

**THE CANADIAN GROCER**  
 & GENERAL STOREKEEPER

PUBLISHED  
 WEEKLY  
 \$2.00 PER YEAR

VOL. VI.

TORONTO, SEPTEMBER 16, 1892.

No. 38

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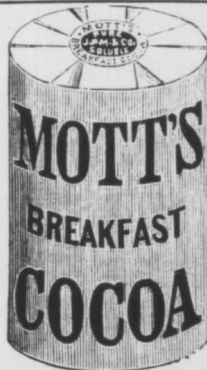
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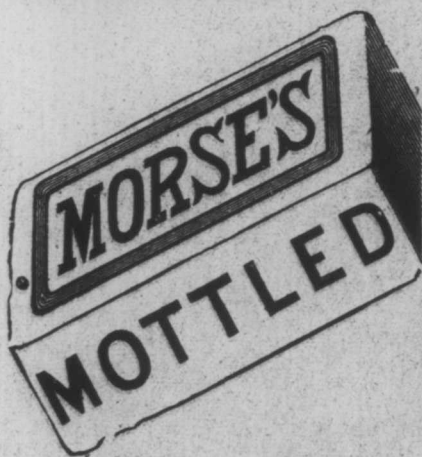
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Published in the interest of Grocers, Cannery, Produce and Provision Dealers  
 and General Storekeepers.

Vol. VI.

TORONTO, SEPTEMBER 16, 1892.

No. 38

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

THE J. B. McLEAN PUBLISHING COMPANY,  
 FINE MAGAZINE PRINTERS  
 AND  
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Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

The deadbeat fraternity are like the camp-followers of an army. They are too much despised to be thought worth excluding from the lines, and so are able to forage in the very camp while the contestants are engaged. Traders are so engrossed with their competitive warfare upon each other that they overlook these plunderers, and allow them to slip in and out between sentries the same as those who present the passport of cash at every point. It is the loose order that is constantly maintained by the grocery trade which enables these gentry to do so much mischief. It is not the individual traders who give them credit that are to be held responsible for the flourishing of the deadbeat class. Each dealer uses what caution and what judgment he can to keep worthless accounts off his books. The fault lies in the lack of communication between traders, for it is only by such communication that it is possible to close the gaps through which deadbeats enter and carry off the substance of trusting creditors. It is not the fault of the grocer, therefore, but it is the unbridged void be-

tween him and his neighbor grocer that is the cause of so many unworthy customers getting into so many worthy traders. If there were lines of communication well established throughout the trade, dead beats could be easily repulsed from shops that they now as easily get a foot-hold in. Grocers should make common cause in this matter if they will not in any other. But they seem little disposed to do so, even when they are members of the same association. Instead of a fraternal readiness to warn a fellow-grocer against a customer that is discovered to be a deadbeat, the discoverer is rather inclined to want company in his misfortune. He has lost money through taking up this customer, and it will tend to equalize matters between him and his competitor if the latter also incurs some loss. Warning is therefore not freely given by one trader to another. It is a mistaken idea that the withholding of such information is good policy. Your rival gets through with bad customers who will turn up at your counter and try to become your debtors if you have no knowledge of them, and if there is give and take between you and your competitors on such matters, you will have small loss through deadbeats. A black list that every merchant contributes to honestly and fully, stops a big leak in the trade of a town or city, if the compiler has all the books of the local trade to skim his information from. One in each town, village, or city would permit of a wide interchange of information between all points whence and whether deadbeats migrate. Thus they could easily be forestalled at every new town they would strike, if bureaus of information of the sort described were in existence everywhere.

\* \* \*

The strict nursery of the last generation of grocers, in which the young of the trade imbibed their earliest and most lasting com-

mercial ideas was the apprentice system. Under this system the learner was as rigorously and thoroughly trained as the middy or the cadet, and when through his term he was usually as much a credit to his craft as either the marine or the soldier to the arm of the service to which he belongs. There was something admirable about the old method of bringing young fellows up to a trade. No doubt it had its hardships for the learner, but hardships that do not injure a boy's health or morals really benefit him. The oak would not be the sturdy, well-set tree it is in its old days if it had not to withstand many a storm in the course of its growth. The apprentice system instilled a knowledge of shop-keeping that was of immense value to the grocery trade as a whole. Salesmen knew goods, knew how to offer them for sale, knew how to display them, knew how to tie them up, knew how to address customers, and knew how to comport themselves behind the counter. They were impressed with that esprit de corps which is altogether wanting under the conditions that determine young men's entry into trade in this country. This spirit was one of the most valuable inheritances of their training. The whole future of the full-fledged grocer was deemed to be bound up in the grocery trade, and he was thus restrained from practices that might hasten him out of the trade. Having spent so many of the best years of his life in acquiring in a hard school all the special knowledge necessary for the prosecution of his business, he could not feel safe in attempting to make a living at anything else, and therefore did not resort to methods that would tend to force him to retire from that business. Hence he did not take to price-cutting, to credit-giving, to trashy goods, to crooked methods, with the gay hilarity of some traders of our day, whose principles were formed in a freer school. Our

AUTUMN NUMBER--12,000 CIRCULATION.

most reckless traders court failure, and are either reinstated by creditors or go into some other business. The graduate of the apprentice system had not the same versatility, and stuck to conservative courses that he might stick to his trade. Further, he was induced to do so by the protection the apprentice system afforded him, for it was only by its thorny path that competitors could come into opposition to him, so that competition was not the chaotic thing it is in this country to-day. The apprentice system afforded a channel through which the most venerable and most respected traditions flowed, and these exercised an influence for the dignity and tone of the trade.

\* \* \*

Under the apprentice system the service and the duty of the learner were obligatory until he was through the period for which he was articulated. Under the loose system holding in this country his service and duty are largely voluntary. Even when he is a fully responsible adult grocery hand his service is very mobile, and cannot as a rule be held after a month's notice is given. This independence is fatal to the attainment of a high level of efficiency among our shop-keepers, and it is the few who become as well versed in their business as they should be. There should be some improving agency at work upon the whole mass. The most practicable is organization, which if well planned and carried out, can be made to take the place, in a considerable measure, of the defunct apprentice system. This ought to be seriously thought of by the salesmen, saleswomen and office hands of our grocery stores. A great volume of influence and energy for their own improvement and well-being is allowed to go to waste, simply because no organized form is adopted into which its force may be compressed and stored. The clerks underestimate themselves if they think they are incapable of effecting momentous reforms in the grocery trade of the country. They are to be the future grocers of Canada, and cannot too soon take into their hands the consideration of matters pertaining to their trade generally, and to their condition as employes particularly. Upon that fulcrum—the position of the employe—they can exert enormous pressure for the raising, not only of their own efficiency and condition, but of the status of the whole trade. They should begin at once. The retail grocers' associations have not sprung into existence as fast nor as widely as

they should, nor have they taken hold as zealously as they should of the questions which are constantly cropping up in practical trade. There is therefore a wide field for clerks' associations to work in, and it is for them to show that they can do as much for the trade as associations of their principals have done. The idea of clerks' associations ought to be agitated at every centre of retail trade. THE GROCER is open for the discussion of the question, and invites letters from all who take any interest in it. The clerks are a very fundamental element in the grocery trade. They should make use of every means, within their reach as individuals or as a body, for their self-improvement. The trade then will have the right ground-work under it, as it had when it stood on the basis of an apprentice system.

\* \* \*

The Retail Grocers' Association of this city cannot be accused of "vaulting ambition which o'erleaps itself." On the contrary, its sober nature has never learned to stray far from the most ordinary walks of trade fraternities. It would be none the worse of a little soaring ambition. It has apparently been content to continue its mere existence and to be able to deal with all crying evils when they became acute. It never appears to have aimed at a very commanding place in the public or commercial regard. If it had, it would by this time have accumulated a considerable fund for the purpose of constructing a building in which to hold its meetings, in which its secretary should have its office, in which information about doubtful debtors could be obtained, and in which a clerks' employment bureau could be always open for grocers or clerks to register their wants. Several other features for the advantage of the members could be added if such a building existed. A library and reading room for the use of members and open to their clerks, would be a grand feature in such a building. A gymnasium would be another. If there were such a place of resort it would be used freely and would bring members into really intimate intercourse. Monthly meetings do not afford sufficient opportunity for the fellowship that makes friendship. Further, the discussion of the prosaic, commonplace subjects that come up at monthly meetings is not the best medium of coherence in an association. An association, to flourish and hang together, needs more brightness and relaxation in its proceedings, and should make a strong point of its social attractions, its restful pastimes, and its gratification of

the finer tastes. Reading, conversation, exercise, should be brought into service as elements in the means of attracting and holding members. A good large building, comfortably furnished, and well appointed, kept well lighted and tidy, would do more to increase the membership and extend the influence of the association than a century of discussion would. The very possession of such a building would be a powerful bond of union, and members would become possessed of the true corporate spirit which is necessary for the suppression of the most objectionable practices the trade have now to complain of. All the best features of a club would be grafted upon the association, and the trade would be as completely brought under the control of its own self-interest as any of the professions is to-day. The means could be obtained. The large donations made to picnic funds in the past and the large receipts derived from picnics show that the Association has resources for accumulating money for any purpose it may choose to apply it to.

\* \* \*

In these times of wanton price-cutting it is encouraging to hear from any quarter where there is at work an influence to stop that evil. Associations, which had rather disappointed the hopes of their friends in this matter, can take heart from the example of the Stratford body, and once more engage with the men who systematically lop off the profits. In Stratford all the grocers but one belong to the association, and everybody is making a fair profit on his goods. The president of that Association, H. T. Barker, speaks in very hearty terms of the work it is doing. He says that each grocer is able to do business upon a profitable basis, and that it is solely owing to the association that this is the case. It is a pity that the same could not be said by the trade of all other towns and cities in this country. The possibility of keeping prices out of the control of cutters is demonstrated by the Stratford Association, and what one association does another can do. THE GROCER has never supported either extreme for the determining of prices—either excessive competition or combination—but has always urged that the most be made of the moral sense of the trade. The fairest prices to both buyers and sellers are those which are quoted when rivals have confidence in each other and tolerate each other. Traders must be more or less intimately associated to become tolerant of their mutual rivalry. As soon as they get on terms that they can brook each other's rivalry, so soon will they begin to be easy as to each other and be particular as to prices. Associations should address themselves to the task of inculcating fair competition among their members. Where one member will make it a point to cut the prices of another, there is plainly a failure of a main purpose of the association.





### ARE GROCERS MAKING A ROD FOR THEIR OWN BACKS?

EDITOR CANADIAN GROCER.

Sir,—Pardon me for again intruding on your valuable space touching the subject of packet tea. I have in my former letters tried to awaken the retail grocers from their apathy and indifference by pointing out the dangers and shoals ahead by their handling of these teas. Whether I have succeeded in doing so or not to any great extent will hardly be known at this juncture, but I do know of quite a few cases where these teas will not be bought by grocers again. It also appears that those directly interested in selling packet tea are up in arms and are waxing furious at the exposure of the tricks used by some to introduce these teas. Suppose we examine the matter more carefully and calmly, without prejudice, although some appear to think I cannot do this, because I am selling only bulk teas. Such reasoning is absurd, for there is no difficulty in the way of putting up tea in leaden packages, or fancy canisters, or even cornucopias, if it was thought necessary to do so. I personally do not believe in its security or longevity either for wholesale or retail. My reasons are very simple, and I will endeavor to make them plain.

Taking the retailer's position first. In introducing packet tea which bears another name than his own, the grocer introduces competition against himself, and plainly shows his want of confidence in his own tea, and his own ability to give value as good as or better than his competitors, in fact, it leaves him entirely out of the question altogether. His judgment and knowledge are done as far as selecting and choosing tea for his trade is concerned, for he no longer trades on his own name in teas, but he barter away his own name upon which he has built up his business, and which is so widely and well known as Mr. Brown's or Jones & Co.'s good tea, "which pleases so well, and such good value, and we would go blocks or miles to get it, for no other tea pleases us like Brown's tea," etc. But in place of his or their name he introduces the "Ticklemefancy," or the "Orientalli," or "Sallylung" brand of tea, with such a pretty canister to keep buttons in, and which our Johnny cried so for another day and nearly broke our Mary's head in two because she wouldn't let him have it to keep his marbles in. Now let us suppose that either one or two of these brands should take with the public, and supposing that two grocers handle them in one town. What will follow? Judging from past experiences, the first thing will be to cut the price down and down until there is no profit left for either, and perhaps worse still, they will even sell less than cost to draw custom, like a celebrated package coffee, put up in one pound packages and sold nearly all over the States by retail grocers at from one to three cents a package less than cost, just

as a leader to draw custom. The packer of this coffee has amassed a fortune and is entirely independent of what the retailers may do with his coffee, as he sells it at one price to the trade only. This being a fixed rule, it is easily seen, then, in this case, who makes the money and gets the name. Such a thing like this might happen in package tea, but I don't think it will with any brands on the market here at the present time. And again, supposing it is not the "quality" of tea which takes or that the people care for, but the packages or canisters in which the tea is packed, will it not be the eye or fancy, and not the taste, or perhaps both, that will have to be pleased, and in such cases the packages will play the most prominent part, which has already begun, and more to follow? I am told, and as sure as eggs are eggs, and not chickens, when just laid, the firm which gives the best looking packages to take the eye and please the fancy will secure the trade for the time being, but the grocer to do this will either have to lose his profits on tea altogether or cut down the quality. And so it will become a war of who can give the most attractive and best packages, not regarding the quality of the tea. In this way the tea trade will become the poorest paying part of the retail grocery business, and in my opinion will fall lower than the clap-trap trade of giving presents with tea, a business which is on its last legs in Canada, particularly so in Toronto. It is all nonsense to say that people like being humbugged and fooled continually. Such arguing is an insult to an enlightened community, for they do not, and none know it better than the retailers. If it be true, why don't more of these scheming institutions succeed, then? I am not much of a prophet, but I'll venture to predict that in less than two years all such teas as "Ticklemefancy," "Orientalli," "Sallylung," and many others will have been banished from all first-class grocery stores, perhaps not altogether forgotten, for such names and quality could not depart without some feeling of pity for their exit, for having shone so in beauty and lustre on the surface, but yet the heart was shockingly deceiving, and like "the Mermaid," which I told you about in a former letter.

In summing up the whole matter, does it not seem, and mean, that a raid is being made on the tea trade of Canada by old country firms who have no interest at stake here, neither any reputation, but having failed in their purposes and intentions in their own places of business in England, they are now seeking to ruin our wholesale and retail trade in Canada? Instead of our wholesale merchants combatting its progress by exposing their methods of business, and also its poor value, many are falling into the trap by copying and thus encouraging a trade for poor packet tea, which in my humble opinion will ultimately wind up in disaster for both wholesale and retail. I wonder if the history of one of the most prominent competitors here to-day is known in Canada, whose name is on all their packages except the lowest grades? This particular firm at one time ranked among the best known and most respected tea firms in England for bulk teas, but at this time they did not put up packet teas, but they very

foolishly, it is said, permitted their travellers to sell to hotels and restaurants where they stopped (like many of our wholesale grocers are doing to-day) and when the retail grocers found it out, and having some backbone in them, they unitedly and at a given time shut completely down on doing business with this firm, and so drove them practically out of business. They then turned their attention to the packet tea trade, and went right in for supplying hotels, taverns, confectioners, pastry cooks, pork butchers, etc., and I would not be surprised to hear of it being peddled by the costermongers as they go through the streets crying their fruit and vegetables. Some contend that the grocers, having forced them into doing this, hurt themselves by causing this opposition and diversion to the tea trade, but though Johnny Bull may like to cut his own throat, he won't let any one else do it for him for fear that the head might be taken off as well. It is not necessary to go to England, sir, for proof of this statement, for there are more than two persons in this city connected with the tea trade who can corroborate this statement. Oh ye gods of "high grade packet teas of purity and excellence," how much lower will ye stoop by designs and cunning artifices to catch the weary public. And if you cannot induce the grocers to take ten pounds on trial, then you will send five pounds. Anything and everything, so long as the grocer gets it, and, like the one-cent grab bags put up for children, it is all chance what you get for your money.

And now to conclude and make my bow and exit. Let me do so by saying that if the tea trade of Canada is to be done through packet teas, then I firmly believe that tea will no longer be the best paying article in the wholesale and retail trade, but it will become worse than the sugar business of to-day. It will get so completely complicated and distorted that all parties will suffer and get discouraged and perplexed. And the grocers will prefer to push coffee and cocoas in preference to tea, and these commodities will increase and flourish, as they are already doing in our largest towns and cities. And now, just one conundrum and I am done. Do not the retailers, by keeping and offering for sale packet teas, introduce competition against their own special blends or bulk tea, and do they not give more prominence to packet tea than their own by placing the packages to the front and giving them the most prominent position in their stores, thereby inviting and drawing the attention of their customers to an article which they (the grocers) honestly believe is not value, as they know their bulk tea to be the best for the money, and is it not more profitable to them than packet tea? Why, then, do they prefer doing this and cutting down their profits? is a question I think should merit an answer. I would like to hear the views of more retail grocers on this all-important subject, which so touches their internal interests, and if it can be shown that I am mistaken in my convictions I will openly acknowledge it, and then perhaps become a competitor in packet teas.

Respectfully yours,

STEPHEN HUSTWITT.

Toronto, Sept. 10, 1892.

### THE SOURCE OF GOOD TEA AND STATUS OF PACKET TEA.

EDITOR CANADIAN GROCER,  
Midland, Sept. 10, 1892.

Dear Grocer.—Being a constant reader of THE GROCER (and I have had no cause to regret it, but the contrary) I was somewhat interested in reading the letter of W. G. Campbell, 412 Queen street, of your city, in your last issue. He seems to bear down rather heavy on the wholesale trade, and in a way, I think, that is uncalled for, and fearing that it may be taken as expressing the mind of the retail trade generally, I wish to give my dissent to it.

My object in writing, however, is to ask Mr. Campbell through you where I can purchase better value in teas than through the wholesale grocers. I am sincere in asking, and if he will furnish me the information I will feel grateful to him. There may be some inside track that I know not of, and as I handle a lot of tea, it will be of material advantage to me to know it. I may say that occasionally I have bought teas from others than wholesale grocers, but after a long experience I have found that I have made as much, yes and more, money out of teas bought from grocers than from those who were not grocers, but if our worthy brother in the trade can show me a more excellent way I want to know it.

I would also like to say that I am opposed to packet tea. Why any grocer who understands his business should want some one else to mix and wrap his tea for him is more than I can understand. Packet tea may do very well for the saloon or hotel counter, or for dry goods men who know nothing of mixing teas or how to wrap them properly, but he who is worthy the name of grocer can surely satisfy his customers by blending and putting up his own teas. I would recommend it anyway. Trusting to receive the information asked for,

Yours Respectfully,  
J. B. HORRELL.

### WHERE AN ANGEL FEARS TO TREAD.

EDITOR CANADIAN GROCER,  
Toronto, Sept. 10, 1892.

Dear Grocer.—I believe there is an old saying that "whom the gods wish to destroy they first make mad," and I am afraid the heavenly rulers must have more than an ordinary dislike for our worthy friend Mr. Stephen Hustwitt, as his rambling effusion in your last week's issue (which effusion, by the way, is undeserving the name of argument) evidently shows that the few lines I had the temerity to pen you on the subject of package teas made him very mad. Some people, when they finally succeed in getting an idea into their heads, are very jealous of anybody differing from their views, and are as easily upset as a bull before a red rag. I really do not consider Mr. Hustwitt's vapourings worthy of much attention and hardly know how to continue a discussion of so important a commercial subject as package teas with him as an opponent, as I am not accustomed to using wind and abuse as weapons of argument; nature has limited me

with the former, and the latter never was employed in any establishment with which I have had the honor of being connected. The vein of personality into which Mr. Hustwitt wanders and his arraignment of my modicum of common sense would be amusing in the extreme were it not pitiable withal, and I would respectfully caution his continued use of personalities and Billingsgate in future discussions; they are not arguments. Montaigne says, "Folly and absurdity are not to be cured by bare admonition," but I hope my kindly words will leave an impression on the blackboard of his brain and prove the fallacy of the French essayist's conclusions.

I beg once more to reiterate that an indiscriminate condemnation of packet teas, as is being done by Mr. Hustwitt, is not at all in the best interests of the grocery trade throughout the country, and I know that some of the best retail grocers in this city (and I enclose herewith the name of one prominent and long established grocer of this city who puts up package teas of his own and sells other advertised package teas who no later than yesterday expressed his satisfaction in handling them), have found the introduction of package teas a positive boon to their trade. I do not now, and never did, uphold all package teas as against good, straight goods, but I contend that a good, satisfactory article, properly and conveniently put up, is offered to the trade, and is being judiciously advertised, it is in the interests of the retailer to handle the same. As well might one argue against the use of pickles in glass and altogether in favor of bulk stock; the grocer has the same opportunity of buying bulk and bottling and labelling them, as he has of purchasing bulk teas and putting up his own package goods, only it is much cheaper and more satisfactory for him to buy them already put up by reputable business men who have better facilities and larger experience, to say nothing of capital, to put up convenient and saleable goods. How many grocers in all of Mr. Hustwitt's strip, or any salesman's trip, for that matter, have the training, the time, the capital, to carry the varieties, the trade to warrant the move, especially in a city with its wandering shoppers, to give that attention to blending teas that is necessary to secure uniformity in flavor and satisfactory results? Not two in fifty, yes in a hundred, can do the subject justice. Lacking the requirements, is there anything wrong or unbusinesslike in a dealer handling goods put up by reliable houses who are in business, not for a day or a week, and who have not only their invested capital but an honorable business reputation at stake, and cannot afford to jeopardize their existence by such dealings as Mr. Hustwitt and others of his stripe are trying to make their customers believe is being done? If Mr. Hustwitt wishes to benefit the tea trade generally and his customers in particular, let him place the facts of the case honestly before the trade, and when selling them teas explain to them not only the fine qualities of his particular samples, but also the good points of first-class package teas, for he knows that they are a benefit to his customers in many ways already enumerated—convenience, public demand, security from de-

leterious odors, etc., to say nothing particularly package goods, as I tried to point out in my former letter, it would not be peculiarly satisfactory to himself or his employers to do this. No, dear GROCER, it all depends on whose leg you are pinching, your own or your neighbor's.

Mr. Hustwitt's statement that the gentleman quoted by me as an authority on blended teas did not claim to know much about China teas doesn't prove anything against package teas and their use. Who said he did? I am sure I never brought his knowledge of China teas into question, and the same does not enter into the discussion at all. I merely quoted him as an authority on "blending teas, particularly package goods," as I know of package goods that are made up almost entirely of Ceylon, India and Assam teas, and which are satisfactory to dealers and consumers. If Mr. Hustwitt has given the tea question the close attention one would expect from his self-lauded knowledge, he must know that the consumption of China teas has fallen off to such an extent as to endanger the existence of large tea growers and merchants of China, and if he is studying the question closely he must know that the public palate is changing on the tea question, both as to kinds of teas drunk and the manner of their sale, as surely and positively as it changed in the matter of raw sugars and refined, hogshead and case prunes, etc.

It would take up too much of your valuable space to individually comment on all my shortcomings, so freely exposed to the public, and as I am of a modest disposition and do not feel that the mantle of a tea reformer would fit my shoulders, I beg to make room for poor friend Norrie or some other man with a mission. I will continue to sell straight teas, with now and then a case of choice package goods to put Mr. Hustwitt in mind of the fact that the "world do move." I hope sincerely that he will wake from his Rip Van Winklian sleep and get his house to join the procession, and my concluding wish is that when he hangs up his stocking next Christmas for the caramels he expects from the "six competitors," he may find that rare volume, "What I Don't Know About the Tea Business," by Stephen Hustwitt, bound in calf.

Thanking you for the space allotted, I am,

Yours sincerely,  
WM. H. SEYLER.

### PACKET TEAS ON THEIR MERITS.

EDITOR CANADIAN GROCER.

Sir:—The correspondence in your columns in regard to packet teas appears to wander from the object aimed at, as indicated by the title of the subject. The public are not especially interested in the tea trade knowledge of the various writers, each of whom could probably secure the testimony of at least one individual, to the effect that he was the best judge of tea, blends, etc., that the country had yet seen. The graphic description of the fake methods employed by some in the sale of packet tea, and which would no doubt be equally efficacious in disposing of tea in bulk, is interesting and no doubt true, the writer being evidently well up in that



# LUCAS, STEELE & BRISTOL,

AGENTS FOR

Hillwatee Tea.	Lady Charlotte Gelatine.
Diamond Crystal Salt.	Sunshine Scouring Soap.
Snow White Soap.	Ontario Tomato Catsup (glass).
L. P. & Co.'s Pure Spices.	L. P. & Co.'s Pure Extracts.
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Our Japan Teas are extra value, especially Nagasakis. Pleased to mail samples.

73 McNab St. North, Hamilton, Ont.

## W. H. Gillard & Co., Hamilton.

Wholesale Agents for RUSSIAN BLEND CONGOU, IMPERIAL BREAKFAST CONGOU, DALU KOLA CONGOU, and MALLAWALLA PURE INDIAN TEA—in ½ lb. and 1 lb. tin foil packages.

Manufacturers of the Celebrated DIAMOND BAKING POWDER and SPICES.

**GILLARD'S SPECIALTIES:**—High Class, English made NEW PICKLES and NEW SAUCE. Nottabad and United Service Sauces.

Old Mill Tomatoes, hand packed—best in Canada—to be had only of us. All live grocers should try them.

**TEAS:**—Our Tea Department is now complete in all grades. Special values in New Season's Japans.

## JAMES TURNER & CO., HAMILTON, ONT.,

Are wholesale agents for the following lines, every one of which is a seller :

Ram Lal's Pure Indian Package Tea,
Bensdorp's Royal Dutch Cocoa,
St. Charles Evaporated Cream,
Munn's "Caplin" Half-tins,
Royal Egg Macaroni,
Batger's Compressed Jellies.

# "MONSOON"

Is the registered trade mark of the **first** brand of **Pure Indian Tea** ever upon the Canadian market. It has for the last FIVE YEARS held its own against all rival brands, and given satisfaction to the consumer and **profit to the dealer.**

**STEEL, HAYTER & CO,**

11 AND 13 FRONT ST. EAST.

Growers' and Importers, Toronto.

branch of the business. The real question at issue, "Will packet teas hurt the retail trade?" is not difficult to answer. Individual grocers have each their own idea of what is required by the public, and various ideas as to what is best for their own interest to offer. If those who have a trade for packet teas buy them, the result will be satisfactory to all concerned, if the blend is good. The public have no reason to suppose that because a tea is blended it is necessarily bad. The object of the blenders is profit, as with all vendors of goods. A bad blend of tea (and there are some) would, even if it sold for a time, ultimately fall back on the blenders in loss of trade and reputation. The effect on trade of selling packet teas will be the same as with all merchantable goods from soap to silks, and will depend on the good judgment and reputation of the manufacturers, which title should, I think, be applied to the blenders.

Sincerely,

D. S. MACORQUODALE.

### LET MONEY SPEAK.

EDITOR CANADIAN GROCER,

Toronto, Sept. 13, 1892.

Dear Sir:—Pardon me requesting a space in reply to Mr. Hustwitt's would-be "witty" letter. He goes off the point relating to package teas, and unfortunately his anger against sensible argument has led him into childish personal remarks.

The major portion of his letter is wearisome stupidity, and not worthy of notice. I will merely remark, without desiring to appear egotistical, like Mr. H., that my statements in regard to Indian and package teas should be of some moment, as I have been a tea planter for nine years in Assam, and have been connected with the tea trade of Canada for over seven years, and have travelled through the whole of Canada (except British Columbia) and all the Northern and Western States of America selling tea.

The other remark Mr. H. claims a merchant made to him is of little moment; as there are some merchants, as well as Mr. Hustwitt, who do not know much about teas. The other story is a poor fake; or, in polite language, it is a perversion of the truth.

In conclusion, as Mr. Hustwitt professes to know so much about Indian and Ceylon and even Java teas, I will put up the sum of one hundred dollars (\$100), if he will do likewise, and taste any quantity of those teas against him for the money, before six experienced merchants.

The other remarks of Mr. Hustwitt are so foolish as to be unworthy of notice. I am,

Yours faithfully,

SYD. N. NORRIE.

McKim & Hall have purchased the grocery of James E. Perry, Tamworth. Mr. Perry and family remove to Salt Lake City.

The cargo of tea in the ship Fingal, which reached Vancouver some days ago, will fill 154 freight cars, which will make up eleven trains. This will make the eastbound traffic on the C. P. R. heavy during the next few days.

### THE USES OF HONEY.

A writer in the Horticultural Times expresses surprise that honey is so seldom seen on the tables of the people of this country. Honey is at once a valuable medicine and food. Foul air, improper ventilation, sudden changes of weather, the exposure of lungs and throat to a damp atmosphere are the source of no end of throat and bronchial troubles. A free, regular and constant use of honey is probably the best medicine for throat troubles there is. It is a most wholesome and economical substitute for butter, being, as a rule, half the price of that article. Honey is of more service in our cooking than most people imagine. Those who indulge in a glass of grog and hot water on cold winter nights should try the effects of a spoonful of honey instead of sugar. The change will surprise them. Honey may, indeed, replace sugar as an ingredient in the cooking of almost any article of food. In rice puddings the writer invariably uses honey instead of sugar; the flavor is much more delicious. For preserving most kinds of fruit, honey is far preferable to sugar, as it has the quality of preserving for a long time in a fresh state anything that may be laid in it or mixed with it, and preventing its corruption in a far superior manner to sugar. For many medicinal purposes honey is invaluable. To town residents who may be jaded and look careworn after the excitement of late hours, when the skin becomes dry, red and harsh-looking, try the effects of rubbing gently a thin coating of honey on the face before going to bed. It is one of the finest cosmetics in the world.

### NOTES TAKEN ON THE ROAD.

Pagnuelo & Freres are the leading grocers in St. Hyacinthe, Que., and in addition to their large retail store they have a jobbing house on the same street and ship goods to all surrounding towns.

B. Murray, East Sherbrooke, was the victim of a sneak thief last week to the extent of about \$46. It was the same old trick. A nicely dressed woman was sorely in need of a good broom that stood outside of the front door, and she was over-particular to get one that had no seeds in the corn, as it littered her carpets terribly, but she seemed to be satisfied after much parley and said she would send her husband after half a dozen. If he does come after them, Mr. Murray can probably deduct 25 cents from the amount that went at the same time from the back door.

The Eastern Townships, Que., are no doubt the most productive of maple sugar of any district in the world, and the great drawback has been a market sufficient to consume the large amount made during the sugar season. The farmers are now congratulating themselves on an outlet through the enterprise of J. S. Palmer, Sherbrooke, who has secured a large warehouse at that point, where he proposes to receive and ship all that comes. He has found at present a large outlet in Chicago, and is prepared to furnish the best of goods to any part of the country. Many places in Canada are short this year.

### SUGGESTIONS TO NEW GROCERS.

A writer in an American exchange says: The retail grocery business is a peculiar one, more so than any other I know of; from the fact that nearly every man who has a dollar to spare, or who fails in any other business, thinks he can run it successfully; in reality, it is the most difficult in the country to succeed in because the profits in many articles are so small and there are so many perishable goods to be handled. The impression prevails that a man has nothing to do but to go to some wholesale grocer, buy a stock of groceries, without any knowledge of their quality, fit up a store and the customers will come and he will coin money. If this mistake is discovered in time, and the man has any grit in him, he begins to understand that in order to succeed he must know the business. This means hard work, long hours, close study, and, for a while, very poor pay. In order to succeed, he must place some object before him and try to attain it. For instance, if he has started in a town or city where there are some good stores, he must look around, pick out one of the best, and say to himself, "How has that man got his store in the condition it is in?" Get him thinking this way, and in a short time he not only gets his store in as good condition as the one he chose for his model, but he does better, he makes improvements suggested by either the wants of his trade or his own ambition, inspired by his first failure. He does not do it without work. He must study the quality of the various goods he trades in, learn their history and make himself familiar with their qualities in order to gain the confidence of his customers, for in this lies the secret of success.

Never sell them goods that you cannot recommend, and, if a mistake is made by your men or yourself, rectify it at once. Don't let the customer see that any pecuniary consideration stands in the way of making the mistake good, either in weight or quality.

Let the parties with whom you trade see that you know the quality of the goods you want, that you are a judge of them, and they will not try to palm off inferior goods on you. Pay all your bills promptly, getting all the discounts off.

Made with Whites of Eggs.

**DR. PRICE'S**  
**Cream Baking Powder.**

Others substitute Ammonia.



# H. P. ECKARDT & CO.,

WHOLESALE GROCERS,

WHOLESALE AGENTS FOR

Kenkel's Granulated Corn Meal.  
 Diamond Crystal Salt.  
 Webb's Perfect Starch.  
 Faulder's Silver Pan Marmalade.  
 MacUrquart's Sauce.

H. P. ECKARDT & CO.,  
 TORONTO, ONT.

## "MIXED Pickling Spice."

This line is the choicest blend of finest quality of different kinds of Spices, cleaned perfectly before blending, and will give to the trade satisfaction. Put up in ¼ lb. packages, or loose, packed in boxes or bags, in quantities as may be desired. Package goods same quality as loose, three dozen in case. Send us in your orders.

Respectfully,  
 THE SNOW DRIFT CO.,  
 BRANTFORD

3 lb. SODAS  
 IN  
 Red Boxes  
 Wm. Paterson & Son  
 BRANTFORD.

Best Value Made.

Ocean Wave  
 Baking Powder  
 Sold only in Cans.

## HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

304, 306 St. Paul St.,  
 143, 145 Commissioners St.

MONTREAL, CANADA.

WE OFFER 2000 CASES

## =TOMATOES-

"De SALABERRY" brand, choice, for immediate delivery.

## L. CHAPUT, FILS & CIE.

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WHOLESALE GROCERS,

MONTREAL, P. Q.

IN STOCK==

New Valencias (Morand's Brand)

OFF-STALK, SELECTED, LAYERS.

## Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

## HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.



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

Some of the Kingston merchants are talking of getting up a mammoth merchants' picnic.

The Anglo-British Columbia Packing Co. are storing their salmon at the Dumfries cannery.

D. A. McFarland of Forest has accepted a position as salesman with A. Rolfe, London, Ont.

On the ship Fingal there were in all 56,571 packages of tea, and the cargo was all in excellent order.

A package-tying contest was a feature of the recent picnic of the Retail Grocers' Association of Grand Rapids, Mich.

Kells, Fowler & Co., general merchants, Millbrook, Ont., were among the losers in the fire which did so much damage there last week.

Scandrett Bros. have been given the contract for the year's supply of liquors, and A. Stanton for ice, at the London General Hospital.

An experienced salesman is wanted in a retail dry goods and grocery store in New Hamburg, Ont. Address Drawer 16, New Hamburg.

The grocers who were losers in last week's fire in Montreal were: Louis Simard, R. Bertrand, August Morin, Francois Lemaire and Wm. Cantin.

Jas. Johnston, of Jas. Johnston & Son, one of Palmerston's most prominent merchants, is dead. He carried on business in Gorrie, Wingham and Palmerston.

Allen Bros. have purchased the bankrupt stock of groceries of Hargrove Bros., Lindsay, at a low rate on the dollar and added a large new stock thereto.

Peter Kennedy, hide and wool dealer, shipped 13,000 pounds of wool from Ingersoll one day last week. This wool has all been purchased from the farmers around in that neighborhood.

The Trades and Labor Congress meeting in this city approved of the bill for the early closing of stores and other business places presented at the last session of the Quebec Legislature.

A commercial traveller, representing an English tea house, attempted suicide in Montreal a fortnight ago. The mental aberration which drove him to that act is said to have been caused by tea-tasting.

Here is an idea of what a little spot of land may do in the way of production: The Island of Jamaica sells annually to the United States bananas exceeding in value the entire apple, peach and cherry crop of this country.

On the 7th inst. H. A. Vandusen, general merchant, Tara, Ont., was united in marriage to Miss Maggie A.

Ford, third daughter of the late John Ford, late of the Inland Revenue Department, Prescott, Ont. After the ceremony the bridal party left by the mail boat for Montreal and Quebec.

The fruit preserving factory at Chilliwhack, B. C., declines to purchase any more plums for canning, the reason being that owing to the extraordinary abundance of the crop, plums have been offered in greater quantities than the works could handle, without neglecting other varieties of fruit.

Alex. Taylor, Dromore, is spending the week in the city. He is one of the most thorough business men in the country. He served his apprenticeship in Aberdeen and came to Canada in 1855. He is a firm believer in long apprenticeships for clerks. The cause of many failures in Canada is lack of experience.

S. Jacobs, Ridley, Ont., has extracted this season 1,300 pounds, all basswood honey, from thirty hives. Last year's record was 3,000 pounds from twenty-seven hives. The honey yield last year was from spring flowers, and in summer basswood flowers. There was no fall honey crop. This year's spring honey crop was a dead failure. Mr. Jacobs has forty-five hives in good condition.

Mr. Finlay Smith of Hong Kong, has been endeavoring to interest Winnipeg merchants in the question of reciprocal trade with Japan and China. American flour has the market at present in the far East, and there is no reason why Canadians should not have a share. The feeling is not altogether favorable to the people of the United States, and as the years go by it does not improve.

The loss occasioned by the fire aboard the Empress of Japan on her way to Vancouver has just been appraised. The total, including damage to the vessel, will foot up to \$120,000. Most of the damaged merchandise has been shipped on to the consignees to be accepted or rejected by them there, but a small quantity of teas has been abandoned by the consignees and will be sold for what it will bring.

"Look Within" is the finger-post style of title which Ely, Blain & Co. have adopted for a little book they have just issued, and which will amply repay looking into. It has the advantage of an attractive appearance, as well as of substantial usefulness. On the first cover is a catchy device, of which the lettering in the title is an important element; on the last cover is a cut of the firm's magnificent warehouses. The contents are mercantile notes that the trader should con carefully; A Business Man's Don't's, equally worthy of attention; Terms of Discounts; An Article on Insurance; A Price List; and several pages for making notes relative to articles enumerated.

The Western Ontario Commercial Travellers' Association, at a meeting held at their rooms in London, Ont., on Saturday evening, decided to ask the Toronto Association to join them in having a Provincial sanitary inspector for hotels appointed. The travellers complain that some of the accommodations provided at hotels, particularly in small places, are disgraceful. The association adopted a report of the Board of Management, which recommends that the advice of

a first-class insurance actuary be obtained in the matter of revising the accident insurance and mortuary benefit schemes of the association at a cost not to exceed \$100, and that a committee be appointed to act with the board in considering such report, and advise a general meeting to be held Oct. 1. The committee appointed comprises Messrs. W. J. Reid, S. N. Sterling, J. M. Dillon, J. Marr, S. Sreaton, C. E. Perry, Wm. Gray and W. S. Case.

Partly as an outcome of recent discussions, one of the leading Montreal banks has issued a circular to its agents instructing them to receive at par all U. S. silver dollars and silver certificates and forward them promptly to the head office, from whence they will be shipped in the course of business to the United States branches. Other banks, it is understood, are following the same course, the general effect of which will be to reduce to a minimum the volume of inferior foreign currency afloat in the country. The move is one that, so long as silver and gold dollars are on a par in the United States, will entail but a slight charge, on the whole, there being times, indeed, when the state of the exchange market makes the process one of small profit.

### GOOD CLERKS ARE NOT MACHINES.

It is the candid belief of the St. Louis Grocer that an employer is largely responsible for the efficiency and energy of his clerks, and that the instruction of a clerk consists in something more than the mere setting of a good example. We hear employers talk about the difficulties they encounter in training clerks, and are only surprised that some of them succeed as well as they do when we hear them outline their methods. Indeed, any young man who possesses that pride essential to success, is very apt to resent the word "training." We can train a setter dog a horse, or a canary, but we must educate our clerks.

It is the primary duty of every employer to educate his clerks to be original. It may be advisable to even pay a premium for new and valuable ideas. If the clerk is made of the right kind of stuff, the fact that his work is appreciated will only incite him to greater effort instead of giving him an exaggerated idea of his value. We have in view a successful business man, who announces his determination to train his employes to think and act just as he does. If he really means to do this, and we doubt it, he is fixing for



### "CAIRN'S" HOME MADE MARMALADE

We are now taking fall orders for October shipment. Please order early as our stock is limited.

BLAIKLOCK BROS, MONTREAL.  
General Agents for Canada

TORONTO AGENTS:

WRIGHT & COPP,

40 Wellington St. East, Toronto



**BATTY & CO'S PICKLES AND SAUCES**



Are of the Finest Quality and Guaranteed Pure.

**Batty & Co.'s NABOB SAUCE**

Is the Sauce of Sauces, and the most delicious for Fish, Hashes, Steaks, Stews, &c.

**Batty & Co.'s NABOB PICKLE**

Is universally admitted to be the finest and most enjoyable Pickle in the World.

**Batty & Co.'s JAMS, JELLIES, & MARMALADES**

Are prepared of Ripe, Sound Fruits only and Refined Sugar.

**THEIR CALF'S FOOT JELLIES**

Are unsurpassed for quality and flavor.

Proprietors of the well-known **DR. KITCHENER'S SALAD CREAM.**



123 and 125 FINSBURY PAVEMENT, LONDON.

WRIGHT & COPP, Agents, TORONTO.

himself an unpleasant future. His success heretofore is to be ascribed to his tact in securing men with original ideas to take care of the important details of his business. He has had no human machines in his employ, and consequently he has prospered without any great anxiety upon his own part. There is no business nowadays that will either stand wooden-headed management or a long list of clerks who work like automa-

tions. It is not at all difficult to convince a young man of ordinary ability that he can excel. Let him see that you have confidence in his originality, and he will be certain to do something to merit that confidence. We believe that any merchant, employing a number of clerks, will find it profitable to offer them opportunities to compete with each other. Give them to know that their ideas have a commercial value with their employer, and that the one who displays the greatest originality will be the one first advanced, and a good-natured rivalry will ensue that will stimulate them in all their efforts, and increase the business. We all remember the story of the youth who was told to whitewash a fence, and was given to understand that he was not to leave his work until it was completed. The task was an arduous one, and not at all to his taste, but he smilingly took bucket and brush, and proceeded to work. The story goes on to tell that, to all appearances, he took so much interest in the work, and was so proud of every stroke of the brush that all the boys in the neighborhood began to envy him, and soon they were begging him that they might assist. With feigned reluctance he consented that each one should handle the brush for a few moments, and by making each one think that he was doing a little better than the other, he had the fence whitewashed in an incredibly short period of time. The spirit of rivalry exists in men as well as in boys, and it can be turned to good account by the exercise of a little tact and diplomacy. "Don't be a clam," is an expression now in general usage. Another one just as good is, "Don't let your clerks be machines."

**THE CANNED GOODS LAW.**

Her Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:—

In this Act the expression "package" means every can, tin or package in which articles or goods are put up for sale, and which are closed by being hermetically sealed. 48-49 V., c. 63, s. 1.

Except in the case of goods packed previously to July 20, 1885, every package of



**USE SPANISH BLACKING**

**THE KING OF BLACKINGS**

**F. F. DALLEY & CO., - - HAMILTON, ONT.**

THE FINEST IN THE LAND.

**CHOCOLATES** (G.B.)

EVERY CHOCOLATE IS STAMPED

**G. B.**

**GANONG BROS., Ltd.**

ST. STEPHEN, N.B.



**Dominion Clothes Pin**

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

**C. C. BROWN, DANVILLE, QUE.**

canned goods sold or offered for sale in Canada, for consumption therein, shall have attached thereto or imprinted thereon a label or stamp, setting forth in legible characters the name and address of the person, firm or company by whom the same was packed, or of the dealer who sells the same or offers it for sale.

Every such package containing goods prepared from products which have been dried previously to being so prepared, shall, in addition, be labelled or stamped with the word "soaked," which word shall be plainly printed diagonally across the face of the label in large, legible type at least half an inch in height and three-eighths of an inch in width.

Every person who sells or offers for sale any such goods in violation of any provision of this section shall, on 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. 48-49 V., c. 63, s. 2.

Every person who places on any package any label, brand or mark which falsely represents the quantity of weight of the contents of such package, shall, on summary conviction before a justice of the peace, incur a penalty of two dollars for each package on which the quantity of weight is so falsely represented; provided always, that a variation under the rate of three per cent. shall not be deemed a violation of the provisions of this section. 48-49 V., c. 63, s. 3.

Every person who places on any package any label, brand or mark which falsely represents the date when the article or goods contained therein were packed, shall, on a summary conviction before a justice of the peace, incur a penalty of two dollars for each package on which such date is falsely represented. 48-49 V., c. 63, s. 4.



DID  
IT  
EVER

Strike you that you can  
save money by buying  
direct from us.

We can give you the  
best goods at lowest  
prices. Send for a  
sample caddy or two.

Empire Tobacco Co.,

MONTREAL.

### DRY GOODS.

This is the midst of exhibition week and business is brisk. From all quarters of the Province merchants come to visit the Fair, and take the opportunity to make a trip through the houses to pick up a few leaders or stock to replace lines sold out. If a merchant visits the city but once a year he does so during the exhibition, enticed by the cheap railway rates. The visiting merchants are more numerous this year than ever, and the buying is quite extensive.

It is a profitable venture for these merchants who visit the wholesale houses at this season, because stocks are large and the choice is varied more than at any other time. Most of the houses also set out various lines, on which they offer special bargains, and the shrewd merchant generally benefits by one or two of these. These are then used by the retail merchant as leaders. He has purchased them low and he sells them low, hoping to benefit by the increased custom he will derive from being known as selling low-priced goods.

There is nothing very special to record in this week's inward shipments, as few goods are arriving. But some of the houses are receiving balances of orders, part of which have been previously received; and a few repeats have also arrived.

Next week the travellers will commence to disperse on their respective routes.

### NOTES.

McMaster & Co. are showing a large range of ladies' scarfs in lace, surah, pongee and shot effects. Several cases of fancy frillings have just been opened up. These include new shades in the ostrich frilling, and also in the carnival and Girton frillings, which three lines are very popular. The chiffon frillings have again been restocked. Some new shipments of black cashmere hose are to hand. Their stock had been almost depleted by the constant and strong demand for these goods.

Gordon, McKay & Co. are having a special run on men's furnishings on account of offering special value in half hose, suspenders, flannelette shirts, woollen underwear and silk handkerchiefs for the exhibition trade. A new shipment of frillings has just been opened up, containing fancy frillings in the latest designs, including chiffon and other leading varieties. Their staple department has received the special attention of numerous visiting retail merchants.

Caldecott, Burton & Spence are getting in the balances of their fall shipments. These include kid gloves and cashmere hosiery, which two lines are the specialties of this house, and their constant aim is to keep every line well filled and to have on hand always a well assorted stock so that any and every order can be filled promptly. Windsors continue to sell well. Mantlings are shown in plain beavers, curl goods in blacks, greys and browns, cheviots and serges. These goods are all imported and the quality is excellent. Double-faced satin ribbons and moires are in strong demand.

John Macdonald & Co. are showing a fine range of mantle cloths in serges, curls, beavers, worsteds, cheviots and sealettes. All grades are shown from

the lowest to the finest at very fair prices. Their selections are made from both domestic and foreign manufacturers and the best styles are shown. They are showing a large range of ladies' shawls and wraps in browns, brown and grey mixtures, blacks, etc. These are all Scotch woollen goods and of the best manufacture. Their display of plushes in all the leading shades and widths is quite extensive. The buyers who visited the Fair and investigated the bargains offered in their dress goods department secured the latest novelties in tweed effects (both Canadian and Scotch), homespun, serges, etc. Numerous special drives were offered and readily picked up.

### SEEK LEGAL ADVICE.

It would be well for everybody, especially retail merchants, to refuse to sign documents such as bills of sale, leases, etc., until legal advice has been procured and a full knowledge has been obtained of the contents of the documents to which the signatures are desired. A very effective weapon in the jobbers' hands is the bill of sale. The guileless retailer is requested—as a mere matter of form—to affix his name to it to secure a small debt, and generally does so without the slightest hesitation or knowledge of its contents, or fear of what the consequences may be. In another column mention is made of an action which has been begun by a retail grocer against a jobber, who sold up the former on a bill of sale, procured, it is alleged, as many such documents usually are, through deceit and in consequence of the utter ignorance of the victim. We believe very few bills of sale would be signed by retail grocers if every member of the trade would seek legal advice before taking so great a risk. As a rule only slow payers are requested to give such security to their debtors, but many retail dealers have their periods of stringency, when it is hard sledding to make both ends meet, yet afterwards pull through all right and finally attain prosperity. If at such times of temporary difficulties the retailer succumbs to the persuasions of the adroit and often unscrupulous collector, and signs away his business, for that is what the giving of a bill of sale practically amounts to, his career is summarily cut short by a sheriff's sale and the retail business knows him no more, whereas if a lawyer had been consulted at an expense which, compared with the loss of his means of livelihood, would have been nominal, the dealer's signature certainly would never have been affixed to so fatal a document. Leases and mortgages often contain provisions, smothered in a verbose and intricate construction that either escape the non-legal eye, or, if seen, are not clearly understood, and the consequences may be very annoying, even disastrous, to the merchant who is tightly bound by the document so easily signed. Legal advice is not difficult to find, nor is it so very expensive—relatively, at least—and it certainly should be more often resorted to by retail merchants when there is occasion to enter into agreement with other parties and legal documents require signing.—Merchants' Review.



Every Can Guaranteed.

Every can of "Kent" Tomatoes is guaranteed, filled with Solid, RIPE Tomatoes, from which the excess of water has been drained off. No Swells, no claims for damaged or defaced goods.

THE KENT CANNING & PICKLING CO.  
CHATHAM, ONT.

EPPS'S COCOA

1/4 lb. packets, 14 lb. boxes secured in tin  
Special Agent for the Dominion:

C. E. Colson, Montreal

MUNN'S  
Famous  
Boneless Codfish

NEW and GENUINE.  
NOW ARRIVING.

Packed in assorted Boxes, 5-lbs., 10-lbs.,  
20-lbs., and 40-lbs., containing 1 and 2 lb.  
Bricks, also

MUNN'S  
Skinless Codfish

Packed in 100 lb. Boxes, Whole Fish.

Delightful thick Codfish Steak.

Orders can be filled at short notice after this.

Stewart, Munn & Co.,  
MONTREAL.



Send for Price  
List of our vari-  
ous brands of  
chewing gum.

G. T. HEISEL,  
36-38 Lombard St.  
TORONTO.



E. LAZENBY & SON,

18 Trinity St., London, S.E.

EVERY ARTICLE prepared by us is ENTIRELY UN-  
ADULTERATED and our labels are affixed  
to the CHOICEST DESCRIP-  
TION OF GOODS only.

Our goods can be obtained from leading houses  
everywhere.

Agents for Canada:

A. P. TIPPET & CO.,

43 1/2 Wellington St. E., TORONTO.

"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 pur-  
poses. Sold by Grocers, Outfitters and others.

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

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.

Save Trouble! Guard your Health!  
Sell your Cow! Don't Depend on Milkmen!  
BUT USE

"HIGHLAND BRAND EVAPORATED CREAM"

It is natural, unsweetened, concentrated and sterilized. Absolutely taintless. Of  
equal merits for table use, the kitchen and the nursery.

For Sale by all Wholesale Grocers.

Prepared only by

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

WRIGHT & COPP, Ontario Agents.  
Toronto

L. H. DOBBIN, Montreal,  
Quebec Agents.



### TORONTO MARKETS.

TORONTO, Sept. 15, 1892.

#### GROCERIES.

The Exhibition has more of a disturbing than a stimulating effect upon the wholesale grocery trade. The visitors to the sales-rooms are unusually numerous, many traders being in town, but their calls are more of a friendly than of a business nature. Some purchases that were not premeditated are made by visitors, whose attention has been drawn to bargains in which special value is offered. The number of orders that the traders came in to submit was not large. The travellers of all the houses are in, it being deemed useless to have them calling at stores whose proprietors might be absent at the Fair on the very day of a traveller's visit. This makes mail orders as few as visitors' orders. The sale of sugar has not increased materially, and is reported slow. Teas are forging to the front in the retailers' demand. New Valencia raisins are just coming in. Prices have a firmer tone on nearly all goods, if exception be made of canned salmon, on which cutting continues. Canned goods generally ought probably to be included in the exception, as they are certainly no stronger. Payments do not call forth much comment. They are fully up to their early fall average.

#### COFFEES.

The coffee market does not take any sharp turns. So far as retailers are concerned it is practically the same as it was last week. There is no dearth of stock. Good

coffee is still firm and not plentiful, but the quantity in stock suffices for the moderate demand there is to be supplied. Rios are steady from 17½ to 21c., Java 28 to 36c., Mocha 28c. upward, Padang 26c. upwards, Porto Ricos 22 to 26c.

#### DRIED FRUITS.

The demand is less urgent for currants, and currants are less plentiful, being now in exceedingly small compass. Barrels and half-barrels are almost entirely out of stock. The price in barrels and half barrels is 5½ to 6c., and in cases it is 7¼ to 8c. No invoice of the first shipments of new has yet come to the hands of importers. The price is stiffer at Patras, an offer equal to that at which the first shipment was bought being refused yesterday for a second shipment lot. Valencia raisins are bought in a mere hand to mouth way. Though some of the '91 crop is still in stock, and though there are also '90 raisins of low grade purchasable at 90c. a box, retail buyers evince their chief interest in new fruit, some of which have already come to hand and are held at 7½c. The local representatives of leading Denia houses still complain of the very low prices quoted by houses of less known reputation. An offer of 1s. 3d. above the low price quoted by the latter was refused by the local agents of one of the best known houses in Denia. It is expected that this year Canada will again get her Valencia raisins chiefly by way of New York. McAndrews & Co., Tarragona, report the price of almonds high and the crop short, being not more than one-sixth of an average crop.

#### RICE AND SPICES.

Rice is still a seasonable selling line, though waning perceptibly in the demand. The supply has always been equal to the requirements of buyers, and prices have continued steady at from 3¾c. upwards.

Spices are low-priced, and at the moment quite dull. They are expected to have a lively spell as soon as the Exhibition is over.

#### SUGAR.

It does not appear that the advance has imparted any abiding force to the demand, which took a spurt at the time prices went

(Continued on page 16)

### CANNED GOODS.

TORONTO.

The business of the present week is hardly a fair criterion of the state of the current outside demand, which always sinks a little during the fortnight covered by the Exhibition. The trade which depends on city retailers is well maintained, as local consumption in hotels, restaurants, boarding and dwelling houses is now at high-water mark. So far as buying goes for any considerable time ahead of the moment's needs, it must be reported backward, even more reserve being shown than was evidenced last fall by retailers, who are mistrustful of the stability of prices. Jobbers get from 90c. to \$1.05 now. The retail trade holds no very large surplus of last year's pack. Orders taken for new peas some time ago for delivery in October are being filled now, owing to the exhaustion of the supplies in the hands of the retailers who bought them. This augurs well for the fall business, if there is not too much eagerness on the part of packers to make sales. The packers are offering fruits freely, but jobbers are not in a position to buy, being well supplied with stock, which is not in strong consumptive

WE HAVE THEM!

**The Maiori Lemons!**

FINEST ON EARTH.

PRICES RIGHT.

CRAWFORD PEACHES THIS WEEK.

**CLEMES BROS.**

Phone 1766.

TORONTO, ONT.

It always pays to  
**BUY THE BEST**

Goods. Fresh Fruits and Vegetables can be had every day, by using the Lakeport Preserving Co's Canned Goods. All goods guaranteed. Try them once and you will use no other.

Lakeport Preserving Co.,  
Lakeport, Ont.

Factories at Lakeport and Trenton.

**RED RASPBERRY JAM.**

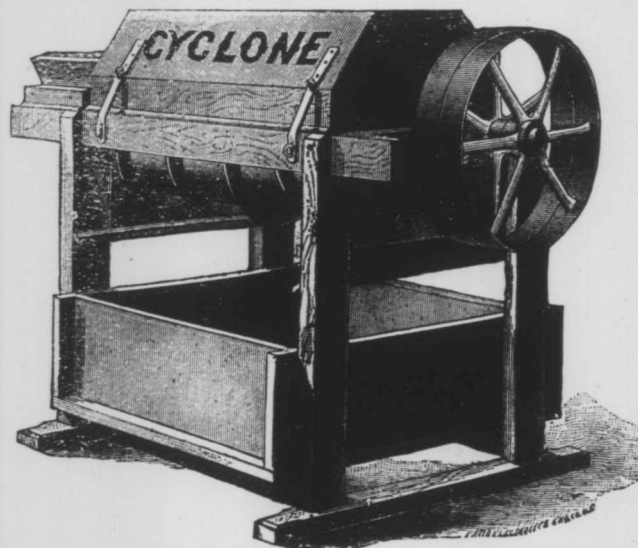
The Largest and Finest Stock

IN THE DOMINION OF CANADA.

APPLY TO

**THE SIMCOE CANNING CO.,**  
SIMCOE, ONT.

**To Canning Men.-OUR CYCLONE PULP MACHINE**



For making tomato pulp and preparing pumpkin and squash for canning is very well known to all the canners in the United States, and a few of them are in use in Canada. The high tariff has prevented their being used extensively heretofore.

We are now manufacturing these machines at Oakville, Ont., to enable our Canadian friends to obtain them without paying a heavy duty; but we shall make only a few of them unless ordered. Those who contemplate purchasing, should send their orders promptly to insure the saving of duty, as late orders will have to be filled from stock in the United States which will be subject to a 30 per cent duty.

Address

**THE BUCKLIN CAN-FILLER CO., KEYPORT N. J.**



**HENDERSON & LIDDELL,**

3 Eastcheap, London, Eng.

DEALERS IN

Sugar, Dried and Green Fruit,  
Rice and Canned Goods

Are prepared to enter into correspondence regarding purchase or consignments of all Canned Goods, Green Fruit, &c.

H. & L. have been in business over 40 years and have Travellers all over England. Highest References. SP

**Canned Goods.**

We  
Pack  
Only  
the  
Best.

Have you goods bearing my name in stock? They are always the same, always reliable.

D. W. DOUGLAS,  
St. Johns, P.Q.

**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.

**THE SALADA TEA CO., L'TD.**  
CEYLON.

**Golden Teapot Blend**

Pound and Half Pound Lead Packages.  
Prices on Application.

**P. C. LARKIN & Co.,**  
WHOLESALE AGENTS,  
TORONTO.

**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



**DAILEY'S**

Please try them.  
His boys eat them.

Prepared by the  
**Kingsville  
Preserving Co.,**  
(LIMITED.)  
KINGSVILLE, ONT.

Boy  
Brand  
Tomatoes



**B. R. Nelles,**  
GRIMSBY, ONT.

Packer and Preserver of the Celebrated **BEAVER Brand** Canned Goods, Evaporated Apples.

**JAMS and JELLIES**  
IN GLASS AND PAILS.  
Wholesale Only.



**BUYERS!**

OUR interests are identical. It has paid us to pack a superior quality of Canned Goods. It will pay you to sell them. Our sales for 1892 have doubled 1891. You may double yours by securing now, while the price is right and stock fresh and complete, a full assortment of our leading lines, such as Niagara Tomatoes, Delhi

Sugar, Cottage and Epicure Brands of Corn, English, Marrow, Sweet Wrinkle and Sifted Peas, Valentine and French Beans, Sweed Pumpkin and Hubbard's Squash, Preserved Strawberries, Raspberries and Blackberries, English Morellow Cherries and Gage Plums, Choice Table Peaches and Bartlett Pears, Epicure Catsup in pint and quart bottles, pure Jams in jars and pails.

All of which is guaranteed strictly A1.

**Delhi Fruit and Vegetable Canning Co.,**  
FACTORIES: Delhi, Ont., and Niagara on the Lake.

## MARKETS—Continued

demand. There is no probability of scarcity in anything now being put up, except plums and peaches. The demand for salmon has slacked off somewhat. Cutting continues, and prices are quoted as low as \$1.40 to make sales. The price is still firm at the coast. Lobsters are firmer in canners' hands, who have now completed their pack and forwarded their shipments to Great Britain. The price is now from 10 to 20c. a case higher at the canneries. The most that is going on in canned goods is the forwarding of shipments whose delivery is dated about now. Not till next month will there be any marked increase in the demand.

Continued from page 14.

up, but has rather fallen back since. There is a rather general disposition to be skeptical of the staying power of present prices, notwithstanding that they have on their side the sharp necessities of consumers, who must buy sugar now to preserve the incoming fruits. The price of sugar is expected to ease up as soon as the cholera scare passes off, when beet sugar will come into competition with cane sugar again, and will probably be all the cheaper in consequence of the cessation for the past few weeks of so great a part of the demand which constitutes its market. Just now the price is firm at  $4\frac{3}{4}$  to  $4\frac{7}{8}$ c. for granulated, and is  $3\frac{3}{4}$ c. upward for yellow. Raws are  $3\frac{7}{8}$ c. for Barbadoes, and  $4\frac{3}{8}$  to  $4\frac{1}{2}$ c. for Demeraras.

## SYRUPS AND MOLASSES.

The demand for syrups is rather active. The supply from the refineries is better than it was, and shipping to points on the upper lakes keeps up. Prices are generally from 2c. upwards. Low grades are the main kinds in request.

Molasses does not come into prominence in current trade. Low grades have been made quite scarce by the change in the duty. The benefit of the duty goes more to syrups than to higher grade molasses, because syrups are more nearly on a parity in value with low grades.

## TEAS.

Fall interest in teas is beginning to rouse itself among retailers, whose orders have amounted to something the last few days. Prices show no indication of making a turn favorable to the buying side, so that a trader who wants tea might wait longer and fare worse. If low grade Japans were more plentiful business would be still more lively. Mediums of all kinds at from 20 to 23c. are freely called for. Some new Ping Sueys have just come to hand to sell 20 to 22c.

McMeekin & Co.'s August notes on Indian and Ceylon teas are as follows: Indian.—The offerings were 105,000 packages, against 81,000 packages in the same month of 1891. The feature of the month was the general good quality of a large proportion of

the offerings, particularly the teas from the Assam and Darjeeling districts. There was a strong steady enquiry from the country for good liquoring teas, and the quality offered was readily taken by the trade at prices that should be satisfactory to producers. There was no improvement in the demand for common liquoring teas, and even some of the lower grades of showy teas, if with poor cup quality, were rather neglected. The imports for the month show a large total, but 5,000,000 pounds, of the quantity were reported within the last few days. The quantity shipped from Calcutta since the commencement of the season till 31st August is under that for the corresponding period last year; and, as many gardens are much behind in their plucking, it seems very doubtful if the increase on crop for the season will be difficult to cope with. The average of public sale prices for the month was nearly 11d. against 10 $\frac{1}{4}$ d. for the corresponding month last year. The imports were 12,060,000 lbs., and the deliveries 7,949,000 lbs., having in stock on 31st August 24,207,000 lbs. Ceylon—The offerings were 94,000 packages, against 70,000 packages in the same month of 1891. The market was fairly strong throughout the month, and the quality on the whole rather better than in July, although a large proportion of the offerings had undesirable quality. An advance of  $\frac{1}{4}$ d. to  $\frac{3}{4}$ d. may be quoted on the better grade teas. The average of public sale prices for the month was 8 $\frac{1}{2}$ d. per lb. against 9d. per lb. for the corresponding month last year. The imports were 7,564,000 lbs. and the deliveries 6,502,000 lbs. leaving in stock on 31st August, 19,012,000 lbs. The exports from Colombo to the United Kingdom, from 1st January

till 31st August, are reported to be 250,000 lbs. behind last year. With regard to the figures referred to above it must be borne in mind that for both Indian and Ceylon teas there is still an expansion in the home consumption, and that so far, during 1892, there has been an increase of 2,000,000 lbs. in the exports. From the Indian crop, also there will fall to be deducted 600,000 lbs. lost in the steamer "Angha," sunk in the Hooghly, on the 25th August. For China tea there has been only a moderate demand, and a considerable falling off is reported in the shipments from the other side. 4,100 pack-Java tea sold without material change in value.

## MARKET NOTES.

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

Smith & Keighley are offering a very fine raw sugar in bags at  $3\frac{1}{2}$ c.

Davidson & Hay are now the sole agents here for Ashton's factory-filled salt, which is now on exhibition in the dairy department of the Industrial Fair.

James P. Wallace of the Jersey Brand Condensed Milk Co., Halifax, N. S., was in town this week looking after the interests of his company. Their goods are having a big run in this market, and as far as quality is concerned cannot be excelled. The company has appointed Leonard H. Dobbin, the



All sorts of people use "Surprise Soap."

Do you keep it for them?

You can make a good profit.

The St. Croix Soap M'g Co.,

St. Stephen, N.B.

Branches:

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

**TORONTO:** Wright & Copp, 40 Wellington st. east.

**CANNED  
GOODS**  
—A—  
**SPECIALTY.**  
**WRITE US.**

ESTABLISHED 1880.  
**STANWAY & BAYLEY**  
**BROKERS**  
AND  
GENERAL COMMISSION MERCHANTS.

**44 FRONT ST. EAST. TORONTO.**

**PACKERS'**  
**AGENTS.**  
SALMON,  
VEGETABLES, Etc.  
**WRITE US.**



## THE CANADIAN GROCER

### UNITED STATES FOOD EXPOSITION.

For the first time in the history of the United States a great National exhibition of food products will be held, showing the progress made by the country in the past four hundred years, and demonstrating the fact that it is the greatest food-producing country in the world. The date of October, 1892, was selected for holding the Exposition on account of its being the four-hundredth anniversary of the Discovery of America, which it is proposed to celebrate in this way. This will be the first strictly Food Exposition ever held, either in America or abroad, the exhibits being confined exclusively to food products, the manufacturer only being allowed to exhibit, and only such manufactured articles of food as the manufacturer will put his name upon and warrant to be the same as he offers to the public. Not alone will manufactured food be exhibited, but produce direct from the soil, sea and dairy. One of the most novel attractions of the Exposition, and what promises to be a popular feature, will be the exhibit of dairy products.

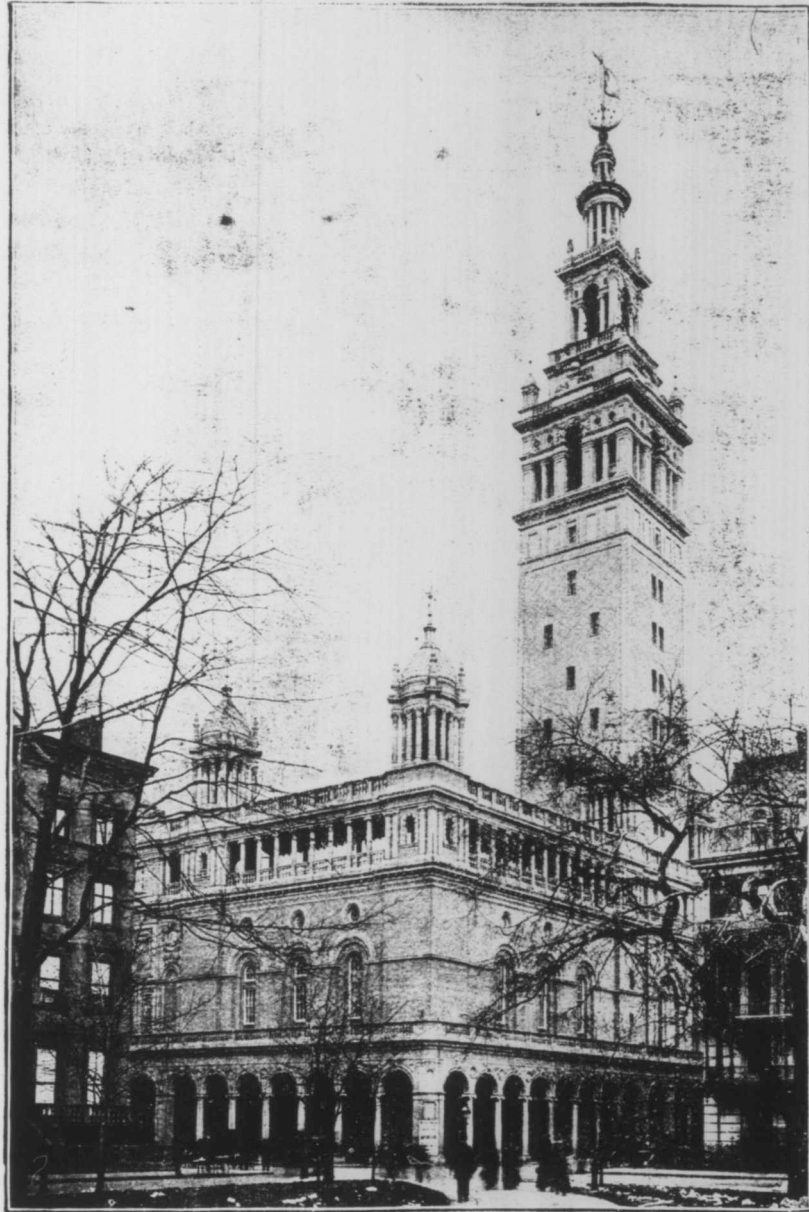
There will be two such exhibits, one, a New York State exhibit, under the auspices of the N. Y. State Dairy Commissioner, and the other a National exhibit, in charge of Professor James Cheesman, who represented the Agricultural Department of the United States Government at the Paris Exposition. It is proposed to devote nearly the entire Exposition Hall, which is over ten thousand square feet, to this department of the Exposition.

The vast amphitheatre, with a floor space of about thirty thousand square feet, will be given over almost entirely to manufactured articles of food. Here will be represented nearly all the leading food manufacturers of the United States, as well as a number from abroad, many of whom will give practical demonstrations as to how their goods are prepared. The booths to be erected in the amphitheatre promise to be of the most elaborate nature, far surpassing anything of the kind ever held in this country. In this great auditorium, the largest in the United States, the world-renowned musical director and composer, Herr Anton Seidl, with his famous orchestra, will give two concerts daily, afternoon and evening, during the Exposition, Mr. Seidl personally conducting at every performance. Ample provision has been made for handling the immense crowds who will congregate here at all hours during the Exposition. In addition to the large number of avenues and aisles on the main floor, as well as the promenades on the first, second and third balconies, there will be accommodations for from twenty-five hundred to three thousand people who desire to listen to the Seidl concerts after having viewed the many attractions of the Exposition.

The next in importance—and by many, the ladies in particular, it will be considered the feature of the Exposition—will be the

Concert Hall, the handsomest and most artistic public hall in the country. In order to make this department easier of access from the amphitheatre, a contract has already been made for the erection of a grand double stairway, modeled after the entrance to the Grand Opera House at Paris, which will be built on either side and directly over the main entrance to the amphitheatre on the

of her lectures with a concert by the Seidl Orchestra. This hall has a seating capacity of twelve hundred, besides thirty-six boxes. There will be no extra charge of admission to these special lectures and concerts, one ticket admitting to every part of the Exposition, the price of which will be fifty cents. It is intended, however, to auction off the boxes, the purchasers of which will be entitled to



WHERE THE EXPOSITION IS TO BE HELD, MADISON SQ. GARDEN, N. Y.

Madison Avenue side. This stairway will lead directly into the Concert Hall, where the lectures and demonstrations in cooking will be given by Miss Maria Parloa, of Boston, the distinguished lecturer in the art of cooking. Miss Parloa is an authority on all matters pertaining to the culinary art and the science of cooking, and she stands unrivaled at the head of her profession. Miss Parloa will lecture each afternoon of the Exposition, and it is intended to precede each

five season tickets to the Exposition.

Overlooking the Concert Hall, from which a wide staircase ascends, is the Assembly Room, which will be used as a ladies' or ladies' and gentlemen's restaurant.

On the ground floor, corner of Madison Avenue and Twenty-sixth Street, is the large restaurant, which will be devoted to a cafe or gentlemen's gill-room.

The interest manifested in this great Food Exposition extends all over the United States.

## THE CANADIAN GROCER

The press, clergy, and professional men generally, the housewife, merchant and general public, all evince the greatest interest in the undertaking. Almost a ton of mail, and from nearly every section of this country, has been received by the General Manager endorsing the undertaking. The wholesale grocers in particular—and there are several thousand of them in the United States—express themselves as cordially endorsing the enterprise and wishing it the best of success, a great many of whom have promised to attend. From far-off Wyoming, Texas and Oregon, such letters have been received.

It is confidently believed that over half a

million of our most intelligent people will visit the exposition.

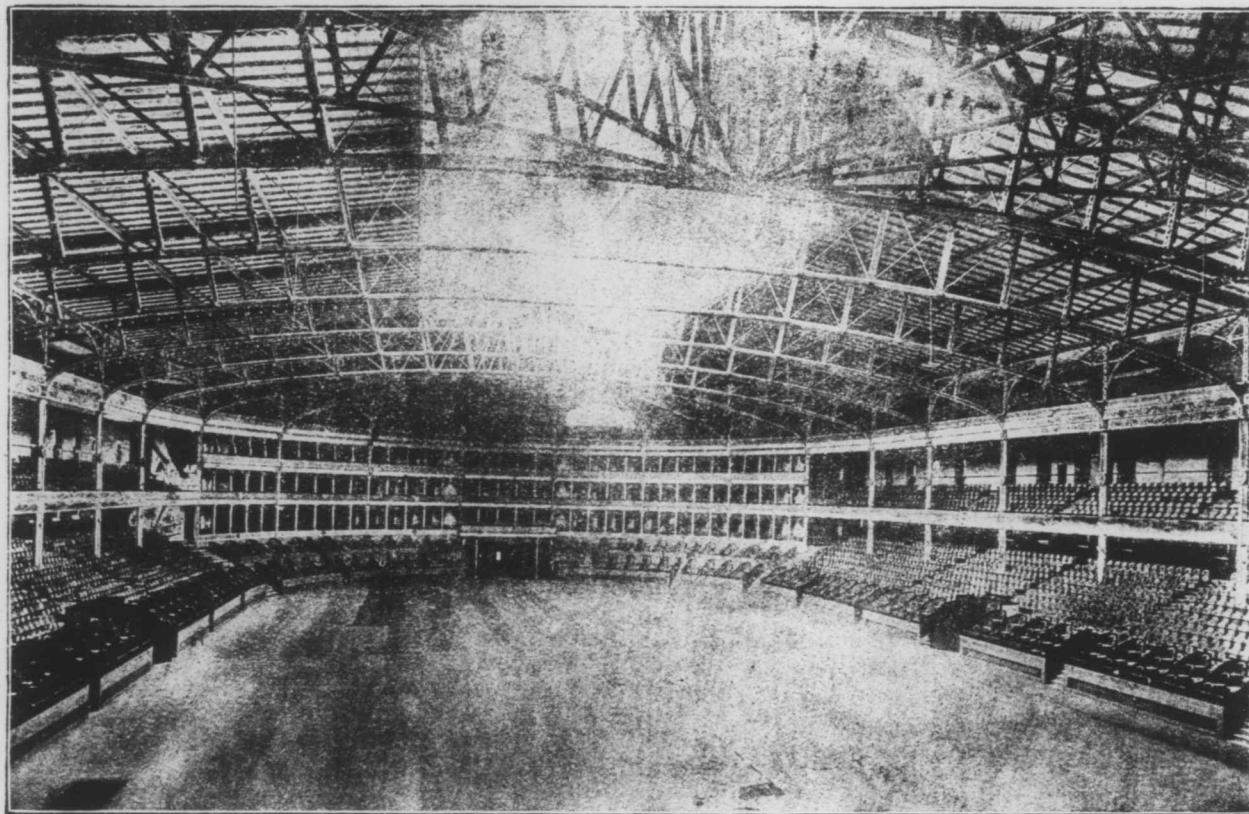
that a number of Canadian merchants will visit New York in October and take in this Exposition.

### SWEET FUEL.

The very low price of domestic molasses has already led to its free use for distillation into alcohol, and consumption for that purpose is increasing. The outlet, however, does not appear to provide an adequate balance for the supply, especially at primal points, and a suggestion is made that the surplus may be made useful as fuel. Since the bounty law on sugar went into effect the effort to extract every ounce of sugar has materially increased

contains, say 20 per cent water, 8 per cent ash, 12 per cent gums and 60 per cent sucrose and glucose. Hence we have 72 per cent of carbonaceous matter available as fuel and only 20 per cent of water. This would certainly make excellent fuel if there were competent devices to burn it, such as are used for liquid fuels. Molasses has recently been used for fuel in Cuba, and with seeming success. It was there poured or sprayed on to the bagasse as it entered the furnace, and the judgments of those interested was that its efficiency as fuel when used in this way, was incontestable.

It is a well recognised fact that no business establishment is complete without some



AMPHITHEATRE, MADISON SQ. GARDEN, NEW YORK.

ed the supply of low grade molasses practically useless for food, and with an estimated output for 1892 of 120,000 tons there is more or less anxiety as to its disposition. The Louisiana "Planter," in advocating some plan whereby the stuff can be used for fuel, remarks as follows: "Molasses is now as low or lower than ever, two cents per gallon hardly being obtainable for it. Of heavy-bodied molasses 166  $\frac{2}{3}$  gallons will weigh a short ton of 2,000 pounds. This would make full cost \$3.33c. per ton on the plantations, and rather less per ton than current prices for coal delivered there. The question would then arise as to the fuel value of molasses. As it is almost altogether carbonaceous matter it must have a considerable fuel value, but its relative merits as compared with bituminous coal we have no data at hand to determine. Heavy-bodied common Louisiana

cash carrier system. Attention is called to the Whiting Cash and Parcel Carrier. It seems in it impossible for anything to get out of order, as there are no cords or springs. Merchants throughout the country, who give it a trial, may satisfy themselves of its merits, feeling satisfied that where once introduced it would never be parted with.

SARNIA, Ont., June 8, 1892.

H. E. WHITING, ESQ, London :

DEAR SIR,—I have been using your Cash Carriers for a long time, and must say they fill the bill in every particular, especially as to their keeping in order. It seems to me that they could hardly be improved on.

I remain, yours truly,

(Signed) JOHN LEYS,

Late Leys & Morrison.

This carrier has been in use two years and six months. adv.

For further information, address, DANIEL BROWNE, General Manager, Hudson and Franklin Sts., New York, who was seen by our representative in New York last week. He said "we would like to see a few train loads of Canadians visit us while the Exposition is going on, and you can tell your readers that we will try and make their visit both instructive and interesting if they can see their way clear to visit us." There is little doubt but



**NOTICE.**

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

**VANCOUVER, B.C.**

Having largely increased their capacity. We advise all dealers to see their price list before placing their orders for Jams, Jellies, Canned Fruits, and Canned Vegetables.

Besides their regular brands of Ground Coffee, now so favorably known, they quote:

Blend No. 1 at 35c., either ground or whole roasted  
 " 2 at 33c., " " "  
 " 3 at 30c., " " "

Their Flavoring Extracts are of the choicest quality.

**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.

**THOMPSON & CO.,**  
**GENERAL COMMISSION MERCHANTS**

—AND—

**BROKERS**

For all lines of Canned Goods, Hams, Bacon, Lard, Butter, Cheese, Dried Fruits, Coffee, Sugar, etc.

CORRESPONDENCE INVITED.

P.O. Box 615. **WINNIPEG, MAN.**

**W. A. McCLEAN & CO.,**  
**Pork Packers.**

FOR SALE--

Boneless Bacon, Sugar Cured Hams, Spiced Rolls, Bellies, Backs, and Breakfast Bacon, mild cured.

Write for Quotations.

**OWEN SOUND, ONT.**

We are now receiving California fruit direct from California in car lots.

Our first car arrived on Thursday, 28th inst., and was sold at auction on arrival. We expect another car next week. We are also receiving cars of Tomatoes, Watermelons, Apples, etc., and all kinds of small fruits, and we solicit a share of your trade.

Yours respectfully,

**McWilliam & Everist,**

25 and 27 Church St.,

TELEPHONE 645. Toronto, Ont.

**J. Cleghorn & Son,**

94 Yonge St., TORONTO.

Fruits, Etc., in Season, at the Lowest Market Prices.

Grapes, Crawford Peaches, Plums, Pears, Lemons, Jamaica Oranges, Sweet Potatoes.

FISH:—

Finnan Haddie, Oysters.

**J. F. YOUNG & CO.**  
 PRODUCE AND COMMISSION MERCHANTS

74 Front St. E., Toronto.

Our business is solely Commission. The only plan which does justice to the Consignor. We handle everything which the Country Storekeeper has to send from home to sell. None of our own goods to sell in preference to yours when the market is good. Nothing between you and best price obtainable except a small commission.

Prompt Sales and Quick Returns.

We Furnish Egg Cases. Try Us.

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

Toronto, Ont.

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

**PARK, BLACKWELL & CO.**  
 (Limited.)

—SUCCESSORS TO—

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

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

Write for Price List.

**Husband Bros. & Co.,**

71 Colborne St., Toronto.

OYSTERS, HADDY.--DAILY.

GRAPES, PEARS.

ORANGES, LEMONS, FOREIGN NUTS.



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

**W. GIBBINS & CO.,**

SUCCESSORS TO

**JOSEPH CARMAN,**

Commission and Manufacturers' Agents, Grain Brokers.

P.O. Box 1014. Winnipeg, Man.

We are open to receive a few first-class agencies Good connection wholesale and retail. Correspondence invited. Consignments Produce will have prompt attention.

**LAURENCE GIBB**

Provision Merchant,

83 COLBORNE STREET, - TORONTO

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

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

**JAS. DICKSON & CO.,**

26 WEST MARKET STREET,

Provision and Commission Merchants.

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

**Reesor & Rogers,**  
**Produce and Commission Merchants**

Solicit consignments of Country Produce from Storekeepers.

71 Colborne St., Toronto.

Telephone 2291.

Baffles Human Conception.



Nature's all-powerful healer is discovered and when imbibed freely radiates the arterial network of the body, absorbs and rushes off all effete, deadly poisonous matter. Also it contains all the sixteen elements of ripe molecular life, builds up every weak part, restores nerve and vital power, is the sunshine of life, the wonderful. So say all that use St. Leon Water. World, Feb. 13th, 1892.

St. Leon Mineral Water Co., Ltd.,  
 Head Office, 101 1/2 King St. W., Toronto  
 BRANCH—Tidy's Flower Depot, 164 Yonge St.

**McLAREN'S**



Is Honest Goods and just the Thing on Which to make or Extend a Business.

The Best Grocers Make a point of Keeping it always in Stock.

## MARKETS—Continued.

well known Manufacturers' agent in the grocery business, their agent for Montreal and Ottawa, and all orders entrusted to him will have prompt attention.

Leonard H. Dobbin, of Montreal, has been appointed agent for the province of Quebec and Ottawa city for the celebrated Highland brand Evaporated Cream, which is having a splendid run among the trade at present.

A line of Ping Suey teas for Sloan & Crowther came in via C.P.R. on Tuesday. The greater portion of the shipment was sold before it was received. It is now impossible to buy at the same prices as this lot was bought at. As it comes on a bare market the price is firm at 20 to 22c.

It is calculated that there will be a considerable increase in the consumption of rice on account of the cholera fright. Rice is not only a safe food, but possesses nutritious qualities in an eminent degree.—N. Y. Commercial Bulletin.

The attention of the California raisin combine is directed to the fact that 90,000 boxes of Valencia raisins are in transit for this port. More will follow soon. We learn also that local jobbers have been placing considerable quantities of the fruit while going slow with California goods.—N. Y. Commercial Bulletin.

H. P. Eckardt & Co. are still able to fill orders for Provincial currants in barrels. As the market is very bare, the surplus in their hands comprising about all the barrel stock there is left, and as new crop stock will be both high and late in delivery, this is a last opportunity that should not be missed for getting good currants at reasonable prices.

Some time ago the agents of the Sugar Trust made large purchases of beet sugar in Europe, said to aggregate 90,000 tons. This naturally strengthened the markets there. These sugars are now being shipped to this country, but delays are being encountered on account of the stringent quarantine regulations, and the Trust has therefore been obliged to purchase cane sugars here at such prices as the holders have seen fit to exact. N. Y. Commercial Bulletin.

While enormous quantities of Professor Waage's Norway Fish Meal for soup is being sold in Europe, none has been imported to this Continent until now. The first importation is just to hand and THE GROCER has been favored with a sample tin, of which it can speak in approving terms. A. Waddell, 13 Victoria St., Toronto, is the sole agent for Canada. Fish flour is apt to be a popular article in the demand in this country.

## PETROLEUM

A considerable volume of business is transacted these days at 14 to 14½c. There is no change in any of the conditions of the market.

The Petrolia Advertiser reports: Petrolia crude \$1.26 per barrel; Oil Springs crude

\$1.27 per barrel. As the season advances the demand for refined oil continues to improve, and the aggregate sales, mostly of the car-load variety, amount to a very respectable number of gallons. Buyers see no reason to purchase, however, but in such quantities as their needs dictate, having, not unnaturally, a certain amount of want of confidence in any approaching violent fluctuation. The market may be called firm at 10¾ per gallon on car lots F. O. B. here. Apropos of the matter of any change of prices, it would not occasion very much surprise if another slight advance should occur. At the same time it is believed in some well informed quarters that if any appreciation should be determined upon, it is likely to happen in a comparatively short space of time. The crude market has continued to attract little or no particular attention to either buyers or sellers the past week, with the exception of a few odd deals at our last quotation, \$1.26½. There seems at present to be no external force at work and prices sag along at about the above mentioned figure.

## BUTTER AND CHEESE.

Medium quality dairy tub is more plentiful, as are the same grades of store-packed butter, but the demand for choice butter is still unslaked and capacious. Selected dairy tub brings 17 to 18c., and from 15 to 17c. is paid for butter ranking as good, but a grade or two below the best. The range for store tubs is 12 to 16c., little of that butter coming into the category of choice. The consumptive demand has been very large locally, while the call for export lots has not fallen off. The quantity of low grade butter now received is greater than it was a week ago and much greater than it was a fortnight ago, but there is room for all of it, and but little of it is bought under 12c. The use of a better class of butter by the bakers has been an element in the demand for stock at 14 to 16c. All the butter that comes to hand is freely taken.

Cheese is steady, with a stronger demand, in a jobbing way, from city traders, and a reasonably good call from outside. The price is steady at 10 to 10½c.

## COUNTRY PRODUCE.

BEANS—Some inquiry from United States buyers is reported by holders, but the probability of business resulting from it is not strong. Prices are steady at \$1 to \$1.20.

DRIED AND EVAPORATED APPLES—Dried go out slowly in small jobbing lots at 5c., evaporated are equally listless at 7½ to 8c.

EGGS—The demand for eggs has caught up to the supply and rather overtaken it, so that prices are very firm at 12½c., with 13c. paid for very fresh stock.

HONEY—Is still slow of sale at 7 to 9c. for extracted and 12 to 14c. for sections. The demand for the latter is always fairly good, comparatively with the supply of choice stock.

HOPS—Buyers and sellers are still engaged in the preliminary play for an opening. The price for new is 16 to 18c., so far as it is possible to quote on a market in which there are no sales. Old hops are practically done, all at any rate that are visible.

## PROVISIONS.

The provision trade is not brisk, but neither is it flat. A moderately good demand keeps on making inroads upon the small stocks remaining in packers' hands. Prices are steady.

BACON—Long clear is 7¾ to 8c., smoked

(Continued on page 20.)

## FLOUR AND FEED.

## TORONTO.

The position of the flour market is unchanged, and prices continue steady upon last week's basis. It is not therefore more satisfactory to shippers, but they have yielded sufficiently to the situation to close with any offers that have come their way, if such offers are not exceptionally bearish. A fair amount of business has been done. In feed prices have generally hardened, notably so in bran and shorts. Oats are also firmer.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.80 to \$5.90; strong bakers', \$4.40; white wheat patents, \$4.70; straight roller, \$4.25; low grades, per bag, \$1.25 to \$1.50.

Car prices are: Toronto freights—Manitoba patents, \$4.60 to \$4.65; Manitoba strong bakers' \$4.20 to \$4.30; Ontario patents, \$3.90 to \$4.10; straight roller, \$3.45 to \$3.65; extra, \$3.15 to \$3.25; low grades, per bag, \$1.00 to \$1.50.

MEAL—Oatmeal is \$3.80. Cornmeal is \$3.50.

FEED—Bran is \$12 to \$13, shorts \$14 to \$15, mixed feed \$22, feeding corn 50, oats 32 to 34c.

HAY—Old baled timothy is firm at \$12 on track. New is \$8.75 to 9.

STRAW—Is steady at \$7 to \$7.50.

## MONTREAL.

The flour market favors buyers, who, as a rule, do not feel disposed to purchase more than immediate wants call for. We quote: Patent spring, \$4.60 to \$4.70; patent winter, \$4.25 to \$4.50; straight roller, \$3.90 to \$4.10; extra, \$3.40 to \$3.50; superfine, \$3.00 to \$3.15; fine, \$2.60 to \$2.75; strong bakers, \$4.10 to \$4.25.

Oatmeal is in fair local demand, outside of which trade is dull. Prices range as follows: Granulated, bbls \$4.10 to \$4.25; rolled bbls., \$4.10 to \$4.25; Standard, bbls., \$3.95 to \$4.05; granulated in bags, \$2.00 to \$2.10; rolled in bags, \$2.00 to \$2.10; standard in bags, \$1.90 to \$2.00.

Bran and shorts are unchanged. Local demand being fairly active, mouille moves slowly Bran per ton, \$13.00 to \$13.50; shorts per ton, \$14.00 to \$15.00; mouille per ton, \$19.00 to \$22.00.

## ST. JOHN, N.B.

There seems a dulness in the flour market which is unusual at this season. Prices are quoted steady and not likely to change very soon. The demand is light. Manitoba is quoted at \$5.30 to \$5.50, high grade Ontario \$4.60 to \$4.75, medium patents \$4.30 to \$4.50.

Cornmeal—Is in fair demand. Prices are a shade easier and quoted at \$3.90.

Oatmeal—The market is lightly stocked. Prices are firm. The demand is good. Quotations are \$4.25 to \$4.35.

## LOBSTERS,

Finest brands, Canned Lobsters, tails and flats, shipped from the factories. Orders solicited from the Wholesale Trade. For quotations address S.P. Leonard H. Dobbin, Montreal.



**COWAN'S  
COCOAS AND  
CHOCOLATES**

Are Standard, and sold by  
all grocers.

For good fresh

**OATMEAL**

Pot Barley,  
Split Peas  
or Cornmeal.

Write or telephone

**GARTLEY & THOMPSON,**

508 to 311 Talbot St., London, Ont.

**BUY THE BEST.  
SEELY'S**



Celebrated  
Flavoring  
Extracts.

**VANILLA, LEMON,**  
and Assorted Flavors.  
Standard Goods of America  
(established in  
1862). Once tried, al-  
ways used.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

**Are You  
Ambitious**

To make your window attractive and in-  
crease your business? If so, send for elegant  
TUTTI FRUTTI hanger signs free. Address,  
**ADAMS & SON'S CO.,**  
11 and 13 Jarvis St., Toronto.

**A. HAAZ & CO.,**

Bonded Manufacturers of

Honey Dew, White Wine, Malt and Cider  
**VINEGARS.**

74 Bagot Street, - Kingston, Ont.

Morton Densem & Hurst,

Sole Manufacturers of the Automatic

**COUNTER CHECK BOOK**

Patented Feb. 25th, 1892, No. 38,51.

3 and 5 Adelaide St. East, Toronto, Ont.

We desire to call the attention of the mer-  
chants of Canada to our **New Automatic Counter  
Check Book**. It is the **Newest and Best Book** yet  
introduced. No more need of any carbon leaf and  
yet you have a beautiful and indelible transfer.  
Merchants everywhere proclaim it the best book  
known to lessen the labor of clerks in making  
rapid sales.

We will be pleased to send samples and price  
list on application. Prices cheaper than any  
other check book.

With the Old Style of Books it requires from 5  
to 6 movements to complete a sale, with the  
**AUTOMATIC** one or two movements are all that  
are required. Merchants can see at once the ad-  
vantage.

**EMBRO  
OATMEAL  
MILLS.**

D. R. ROSS, - - EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

**Oatmeal**

IN BARRELS, HALF BARRELS OR BAGS.

Selected **WHITE OATS** only used. For prices  
of Oatmeal or Oathulls in Car-loads or less quan-  
tities, write or wire, and will reply promptly.  
Can ship via Canadian Pacific or Grand Trunk  
Railways.

R. M. PINCOMBE.

**STRATHROY OATMEAL AND CORNMEAL MILLS.**

**Pincombe & Sutherland,**

**STRATHROY, ONTARIO.**

Manufacture by the latest improved process

The Celebrated **White Eagle Brand** of Rolled Oatmeal,  
also Standard and Granulated Oatmeal, CORNMEAL, Dessicated Rolled Wheat and  
Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and  
prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.

REINHARDT & CO.,

**SALVADOR LAGER  
IS THE VERY BEST.  
TORONTO.**

**WALTER THOMSON  
MITCHELL, ONT.**

**GENERAL GRAIN DEALER.**

Manufacturer of all kinds of

Oatmeal, Split Peas, Cornmeal,  
Pot Barley, etc.

Quotations by Wire or Letter.

**BRANDON ROLLER MILLS,**  
Brandon, Man.

—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers

**-- FLOUR --**

Also Oatmeal, Rolled Oats, Rolled Oatmeal  
Granulated and Standard.

Dealers in all kinds of grain and feed.

**ALEXANDER, KELLY & CO'Y,**

PROPRIETORS.

**N. WENGER & BROS.,**  
AYTON, ONT.

**-- MILLERS --**

(Hungarian Process)

BRANDS:

**KLEBER, MAY BLOSSOM.**

AGENTS:

**J. L. SMITH & SON, - Montreal.**

**EPHRAIM ERB, - Halifax.**



**MARKETS.—Continued**

backs are 11 3/4 to 12c., bellies 11 1/2c., rolls 9 to 9 1/2c.

**HAMS**—Are steady at 12 to 12 1/2c.

**LARD**—Pure is unchanged at 9 1/2 to 9 3/4c. for tubs and pails. Compound is steady at 7 3/4 to 9c.

**BARREL PORK**—U. S. heavy mess is \$15 to \$16, Canadian \$16, short cut \$16.50 to \$17.

**DRESSED MEATS**—Beef is 4 1/2 to 5c. in fore and 7 1/2 to 8 1/2c. in hindquarters, mutton is 7 to 7 1/2c. Lamb 8 1/2 to 10c., mutton 6 to 7 1/2c., veal 7 1/2 to 9c.

**VEGETABLES.**

Potatoes are selling on track at 50c. per bag in car loads, and are selling at 60c. out of store. Reports of rot from many quarters lead to the expectations of better prices for this year's crop. Malta onions are \$2.50 to \$3 per hamper. Musk melons are \$1.50 to \$2. Watermelons are \$20 to \$22 per hundred. Tomatoes are 25 to 40c. a basket. Celery is 25c. a dozen. Cucumbers are 15c. a basket. Sweet potatoes are \$4 to \$4.50 a barrel.

**GREEN FRUIT.**

The scarcity of oranges continues to retard trade, as consumption is checked by the stiff prices. Jamaicas have not yet come to hand, but a supply is expected before our next issue is out. Rodis are easier on the eve of this addition to stocks and quote at \$7 to \$8. Lemons are slightly easier, but the same figures are used in quotation—viz., \$8 to \$9 for Maioris. Bananas are cheap at \$1 to \$1.25. Peaches quote all the way from 75c. to \$1.25. Pears are 50 to 75c. per basket, and Bartlett's in barrels are \$4.50 to \$5.50. Other descriptions are \$1.75 to \$2.50. Apples are \$1 to \$1.75. Grapes are 3 to 8c., according to quality. Champions bring 3 to 4c., More's Early 5 to 6c., Niagara 7 to 8c. Plums are 75c. to \$1.25.

**FISH.**

This week's local fish trade has been large and has invigorated the tone of prices, though they were not easy a week ago.



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.

Salmon trout and white fish are firm at 7 1/2c., lake herring at \$2 to \$2.50, and salmon at 17 to 18c.

**SALT.**

Trade is rather easier than it was last week, but the time is approaching when it will pick up against the demand from packers. Prices are unchanged.

**HIDES, SKINS, WOOL, TALLOW.**

**HIDES**—No. 1 green cows', are 4 1/2c., and the same grade of green steers' is 5c. Cured are 1/2c. more in each case.

**SKINS**—Lambskins and pelts are 55c. Calfskins, 5 to 7c.

**WOOL**—Fleeces are 17c. for clothing grades and 19 to 20c. for combing. Pulled is 22c. for super, 25 to 26c. for extra super.

**TALLOW**—Is 2c.; rendered is bought at 5c., and sold at 5 1/4 to 5 1/2c.

**MONTREAL MARKETS.**

MONTREAL, Sept. 15, 1892.

**GROCERIES.**

The state of the grocery market is about the same as it was last week. Sugar is a little firmer, and quite a few lots have changed hands during the past week. The cholera scare has had a good effect on the condition of the rice market, as that staple would be used in large quantities if the plague came here. Green fruit is about the same as last week, all lines being in fair demand. The wholesale grocery trade say that business is good with them. Brokers and manufacturers' agents say that the season's trade is as good as it ever has been with them. Payments are coming in well.

**SUGAR.**

The local demand for sugar is about the same as noted last week. Refiners here report good sales at firm prices. The wholesale trade are also doing a nice tidy trade in this line. The cutting is still being carried on by some of the trade, but the majority are selling for steady prices. Several large lots have left first hands during the week, and on the whole the sugar market wears a better look. We quote granulated 4 3/4c.; yellows, low grade 3 1/2 to 3 3/4c., and yellow bright 3 3/4 to 4 1/4.

**SYRUP AND MOLASSES.**

Syrups are firmer and in better demand this week, this no doubt is due to the advance in sugar. We have to note sales of Canadian at 1 1/4 to 2 1/4c. per lb. in fair lots. American product has also been moved at old figures, viz., 25c. per gallon. Molasses is also firm but has been quiet during the week. Barbadoes is held in round lots of 100 puncheons at 33c. Some of the trade are said to be selling five and ten puncheon lots as low as 31c. We quote American syrup 23 to 25c. according to quality, Canadian 1 3/4 to 2 1/2c. per lb., molasses 31 to 33c.

**TEAS.**

Teas are still quiet with only a small trade doing and that in Japan. The Empress of Japan's stock is to hand, but as yet has not been placed, owing to a "kick" with the insurance people. The general average loss is said to be 7 to 8 per cent.

**COFFEE.**

Coffee is about the same as noted from time to time. Values at this point are unchanged and dealers are firm in their ideas. Several round lots have changed hands during the week. We quote as follows:—Rios 18

to 20c.; Java, 23 to 25c.; Mocha, 24 to 25c. Jamaica, 19 to 21c.; and Maracaibo, 22 1/2 to 23c.; Santos, 17 1/2 to 19c.

**RICE.**

Rice has been moved in large lots during the week, and the mills here say this is due to the cholera scare. The wholesale trade here also report big sales. We quote as follows: Standard \$4 to \$4.10, Japan \$4.50 to \$5, Patnas \$4.50 to \$5, and Carolinas \$7 to \$8 per hundred pounds.

**NUTS.**

A fair jobbing trade is all there is to say regarding nuts. The demand is purely a local one. New grenobles and Ivicas are held firm under light stocks. The following are the quotations:—Almonds Tarragona 14 to 15c.; almonds, Ivica, 14 to 15c.; almonds, common, 10 to 11c.; almonds, hard-shell, 7 to 8c.; walnuts, Grenoble, new 13 to 14 1/2c.; walnuts, French 10 to 10 1/2c.; coconuts per 100 \$3.75 to \$4.00; filberts 9 to 10c. pecans 16 to 17c.; peanuts 7 to 10c.

**DRIED FRUIT.**

There has been considerable activity in dried fruit during the week. The first shipment of the new crop came to hand and was run off quickly. Currants are said to be firm and holders expect them to advance before long. Valencia raisins are selling at good figures. The direct boats for this port are now leaving the other side, and as soon as this fruit arrives the market will be more active. Values are the same.

**GREEN FRUIT.**

The movement in green fruit is not as good this week as it was last, but on the whole dealers have no cause to complain. California fruits have had good call in all lines. Canadian basket fruit is also in good demand. The following are the quotations: Lemons \$5 to \$5.50; California peaches \$1.75 to \$2 per box; Southern peaches \$3 to \$4; Western peaches 75c. \$1.25; California pears \$2 to \$3; plums \$2.50 to \$3 per crate; bananas \$1 to \$1.50 per bunch; Bartlett pears \$6 to \$7 per bbl.; Canadian basket fruit pears 50c. to \$1; plums 75c. to \$1; grapes, blue, 4c.; grapes, Niagara, 6c. per lb; black berries 13 to 14c.

**APPLES.**

Apples are in good demand and prices are a little higher this week. We quote apples \$1.50 to \$2, and baskets 20 to 25c., evaporated 6 to 6 1/2c., and dried 4 1/2 to 5c.

**HONEY.**

Receipts of honey are liberal and trade is quiet, being confined to retail wants. Values are unchanged and we quote strained bright 7 to 8 1/2c., dark 6 to 7c., comb bright 8 1/2 to 10c., dark 7 to 9c.

**HOPS.**

The hop market is still quiet, a few small purchases of new crop being all there is to report. The prices they brought were from 22 to 28c. Otherwise there is little to note, samples of last year's crop are nominally worth from 22 to 25c. Old stock is hard to place.

**FISH.**

A fair trade is being done in fresh fish. The Labrador herring catch as usual is reported a failure. French shore herrings sold at \$4 to \$4.25 and Cape Breton which are scarce at \$5 to \$5.25. Dry and green cod have had fair movement, dry \$4.75 to \$5 and green \$5 to \$5.25.

**CHEESE AND BUTTER.**

It is still hard to fix a spot price for cheese. Buyers still complain of low limits, but with the heavy contracting that has been done recently at 10c. it is a dead certainty that it



Low Grade and Medium  
**JAPANS**  
A SPECIALTY.

**DAVIDSON & HAY**  
WHOLESALE GROCERS, 36 Yonge St.,  
**TORONTO.**

ESTABLISHED 1851.

We offer to the Trade :

**2,500 Cases TOMATOES,**

"De Salaberry" brand, equal to any in the Market, at 85c. per doz.

Ordinary Terms.

**N. QUINTAL & FILS,**  
WHOLESALE GROCERS,  
274 St. Paul Street, Montreal.  
WRITE FOR OTHER PRICES.

**BALFOUR & CO.,**  
IMPORTERS OF TEAS  
—AND—  
WHOLESALE GROCERS,  
HAMILTON.

WESTERN ONTARIO AGENTS FOR THE  
**Irish Mustard.**

Cherry's DUBLIN Mustard is guaranteed absolutely PURE, and sold cheaper than the compound. Send for Prices.

**J. W. LANG & CO.,**  
WHOLESALE GROCERS,  
JUST ARRIVED :  
**New Lobsters**

CELEBRATED STERLING BRAND,  
also full lines of Canned and Potted  
Meats, Soups, &c.

59, 61, 63 FRONT STREET EAST,  
Cor. Church St.  
**TORONTO.**

**NEW CANNED LOBSTERS.**

The "Royal" brand in tall and flat tins. These goods were expressly packed for the finest trade and have no Superior.

No first class retailers stock complete without these goods.

**Sloan & Crowther**  
WHOLESALE GROCERS,  
19 Front St. E., Toronto.

**Quintals Codfish**  
New, Choice Quality  
Just Received.

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

**NEW FRUIT ARRIVED**  
-Fine Off Stalk Valencias-  
Now in Store.

**SMITH & KEIGHLEY**  
Wholesale Grocers,  
9 Front St. E., Toronto

**NEW**  
**Young Hysons**  
Now in store.

**PERKINS, INCE & Co.,**  
41-43 Front St. East,  
**TORONTO.**

**MacLaren's**  
**Imperial Cheese**  
IN GLASS JARS.

LARGE, MEDIUM, SMALL.  
Every first-class grocer should keep them in stock.

Dominion Agents :  
**WRIGHT & COPP,**  
40 Wellington St. East, TORONTO.

**Now in store**  
NEW SEASON'S

**Moning Congous**  
EDWARD  
ADAMS & CO,  
LONDON, ONT.

**SPECIAL BRAND TEA.**  
LOOK OUT FOR  
**GOAT**  
JAPAN TEA.  
Nothing equal to it at the price.  
See our travellers.  
Write for samples and prices.

**Thos. KINNEAR & Co**  
Wholesale Grocers,  
49 Front Street East,  
**TORONTO.**

**Elliott, Marr & Co.,**  
Importers of Teas  
—AND—  
Wholesale Grocers.

**LONDON, ONT.**

## MONTREAL MARKETS—Continued.

would take that figure, in fact more, to move a lot of finest August stock here.

The movement in butter was rather small to-day, but quotations were unchanged, the idea of dealers being 21 to 21½c. for creamery, 18c. for Townships and 16c. for Western.

## PROVISIONS.

The movement in pork and other hog products continues small on the whole, but a marked improvement is reported in the movement of hams. Sales of Canada short cut are reported at \$16.25 to \$17, and new Western mess at \$14.75 to \$15.25. We quote as follows: Canadian short cut, per brl. \$16.50 to \$17.00; mess pork, western, per brl. \$14.50 to \$16.00; short cut, western, per brl. \$00.00 to \$00.00; hams, city cured, per lb. 11c. to 11½c.; lard, Canadian, in pails 8½ to 9c.; bacon, per lb. 10¼ to 10¾c.; lard, com refined, per lb. 7 to 7¼c.

## EGGS.

A steady, quiet trade is reported in eggs, of which receipts are ample. Fresh stock bring from 12 to 12½c., while old are difficult to sell.

## GRAIN.

A fair export movement is noted in oats and peas at steady prices. Wheat is quiet and nominal. The following are the quotations: No. 2 hard Manitoba 85 to 00c.; No. 3 hard Manitoba 78 to 00c.; peas per 66 lbs. afloat 80 to 81c.; oats per 34 lbs. 35 to 36c.; corn, duty paid 66c.; barley, feed 35 to 00c.

## ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., Sept. 15, 1892.

## GROCERIES.

Trade is improving somewhat in all lines, and the recent advance in sugars has caused sales to increase largely, while other lines are showing a gradual improvement. Payments are still slower than jobbers would like to see them, though all are anticipating easier collections as soon as produce gets moving more readily.

**DRIED FRUIT**—There is a fair demand for all lines of dried fruit, and stocks are getting smaller. The new season's raisins have not yet arrived, though they are shortly expected, and prices will likely be much higher than usual. Valencia off-stalks are selling at 4½ to 5c., Valencia layers 6 to 6½c., currents in cases 5¼ to 6c., in barrels 4¼ to 5c., dates 4½ to 5c., prunes 6 to 7c.

**RICE**—Rice is in very little demand at present, price is firm at 3¼ to 4c.

**SUGAR**—The market is well supplied, and the excitement caused by the late advance has in measure subsided, though prices are steady and firm, and some anticipate a further rise in values. Present quotations are: Granulated 4½ to 4¾c., extra C 3¼ to 4c., yellows 3¼ to 3¾c.

**SYRUPS AND MOLLASSES**—Syrups are in little demand and prices are firm, while stocks are light.

The molasses market is very firm with stocks light. Prices are likely to advance at any time. We quote Barbados 33 to 34c.

## COUNTRY PRODUCE.

**EGGS**—Fresh eggs find ready sale at 12 to 13c. The market is well supplied.

**BUTTER**—A slightly better tone is noticed in the butter market, and choice stock sells readily at 17 to 19c. Inferior grades go slow.

**POTATOES**—Are steady in price, and in some localities are reported rotting badly, which may cause higher prices later. Present quotations are \$1.25 to \$1.50 per bbl.

**ONIONS**—Are scarce. Prices are high. Several car lots are on way which will fill all demands.

**FISH**—Several vessels have lately arrived with full cargoes of large dry cod prices are off. Some are quoted at \$5.20 to \$5.40. Medium cod are selling fairly well at regular prices, viz., \$4. to \$4.35. Canso pickled herring are quoted at \$6. to \$6.25, shelbourne \$5. to \$5.25, Bay \$3. to \$3.25, smoked herring are selling at 8 to 10c., shad \$5. to 5.50 Mackerel are scarce and quoted at \$9. to \$10 per bbl. for No. 2. Dry pollock are a shade easier in price and selling at \$2.25 to \$2.50.

## POINTS FOR RETAILERS.

First consult wisely, then resolve firmly, and then execute your purpose with inflexible perseverance.

Leave politics alone. Politics is the business of the state; fair dealing is the business of the merchant or storekeeper.

The welfare of a small trader depends largely upon the frequency with which his limited stock is cleared out, and replaced by fresh supplies.

Some merchants have an easy, offhand way of calling attention to articles, which is very pleasing to customers.

The store is the place wherein to practice that which is taught in the place of worship but it is not the place to traffic under the cloak of a religious reputation.

In localities where competition abounds, there is one element by which the small trader can usually outstrip his more powerful rival—and that element is civility.

A merchant should make himself agreeable alike to rich and poor, and should never resort to mean subterfuge and deception to gain approbation and support.

It is said that there are retail establishments in some of our large cities, where the prevailing manner seems to say: "Hurry and come to the point; buy and get out of the way."

A merchant of taste will have no difficulty while the goods are fresh and his fittings are new in making an attractive show with a moderate assortment in each line which he carries.

The sole reliance of the merchant should be the integrity of his transactions, and in the kindness and civility of his demeanor. He should make it to interest and the pleasure of the customer to come to his store.

A merchant about starting business, should

consider well the nature of the trade he proposes to carry on; the population, wants and habits of the locality; and the extent to which they are already supplied.

Buyers in the aggregate, think very little about sellers, and will rarely move much out of their way to make a purchase at their friend's, provided they can get the article they want equally cheap and equally good in the immediate neighborhood where they may chance to be.—Ex.

## DON'T CALL HIM OLD MAN.

Boys, when you speak of your father, don't call him "the old man." Of course you are much older now than when you learned to call him "father." You are much smarter than you were then; you are much more manly looking. Your clothes fit better, your hat has a more modern shape, and your hair is combed different. In short, you are "flyer" than you were then. Your father has a last year's coat and a two-year-old hat, and a vest of still older pattern. He can't write such an elegant note as you can, and all that, but don't call him "the old man." Call him father. For years he has been hustling around to get things together; he has been held to the thorny path of up-hill industry for years and the brightest half of life has gone from him forever. But he loves you, though he goes along without saying much about it, and if he knew that you were bad it would be the heaviest burden he has to bear.—Exchange.

There is a steady extension of the sugar growing area of the world. Queensland is the latest heard from, and the Sydney "Mail" says: "The extension of the Polynesian labor in Queensland has so far invigorated the sugar growing industry of that Colony that large areas of virgin soil are likely to be cleared and placed under cane. There is being seriously considered a proposal to erect, at a cost of £100,000, four central mills in the Bundaberg district. It is shown that there is at present in banks of the district more than this sum, the savings of farmers who have small blocks of rich land. The interest at present obtained for this money is 4½ per cent. The supporters of the four mills in question say that the venture will pay at least 10 per cent on capital invested, and, more than this, that the mills will make land much more valuable than it is at present."

TRY

BALA LICORICE

For the voice.

It Pays to  
keep a  
Stock of

PERRIN'S COUGH DROPS

Write for quotations to  
D. S. PERRIN & CO.,  
LONDON, CANADA:



HALIFAX SUGAR REFINERY, (LTD.)

**“WOODSIDE”**  
BRAND.

PURE CANE SUGAR. NO BEET. NO CHEMICALS.

OUR Extra Standard Granulated is absolutely Pure and has no Superior.

N. B.--Please note our brand, **“WOODSIDE”** and do not confound us with other firms.

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.

**PURE CONFECTIONERY,  
FINEST BISCUITS.**

Manufactured by  
**J. McLAUGHLAN & SONS,  
OWEN SOUND, ONT.**

**T. A. LYTLE & CO.,**  
Vinegar Manufacturers,  
**TORONTO.**

Have reduced the price of their Celebrated



**BEAVER BRAND  
PICKLES**

Send for Quotations.

**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.**

**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.

**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.

### THE SALMON RUN.

The season of one of our most important industries—that of salmon canning—is at an end, and we do not think that those who have so large an amount of capital invested in it will consider that it has been a satisfactory one. It is true that the prices for salmon in the Eastern and English markets have advanced considerably over those ruling last year, and the smallness of the pack will be somewhat compensated for by the more remunerative prices obtained both for this season's pack and for any of last year that was yet in the canners' hands when the advance in quotations commenced. But this fact of better prices has really nothing to do with the important questions which the canners are trying to solve, both for their own benefit and that of the province as a whole. The reverse of what has occurred might have happened and prices have fallen instead of risen. Then, with a comparative failure in the fishery and prices leaving little or no margin of profit, the state of the industry would have been still more unsatisfactory. It may be said that the canners can always rely upon things righting themselves by the usual course of supply and demand, a small supply naturally resulting in better prices on account of the demand not being so easily filled. But the course of the market for canned salmon shows, we think, that the permanent prosperity of the industry depends to a very great extent on the possibility of the article being placed on the market at a price uniformly moderate. As a wholesome and agreeable article of food for the masses in the Eastern States and Provinces, and in Europe and other parts of the world, the demand for canned salmon may be regularly supplied at such a cost as will bring it within the reach of that class of consumers. To achieve this, it is obvious that the canners require a combination of favorable circumstances, and among these one of the most—perhaps, the most important—essential is that they shall have a fair supply of fish every season. In this particular the canning industry is not different from that connected with the production of other staple articles of food. In places where the farmer, on account of frequent droughts or early frosts, is unable to calculate on getting more than one good crop in four years, the harvests in the other three gradually falling to the minimum and then rising to the year of plenty, the condition of the agricultural community is not satisfactory, or the country where they are located considered a desirable one for settlement. In a very similar position have those engaged in the canning of salmon been on this coast in the past, and the result of this year's operations must, we fear, be looked upon as an indication that there is no immediate prospect of a change for the better. The question, therefore, arises, is this a state of things which cannot be altered or is it a matter which can be changed by the application of remedies which are within the reach of the State, even though they may not be possible of attainment unaided by those engaged in the industry?

It does not require any explanation to see that a very large proportion of the expenditure necessary to carry on the business is incurred in bad sea-

sons as well as in good years, although the results of the outlay may be so very different. The capital sunk in the cannery buildings and plant, in the stock of tin and other things, must be about the same, while many items of expense for management, etc., cannot be regulated on a sliding scale corresponding to the quantity of fish that is packed. It is, therefore, obvious that the conditions for placing the article on the market at a uniformly low price, the lowest that is possible with a reasonable return on the capital invested, are absent from the fact that only one year in four, or at the most one year in three, finds the canners with plenty of fish to pack. The question, then, is can nothing be done to overcome this drawback, and so provide an abundant harvest in our rivers for the operations of the canneries?

That such a scheme is feasible the Dominion Government evidently believes by the course it has pursued. Besides laying down strict regulations for the conduct of the fishery, so as to prevent the fishermen from exhausting the supply in any one year, by the large number of those engaged in the pursuit, or by extending their operations beyond a certain limited period in each year, the Government at Ottawa has established a hatchery in British Columbia for the purpose of raising salmon fry, and so replenishing the quantity of this valuable food fish in the rivers of the Province. It may, of course, be taken for granted that the Government did not enter upon this project without sufficient data to assume that the results aimed at could be achieved. It is, therefore, not merely not unreasonable, but perfectly proper for us to ask for some information as to the reason why the results anticipated have not been obtained? As far as we are aware, the supply of fish is no greater than it was when the hatchery was established. It is true that, as far as we have information, the run of fish in the "good years" is not less abundant than it was formerly, and, therefore, those who think that the benefit proposed to be secured by the hatchery has been attained to some extent, may claim that but for the addition to the number of fish, as the result of its operations, the supply would have diminished in consequence of the increase in the number of canneries and the extension of the fishery. But the fact that the bad seasons recur with singular regularity destroys the strength of that argument. The hatchery continues its operations without intermission; good years and bad it turns out the young fish into the rivers. How is it, then, that in some years the canneries secure enough fish for a large pack, and then in others cannot get sufficient for more than one-half of their requirements?

From the experience gained in other countries, even, if the reports are reliable, in the eastern parts of Canada and in Newfoundland, fish hatcheries can be successfully operated and their results shown with something of the accuracy that is possible in other fields of enterprise. What we desire to know, therefore, is whether the Government has in its possession any information on the subject? Can it give any details as to the results obtained by turning out the millions of young fish? Has it any idea as to whether, in the course of the next few

years, tangible results will be obtained, and the canners be able to rely upon something like a uniformity of catch in one year with another? If it cannot give an opinion, can the Department of Fisheries give an explanation of the realization of the anticipations formed on the establishment of the hatchery? The matter is one of great importance, both to those engaged in the fishery and to the people of this Province. Not only the capital already invested is concerned, but the question of large additions to it is involved. There are many other collateral questions of great interest connected with this matter, and if their determination or solution requires the expenditure of considerable sums of money, we think that the people of this Province may not unfairly ask that the annual sums received from the fishing licenses should be expended in making the necessary researches.—News-Advertiser.

### SITUATION WANTED.

WANTED—SITUATION BY YOUNG MAN in grocery or general store, 4 years experience and best of references. B. W. T., Hartford, Ont.

### FOR SALE.

GROCERY BUSINESS FOR SALE IN TOWN of Regina, N.W.T., stock and fixtures. Premises can be rented. Write box 424, P. O. Regina.

### BUSINESS CHANCES.

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

CANADIAN AGENTS WANTED, FOR FOREIGN manufacturers of Vinegar and Mustard. Apply with references, C. & Co., care CANADIAN GROCER.

### PERSONAL.

Mr. Leon Labonde, for the past 10 years, one of the best known travellers and tea salesmen on the road from Port Arthur, Ont., to Victoria, B. C., and in the N. W. States of the U. S. and Wash. is open for engagement to travel on salary or commission in any part of Canada or the U. S. Mr. Labonde's residence is now at 109 St. Denis St., Montreal, P. Q., Canada, having removed from Winnipeg last February. The highest references will be furnished from mercantile houses, bankers, etc., to any house requiring his services, who may happen not to know him, and if you require a traveller with the most successful of records, acknowledged ability, a spotless reputation, and the finest connection in this country, address as above. 38

## PURE GOLD

# Flavoring Extracts -

ALL THE NATURAL FRUIT FLAVORS,  
OF PERFECT PURITY AND GREAT STRENGTH.

VANILLA, LEMON, ORANGE,

AND OTHER FRUITS.

Don't take any other, but insist on  
getting

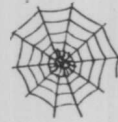
PURE GOLD GOODS

MANUFACTURED BY

The Pure Gold Mfg. Co.

TORONTO.





# Circulation, 12,000

**GROCCERS,  
CANNERS,  
PRODUCE DEALERS,  
PROVISION DEALERS,  
GENERAL STOREKEEPERS**

In Canada will receive a copy of the autumn issue of THE CANADIAN GROCER. Best advertising medium. Prices moderate. Copy must be in at once.



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SALES MADE OR PENDING.

The Ceylon Tea Co., Vancouver, B.C., are closing up.

J. Mullen, grocer, Winnipeg, has sold out to Buettner & Johnston.

Mrs. M. A. Honck, grocer, Whitby, Ont., has been succeeded by David Vickers.

Phippen & Scott, soap manufacturers, Winnipeg, have sold out to the Royal Soap Co.

F. B. Hugg, general merchant, Carman, Man., has sold out to Richardson & Mullen.

Boulton & Co., general merchants, Russell, Man., have sold out to Brown, Smellie & Co.

J. F. Truswell, general merchant, Huntingdon, Que., has been succeeded by Stella Truswell.

The general store stock in the estate of S. Fournier, Sudburg, Ont., is advertised for sale by tender.

E. B. Smith, wholesale and retail grocer and liquor merchant, London, Ont., has sold out to Anderson & Barnard.

**PARTNERSHIPS FORMED AND DISSOLVED.**  
Champagne & Co., provision dealers, Montreal, have dissolved partnership.

**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**  
Jules Trudel, grocer, Montreal, has assigned.

Vandry & Turcotte, grocers, Quebec, have assigned.

Axford Bros., general merchants, Belmont, Ont., have assigned.

J. F. Shillington, general merchant, Hartney, Man., has assigned.

Henry Hilker, general merchant, Underwood, Ont., has assigned.

Amos J. Bourque, general merchant, Cape Bald, N.B., has assigned.

Thomas Villeneuve, general merchant, L'Anse-au-Foin, Que., has assigned.

Thos. Dunlop, grocer, Toronto Junction, has assigned to Henry Barber & Co.

Jean Gauthier, general merchant, St. Jerome (Chicoutimi, Co.), has assigned.

Ruby & Hilker, general and grain merchants, Port Elgin, Ont., have assigned.

W. R. McKay, general merchant, Strathroy, Ont., has assigned to Thos. W. Nash.

E. G. & C. Stayner, lobster packers and dealers in supplies, Halifax, have assigned.

Charles Paquin, grocer, St. Henri, (Hochelaga, Co.), Que., has assigned to L. C. G. Beliveau.

Garrett Bros., grocers and crockery dealers, Toronto Junction, have assigned to A. J. Anderson.

The French Syndicate, general merchants, Northfield, B.C., have given a chattel mortgage for \$2,000.

H. A. Bedard has been appointed provisional guardian in the estate of A. H. Bernier, general merchant, Isle Verte, Que.

# FRY'S

Pure Concentrated

# COCOA.

To secure this article, please ask for "Fry's Pure Concentrated Cocoa."

"It is especially adapted to those whose digestive organs are weak."—  
Sir Charles A. Cameron, M.D.

ARTHUR P. TIPPET & CO., 43½ Wellington St. E., Toronto.

Agents for J. S. Fry & Sons for Ontario and N. W.

## A CHANCERY SUIT.

Now all ye knowing grocers, pray listen unto me

Whilst I explain the difference twixt Tweedledum and dee;

For though it may seem trifling, to minds not "up to date,"

A high authority declares the difference is most great.

Quite recently, in Chancery, a suit there has been tried

Between two famous Journals, in order to decide

What measures should be taken in order to prevent

Peter from robbing Paul, 'gainst Act of Parliament.

But when it came to judgment, L'Epicier Anglaise

Did give an undertaking to cease its naughty ways,

Affirming that a "black sheep" had strayed into the fold,

Deceived the wary Shepherd, and robbed him of his Gold.

By palming on the Editor, and pocketing his Fee

For plagiaristic "matter" culled from the S—s G.;

But now this wicked scape-goat was driven on the moor

"Bearing the burden of his sins," as writ in Sacred Lore.

So the end of all this fuss was a verdict by consent,

Which reminds me of a yarn from the Western Continent,

Where the judgment of the jury on a man they did arraign

Was "Prisoner! You're not guilty, but don't do this again,"

\* \* \* \*

But now a rival Editor appears upon the scene

Declaring an injunction perpetual has been Accepted by his neighbour, swearing with brazen unction

That a "perpetual undertaking" means perpetual injunction.

Says he, when called to order by the Chief of Mighty G.,

The one is Tweedledum and the other Tweedledee;

And what is more I've proved it, for I've asked your own Q. C.,

So now old boy, says H. to R., you see you're "Up a tree."—Grocer Chronicle.

## IT IS ABSOLUTELY PURE!

No chemicals are used in its preparation as is the case with Dutch Cocoas, in which alkalis and other chemicals are introduced, to give apparent smoothness and strength to the decoction.

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

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

"CLEANLINESS"  
**Nixey's**  
**Black** NO DUST  
**Lead**

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

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

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

Always Bright & Beautiful. In Large Packets 1d. & 2d. each. Use only for Laundry Purposes, producing the best results.

**NIXEY'S**  
**"SOHO**  
**SQUARE" BLUE**  
THE PUREST—BEST—NO SEDIMENT.  
ONLY HALF THE USUAL QUANTITY REQUIRED.  
Eight 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.

6d. 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.



Restore goods to their proper places as soon after using as possible

If you want books, it is rarely wise to pay double price for them to a travelling book-seller

"There are geniuses in trade, as well as in war or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

You can lose more than we do by not subscribing for this paper.

For Sale or Rent.

A desirable 200 acre farm, 3 miles from Toronto limits. Land strong and level. Possession this fall.

Address A. J. M.,

care CANADIAN GROCER, Toronto.

COUGH DROPS.

Every retailer should have them at this season of the year. Watson's Cough Drops are the best in the world for the throat and chest; for the voice unequalled. "R. & T. W." stamped on each drop. Write

R. & T. WATSON, TORONTO, for Prices, etc.

Mention THE GROCER.

"SUNSHINE"  
What more do you want?  
Have you it in Stock?

BREWSTER SOAP WORKS,

308-310 Greenpoint Ave.,

Brooklyn, N.Y., U.S.A.

J. M. LOWES SON & CO,

35 Wellington East,

Toronto Agents.

W. T. COSTIGAN & CO.,

Montreal Agents.

THE CANADIAN GROCER PRICES CURRENT.

Toronto, Sept. 15, 1892.

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
12 oz. cans, 2 and 4 doz. in case	3 70
8 oz. cans, 2 and 4 doz. in case	2 40
8 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
" " 2 " "	75
Cook's Gem, in 1 lb pkgs	\$1 75
" " 7 oz pkgs	85
" " 2 oz "	40
" " 5 lb tins	65
" " bulk, per lb	12
Per doz	
Empire, 5 dozen 4 oz cans	\$0 75
" " 4 " 8 " "	1 15
" " 2 " 16 " "	2 00
" " 1/2 " 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, 4 " "	2 40
5 lb tins, 1/2 " "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
" No. 1, 2 " "	1 30
" 1 lb, 2 " "	1 90
" 5 lb, 1/2 " "	2 26
" 5 lb, 1/2 " "	9 60
WHITE STAR, per doz	
4oz tins, 3 doz in case	0 75
12 " 2 doz in case	2 00
5lb " 1 " "	9 00
5oz glass jars, 2 doz in case	1 10
10 oz glass jars, 2 doz in case	2 00
Bulk, per lb	0 15

Digestive	0 10
Daisy Wafer	0 16
Garibaldi	0 10
Gingerbread	0 11
Graham Nuts	0 10
Lemon	0 09
Milk	0 10
Nic Nac	0 12
Oyster	0 06
People's Mixed	0 10 1/2
Pic Nic	0 09
Pfaffio	0 08 1/2
Rich Mixed	0 14
School Cake	0 11 1/2
Soda	0 06
" 3 lb.	0 20
Sultana	0 11
Tea	0 11
Tid Bits	0 09 1/2
Variety	0 11
Village	0 07 1/2
Wine	0 08 1/2

BLUE.

Reckitt's Pure Blue, per gross 2 10

CORN BROOMS.

CHAS. BOECKH & SONS, per doz

X Carpet, 4 strings, net	\$2 00
3 " 4 " "	3 20
3 " 3 " "	2 00
XXX Hurl 4 " "	2 90
1X " 4 " "	2 60
2X Parlor 4 " "	2 50
3 " 3 " "	2 25
4 " 3 " "	1 85
5 " 2 " "	1 50
Warehouse 4 " "	3 25
Ship 4 " "	4 00
1 Cable 2 wire bands, net	3 75
2 " 3 " "	1 00

CANNED GOODS.

Per doz

Day & Martin's, pints, per doz	\$3 20
" " 1/2 " "	2 10
" " 3/4 " "	1 10
Spanish, No. 3	4 50
" " 5	8 00
Japanese, No. 3	9 00
" " 5	4 50
Jaquot's French No. 2	7 50
" " 3	3 00
" " 4	4 50
" " 5	8 00
" " 5	10 00
1-gross Cabinets, asst.	7 50
Egyptian, No. 1	9 00
" 2	4 50

Apples, 3's	\$0 85	\$1 00
" gallons	1 75	2 00
Blackberries, 2's	2 00	2 25
Blueberries, 2's	1 10	1 25
Beans, 2's	0 50	1 00
Corn, 2's	1 00	1 10
" Special Brands	1 30	1 60
Cherries, red pitted, 2's	2 00	2 10
Peas, 2's	1 15	1 15
Pears, Bartlett, 2's	1 75	1 75
" Sugar, 2's	1 50	1 50
Pineapple, Baltimore	1 50	1 60
" Bahama	2 00	2 25
Peaches, 2's	3 00	3 10
" 3's	1 75	2 00
" Pie, 3's	1 50	1 65
Plums, Gr Gages, 2's	1 50	1 65
" Lombard	1 50	1 60
" Dawson Blue	0 90	1 00
Pumpkins, 3's	3 00	3 25
" gallons	2 00	2 40
Raspberries, 2's	2 00	2 40
Strawberries, choice 2's	1 50	1 65
Succotash, 2's	1 05	1 11
Tomatoes, 3's	1 05	1 11
"Thistle" Finnan haddies	1 50	1 50

BLACK LEAD.

Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz., or 1/4 gro., 4 oz.	

F. F. DALLEY & CO.

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

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.	
Abernethy	8 1/2
Arrowroot	\$0 11
Butter	0 6
" 3 lbs	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2

CANADA'S BEST WORK

will be shown in our FALL NUMBER to be issued Oct. first. Send copy at once.

its pre-  
Dutch  
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ACK LEAD.  
POLISH.

ONLY  
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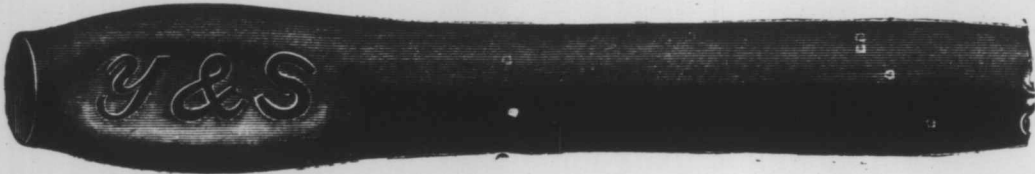
MBAGO"  
POLISH.

Beautiful.  
& 2d. each.  
ic best results.

Y'S  
LUE

Y'S  
OLISH.

es:  
mond St.  
Nicholas



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.  
 "ACME" LICORICE PELLETS, In 5-pound Tin Cans.  
 TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.  
 LICORICE "Y. & S." LOZENGES, In 5-pound Tin Cans and 5-pound Glass Jars.  
 "PURITY," PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured Exclusively by **YOUNG & SMYLYE,**  
 BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices Current, Continued—

Lobster, Clover Leaf.....	2 75
" Crown flat.....	2 75
" " tall.....	2 19
" Other brands.....	1 90 2 19
Mackerel.....	1 60 1 19
Salmon, talls.....	1 60 1 70
" Hats.....	1 80
Sardines Albert, 3/4's tins.....	12 1/2
" 1/2's ".....	20
" Martiny, 3/4's ".....	10 10 1/2
" 1/2's ".....	16 17
" Other brands, 9 1/2 11 16 17	
" P & C, 3/4's tins.....	23 25
" 1/2's ".....	33 36
Sardines Amer., 3/4's ".....	6 1/2 8
" 1/2's ".....	9 11

CANNED MEATS.

(CANADIAN)

Comp. Corn Beef 1 lb cans.....	\$1 60 \$1 75
" " 2 ".....	2 65 2 80
" " 4 ".....	4 80 5 00
" " 6 ".....	8 00 8 25
" " 14 ".....	17 50 18 50
Minced Collops, 2 lb cans.....	2 60
Roast Beef.....	1 50
" ".....	2 60 2 75
" ".....	4 75
Par Ox Tongue, 2 1/2 ".....	\$8 00 8 25
Ox Tongue.....	7 85 8 00
Lurck Tongue, 1 ".....	3 25
" ".....	6 00 6 25
English Brawn, 2 ".....	2 75 2 80
Camb. Sausage, 1 ".....	2 50
" ".....	4 00
Soups, assorted, 1 ".....	1 35
" ".....	2 25
Soups & Bouilli, 2 ".....	1 80
" ".....	4 50
Potted Chicken, Turkey, or Game, 6 oz cans.....	1 60
Potted Ham, Tongue or Beef, 6 oz cans.....	1 35
Deville'd Tongue or Ham, 1/2 lb cans.....	1 40
Deville'd Chicken or Turkey, 1/2 lb cans.....	2 25
Sandwich Ham or Tongue, 1/2 lb cans.....	1 50
Ham, Chicken and Tongue, 1 lb cans.....	1 75

CHEWING GUM.

ADAMS & SONS.

To Retailers	
Tutti Frutti, 36 5c bars.....	\$1 20
Pepsin Tutti Frutti, 23 5c. packets.....	0 75
Orange Blossom (new) 150 pieces.....	1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Monte Cristo, 180 pieces.....	1 30
(with brilliant stone ring)	
Sappotta, 150 pieces.....	1 00
Sweet Fern, 230 ".....	0 75
Red Rose, 115 pieces.....	0 75
Magic Trick, 115 ".....	0 75
Oolah, 115 ".....	0 75
Puzzle Gum, 115 pieces.....	0 75
Bo-Kay, 150 ".....	1 00
Mexican Fruit, 36 5c. bars.....	1 20

Flirtation Gum (new)..... 0 65  
 (115 pieces)

C. T. HEISEL.

To retailers per box

Red Jacket, 115 pieces.....	0 75
Royal Fruit, 36 5c. pkgs. 1 20	
Digestive, 120 pieces.....	0 80
Largest Heart, 150 ".....	1 00
Globe picture, 150 ".....	1 00

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars.....	1 20
Pepsin (Dyspepsia), 20-5c. Bars.....	0 70
Sweet Sugar Cane, 150 pieces.....	1 00
Celery, 100 ".....	0 70
Lalla Rookh (all flavors) 100 ".....	0 70
Jingle Bell, 150 ".....	1 00
Cracker, 144 ".....	1 00
O-Dont-O, 144 ".....	1 00
Little Jap, 100 ".....	0 70
Dude Prize, 144 ".....	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 'Little Lord Fauntleyroy' clock guaranteed.....	3 75

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S

Chocolate— Per lb

French, 3/4's..... 6 and 12 lbs.	0 30
Caracas, 3/4's..... 6 and 12 lbs.	0 35
Premium, 1/2's..... 6 and 12 lbs.	0 30
Sante, 3/4's, 6 and 12 lbs.....	0 26
Diamond, 3/4's, 6 and 12 lbs.	0 22
Sticks, gross boxes, each.....	0 00
Cocoa, Homopatic, 3/4's, 8 & 14 lbs.....	30
" Pearl.....	25
" London Pearl 12 & 18 ".....	22
" Rock.....	30
" Bulk, in bxs.....	18

BENDSDORF'S ROYAL DUTCH COCOA.

1/2 lb. cans, per doz.....	\$2 40
1/4 " ".....	4 50
1 " ".....	6 50

FRY'S

(A. P. Tippet & Co., Agents)

Chocolate— per lb

Carracas, 1/2's, 6 lb. boxes.....	0 40
Vanilla, 1/2's, ".....	0 40
"Gold Medal" Sweet, 6 lb bxs.....	0 30
Pure, unsweetened, 1/2's, 6 lb bxs.....	0 40
"Fry's" Diamond 1/2's, 6 lb bxs.....	0 26
"Fry's" Monogram, 1/2's, 6 lb bxs.....	0 26
Cocoa— per doz	
Concentrated, 1/2's, 1 doz in box.....	2 40
" "..... 1/2's.....	4 50
" "..... 1 lbs.....	8 75
Homopatic, 1/2's, 14 lb boxes.....	0 34
" "..... 1/2 lbs, 12 lb boxes.....	0 34

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.

Mott's Broma..... per lb	\$0 30
Mott's Prepared Cocoa.....	28
Mott's Homopatic Cocoa (1s).....	32
Mott's Breakfast Cocoa.....	35
Mott's Breakf. Cocoa (in tins).....	40
Mott's No. 1 Chocolate.....	30
Mott's Breakfast Chocolate.....	28
Mott's Caracas Chocolate.....	20
Mott's Diamond Chocolate.....	40
Mott's French-Can Chocolate.....	20
Mott's Navy or Cooking Choc.....	26
Mott's Cocoa Nibs.....	30
Mott's Cocoa Shells.....	5
Mott's Vanilla Chocolate stick 2 1/2 & 2 1/4	
Mott's Confec Chocolate.....	22c-40
Mott's Sweet Choc. Liquors 21c-30	

COWAN COCOA AND CHOCOLATE CO.

Cocoas—

Hygienic, 1, 1/2, 1 lb. boxes.....	70 75
Iceland Moss 1/2 lb in 12 lb bxs.....	35
Soluble (bulk) 15 & 30 lb bxs.....	18 20
Soluble (tins) 6 lb and 12 lb.....	20
Cocoa Nibs, any quantity.....	30 35
Cocoa Shells, any quantity.....	05
Cocoa Essence..... per doz	1 40

Chocolates—

Mexican, 1/2, 1/2 in 10 lb bxs.....	30
Queen's Dessert, ".....	40
Vanilla ".....	35
Sweet Caracas ".....	32
Chocolate Powder, 15, 30 lb bxs.....	25
Chocolate Sticks, per gross.....	00
Pure Caracas (plain) 1/2, 1/2 lbs.....	40
Royal Navy (sweet) ".....	30
Confectioners' in 10 lb cakes.....	30
Chocolate Creams, in 3 lb bxs.....	30
Chocolate Parisien, in 6 lb bxs.....	30

WALTER, BAKER & CO'S

Chocolate—

Pre'm No. 1, bxs 12 & 25 lbs each.....	40
Baker's Vanilla in bxs 12 lbs each.....	52
Caracas Sweet bxs 6 lbs each, 12 bxs in case.....	35
Eagle, sweet & spiced, bxs 12 lbs each.....	33
Vanilla Tablets, 416 in box, 24 bxs in case, per box.....	35
Spanish Tablets, 100 in box, 12 bxs in case.....	3 00

German Sweet Chocolate—

Grocers' Style, in cases 12 boxes, 12 lbs each.....	25
Grocers' Style, in cases 24 boxes, 6 lbs each.....	25
48 Fingers to the lb, in cases 12 bxs 12 lbs each.....	25
48 Fingers to the lb, in cases 24 bxs 6 lbs each.....	25

Cocoa—

Pure Prepared boxes, 12 lbs each.....	40
Cracked, boxes, 20 lbs each, 1 lb and assorted papers.....	32

Cracked, in bxs, 12 lbs., each, 1/2 lb. papers.....	32
Cracked, in bags, 6, 10 & 25 lbs each.....	2
Cocoa and shells, 12s and 25s.....	30

Breakfast Cocoa—

10 bxs 6 & 12 lbs., each, 1/2 lb. tins.....	45
In boxes, 12 lbs., each, 1 lb. tins, decorated canisters.....	45
Broma—	
In boxes, 12 lbs., each, 1/2 lb. tins.....	40



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

CLOTHES PINS.

5 gross, per box.....	0 75
4 gross, ".....	0 85
6 gross, ".....	1 20

CHAS. BECKH & SONS, per box

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

COFFEE.

GREEN c. per lb

Mocha.....	28, 33
Old Government Java.....	25, 35
Rio.....	17, 20
Plantation Ceylon.....	29, 31
Porto Rico.....	24, 28
Guatemala.....	24, 26
Jamaica.....	22, 23
Maracaibo.....	24, 26

WHOLE ROASTED OR PURE GROUND

ELLIS & KEIGHLEY'S

c. per lb

Java.....	33, 37
Java and Mocha.....	34, 36
Plantation Ceylon.....	35
Arabian Mocha.....	37
Santos.....	28, 28
English Breakfast.....	16, 24
Royal Dandelion in 1 lb tins.....	26

TODHUNTER, MITCHELL & CO'S

Excelsior Blend.....	34
Our Own ".....	32
Jersey ".....	30
Laguayra ".....	28
Mocha and Java.....	35
Old Government Java.....	30 32 36
Arabian Mocha.....	35
Maracaibo.....	30
Santos.....	27 28

**ALWAYS ORDER RECKITT'S BLUE.**



Something New every Week in Confectionery.

ALAKUMA, in 5c. packages, Chocolate, Rose and Vanilla Flavors. "A delicious morsel," 50 in box.
ORINOCO. Very fine 5c. Chocolate Bar, 30 in a box.
TEA BISCUIT. The nicest 1c, confection sold, put up 100 in box.

Order a sample box of each by mail or from our Travellers. You will never regret it.

The Toronto Biscuit and Confectionery Co.,

Tele. 528. 7 Front St. E., Toronto.

Jars.
Box.
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ch. lb.
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25s

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0 85
1 25
0 90

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Prices current, continued—

Table listing various goods like Standard Java, Standard Imperial, Standard Blend, etc.

Table listing DRUGS AND CHEMICALS like Alum, Blue Vitriol, Brimstone, Borax, etc.

Table listing DURABLE PAILS AND TUBS like Steel hoops, Brass hoops, etc.

Table listing EXTRACTS like Dalley's Fine Gold, etc.

Table listing FLUID BEEF like Seely's Flavoring, Concentrated, etc.

Table listing FRUITS like Currants, Provincial, etc.

Table listing various goods like Currants, Patras, Dates, Persian, etc.

Table listing DOMESTIC goods like Apples, Dried, etc.

Table listing FISH like Oysters, Pike, White fish, etc.

Table listing Dried Fish like Codfish, Boneless fish, etc.

Table listing GRAIN like Wheat, Fall, No 2, etc.

Table listing various goods like Oats, No 2, Barley, No 1, etc.

HAY & STRAW.

Table listing Hay, Pressed, Straw Pressed, etc.

HARDWARE, PAINTS AND OILS.

Table listing CUT NAILS, HORSE NAILS, HORSE SHOES, etc.

Table listing SCREWS like Flat head iron, Round, etc.

Table listing WINDOW GLASS like To find out what break any required size of pane comes under, add its length and breadth together.

Table listing ROPE like Manila, Sisal, New Zealand, etc.

Table listing AXES like Per box, \$6 to \$12, SHOT like Canadian, dis. 12 1/2 per cent.

Table listing WHITE LEAD like Pure Ass'n guarantee ground in oil, 25 lb. irons, etc.

Table listing LINDSEED OIL like per gal, raw, Boiled, etc.

Table listing various goods like Tubs, No. 1, Nests of 3, Keelers No. 1, etc.

JAMS AND JELLIES.

DELHI CANNING CO

Table listing Jams assorted, Jellys, etc.

These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.

LICORICE.

YOUNG & SMYLYE'S LIST.

Table listing 5 lb boxes, Fancy bxs, Ringed, Acme Pellets, etc.

MINCE MEAT.

J. H. WETHEY'S-ST. CATHARINES

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

MUSTARD.

ELLIS & KEIGHLEY'S. cts

Table listing Durham, Fine, in 1/2 and 1 lb tins, etc.

CHERRY'S IRISH

Table listing Pure 1/2 lb. tins, Pure in 1 lb. tins, etc.

E.

Prices current, continued.

NUTS.		per lb
Almonds, Ivica	.....	13 14
" Tarragona	.....	15
" Formigetta	.....	13 14
Almonds, Shelled Valencia	.....	28 30
" Jordan	.....	40 45
" Canary	.....	28 30
Brazil	.....	10 12½
Cocoanuts	.....	5 6
Pilberts, Sicily	.....	10½ 11
Pecans	.....	11 15
Peanuts, roasted	.....	10 12
" green	.....	9 10
Walnuts, Grenoble	.....	14 15
" Bordeaux	.....	10 11
" Naples, cases	.....	.....
" Marbots	.....	12 13
" Chilis	.....	12 13

PETROLEUM.

to 10 bbl lots, Toronto	Imp gal	.....
Canadian	.....	0 14 \$0 15
Carbon Safety	.....	0 17 0 18
Canadian Water White	.....	0 20 0 22
Amer'n Prime White	.....	0 23
" Water White	.....	0 24 0 25
Photogene	.....	0 27 0 00

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.

THE T. A. SNIDER PRESERVE CO., CINCINNATI.		
(Wright & Copp, Toronto, Agents.)		
Home Made Tomato Catsup	per doz	6 00
" " "	pts	3 50
" " "	½ pts	2 00
Chili Sauce	pts	4 50
" " "	¼ 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, Ox Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne, Vermicelli, Vegetable	.....	4 25

LEA & PERRIN'S.		per doz.
Worcester Sauce	¼ pts.	\$3 60 \$3 75
" "	pints	6 25 6 50
LAZENBY & SONS		Per doz
Pickles, all kinds	pints	3 25
" "	quarts.	6 00
Harvey Sauce-genuine	hil. pts	3 25
Mushroom Catsup	" "	2 25
Anchovy Sauce	" "	3 25

PRODUCE.

DAIRY.		Per lb
Butter, creamery, tubs	\$0 20 \$0 22	.....
" dairy, tubs, choice	0 14 0 17	.....
" " medium	0 12 0 13	.....
" low grades to com	0 12 0 13	.....
Butter, pound rolls	0 19 0 20	.....
" large rolls	0 14 0 16	.....
" store crocks	0 14 0 16	.....
Cheese	0 09½ 0 11½	.....

COUNTRY

Eggs, fresh, per doz	0 11½ 0 12
" limes	1 00 1 25
Beans	1 75 2 25
Onions, per crate	1 25 1 50
Potatoes, per barrel	0 13 0 18
Hops, 1891 crop	0 18 0 25
Honey, extracted	0 05 0 07
" section	0 12 0 14

PROVISIONS.

Bacon, long clear, p lb.	0 08
Pork, mess, p. bbl.	13 00 14 00
" short cut	16 00 16 50
Hams, smoked, per lb.	0 11
" pickled	0 09½ 0 10
Bellies	0 11
Rolls	0 09
Backs	0 11
Lard, Canadian, per lb	0 09½ 0 10½
Compound	0 08 0 09
Tallow, refined, per lb.	0 05 0 05½
" rough	0 02

RICE, ETC. Per lb

Rice, Aracan	3½ 4
" Patna	4½ 5½
" Japan	5 6
" extra Burmah	3½ 4
" Java extra	6½ 7
" Genuine Old Carolina	9½ 10

Grand Duke	6½ 7½
Sago	4½ 5½
Tapioca	5 5½

ROOT BEER.

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

GROUND		Per lb.
Pepper, black, pure	\$0 12½ \$0 15	.....
" fine to superior	10 18	.....
" white, pure	20 28	.....
" fine to choice	20 25	.....
Ginger, Jamaica, pure	25 27	.....
" African	18	.....
Cassia, fine to pure	18 25	.....
Cloves	14 25	.....
Allspice, choice to pure	12 15	.....
Cayenne	30 35	.....
Nutmegs	75 1 20	.....
Mace	1 00 1 25	.....
Mixed Spice, choice to pure	30 35	.....
Cream of Tartar, fine to pure	25 37	.....

STARCH.

BRITISH AMERICA STARCH CO BRANTFORD.		
1st quality white, in kegs and brls	.....	4½
1st quality white, 3 lb. cartons	.....	4½
Lily White gloss, crates	.....	6½
Brantford gloss, 1 lb.	.....	6½
Lily White gloss, 1 lb chromo	.....	6½
Canada Laundry, Boxes	.....	3½
Pure Prepared corn	.....	7
Challenge Corn	.....	6½
Rice Starch, fancy cartons	.....	8½
" cubes	.....	7½

KINGSFORDS OSWEGO STARCH.

Pure Starch—	
40-lb boxes, 1, 2 and 4 lb pack'g's	8
36-lb " 3 lb. packages	8
12-lb " "	8½
38 to 45-lb boxes	8
Silver Gloss Starch—	
40-lb boxes, 1, 2 and 4 lb. pack'g's	9
40-lb " ½ lb. package	9½
40-lb " ¼ lb.	10
40-lb " assorted ½ and ¼ lbs.	9½
6-lb " sliding covers	9½
38 to 45 lb boxes	9

Oswego Corn Starch—for Puddings, Custards, etc.—	
40-lb boxes, 1 lb packages	8½
20-lb " "	8½

ST. LAWRENCE STARCH CO'S

Culinary Starches—	
St. Lawrence corn starch	7
Durham corn starch	6½
Laundry Starches—	
No. 1, White, 4 lb. Cartons	4½
" " Bbls	4½
" " Kegs	4½
Canada Laundry	4½
Ivory Gloss, six 6 lb. boxes, sliding covers	6½
Ivory Gloss, fancy picture, 1 lb. packs	6½
Patent Starch, fancy picture, 1 lb. cartons	6½
Ivoryine Starch in cases of 40 packages	\$3 00

SUGAR. c. per lb

Granulated	4½ 5
Paris Lump, bbls and 100 lb. boxes	5½
" 50 lb. boxes	5½
Extra Ground, bbls	5½
" less than a bbl	6
Powdered, bbls	5 5½
" less than a bbl	5 5½
Extra bright refined	5½
Bright Yellow	5½ 4
Medium	5½
Brown	5½

SALT.

Bbl salt, car lots	1 30
Coarse, car lots, F.O.B.	0 70
" small lots	0 85 0 90
Dairy, car lots, F.O.B.	1 25
" small lots	1 50
" quarter-sacks	0 45 0 50
Common, fine car lots	0 80
" small lots	0 95 1 00
Rock salt, per ton	15 00
Liverpool coarse	0 75 0 80

SYRUPS AND MOLASSES.

SYRUPS.		Per lb.
D	.....	1½ 2
M	.....	2 2½
B	.....	2½ 2½

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

AGENTS FOR

The St. Lawrence Sugar Ref'g Co., Montreal.  
The British America Starch Co., Brantford.

The Dyspeptic Needs  
Nourishing Food—easy of digestion  
A food that has these essential qualities is



It contains ALL THE VIRTUES OF PRIME BEEF, rendered very digestible so that the smallest expenditure of vital

energy is needed in the process of PERFECT ASSIMILATION.

"Extra Space"

How much will you want in the handsome fall number that we are getting out. Send for rates.  
10 FRONT ST. EAST.

Kingsford's Oswego  
STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE

"Silver Gloss"

Kingsford's

(Others so-called are imitations of our brand)

Pure Starch.

Corn Starch.

FOR SALE BY ALL LEADING  
JOBBERs IN CANADA.

T. KINGSFORD & SON  
OSWEGO, N.Y.



You

Will do your Customers a great Kindness by recommending

NEW COLD PROCESS

Ivoryine Starch.

THE MOST PERFECT FOR COLLARS, CUFFS AND SHIRTS.

Prices current, continued—

Table listing various goods and their prices, including V.B., E.V.B., E. Superior, XX, XXX, Crown, Molasses, Soap, and Olases.

Table listing Unscented Glycerine, Grey Oatmeal, Plain Honey, Plain Glycerine, Plain Windsor, Pine Bouquet, Morse's Toilet Balls, Turkish Bath, and Infants' Delight.

Table listing TEAS, CHINA GREENS, Gunpowder, Cases, extra firsts, Half chests, ordinary firsts, Young Hyson, and various grades of tea.

Table listing PING SUFY, Young Hyson, Half chests, firsts, seconds, thirds, and common grades.

Table listing HALF CHESTS, Choice, Pinest, Fine, Good medium, Medium, Good common, Common, Nagasaki, Oolong, Gunpowder, and Siftings.

Table listing CONGOU, Half Chests, Kaisow, Monging, Pakling, Caddies, and various grades of congou tea.

Table listing DARJEELINGS, Assam Pekoes, Pekoe Souchong, Broken Pekoes, and various grades of darjeeling tea.

Table listing TOBACCO AND CIGARS, British Consols, Ingots, Laurel, Brier, Index, Honeysuckle, Napoleon, Royal Arms, Victoria, Brunette, Prince of Wales, and Bright Smoking Plug Myrtle.

Table listing EMPIRE TOBACCO COMPANY, CUT SMOKING, Golden Plug, Uncle Ned, Gem, and various cigarette brands.

PLUG SMOKING,

Table listing Golden Plug, Uncle John, Gem, St. Lawrence, Banner, Sterling, Louise, Florence, Hawthorne, and Semething Good.

FANCY SWEET CHEWING.

Table listing Good Luck, Empire, Top, Joy, Rough and ready, Judge, Currency, Kentucky, and Morning Star.

BLACK SWEET CHEWING.

Table listing Star, Morning Star, Montreal Twist, and Anchor Twist.

CIGARS—S. DAVIS & SONS, Montreal.

Table listing various cigar brands like Madre E' Hijo, Panelas, Bouquet, Perfectos, Longfellow, Reina Victoria, Conchas de Regalia, Muigo, Cable, Queens, and Oigarettes.

DOMINION CUT TOBACCO WORKS, MONTREAL.

Table listing CIGARETTES, Athlete, Sultan, Derby, B. C. No. 1, Sweet Sixteen, The Holder, Hyde Park, and CUT TOBACCOS.

CIGARETTE TOBACCO.

Table listing B. C. No. 1, Puritan, Athlete, and Hyde Park cigarette boxes.

VINEGAR.

Table listing A. HAAZ & CO, XX, W.W., XXX, W.W., Honey Dew, Pickling, and Malting.

WOODENWARE, per doz

Table listing various woodenware items like Pails, Tubs, Washboards, and Matches.

per case.

Table listing various cases like Parlor, Telephone, Telegraph, Safety, French, and Railroad.

WASHING COMPOUND.

Table listing Housekeeper's Quick Washing Compound and Butter tubs.

YEAST.

Table listing BARM MFG. CO. yeast products.

BREADMAKER'S

Table listing breadmaker's yeast products and a logo for 2c Yeast.

— THE —  
**ST. LAWRENCE SUGAR REFINING CO'S & 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],**  
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Manufacturers of Refined Sugars of the well-known Brand

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

**Lump Sugar,** in 50 and 100 lb. boxes.

**"Crown" Granulated,** Special Brand, the finest which can be made  
**Extra Granulated,** very Superior Quality.

**"Cream" Sugars,** (not dried.)

**Yellow Sugars** of all Grades and Standards.

**Syrups** of all Grades in Barrels and Half Barrels.

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



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**LELAND HOTEL**  
 Corner Hastings and Granville Streets, one block  
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**Vancouver, B.C.**  
 INSLEY & EDWARDS,  
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Special apartments for invalids. Bath houses  
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 tendants. The best of accommodation for Travel-  
 ers. Rates, \$2.00 and \$2.50.  
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Strictly first-class. Headquarters for Commerce in  
 Men. Large sample rooms.  
 H. A. PERLEY, Prop.

## - Queen's Hotel - MOOSOMIN, N.W.T.

Newly built, newly furnished.  
 Four large sample rooms.  
 WM. CLEVERLY, Prop.

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 LOUIS HILLIARD, Prop.

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RUTLEY & McCAFFREY Proprietors.

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The leading hotel in the city. Sample rooms  
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## The Hotel Wilson, NANAIMO, B. C.

The largest and best Hotel in the city.  
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 sure an exact copy. That's what it is and J. K.  
 Cranston, Galt, is the wholesale Canadian  
 Agent for them. Send for samples and price list  
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 DEAR SIR,—Enclosed please find amount of ac-  
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 Happy Thought Check Books C. O. D. Express."  
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 Everybody likes the idea. Send  
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To satisfy and please your customers you  
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Capacity, fifty thousand cans per day.

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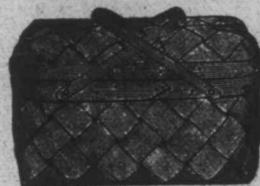
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1, 2, 3 bushel grain and root baskets.  
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 Butcher and Crockery baskets.  
 Fruit package of all descriptions.  
 For sale by all Woodenware Dealers.

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## DURABLE PAILS AND TUBS.

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The goods are hooped with Corrugated Steel  
 Hoops, sunk in grooves in the staves and cannot  
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 liver and bowels, purify the blood, are pleas-  
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GOLDEN FINNAN HADDIES,  
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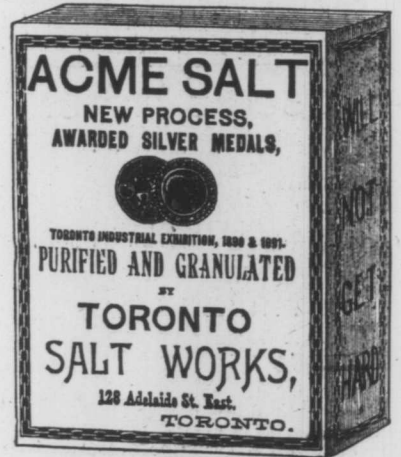
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