. and Md.) and Maryland in barrels and half-barrel baskets; Jersey in half-barrel baskets, and Long Island in bags, but from North Carolina there is no regular packages; they mostly arrive in crates, but each shipper seems to have a size of his own; some hold a full half-barrel and others one-third of a bushel, and there are a dozen sizes between the two, while a few shippers are using baskets. The half-barrel basket was very popular when it first came out with both shippers and buyers, and nearly all kinds of vegetables were shipped in them, but of late some of the baskets are below the standard in size, and, while fully as high as the regular basket, they slant more toward the bottom, which is the small end, and hold less than half a barrel. Shippers would think it hard were they compelled to put a certain quantity of stock in each package, yet they do not hesitate to use the "snide" basket or other package, which makes it in disfavor with buyers. Such practices season after season will probably eventually result in a city ordinance being passed regulating the size of the package vegetables and produce are sold in, as the Retail Grocers' Association and others interested have for two or three years been trying to have such an ordinance passed.—N. Y. Bulletin.

FACTS ABOUT GINGER.

Ginger is the root of a kind of reed grown both in the East and West Indies and China, also largely in Malabar, and, to a certain extent, in nearly all tropical countries, says a contemporary, it is also to be found, though of poor quality, in most of our Gulf States. The stem or root is an annual, and grows directly from the root every spring to the height of about three feet, with long blades or lanceolate leaves, resembling very much in style and color our American maize or corn. This reed or stalk terminates in an oblong scaly pine, and from each of the scales grows a little blue and white flower. This plant is now cultivated in very large quantities in the West Indies, especially in the Island of Jamaica, from which place the finest and most esteemed is imported. Jamaica ginger is not only cultivated to very great perfection, but the selecting, scraping, drying and all the necessary details in its preparation are observed with the utmost care and nicety. Ginger is imported into this country either in the form of the dried roots or as a preserve in syrup, and comes from Cochin China, Africa, and the East and West Indies. The preserved ginger from the West Indies is much esteemed and commands a very high price. The ginger root grows in knotty, branched pieces, in low, fenny, or marshy soils, and has a pleasant, aromatic odor and biting taste.

There are two kinds of ginger, viz., the black and the white. Black ginger consists of the inferior roots, which have been steeped in boiling water previous to being dried in the sun. The color of the darkest kinds, however, is not black, but more of a dirty brown or stone color. White ginger consists of the roundest and finest roots scraped clean, and then dried carefully without being scalded. It is firmer, less fibrous, and more pungent than the black, and from the fact that the finest and soundest roots are always selected, white ginger is, independent of the manner of its preparation, superior to black, and always realizes a much higher price in the market; but the difference of color depends wholly upon the manner of curing or preparing. For both of these kinds the tubes or roots are allowed to ripen—that is, they are not dug up until after the annual stalks are withered.

The principal varieties of ginger known in commerce are, white ginger—Jamaica, Cochin China, African, East Indian or Bengal and Tellichery; black or dark ginger—Jamaica and Malabar. Gingers imported into Europe are subjected to various modes of treatment, which tend greatly to improve and preserve them, for the finer its quality, the more susceptible is ginger to the ravages of the fly or ginger worm. These various modes of treatment are washing, brightening and bleaching, and the gingers are consequently known in the trade as "originals," viz., the ginger as imported; "washed," that which has been cleansed in water slightly acidified; "bright," the ginger which has undergone the preparatory course of bleaching; and "bleached," that which has received a coating or dressing of lime, etc. These latter modes of treatment of ginger until very recently were carried on exclusively by experts in Europe, and it is only within the past few years that the art has been introduced into this country. When a preserved ginger is required the roots are taken up in the sap, the stalks not being more than a few inches long; the young roots are scalded, then washed in cold water, and afterwards carefully peeled. This process lasts several days, during which time the water is often changed. When the cleansing is complete the tubers are put into jars and covered with a weak syrup of sugar. After a day or two this weak syrup is removed and replaced by a stronger one, and this shifting is two or three times repeated, increasing the strength of the syrup each time. The preserve thus formed is one of the finest that is made. The removed syrups are not lost but fermented into a pleasant and agreeable beverage, known as "cool drink," used very much in tropical countries. Preserved ginger, as manufactured here and in Europe, is dark and fibrous, but when prepared in the East or West Indies, or China, the West Indies especially, from the young roots, it is almost transparent. It is imported in jars and should be of a bright yellow color. Ginger is imported from Jamaica in barrels of about 100 lbs. each, with actual tare allowance; from Cochin China and Malabar in cases of about 200 lbs. each, also with actual tare allowance. African and East Indian ginger comes in bags of about 100 lbs. each, with tare of 2 lbs. each bag.

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



Spanish Blacking

EXCELS ALL OTHERS

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

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



Best Value!



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by



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

CHARLESTON, S.C., 13 April, 1893

THE HUNGERFORD CO., 67 Pearl St., New York.

Gentlemen:—It affords us great pleasure to testify to the merits and efficacy of your Portable XL Coffee Roaster which we now have had in use for over six months. We work it with electric power and the coffee it turns out is wonderfully even and well and quickly done. It is the best Roaster we have ever

had. JOHN
HURKAMP
& Co.

LIGHTBOUND, RALSTON & CO.

MONTREAL

Japan Teas 13c. and up.
Japan Nibs 12½c. and up.
Ceylons, Indians, China Congous

A COMPLETE ASSORTMENT

Sugars, Syrups, Molasses, Canned Goods,
Fish, Fruit, Vegetables,

Write for Samples and Quotations.

PERSONAL MENTION.

N. W. Armstrong of Stouffville was in the city Tuesday.

J. W. Lobb, formerly with Eby, Blain & Co., is now with W. G. Lambe & Co.

D. A. Brown, of Brown Bros. & Co., Elm-vale, has been touring the warehouses this week.

E. Hudson, at one time with F. W. Hud-son, is now to be found in Eby, Blain & Co's sample room.

Hon. G. A. Drummond, president of the Canada Sugar Refining Company, Montreal, was on the street Tuesday.

James Lambe, who has been appointed to look after the Canadian manufacturers' exhibit at the World's Fair, left last week for Chicago.

Through a typographical error the name of Robert Munro, who his fellow travellers were said to be sympathizing with in his domestic troubles, was made to read David Moore.

A. H. Gunn, manager of the Dunwich Co-operative Association, Dutton, was in Toronto this week buying stock to replace that destroyed by the fire which recently visited that town. The association has rented a store across the street from its former premises.

H. G. Gear of Cadbury Bros., the large cocoa and chocolate manufacturers of Birmingham, Eng., accompanied by Mr. J. H. Magor, Montreal, their Canadian representative, has just completed a trip to all the leading commercial centres in Canada. Mr. Gear left Saturday for New York en route to England.

M. Gleeson of Greenwood reports trade good. His excellent stock of general goods, usually kept in first-class country stores, is more than complete. Possibly this accounts for it, together with his long residence in Greenwood, where he is a general favorite, and always carries first-class goods at bottom prices for the purchaser.

J. Fred. Ramsay on behalf of the Pure Gold Man'g Co.'s employees, on Saturday last presented Geo. F. Anderson, the company's cashier, with a very handsome bronze clock, on the occasion of his approaching marriage, which takes place on Thursday, May 4th. Mr. Anderson, in a few words expressed his pleasure, in his usual happy manner.

The representatives of four London, Eng-land, tea houses struck Toronto together this week. They were: H. W. G. Hopkins, of Appleton, Machim & Smiles; — Tudor, of J. and J. Batten & Co.; — Devereaux, of Harrison & Crossfield, and W. B. Redfern, of McMeekin & Co. "Toronto must be getting a great tea centre, judging from the attention it is receiving lately," a broker was heard to remark.

A BIT OF WOODENWARE HISTORY.

Taylor, Scott & Co., manufacturers of woodenware and brooms, Toronto, have dissolved. The dissolution was by lapse of time, and was in compliance with the agree-ment entered into when the partnership was formed five years ago. Mr. Scott retires, and the business will be carried on by Mr. George C. Taylor under the old style.

Toronto can point with pride to the rapid and substantial growth of many of her manu-facturing industries, but probably to none more so than to that controlled by Taylor, Scott & Co. It was originally known by the name of Walter Woods & Co., when Mr. George C. Taylor was the managing partner. Five years ago the firm was re-organized and received its present name of Taylor, Scott & Co. Since then there has been almost a phenomenal growth in the business. The output of the firm is found in practically every part of the Dominion—from Halifax to British Columbia. The trade of Canada conquered, Taylor, Scott & Co. reached across the Atlantic; and now their brooms and washboards are being used by the busy house-wives and servants in the four Kingdoms of England, Ireland, Scot-land and Wales. And what is more the business has been a profitable one, Taylor, Scott & Co. not having sacrificed their capital in undue haste to secure business. Their broom business is reputed to be the largest in the country.

In order to keep pace with the increasing demand the firm has been from time to time compelled to enlarge its accommodation and bring in new and the latest improved machinery. The washboard and broom factories are situated at 1 to 7 and 2 to 6 Pearl street and 110 Bay street, while their offices and warerooms are conveniently adjacent at 120 Bay street. Over 100 hands are em-ployed in the factories. The present firm retains all the patents possessed by the old firm, and will continue to manufacture the Northern Queen and Improved Globe wash-boards, the staple boards of the country.

GROCERS AND THEIR TORMENTORS.

The small boy is often a thorn in the side of the retail grocer in the cities. Crowds of youngsters sometimes gather in front of the grocery stores and pilfer fruits and vegetables, pull down boxes, run off with barrels, and in many other ways annoy the proprietors and their assistants. The result is that the gro-cers get worked up to the boiling point, and when they capture one of the young scamps it is apt to go hard with him. Several cases have recently been reported in the New York and Brooklyn papers of arrests of grocers on a charge of as-saulting small boys, the latest being that of Ernest Resitzke, of 246 Hoyt street, Brooklyn, arrested one day last week for striking the young son of a local poli-

teman. An additional charge, of assault-ing the boy's father, was later preferred against Mr. Resitzke, who is out on bail, but will have to appear in court this week. Doubtless many persons who have read of this case in the newspapers will condemn the grocer for what they con-sider to be brutality, but could they put themselves in his place and go through a few weeks with the New York or Brook-lyn small boy of the tenement house dis-tracts, they would not hastily condemn him. It is a pity that reputable trades-men do not more often receive police pro-tection against the annoyances of the juvenile aggressors. They pay for it in taxes, and, in the case of the grocery trade, the free sampling of the dealers' fruits that most policemen indulge in should procure the storekeeper relief from the depredations of the small boy. —Merchants' Review.

CANNED FRUITS IN COOKERY.

Most housekeepers, says the New York Tribune, do not make as much use of preserved fruits in made dishes as they might. Unfortunately they show very little ingenuity in preparing canned fruit into that variety of puddings and other deserts such as the French and German housekeepers excel in. The simplest Ger-man families make the delightful peach and apple kuchen, which may be found at a few of our very best city bakeries. This is simply a raised biscuit dough, to which about a half cup of sugar is added. Roll this dough out till it is not over half an inch thick. Cover it with rich canned peaches or well flavo-red apples. Dredge it with sugar (granu-lated is better than powdered) and bake it in a quick oven with a good heat at the bottom. Cover it while it is baking if it cooks too much on top. It should be done in fifteen minutes. Serve it as it is, or with a pitcher of sweet cream.

There are many steamed or boiled pud-dings which may be made of canned fruit just as well as they may be made of fresh fruit. There are many delightful blanc manges which may be made by adding a base of preserved strawberries, rasp-berries or apricots in their syrup, stiff-ened to a jelly. Where there is an abun-dance of fresh cream, as there should be on every farm, the variety of wholesome deserts, which may be made with whip-ped cream flavored with fruit juices is very large. It includes the excellent Bavarian creams, charlotte russes, dishes of rice mixed with whipped cream and served with a sauce of whipped cream and preserved fruit, as well as many frozen deserts.



Harry (to little brother): SAY, SHUT UP YER DARNED NOISE, WON'T YER; I CAN'T SAY MY PRAYERS.

World Renowned



BATTY'S PICKLES

FOR SALE BY

TORONTO:

EBY, BLAIN & Co.
H. P. ECKARDT & Co.
PERKINS, INCE & Co.
SLOAN & CROWTHER.
WARREN BROS. & BOOMER.

MONTREAL:

CAVERHILL, ROSE, HUGHES & Co.

HUDON HEBERT & Co.

HAMILTON:

JAS. TURNER & Co.

WRIGHT & COPP, Dominion Agents.
TORONTO.

Snider's Home Made Catsup



The Pioneer Sweet Catsup and the finest ever offered to the trade. Manufactured from fresh ripe tomatoes. Celebrated for retaining the natural flavor, combined with a delicious pequancy and perfect blending of spice found in no other brand. A good seller and universally known and acknowledged as the standard.

For Sale by all Wholesale Grocers.

WRIGHT & COPP, Dominion Agents.
TORONTO.



Pure Milk or Cream Are no longer scarce since Grocers keep..

Highland Evaporated Cream

In hermetically sealed cans, protected against adulteration and contamination, also guaranteed as to its purity and perfection.

FOR SALE BY ALL WHOLESALE GROCERS

.. PREPARED BY ..

HELVETIA MILK CONDENSING CO., HIGHLAND, ILL. U. S. A.
WRIGHT & COPP, Toronto

M. F. EAGAR

GENERAL AGENT

.. AND ..

BROKER

CONSIGNMENTS SOLICITED.

18 SACKVILLE STREET,
HALIFAX, N. S.

DRY GOODS.

(From the Dry Goods Review.)

The past week has seen a continuance of a slow trade. The last two weeks in April were disappointing to the wholesalers, and trade does not compare favorably with April of last year. Most of the houses report a falling off in April trade, due no doubt to the tardiness of the opening up of spring trade in country districts. The weather has been exceedingly unfavorable, and roads are in a bad state. May will be a good month, if the weather brightens, of which there is no prospect at time of writing.

Black ground delaines are very scarce in this market. Wholesalers are unable to have their orders filled by the English firms.

French woolen fabrics are up. Henriettas, whipcords and Bengalines have been in such strong demand from the French manufacturers that they have increased prices from 8 to 17 1-2 per cent. These goods promise to be in good demand for next season, and dealers here are guarding their stocks of these fabrics. Soft wools have advanced 10 per cent. Reports from the London wool market show an increase in sales of about 10 per cent., owing to the increased demand from the French manufacturers.

NOTES

Alexander & Anderson have made a special purchase of flannelettes comprising 3,000 pieces of one quality. This will be offered as a drive for the special benefit of their customers. They also show an excellent range of English flannelettes and Ceylon flannels. These are seasonable goods. Printed flannels in spots, stripes and fancies are also to hand, and their stock is very complete.

Caldecott, Burton & Spence have a full stock of quilts in honey-comb, Marseilles and satins in all sizes and in various qualities.

Wyld, Grasett & Darling are receiving their summer and fall print samples. Black grounds with colored flowers, in-

digo blues, red grounds, and garnet grounds will be popular. Delaine effects in cream grounds will also run.

John Macdonald & Co. report a strong demand for braces and top-shirts. Their special values in these lines seem to be meeting with the approval of the buying public. A shipment of covered and uncovered elderdown sofa cushions and tea-cosies are to hand, and are worthy of inspection.

W. R. Brock & Co. are cleaning out a variety of odd lines of prints, and customers wanting goods to sell from 5 to 10 cent could do well to examine these lines, as the value of these drives is much higher than is regularly offered for these prices. Travellers cannot inform dealers of these bargains, and only visitors will secure them.

Wyld, Grasett & Darling are showing a large and extensive range of ladies' and children's lisle, taffeta and pure silk gloves and mitts. Silk lace mitts are shown in lines of special value. A line of these at \$2 is exceedingly meritorious. The enquiry for all classes of gloves is fairly brisk at present, and will continue until the end of June. This house endeavor to keep their stock well assorted all through the season.

Odds and ends of dress goods at clearing prices are being offered by John Macdonald & Co. These are the balance of this season's stocks and all the drives are excellent bargains. Printed challies and lawns are in good demand, and they are prepared for all orders on these goods. Other midsummer fabrics, such as crepons, lustres, muslins, etc., are in good demand.

Art muslins have been re-stocked by Alexander & Anderson, and especially in cheap lines they show excellent values and some very natty patterns.

W. R. Brock & Co. are showing some very handsome novelties in domestic tweeds for summer suitings. A complete range of shades in Halifax tweeds is also shown, including the new and fashionable blues. Another shipment of hard-make black and blue worsted serges has just been passed into stock. These goods are very active at present, and half the shipment was sold before entry.

Horn hairpins are very much in demand just now. Gordon, Mackay & Co. advise that they are in receipt of a large

assortment of these goods in shell color. Good styles and right prices are their qualities.

Heliotrope and purple spot veilings have been stocked by Alexander & Anderson. These goods are strong in demand at present and bid fair to continue.

Three cases of cashmere hosiery have just been passed into stock by W. R. Brock & Co., making their range complete in every detail. They have had an extra strong demand for their lines of cashmere hosiery for the present season, and believe it to be due to the extraordinary value offered. There is considerable enquiry for their special lines of Hermsdorf's stainless black cotton, and they will keep all sizes in stock throughout the season.

Caldecott, Burton & Spence are showing a good range of lace curtains in various qualities. A leading line at 75 cents is extra value. Other leaders are shown at \$1.10, \$1.25, \$1.50, and \$2.25. These lines include the latest designs and patterns, and are exceedingly fine stock. In Swiss curtains they are showing a range from \$2.75 to \$9 in the newest patterns. These are all this season's importations and are meritorious goods. In Chenille curtains they are showing a leader at \$4.25 which is of true stock and of beautiful design and finish. Other chenilles are shown in different styles and qualities in various prices up to \$12 per pair.

A further shipment of ladies' American ribbed cotton vests, "Rattler," is to hand with W. R. Brock & Co. This line they have been selling in large quantities to all the live merchants from Halifax to Vancouver, and have lately placed a further repeat with the factory in order to supply the demand for the next two months. They anticipate before the season is over to have distributed 10,000 dozen of this line.

Wool delaines in cream, navy, and black grounds are being shown by Gordon, Mackay & Co. in an extensive range of scarce designs.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

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

TANGLEFOOT

is sold by the following

CANADIAN JOBBERS

MONTREAL:—

EVANS & SONS, Ltd.,
LYMAN, SONS & CO.,
LYMAN, KNOX & CO.,
KERRY, WATSON & CO.,
J. O. LEDUC & CO.,
N. QUINTAL & FILS.

TORONTO:—

LYMAN BROS. & CO.,
NORTHRUP & LYMAN CO.,
ELLIOTT & CO.

QUEBEC:—

W. BRUNET & CO.,
EDMUND, GIROUX & BROS.,
DR. ED. MORIN & CO.,

LONDON:—

JAS. A. KENNEDY & CO.,
LONDON DRUG CO.



TANGLEFOOT

is sold by the following

CANADIAN JOBBERS

HAMILTON:—

J. WINER & CO.

KINGSTON:—

HENRY SKINNER & CO.

HALIFAX:—

BROWN & WEBB,
FORSYTH, SUTCLIFFE & CO.,
SIMSON BROS. & CO.,

WINNIPEG:—

MARTIN, ROSSER & CO.

VICTORIA:—

MOORE & CO.,
LANGLEY & CO.

VANCOUVER:—

H. McDOWELL & CO.

NEW WESTMINSTER:—

D. S. CURTIS & CO.

NANAIMO:—

E. PIMBURY & CO.

R. & T. WATSON, Manufacturing Confectioners,

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

SEND FOR PRICE LIST.

75 Front Street East, - - TORONTO.

KOFF NO MORE. WATSON'S COUGH DROPS

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

S.A. Van Dam & Co

37 Old Corn Exchange, Manchester,

—and—

23 Mathew Street, Liverpool, England.

Solicit Consignments of

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

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850.

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

CENTRAL Business College.

TORONTO AND STRATFORD.

THE largest, best equipped and most popular commercial schools in Canada. The course of study in each institution is up to the highest standard of excellence. Highly endorsed; large faculty of experienced teachers in each school; satisfaction guaranteed; graduates assisted in securing employment. Catalogues free. Students may enter at any time.

SHAW & ELLIOTT, Principals.

60 W

SITUATION WANTED.

COMMERCIAL BROKER WITH FIRST CLASS connection among wholesale trade is open to take Toronto Agency for Canning Factory. Concern and goods must be first-class. Communications strictly confidential. Address Backs, care of this paper. 19

SITUATIONS VACANT.

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

WANTED for the Fort William Co-operative Stores, a salesman or saleswoman capable of taking full charge. State salary expected. Apply, R. ALLISON, Hon.-Sec., Fort William. 18

BUSINESS CHANCES.

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

WANTED—MANITOBA AGENCY. A MANUFACTURING firm supplying the retail trade direct, who has a resident agent in Winnipeg, who is a first-class man and has travellers over territory between Winnipeg and Rocky Mountains, want to hear from one good concern, who want to be well represented in that district. Apply A, CANADIAN GROCER. 18

THE CANADA MEAT PACKING CO.,

MONTREAL,
BEEF AND PORK PACKERS,

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

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

WRITE FOR QUOTATIONS.

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



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

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

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES
James Palmer, grocer, Carmen, Man., has assigned.

Nathan Kinney, boot and shoe dealer, Liverpool, N. S., has assigned.

Creditors of Louis Gagnon, grocer, St. Rose have asked him to assign.

McInnes & Irwin, general merchants, Strathclair Station, have assigned.

J. S. Beeton, a grocer of Aurora, has assigned to John McCaw of the same town.

B. Hollinquist, general storekeeper, Oak Lake, Man., has assigned to S. A. D. Bertrand.

R. W. Woodward, general store and saw mill, Lower Nicola, has assigned in trust to C. A. Schooley.

A demand of assignment has been made on F. MacKay, general merchant, Pape-neauville, Que.

C. A. Smith & Co., general storekeepers, Chester, N. S., are offering to compromise with their creditors at 50c. on the dollar.

Joseph E. Monette, tobacconist, Montreal, has assigned. His principal creditors are the Fraser estate \$452, and the Banque Nationale, \$808.

H. Rochon, hotelkeeper, St. Scholastique, Que., has assigned with total liabilities of \$1,335. The principal creditor is J. O. Villeneuve, \$719.

Francois Vermette, grocer, Montreal, has assigned with liabilities of about \$2,500. The principal creditors are Joseph Ward & Co., \$400; Carter, Galbraith & Co., \$500; N. Runtal & Fils, \$400; M. Vermette, \$200; Paul Vermette \$380; and M. J. Feron, \$250.

John Campbell, grocer, Queen street west, Toronto, better known as "Jumbo" Campbell has made an assignment to W. A. Campbell. He owes \$9,600 and claims to have assets that are double that amount. Within the past six years he has sunk \$13,000 cash in real estate upon which he cannot realize. It is to this that he attributes his present difficulties.

FIRES.

The grocery stock of W. S. Santo & Co., Nanaimo, B.C., has been damaged by fire.

The store of J. O'Boyle, merchant, Brechin, together with most of its contents, was destroyed by fire Monday. The loss is mostly covered by insurance.

The factory and two of the storehouses of the Oakville Basket Company's property were entirely destroyed by fire Saturday morning. Loss, \$8,600; insurance, \$4,000.

James Houston's store and dwelling at Dresden was gutted by fire last week. Mr. Houston and his wife barely escaped with their lives. Loss about \$1,700 and insurance \$1,250.

Port Perry has been visited by another destructive fire. The victims are W. Brock, general merchant; Jones & Co., dry goods; T. H. Phillips & Co., stoves and tinware; Phillips & Meharry, grocers.

. P. G. —

French

=DRESSING=

... FOR ...

LADIES and CHILDREN'S BOOTS and SHOES
GIVES A BRIGHT and LASTING POLISH
DOES NOT CRACK THE LEATHER

THE PURE GOLD MFG. CO. TORONTO»

DEATHS.

Angus McAdams, grocer, Dartmouth, N.S., is dead.

M. L. McGrath, general merchant, Shegundah, is dead.

PARTNERSHIPS FORMED AND DISSOLVED.

Bansquet & Frere, grocers, Montreal, have dissolved.

Gillies Bros., general merchants, Lucan, have dissolved. James Gillies continues.

F. W. Slater and A. J. Slater, Montreal, have been registered as dealers in boots and shoes.

The Royal Soap Manufacturing Co. of Winnipeg have dissolved. Manlius Bull continues.

T. Gilmor & Co., wholesale grocers, Brockville, have dissolved, and advertise business for sale.

I. and Z. Beauchamp have been registered proprietors of the firm of Beauchamp & Frere, grocers, Montreal.

A. Martin and Godfried F. Martin, Montreal, have registered as partners under the style of Martin & Co., grocers.

Carlin, Lake & Co., general merchants, Anthracite, N.W.T., and Field, B.C., have dissolved. L. French retires and Carlin and Lake continue.

James Ince has been admitted a partner in the firm of Perkins, Ince & Co., the well-known wholesale grocers of Toronto. The firm now consists of William Ince, sr., and William and James, his two sons. This is the firm's jubilee year, having been formed in 1843. Mr. Ince, sr., entered the firm in 1845 as a boy, and ten years later became a partner.

CHANGES.

W. Terry, grocer, Linwood, is out of business.

A. B. Gray, wholesale liquors, B. C., is closing up.

George J. McLeod, grocer, Tauro, N. S., has sold out.

W. J. Rush, grocer, Cobourg, has sold out to John Throp.

A. Weseloh, boots and shoes, Cromarty, has removed to Hensall.

John Humphreys, baker, Mooretown, has sold out to John Maws, jr.

John Eustic, grocer, Hamilton, has been succeeded by Hazell Bros.

J. W. McAdam, boots and shoes, Toronto, has sold out to Fegan & McDermid.

C. Christie, general merchant, Hilton, Man., has sold out to Dayton & Bryden.

John E. Fortune, general merchant, Cannes, N. S., is about removing to Halifax.

D. McCallum, general merchant, Cumberland, has closed up and removed to Canaan.

G. H. Rogers & Co., bankrupt stocks, Winnipeg, has sold out Glenboro branch to James R. B. Kelly.

SALES MADE OR PENDING.

R. B. Abbott, general merchant, Brinston's Corners, is advertised for sale by tender.

The boot and shoe stock of E. D. Legendre, Sherbrooke, Que., is advertised for sale by auction May 9.

The stock of J. B. Peltier, general merchant, Iberville, Que., has been sold at 71½c. on the dollar.

Hon. Mr. Foster, Minister of Finance, and Hon. McKenzie Bowell, Minister of Trade and Commerce, arrived in Toronto Wednesday and spent the day hearing depositions regarding tariff reform. Among the deputations were representatives from the wholesale grocers and the soap manufacturers.



It is more honorable to have built
a dog-house than to have dreamed of
building a palace.

BOOKS FOR BUSINESS MEN.

Ideas for Hardware Merchants.

By D. T. MALLETT.

This novel book is the only book ever written especially for hardwaremen, and every hardware merchant will find it of decided help and of intrinsic value. It tells How to Advertise a Hardware Store; How to Dress a Hardware Store Window; How to Select Seasonable Goods and How to Display Them to Best Advantage; How to Make a Success with Hardware; How to Compete with "Department Stores;" How to Turn a Credit Business into a Cash Business; How to Avoid Bad Debts and Increase Trade; How to Secure Low Quotations from Jobbers and Manufacturers; How to Arrange the Fixtures in a Hardware Store; How to Treat and Manage Clerks; How to Keep Your Accounts with the Least Labor; How to Systematize Your Business and Arrange Its Details; How to Arrange Price Lists; How to Meet Close Competitors and How to be Enterprising; How to Properly Proportion Store Expenses, and thousands of practical hints for hardware merchants. Paper cover, \$1.

How to Keep a Store.

By SAMUEL H. TERRY.

CONTENTS: The Selection of a Business; The Choice of a Locality; On Buying a Stock of Goods; Obtaining Credit on Purchases; Examination, Marking and Arranging of Goods; Advertising a Business; Employment of Clerks; The Art of Selling Goods; Selling Goods for Cash; Selling Goods on Credit; Selling for Cash and Credit Combined; Replenishing Stock; Settling for Purchases; Depreciation of Goods; Losses by Fire, Theft, etc.; Keeping Accounts; Expenses; Co-partnerships; Influence of Social Life on Business; Buying Goods at Auction; Investment of the Profits; Insolvency; Business Qualifications, etc. 12 mo, Extra Cloth, \$1.50.

300 Ways to Dress Windows.

By HARRY HARMANN.

Fully explained. For grocers, general dealers and all lines of business. 250 pages, 150 illustrations. Price, post paid, \$1.75 This includes a nickel hammer and a pamphlet on show windows. SENT FREE, a sample of Bon Ami; cleans windows, show cases, brass, etc., with a 44 page catalogue of window supplies.

Building Business.

By N. C. FOWLER.

Nath'l C. Fowler, jr., the eminent advertising doctor and expert at business, has written a book all about advertising in daily papers, weeklies, magazines, religious and agricultural papers, in street cars, signs, lithographs, novelties, calendars; about cuts and how to use them; window dressing; store decoration; points on selling; keeping accounts; everything about publicity and business outside, written from the merchant's standpoint—a book worth its price to the man who spends \$25 for printing, and the more to the extensive advertiser and merchant; 177 great advertisers answer the vexed questions of advertising, presenting individual and collective opinion of positive value—most important chapter written. Cloth \$3.75, half leather \$4.50, full leather, \$5.

Self Instruction in Practical Business Qualifications.

By CHAS. S. MCNAIR.

Size, 8½ x 11 inches, 256 pages. \$2.50

How to Sell Goods.

By B. F. CUMMINGS.

A Prize Essay, 10c.

**METHOD
IS THE
SECRET OF
SUCCESS.**

The Publishers of this paper have arranged to accept and transmit to the U. S. and Canadian publishers, orders for these books. Money should be sent by P. O. Order or register letter to

THE J. B. MCLEAN PUB. CO., LTD.
10 FRONT ST. EAST,
TORONTO.

E. BROWN & SON'S

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

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

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

- Tutti Frutti Cash Box. -



This Cash Box is made of the best janned material, and is strongly put together with filled edges and locked by an A No. 1 tumbler lock.

You should have one! You will find you can make good use of it. You make two dollars profit out of the gum it contains, so that you get the Cash Box practically free. Send for circular.

Adams' & Sons Co., 11 and 13 Jarvis St., TORONTO, ONT

Todhunter, Mitchell & Co.,
—DIRECT IMPORTERS OF—
HIGH GRADE COFFEES,
Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.
Grocers draw trade by selling their FAVORITE EXOELSIOR BLEND.
RELIABLE ROASTING BY PATENTED PROCESS. **TORONTO.**

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

SEELY'S Flavoring Extracts



have stood critical test for 31 years.
Their—
Purity, Strength and Rich Flavor
have made them the **STANDARD GOODS OF AMERICA.**
The most attractive line in the market.
Send for our Illustrated Price List.
Seely Manufacturing Co.
Detroit, Mich. - Windsor, Ont.

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

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

Nixey's
Black NO DUST
Lead

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

"SILVER MOONLIGHT"
FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES, ALWAYS USE
PLUMBAGO" STOVE POLISH.
Always Bright & Beautiful.
In Large Packets 1d. & 2d. each.
Use only for Laundry Purpose, producing the best results.



NIXEY'S
"SOHO SQUARE" BLUE
THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY REQUIRED.
Eight 1-oz. squares in Box for 6d.
Of all Grocers and Oilmen; or write to
12, SOHO SQUARE, LONDON, ENGLAND.



For Knives, Forks, Brass and Steel Work, &c., &c. Won't Wear the Blades like others.
8d. and 1s. Tins.
NIXEY'S
"INVICTA" KNIFE POLISH.
OF ALL STOREKEEPERS EVERYWHERE.
Wholesale: W. G. NIXEY, London, England.

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

UNPRECEDENTED SUCCESS

GOLD MEDALS AWARDED



BY HER MAJESTY'S

ROYAL LETTERS PATENT

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



This illustration is a fac-simile of packet.

ROYAL TABLE CREAMS, AND INVALID AND TABLE JELLIES,



The above illustration is a fac-simile of tin.

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

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

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

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

Agent: C. E. Colson, Montreal.

EBENR. ROBERTS, London, England.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, May 4, 1893.

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

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

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

BAKING POWDER.

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



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

COOK'S FRIEND.

(In Paper Packages.) Per doz	
Size 1, in 2 and 4 doz boxes	\$2 40
" 10, in 4 doz boxes	2 10
" 2, in 6 " "	80
" 12, in 6 " "	70
" 3, in 4 " "	45
Pound tins, 3 oz in case	3 00
12 oz tins, 3 oz in case	2 40
5 oz tins, 4 " "	1 10
5 lb tins, 1/2 " "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
" " " " 1 lb, 4 " "	1 30
" " " " No. 1, 2 " "	1 90
" " " " 1 lb, 2 " "	2 20
" " " " 5 lb, 1/2 " "	9 60

OCEAN WAVE

DIAMOND BAKING POWDER.	
1/2 lb. tins, 4 doz cases	0 67 1/2
1 lb. " " " "	1 17
1 lb. " " " "	1 98

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.	
Abernethy	6 1/2
Arrowroot	\$0 10 1/2
Butter	0 6
" " 3 lbs.	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2
Digestive	0 08
Daisy Wafer	0 16
Garibaldi	0 09
Gingerbread	0 10
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 06 1/2
People's Mixed	0 10

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

BLACKING.

Day & Martin's, pints, per doz	\$3 90
" " " "	2 10
" " " "	1 10
Spanish, No. 3	4 50
" " 5	8 00
" " 10	9 00
Japanese, No. 3	4 50
" " 5	7 50
Jaquet's French No. 2	3 00
" " " 3	4 50
" " " 4	6 00
" " " 5	7 50
" " " 1-gross Cabinets, asst.	9 00
Egyptian, No. 1	9 00
" " 2	4 50

F. G. FRENCH DRESSING (LADIES.)

For ladies' and children's boots and shoes.	
No. 7, 1 or 2 doz. in box	per doz \$2 00
No. 4	1 25
F. G. FRENCH BLACKING.	
No. 4	per gross \$4 00
No. 6	4 50
No. 8	7 25
No. 10	25

BLACK LEAD.

NIXEY'S	
Refined in 1d., 2d., 4d. and 1s. packages, (9 lb. boxes)	7s 6d \$2 50
Jubilee in 1oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d 9 00

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

F. F. DALLEY & CO.

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

BLUE.

Reckitt's Pure Blue, per gross	10
NIXEY'S	
Soho Square in 8 lb. boxes, of 16x6d. boxes, London	6s 0d
Soho Square in 8 lb. boxes, of 16x6d. boxes, Canada	\$3 25

CORN BROOMS.

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

CANNED GOODS.

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

Headquarters In 1 lb. and 1-2 lb. Glass Jars
-FOR-
JAM.
5 lb. and 10 lb. Tins
7 lb., 14 lb. and 28 lb. Pails

Get our prices if you want to make money. The season for Jam is just beginning.

TORONTO BISCUIT & CONFECTIONERY CO., TORONTO.

Prices current, continued-

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

CHAS. BECKER & SONS, per box
5 gross, single & 10 box lots 0 75
Star, 4 doz. in package 0 85

COFFEE.
GREEN o per lb
Mocha 28, 33
Old Government Java 25, 35

Excelsior Blend 34
Our Own 32
Jersey 30
Laguayra 28

DRUGS AND CHEMICALS.
Alum lb \$0 02 \$0 03
Blue Vitriol 0 06 0 07
Brimstone 0 03 0 03

DURABLE PAIRS AND TUBS
WM. CARR & SONS, MANUFACTURING CO
NEW MARKET.
Steel hoops, painted and grain'd 2 20

EXTRACTS.
Bailey's Fine Gold, No. 8, p. doz \$0 75
" " " " 1 1/2 oz. 1 25

FLUID BEEF.
JOHNSTON'S, MONTREAL per doz
Cases, No. 1, 2 oz tins 27 75 \$3 00

FRUITS.
FOREIGN. o. per lb
Currants, Provincial, bbls 5 5

FRUITS.
DOMESTIC. o. per lb
Currants, Patras, bbls 6 5

FISH.
Oysters, per gallon 1 25
Pickled, per gallon 1 75

FISH.
Dried Fish:
Codfish, per quintal 5 25 5 75



FLY PAPER.
TANGLEFOOT.
Tanglefoot, 1 box double sheets and 2 holders 60

GRAIN.
Wheat, White 0 67 0 68
" Red Winter 0 66 0 68

HAY & STRAW.
Hay, Pressed, "on track 9 50 10 00

HARDWARE, PAINTS AND OILS.
CUT NAILS, from Toronto
50 to 60 dy basis 2 30

HORSE NAILS:
"O" 80 and 5 per cent. from list.
HORSE SHOES:
From Toronto, per keg 3 65

TURPENTINE Selected packages, per gal 0 52 0 53

INDURATED FIBRE WARE.
1/2 pail, 6 qt 24 00
Star Standard, 1 1/2 qt 4 50

JAMS AND JELLIES.
DELHI CANNING CO
Jams assorted, extra fine, 1's 2 25

JAMS AND JELLIES.
Marmalade—orange 0 12

KNIFE POLISH.
NIXEY'S
"Curvus" boxes of 1 doz.

LICORICE.
YOUNG & SWYLER'S LIST.
5 lb boxes, wood or paper, per lb 0 40

MINCE MEAT.
J. H. WETHEY'S—ST. CATHARINES
Condensed, per gross, net \$12 00

MUSTARD.
ELLIS & KEIGHTLEY'S. cts
Durham, Fine, in 1/2 and 1 lb tins

Prices current, continued.

CHERRY'S IRISH

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

NUTS. per lb

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

PETROLEUM.

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

PICKLES & SAUCES.

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

SOUPS (in 3 lb cans).

Tomato	3 50
Fancy—Chicken, Mock Turtle, Cream of Corn Pea, Celery, Asparagus	4 50

Fancy—Chicken Gumbo, Or Tail, Consomme Bouillon, Mulligatawny Mutton Broth, Beef, Esc. Printanir, Julienne Vermicelli, Vegetable

Worcester Sauce, 1/2 pts.	\$3 60	\$3 75
" " pints	6 25	6 50
Pickles, all kinds, pints	3 25	
" " quarts	6 00	
Harvey Sauce-genuine—hlf. pts	3 25	
Mushroom Catsup	2 25	
Anchovy Sauce	3 25	

PRODUCE.

DAIRY. Per lb

Butter, creamery, tubs	\$	\$
" dairy, tubs, choice	0 19	0 21
" " medium	0 15	0 20
" low grades to com	0 15	0 15
Butter, pound rolls	0 20	0 22
" large rolls	0 19	0 20
" store crocks	0 19	0 20
Cheese	11 00	11 11 1/2

COUNTRY

Eggs, fresh, per doz	0 10 1/2	0 11 1/2
" limered	1 40	1 60
Beans	2 00	2 50
Onions, per bbl	80	90
Potatoes, per bag	0 13	0 15
Hops, 1891 crop	0 17	0 20
" 1892 "	0 05	0 08
Honey, extracted	0 10	0 15
" section		

PROVISIONS.

Bacon, long clear, p lb	0 10 1/2	0 11 1/2
Pork, mess, p. bbl	22 00	23 00
" short cut	0 13	
Hams, smoked, per lb	0 13	
" pickled	0 13 1/2	0 14 1/2
Bellies	0 10 1/2	0 11 1/2
Rolls	0 13	0 13 1/2
Lard, pure, per lb	0 10	0 10 1/2
Compound	0 05 1/2	0 06
Tallow, refined, per lb	0 05 1/2	0 06
" rough	0 02 1/2	

RICE, ETC. Per lb

Rice, Aracan	5 1/4	4
" Patna	4 5/8	5 1/2
" Japan	5 5/8	6 1/2
" extra Burmah	3 1/4	4
" Java extra	6 1/2	7 1/2
" Genuine Carolina	9 1/2	10
Grand Duke	6 1/2	7 1/2
Sago	4 1/2	5 1/2
Tapioca	5 1/2	6
Goathead (finest imported)	5 1/2	6

ROOT BEER.

Hire's (Liquid) per doz	\$2 00
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SPICES. Per lb

GROUND

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

BRITISH AMERICA STARCH CO BRANTFORD.

1st Quality White Laundry—	
3 lb. cartons, boxes, 36 lbs.	5 1/2
Ditto " " brls., 175 "	5
Ditto " " kegs, 100 "	5
Canada Laundry, boxes, 40 lbs.	4 1/2
Brantford Gloss—	
1 lb. fancy boxes, cases, 36 lbs.	7 1/2
Lily White Gloss, kegs, 100 lbs.	6 1/2
1 lb. fancy cartons, cases, 36 lbs.	7
6 lb. draw-lid bxs, 8 in c'te, 45 lbs.	7
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases, 28 lbs.	9
No. 1 Pure Prepared Corn—	
1 lb. packages, boxes, 40 lbs.	7 1/2
Challenge Prepared Corn—	
1 lb. package, boxes, 40 lbs.	7

KINGSFORD'S OSWEGO STARCH.

Pure Starch—	
40-lb boxes, 1, 2 and 4 lb pack'g's	8
35-lb " " 3 lb. packages	8
12-lb " " "	8 1/2
38 to 45-lb boxes	8

SILVER GLOSS STARCH—Less trade dis.

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

OSWEGO CORN STARCH—for Puddings, Custards, etc.—

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

ST. LAWRENCE STARCH CO'S

Culinary Starches—

St. Lawrence corn starch	7 1/2
Durham corn starch	7

Laundry Starches—

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

SUGAR. c. per lb

Granulated	5 1/2	5 20
Paris Lump, bbls and 100 lb. bxs	5 1/2	6
" " 50 lb. boxes	5 1/2	
Extra Ground, bbls	5 1/2	
" " less than a bbl	5	
Powdered, bbls	5 1/2	
" less than a bbl	5	
Extra bright refined	4 1/2	
Bright Yellow	4 1/2	
Medium	4	
Brown	3 90	

SALT.

Bbl salt, car lots	1 00	
Coarse, car lots, F.O.B.	0 65	
" small lots	0 85	0 90
Dairy, car lots, F.O.B.	1 00	
" small lots	1 25	
" quarter-sacks	0 40	0 45
Common, fine car lots	0 75	
" small lots	0 95	1 00
Rock salt, per ton	13 00	
Liverpool coarse	0 75	0 80

W. G. A. LAMBE & CO.,
GROCERY BROKERS
TORONTO.

AGENTS FOR
The St. Lawrence Sugar Refining Co.,
MONTREAL.

JOHNSTON'S FLUID BEEF

The Great Strength-Giver



The Most Perfect of Concentrated Nourishment

Stimulating. Strengthening. Invigorating.

Kingsford's Oswego STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL" FOR THE TABLE.

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

FOR SALE BY ALL LEADING JOBBERS IN CANADA.

T. KINGSFORD & SON
OSWEGO, N.Y.

Prices
F.O.
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Sacks
F.O.
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FOR COOKING

ST. LAWRENCE

CORN STARCH.

Prices current, continued—

HIGGINS' EUREKA SALT.

Table with columns: F.o.b. Montreal—, Full sacks, 22 1/2 lbs., Quarter sacks, 56 lbs., Sacks con'g 16-14 lb. p'kts., F.o.b. Toronto—, Full sacks, 22 1/2 lbs., Quarter sacks, 56 lbs., Sacks con'g 16-14 lb. p'kts.

SYRUPS AND MOLASSES.

Table with columns: SYRUPS, Per lb., D., M., V.B., E.V.B., E. Superior, XX, XXX, Crown, MOLASSES, Per gal., Trinidad, New Orleans, Porte Rico.

SOAP.

Table with columns: Ivory Bar, Do. 2, 6-16 and 3 lb bars, Primrose, John A. cake, Mayflower, Gem, Queen's Laundry, Pride of Kitchen, Sunshine.

MORSE'S SOAPS.

Table with columns: Mikado, Eclipse, Stanley Bar, DeLancey, Toronto, Ruby, Monster, Detroit, Lily White, Everyday, Queen City, Mottled, Floater, Electric, Hard Water Electric, Royal Laundry, Octagon, Royal Magnum, Anchor, Morse's Assorted, Morse's Rose, Windsor, Bouquet, Prize Magnum, Sweet Briar, Extra Perfume.

Table with columns: Old Brown Windsor Squares, White Lavender, White Castile Bars, White Oatmeal, Persian Boquet, Oriental, Pure Coconut, Heliotrope paper, Carnation, Rose Boquet, Cocoa Castile, Arcadian, New Arcadian, Ocean Boquet, Barber's Bar, Pure Bath, Magnolia, Oatmeal, Unscented Glycerine, Grey Oatmeal, Plain Honey, Plain Glycerine, Plain Windsor, Fine Bouquet, Morse's Toilet Balls, Turkish Bath, Infants' Delight, Surprise, Sunlight.

TEAS.

Table with columns: CHINA GREENS, Gunpowder, Cases, extra firsts, Half chests, ordinary firsts, Young Hyson, Cases, sifted, extra firsts, Cases, small leaf, firsts, Half chests, ordinary firsts, seconds, thirds, common, Young Hyson, Half chests, firsts, seconds, Half Boxes, firsts, seconds.

PING SUEYS.

Table with columns: Young Hyson, Half chests, firsts, seconds, Half Boxes, firsts, seconds.

JAPAN.

Table with columns: Half Chests, Choicest, Choice, Finest, Good medium, Medium, Good common, Common, Nagasaki, Oolong, Gunpowder, Sifted, Congou, Half Chests, Kaisow, Mon- ing, Pakling, Kaisow, Caddies, Pakling, Kaisow.

INDIAN.

Table with columns: Darjeelings, Assam Pekoes, Pekoe Souchong, Broken Pekoes, Pekoes, Pekoe Souchong.

CEYLON.

Table with columns: Broken Pekoes, Pekoes, Pekoe Souchong.

TOBACCO AND CIGARS

Table with columns: British Consols, 4's; bright twist, 5's; Twin Gold Bar, 8's, Ingots, rough and ready, 8's, Laurel, 7's, Brier, 7's.

Table with columns: Index, 7's, Honeysuckle, Napoleon, Royal Arms, Victoria, Brunette, Prince of Wales, Bright Smoking Plug Myrtle, T & B, Lily, 7's, Diamond Solace, Mvrtle Cut Smoking, 1 lb tins, 1 lb pg, 6 lb boxes, oz pg, 5 lb boxes.

EMPIRE TOBACCO COMPANY.

Table with columns: GOLDEN PLUG, Golden Plug, 2 oz. pkg boxes, Uncle Ned, Gem, 2 oz. packages, Gem, 8 oz tins in 6 lb cases.

PLUG SMOKING.

Table with columns: Golden Plug, Uncle John, St. Lawrence, Banner, Sterling, Louise, Florence, Hawthorne, Something Good.

FANCY SWEET CHEWING.

Table with columns: Good Luck, Empire, Top, Joy, Rough and ready, Judge, Currency, Kentucky, Kentucky, Star, Morning Star, Montreal Twist, Anchor Twist.

BLACK SWEET CHEWING.

Table with columns: Star, Morning Star, Montreal Twist, Anchor Twist.

CIGARS—S. DAVIS & SONS, Montreal.

Table with columns: Madre E' Hijo, Panetelas, Perfectos, Longfellow, Reina Victoria, Pina, El Padre, Reina Vict., Especial, Conchas de Regalia, Bouquet, Pina, Longfellow, Perfectos, Mungo, Nine, Cable, Conchas, Queens.

Table with columns: Cigarettes, all Tobacco—, Cable, El Padre, Mauricio.

DOMINION CUT TOBACCO WORKS, MONTREAL.

Table with columns: Athlete, Puritan, Sultana, Derby, B. C. No. 1, Sweet Sixteen, The Holder, Hyde Park.

CUT TOBACCO.

Table with columns: Puritan, Old Chum, Old Virgin, Gold Block.

CIGARETTE TOBACCO.

Table with columns: B. C. No. 1, Puritan, Athlete.

PLUG TOBACCO.

Table with columns: Old Chum, O. V., Derby, Athlete.

WOODENWARE, per doz

Table with columns: Pails, Tubs, Washboards, Globes, Water Witch, Northern Queen, Planet, Waverly, X, X, Single Crescent, Double, Jubilee, Globe Improved, Quick and Easy, World, Rattler.

Matches, 5 cases lots, single case

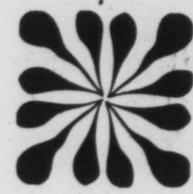
Table with columns: Parlor, Telephone, Telegraph, Safety, French, Railroad, Steamship, Single case and under 5 cs., 5 cases and under 10 cases.

Table with columns: Mops and Handles, comb, Butter tubs, Butter Bowls, crates ast'd.

YEAST.

Table with columns: BARM MFG. CO., 1 box containing 2 doz. 5c. pkgs., 1 " " 2 doz. 10c. " 1 00

The St. Lawrence Sugar Refining Co's



GRANULATED
and YELLOWS
and SYRUPS ..

... ARE PURE ...

No Blueing Material whatsoever is used in the
manufacture of Our Granulated

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

Manufacturers of Refined Sugars of the well-known Brand

Redpath

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

Lump Sugar, in 50 and 100 lb. boxes.

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

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

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

Travellers' Guide.

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

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

The Hiliard House
RAT PORTAGE, ONT.

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

Grand Pacific Hotel
KAMLOOPS, B.C.

The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men.
H. SMITH, Proprietor.

Apted Bros.

... FOR EVERY
... DESCRIPTION OF

Printing



54 YONGE ST.
TORONTO

PRICES RIGHT...
TELEPHONE 1785

ORDERS BY MAIL RECEIVE PROMPT
ATTENTION

Golden Finnan Haddies
CANNED

Messrs. Jas. Simpson & Son,
of Hamilton, are Selling Agents for
Ontario and Winnipeg.

Mr. Leonard H. Dobbin,
of Montreal, Selling Agent for
Montreal and Quebec Cities.

All orders given them will be
promptly attended to.

NORTHRUP & CO., St. John, N.B.



"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.



GROGERS'
AND
BUTCHERS'

REFRIGERATORS

Manufactured
by

KNOWLES & NOTT, Brantford, Ont.
Send for Catalogue.

Unlike the Dutch Process

No Alkalies

—OR—

Other Chemicals

are used in the
preparation of

W. Baker & Co.'s

Breakfast Cocoa,

which is absolutely pure
and soluble.

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

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

CHARLES F. CLARK, EDW. F. RANDOLPH
PRESIDENT. TREASURER.
ESTABLISHED 1849.

**THE BRADSTREET
MERCANTILE AGENCY**

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

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

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

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

**THE
Oakville Basket Co.,**

MANUFACTURERS OF



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

For sale by all Woodenware Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.

TRY

THEM



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

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

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

**ORDER
IVORY BAR
SOAP**

A Customer's Life . . .

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

The Northern Queen . . .

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

TAYLOR, SCOTT & Co.,
TORONTO

One of the Seven Wonders of Canada

IS THAT



Fancy Vase Lamps can now be sold at prices as to be within reach of all. It is hard to explain, but there is an assortment of the most beautiful Lamps on the market, put up in lots, selling at prices to more than astonish yourself and all who come in contact with them.

GOWANS, KENT & Co., WHOLESALE AGENTS.

TORONTO and WINNIPEG.

CHAS. SOUTHWELL & Co., LONDON, ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.

SPECIALTY IN **CLEAR JELLY MARMALADES**

"Scotch Home Made," } Made from Seville Oranges.
"Perfection."

"Lemon Jelly Marmalade," "Messina Lemons."
PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior Packet Concentrated Jellies, etc. etc. All goods having their brand are exceptionally choice quality.

FULL PRICE LIST ON APPLICATION.

WORKS: DOCKHEAD, LONDON, ENGLAND.

Toronto Salt Works,

128 Adelaide East,
TORONTO

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

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

Florida Oranges,
Almeria Grapes,
Lemons, Cranberries,
Nuts of all kinds,
Figs and Dates.

DAWSON & CO.,
32 WEST MARKET ST.,
TORONTO.

Telephone 1471.

Consignments of Produce Solicited.

FAC SIMILE OF PACKAGE.



OAKEY'S

'WELLINGTON'
KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

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

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

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

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

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

FINE GOODS OUR SPECIALTY

MUNGO CIGARS, EXCEPTIONALLY FINE.