

# THE CANADIAN GROCER

VOL. IX

TORONTO AND MONTREAL, JULY 12, 1895.

No. 28

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# IS

A most delicate preparation;  
Made from the choicest stock;  
Appetising;  
Conveniently packed;  
Economical;  
Used at home, in camp, and upon  
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The highest grade Mustard known;



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A soothing remedy  
For anything  
In the nature  
Of a . . .  
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THOS. C. IRVING, Superintendent.

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ested in this line can get a copy  
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TORONTO



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CELEBRATED FOR

**Jams,**  
**Pickles,**  
**Sauces,**  
**Potted Meats,**  
**Table Delicacies.**

—SOLD BY—

**All Grocers in Canada**

**Standard Goods THE Best to Handle**

# “THISTLE” HADDIES

NEW PACK NOW ON THE MARKET. This is the



**STANDARD BRAND**

**OF CANNED HADDIES**



Always the best quality.

Specify this brand in ordering.

# ..STOWER'S..

## LIME ❖ JUICE ❖ CORDIAL

The finest preparation of the kind made.

**Delicious, Healthy and Refreshing Summer Drink**

For sale by reliable dealers.



If you want a

# PURE CASTILE .. SOAP ..

ORDER THIS BRAND.

**A. P. TIPPET & CO., Agents**

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Toronto



# THE BEST THE WORLD PRODUCES

IN THE WAY OF

*Potted Meats*

*Fresh Herrings*

*Kippered Herrings*

*Findon Haddocks, etc.*



*Jams*

*Jellies*

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To be obtained through all Leading Wholesale Grocers.

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**Rose & Laflamme**

Agents

**MONTREAL.**

## NEW CROP, 1895

We have just received ex Bark  
"Buda" and others 1,000 puncheons fine

**Barbadoes Molasses**

Quality guaranteed. Now crop.

Also a fine lot of

**Porto Rico Molasses**

Now on wharf.

WRITE FOR SAMPLES AND QUOTATIONS.

LAPORTE, MARTIN & CIE., Wholesale Grocers - - MONTREAL



# Fresh Herrings

The recognized leading Brand in all the markets of the world.

- Kipped Herrings
- Herrings in Tomato Sauce
- Herrings in Shrimp Sauce
- Herrings in Anchovy Sauce
- Herrings a-la-Sardine
- Preserved Bloaters, etc.

**SALT HERRINGS IN KEGS. "CROWN" BRAND.**

All Selected Fish from the famed  
Aberdeen Fisheries.

FOR SALE BY ALL LEADING GROCERS.

**WALTER R. WONHAM & SONS**

Sole Agents for Canada, MONTREAL.

**Marshall & Co.,**

Spring Garden Works, ABERDEEN, SCOTLAND.

# The St. Lawrence Sugar Refining Co.

LIMITED

## MONTREAL

Laboratory of Inland Revenue,  
Office of Official Analyst,

MONTREAL, April 8th, 1895.

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

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

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

# Fine Chocolates

## AND BON-BONS . . . . .

### G. J. HAMILTON & SONS

Halifax and Picton, N. S.

OTHER SPECIALTIES:

NOUGAT  
RAHAT LAKUHM  
ALMOND ROCK  
EL MAHNA



MEDALS AND DIPLOMAS.

PARIS  
SYDNEY  
MELBOURNE

CANADIAN SPECIALTY CO., Toronto. |

WORKS  
LONDON, W. C. |

ROSE & LAFLAMME, Montreal.

# Summer Beverages

Boston Wild Cherry and Phosphates  
 Boston Orange and Phosphates  
 Boston Lemon and Phosphates  
 Boston Celery and Phosphates

A large bottle to retail 15c. will make two gallons delicious, healthful, temperance drink.

5 doz. assorted in case, with complete outfit (1 tray, 1 glass pitcher, 4 glass tumblers, 4 large samples) for \$7.00. Retails 15c. bottle, \$9.00.

T. B. ESCOTT & CO. Wholesale Grocers - - LONDON  
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CRESCENT BRAND



**BRUNNER, MOND & CO., Ltd,**  
 NORTHWICH, ENGLAND  
MANUFACTURERS OF

**BICARBONATE of SODA**

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

**SODA CRYSTALS**

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

WINN & HOLLAND - - - MONTREAL  
 SOLE AGENTS FOR THE DOMINION OF CANADA

## You can't help yourself

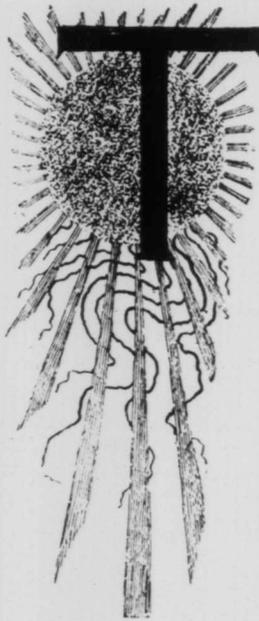
in the estimation of your customers, any better than by selling thoroughly reliable goods.



**REINDEER BRAND**  
**CONDENSED MILK**

has been widely known and extensively used for a great many years and can always be relied upon to please even the most fastidious.

**BUY IN SMALL LOTS AND OFTEN.**



# TEAS..

WE HAVE

FINE VALUES IN

## MAY PICKED JAPAN TEAS

TO RETAIL AT 25 CTS.

Now in store, - - 1895 crop.

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

JOHN MOUAT, Northwest Representative. WINNIPEG.

# SOMETIMES

CHILD BUYS CANDY—ADULTERATED  
CHILD SICK—DOCTOR'S BILL—PAPA MAD

# EVERYTIME

BUY "W. P. & S."—ABSOLUTELY PURE  
CHILDREN HAPPY—PAPA GLAD

Wm. Paterson & Son - - Brantford

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

# THE CANADIAN GROCER

Vol. IX. (Published Weekly)

TORONTO AND MONTREAL, JULY 12, 1895

(\$2.00 per Year) No. 28

## DROPS FROM THE EDITOR'S PEN.

Success in business, like gold, is to be obtained by labor.

\* \* \*

Barking at competitors does not corral customers in your store.

\* \* \*

Many men there are who are alive physically but dead commercially.

\* \* \*

It is by disposing of his goods that the merchant keeps his reputation.

\* \* \*

When rushed and overheated physically the ideal merchant is cool mentally.

\* \* \*

Spending himself for naught is the merchant who sells goods be'ow cost.

\* \* \*

Clerks who win prizes in slow bicycle races may be fast in selling goods.

\* \* \*

Sitting in sack-cloth and ashes does not make quiet trade brisk. It is only hustling does that.

\* \* \*

Travelers do not regale their friends with snake stories, but they do entertain them with big fish stories.

\* \* \*

There is some good in everything and everybody. The departmental stores are good at advertising.

\* \* \*

It must not be inferred that business is a toboggan slide because some merchants glide quickly into bankruptcy.

\* \* \*

Sugar has made sour some merchants who have not made out of the advance all the money they anticipated they would.

\* \* \*

The issues of stamped paper, which include postage stamps, postal cards, stamped envelopes, and all forms of postage, by the U. S. Postoffice Department for the year ending June 30 last aggregated \$73,889 5 98

This was \$3,600,000 more than a year ago. The people of the United States evidently have more "stamps."

\* \* \*

An agitation for burial reform has been started in England. That is sensible. None of us like being buried.

\* \* \*

Stiffness in the upper lip of merchants is to be commended, but it cannot be recommended for the demeanor.

\* \* \*

Boys who sell newspapers teach lessons to men who sell goods: when their fellows are assailed they rush to their assistance.

\* \* \*

Honest advertising is as incumbent as honest dealing, and practising the opposite in the one is as profitless as in the other.

\* \* \*

Until a merchant has mastered the details of his business he cannot be said to be ready to graduate into the School of Success.

\* \* \*

If you have anything to sell advertise in THE CANADIAN GROCER; if you want to buy goods or gather ideas read THE CANADIAN GROCER.

\* \* \*

The country merchant's store may not have as much light in it as the city merchant has in his, but his heart is generally lighter.

\* \* \*

Business men's associations attend to the interests of their members better than the members attend to the business of the associations.

\* \* \*

Even religion, which is free, has to be advertised these days. How much more, therefore, should goods, which are sold, be advertised?

\* \* \*

A correspondent of The American Grocer suggests that a joint stock company, shares to be held by grocers, be formed to start a gigantic dry goods store in opposition to the department stores. The pro-

moter evidently believes in fighting the devil with fire.

\* \* \*

"Canadian Pacific shows a good deal of strength," remarks a daily paper. Of course it does. Was not the road built with gold and steel?

\* \* \*

Bulls and bears are all right in the fields and woods, but they play the mischief with trade and commerce when they run amuck in the marts.

\* \* \*

Sure paying investments are what every merchant is on the qui vive for these days. Two dollars spent on a good trade paper will secure it.

\* \* \*

The meeting of the North American Beekeepers' Association in Toronto in September next will cause quite a buzz among Canadian bee farmers.

\* \* \*

Had the politicians been as solicitous for the business interests of the country as for party welfare, greater commercially would Canada be to-day than she is.

\* \* \*

A grocer in Ledbury, England, used to stop rat holes with bacon. He probably failed to keep the rodents out just as he has since failed to meet his liabilities.

\* \* \*

Failures would be less numerous did young men select occupations for which they were best adapted and not those which promise to afford them the easiest "time."

\* \* \*

Of course, now that woman is taking the place of man, the latter will assume the former's talkative properties. It is only fair. But won't commercial travelers be able to talk then!

\* \* \*

The storekeeper who does not take a trade journal because he has not time to read it will have plenty of time at his disposal when his business has left him to take care of himself.

### NECESSITY OF DETAIL SUPERVISION.

THERE is no business whatever, the administration of which is not helped by an efficient system of accounts, writes Chas. S. Town, in Trade Magazine. As a business is more complex in its ramifications, so must also its accounts be complex and require much keeping of books and careful totalization. For instance, in the departments of accounts of great retail dry goods houses, in a modern sense of the term, we find quite an army of clerks and bookkeepers. There are houses which employ fifty bookkeepers and run as many ledgers.

But this is only a small part of a system of accounts. Each department has the amount of its sales kept separate; the quantity of each style of goods that is sold; the prices that are paid and received for them, to the end that in the resume of all these accounts, the managers of the business may be able to tell at a glance what departments are paying, and what sort of goods need either more pushing or require dropping altogether.

In a manufacturing business, particularly where much work is done by people whose wages are based upon the amount of time they put in at their work, it will be found that careful accounts are kept of the amount of work done by these people, and its value, and thus a deficiency in any or all parts of the service is carefully watched, and the management is in a position to know in what part of the business losses occur.

The expense of selling in a business of this sort is also an occasion for careful tabulation, for this is an expense which has a tendency to run away with the profits of the goods sold. The amount of each man's sales, and the gross profits thereon, must all be watched so that it may be known whether or not the salesman is a producer of profit. A salesman is frequently given a certain salary, and his expenses are usually a certain amount, being greater or smaller as the jumps he makes from town to town are larger or smaller, and as the amount of paid baggage is greater or less. Consequently there is a fixed amount of profit which must result from his exertions in order that he be of benefit to his employer.

In our day, which the newspapers are so fond of calling "These later days of great competition," profits have been reduced to a minimum in almost every line. It is a very unusual business that can be run on the haphazard lines that were so much in vogue immediately after the war. The great capitalized concerns have their hands full if they wish to secure for their principals, or, in the case of stock concerns, for their stockholders, the legal rate of interest, and it will be seen at once that the only way in which they can secure themselves from loss, is by

the careful watching of every detail that goes into the cost of their goods or into the services rendered to their patrons, as the case may be.

It may be held that these conditions are not present in the smaller businesses; that a grocer need not take into account every little item; that his rate of profit is sufficiently large to allow for his expenses and a profit besides; that the grocer's time is too much occupied to allow for his keeping of any record other than that of the amount of money owing him. But this view can be entertained only by those who have not given the matter the careful attention that it deserves. As is very well known, the grocer's profit is not what it was a few years ago.

With the great increase of the number of proprietary goods which he is forced to sell, and which yield only a very little profit, his sales of goods, which once brought him a third or a half of their cost, have been materially interfered with. And on those goods which are not proprietary in their nature, and which are sold by everybody, the competition of cash stores which do not deliver goods, have forced the prices down to a point where they pay a very small rate of profit. It is necessary nowadays to do a much greater volume of business in order to secure the same results than it was ten years ago.

These facts are too well known to require anything more than an account of them. You need but to talk to any man in the line to learn of this condition of affairs.

The question naturally arises: Can a man overcome a difficulty of this sort? In answering this question, in the first place, we would say that it is a well-known fact that a man cannot control prices, and it would be useless for him to put up his back and ask a dollar for what everyone else was selling at eighty cents. He simply couldn't have it, so the best settlement of the dilemma is, that he must simply be resigned. Nothing can be done except the acceptance of facts as they are.

But a man can watch his business. He must be conversant with every little detail that belongs to it. By this it is not meant only that he should devote his whole time to it, and that he should be well acquainted with the character of all the goods which he handles. The idea intended to be conveyed is that he should know at the close of every day the amount of business that has been done, and what relation this amount bears to the corresponding day of the week before, of the previous month, of past year. If it has fallen off or increased, he should, in the first place, try to learn the reason why certain classes of goods are not selling and push them, and in the latter case he should try to learn from what cause the increase has resulted, and endeavor to secure it for

everything in his line for which this increase is possible.

Above all, the most careful record should be kept of his accounts proper, meaning those with the people that deal with him on credit, and the firms from whom he buys. There is more money lost through carelessness in the collection of bills than one would suppose. In the rush of the day's business, one is likely to make memoranda of the bills to be charged, which are forgotten when the time has arrived for entering them on the books. These bills should be charged at once, and there must be a system by which they can be, without leaving the customer.

The bills received from firms from whom goods are bought should also be carefully kept, and the prices on them watched. The amount of goods received should be carefully examined, and they should be considered from every point which affects their salability. The grocer should know what it costs to deliver his goods, and should calculate whether the profit on the goods that are delivered pays the cost of his wagon. The writer is convinced that in many cases it will be found that the wagon does not pay at all, and that the increased trade that is dependent upon deliveries makes no profit for him, but really occasions a loss.

In conclusion, it can only be said that the most careful supervision must be employed everywhere. When it is taken into account that a loss of fifty cents a day is a matter of \$150 in a year, it will be seen how necessary it is to stop all leaks of whatever kind, and how absolutely important is the keeping of the business "ship" perfectly water-tight.

### THE MAN WHO NEVER RESTS.

I have learned from observation that three things surely happen to a man who works steadily without relaxation. In the first place, he becomes nervous, irritable and hard to get along with. In the second place, the grade of his work falls off, and he is liable to err in his judgment. In the third place, he dies suddenly. It is an incontrovertible law of Nature.—Chauncey Depew.

## CLEARING..

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

**JAMES A. SKINNER & CO.**

(In Liquidation.)

64 and 66 Wellington St., West, - TORONTO.

# Now is the Time to Buy

Sun-cured Codfish in quintals      Thistle Haddies in 1 lb. tins  
 Golden Haddies in 1 lb. tins      Noble's Lobsters (flat) in 1 lb. tins  
 Noble's Lobsters (flat) in 1-2 lb. tins.

THE ABOVE ARE ALL NEW GOODS.

LUCAS, STEELE & BRISTOL

Hillwatee Tea  
Agents

HAMILTON

## Everybody Drinks Ram Lal's



*AND EVERYBODY LIKES IT*



JAMES TURNER & CO.

HAMILTON

## Always in Stock

By our Agents

BAULD, GIBSON & CO.  
Halifax, N.S.

C. & E. MACMICHAEL  
St. John, N.B.

BEATTIE & ELLIOT  
Quebec

ROSE & LAFLAMME  
Montreal



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WM. FORBS  
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A. D. HOSSACK  
Vancouver, B.C.

HUDSON BAY CO.  
Winnipeg, Man.

# HENDERSON'S Beef, Iron and Wine

A Nutritive Tonic. Sold by Grocers throughout the World.

**PRICE, \$4 PER DOZ. 16 OZ. BOTTLES. RETAILS AT 50C. PER BOTTLE.**

Manufactured by HENDERSON & CO., New York and Toronto.

For Sale by

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

## HAMILTON GROCERS.

President Adam Ballentine was in the chair at the last meeting of the Hamilton Retail Grocers' Association, and for the Picnic Committee reported that all the arrangements for the excursion to the Falls on July 17 were about complete, and that tickets would be in the hands of the grocers for sale in a few days. The committee was enlarged by the addition of George Hunt, D. Brown, L. Revell, E. Hazell, R. E. Wales, J. H. Horning, A. Bain, Wm. Smye, James McKay, George Powell and A. Hayes.

The unsatisfactory state of affairs in the market was discussed, and this resolution was adopted unanimously: That this association petition the City Council to take action in regard to the manner in which the James street market is conducted under the present lessee, and also ask for the abolition of all fees, and that no goods of any description be offered for sale on said market except the produce of Ontario farmers, and by the producer only; and that a special meeting of the Executive Committee be held at the earliest possible moment to further this motion.

President Ballentine reported that a meeting of the grocers and butchers would be held shortly to consider early Saturday closing. The association endorsed heartily a resolution on the same subject passed at

a recent meeting of the council of the W. C.T.U.

## GOOD FOR THE GROCERS

Spectator, July 4: We are glad to see that the Retail Grocers' Association has taken up the market fee business, and will endeavor to induce the City Council to abolish the fees and relieve the farmers from the payment of money which they must get back from the citizens, and relieve farmers' wives and daughters from the bulldozing and abuse to which they have recently been subjected. It is directly to the interest of the grocers that farmers be induced to come to Hamilton. The present plan of driving them away is bad for the grocers and bad for the citizens. It is also directly to the interest of the grocers that their competitors, the middlemen, who now enjoy the privilege of using the market without paying a cent of taxes, be driven from the market square, and the whole space given up to the farmer producer. The Retail Grocers' Association is an intelligent and energetic body of men, having great influence in the city, and being perfectly aware of the fact that whatever is good for the city at large is good for them. They may be depended upon to do what is in their power to reform Hamilton's disgraceful market, and make it attractive to the farmers.

Away with the market fees; away with the toll gates, and let Hamilton be the business centre for the farming community for fifty radial miles.

## BACK FROM IRELAND.

With a real brogue on his tongue and a bundle of Irish blackthorns fastened to his valise, Grocer A. R. Williamson, of Toronto,

stepped off the steamer Cibola on Thursday last on his return journey from Ireland. "I had a good time," he said, as I queried him. If a well-tanned face and well-proportioned and vigorous body is any criterion he did have a good time. Mr. Williamson was away two months.

## WORLD'S BANKING CAPITAL.

The London Bankers' Magazine states that the banking power of the world, which now amounts to about £4,000,000,000, or \$20,000,000,000, is distributed in the proportion of £2,300,000,000 to Europe, £1,200,000,000 to North America, and the remainder to the rest of the world. Commenting upon these immense aggregates, the magazine says: "It is when larger amounts are accumulated—when considerable sums of 'free cash' are held by customers of banks—that there are funds to spare for more distant undertakings. The tendency of deposits in banks working in progressive districts is to increase, and we may feel certain that this will be the case with customers of the banks of the United States. The nine million depositors in banks form a force unparalleled in any other country. The inference we may draw from the figures before us is that we must look for sharper competition than ever from the other side of the Atlantic, and while with care and prudence we may hope to hold our own, it is only by the most careful employment of our resources that we may hope to retain our position."

# Covered Satchel Baskets

**FOR  
PICNICS  
AND  
MARKETING  
USE**

If you handle these goods, write us for quotations; we can give you **Special Figures** on either **Narrow or Wide Splints**. Now's the time for placing these goods.

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

Toronto and Montreal.

# Potted Meats

¼'s and ½'s. Full Assortment.

# Jams . . . 5 lb. Tins. Quality A 1.

## DAVIDSON & HAY

Wholesale Grocers

Toronto, Ont.

### FLAG-SHIP BRAND

### FRASER RIVER SALMON

A reliable and first-class brand.  
Always uniform, always the same.

Packed in ..

1 lb. Talls.

1 lb. Flats.

1 lb. Ovals.

1 lb. Squats.

½ lb. Squats.

The fish are caught in the Fraser River, and packed on its banks at Lulu Island.

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

Canadian Pacific Packing Co.

R. V. WINCH,  
Manager.

LULU ISLAND, B.C.

## What the people say



They want, is what most grocers try to sell. Do you ever let a customer go to another store because you have not **Jersey Brand**? For every sale you lose in this way there are twenty you would make if you displayed it. **Jersey Brand** has a reputation for quality. To get and keep a high reputation you should sell it. Tell your jobber.

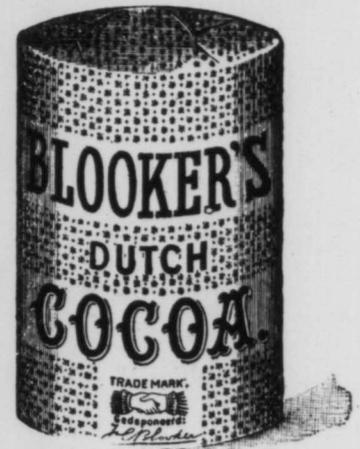
### "JERSEY" BRAND

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

FORREST CANNING CO.

HALIFAX, N. S.

# BLOOKER'S DUTCH COCOA



Chosen by the most critical Cocoa drinkers as without a rival.

**BLOOKER'S ICED COCOA, A MOST DELIGHTFUL SUMMER BEVERAGE.**

Wholesale Selling Agents

**Turner, Mackeand & Co. - - Winnipeg**

The demand  
for our . . .

## Extracts

Is increasing and we are pleased to inform the trade that they are giving universal satisfaction. See our travelers or mail us your order.

**COFFEES  
SPICES  
BAKING POWDERS**

**G. F. MARTER & SON**  
PHENIX MILLS - 1-3 JARVIS ST., - TORONTO.

**Grocers' and "Crown Brand"  
Specialties . . . Extracts**

**Kennedy, Greig & Co. - - Montreal**



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### THE SOAP EMBROGLIO.

NOT for a long time has the soap trade of Canada been in as unsatisfactory condition as it is now. This, when the general trade of the country is reviving, is a peculiar assertion to make. But it is none the less true. And the reason is due to a peculiar cause.

If there is one industry in Canada which has showed marked development during the last ten years it is that of soap making, both in regard to quantity and quality of article manufactured. And to-day Canada need not be ashamed to compare her soaps with those of any other country under the sun.

Although with this development has come an increased consumptive demand, yet with the multiplicity of manufacturers has followed increased competition. And to this fact must one look for the present unsatisfactory condition of the soap trade of the country. In a word, several of the manufacturers have inaugurated a war on prices.

There have been many skirmishes for some time, but during the last month or two there has been a hand to hand engagement. It began with a firm in Hamilton. The challenge was taken up by a Toronto firm, and soon most of the other manufacturers were drawn into the conflict.

The slaughter is principally confined to the three-pound bar, although other lines are more or less affected.

On the three-pound bar prices have been worked down some 60c. per box. This, it is claimed, brings the price to a point where profit has to give place to loss. That this is so is evident from the turn affairs have taken: Negotiations are going on between some of the manufacturers to put a stop to the conflict, but, it seems at the moment, with little prospect of the desideratum being secured. In the meantime, however, one firm has taken its travelers off the road, re-

fusing any longer to court business that means a loss to acquire. Others are practically lying on their oars or seeking for new fields for their goods.

The situation is, no doubt, a grave one, but it is of the soap manufacturers' own creation.

Because one manufacturer saw fit to slaughter prices it was no good reason why another should follow suit, any more than Smith should hang himself because Brown saw fit so to do.

The cutting of prices was a mistake from the beginning—to the end one cannot say, for the end is not yet in sight. It can do no one good; but it can, and will, do a great deal of harm to the soap manufacturing trade generally.

When an article is sold at or below the cost of manufacture the use of inferior or spurious ingredients is as sure to follow as the night follows day. And this loss of quality means eventually loss of popularity, which, like a lost character, is hard to get back.

Then it is a vastly different thing to increase and to decrease the price of a commodity. No matter whether the low price has been obtaining for a long or short period, the average consumer will only pay the enhanced figure when compelled to do so.

The basis of the whole of this senseless cutting in the price of soap is selfishness. Marked as has been the increase in the number of soap manufacturers, there is a fair share of business for all engaged in the industry. At least so the manufacturers themselves declare. But the fact of the matter is that some of them, hog-like, are satisfied with nothing but the whole. But hogs sometimes cut their own throats; so do people who want to encompass the whole of the particular line of trade in which they are engaged.

The man who follows him who cuts prices is scarcely less unwise than he who leads. But the trouble is that business men do as they did when they were boys, "follow the leader." The man who has a good article, which he sells at a moderate price, ought not to be moved by foolish competitors who cut prices. Let him stand on his dignity, even if for the time being he has to do a decreased business. By this means he will have more peace of mind and more dollars in his pocket, while by assuming this neutral attitude the cause that led to it will be more easily removed than if it was aggravated by retaliation in kind.

THE CANADIAN GROCER knows at least one Canadian manufacturer who has had no part in this soap embroglio. While his competitors have been spending their time in devising means to wage war upon each

other he has been confining his energies to pushing his own business at the old prices, with the result that his books show increased sales compared with the same time a year ago.

THE CANADIAN GROCER is not an advocate of combinations or fixed prices, but it does urge the soap manufacturers who are devoting their energies to cutting each other's throats to cease their warfare and resume business at a paying instead of a senseless losing basis.

### MAY BE A SENATOR.

THE vacancies in the Senate were discussed in the House of Commons last week, and several names have been mentioned in the despatches from Ottawa. One of these, John I. Davidson, of Davidson & Hay, wholesale grocers, Toronto, will be one of the most popular ever made.

It indicates that the Government are beginning to recognize the necessity of having strong representative business men in that body, too many of the members of which are of very little service to the country.

Mr. Davidson is one of the most successful business men in Canada. Besides his prosperous wholesale grocery business, he has extensive lumber interests and timber limits on Lake Nipissing. He is vice president of the Bank of Commerce, and is a director in several other financial institutions. He was president of the Toronto Board of Trade for two years. He has worked his way up from house salesman, traveler, junior partner, to be head of the firm. He knows Canada and its leading business men thoroughly, for he travelled for Montreal and Toronto houses over a great portion of the Dominion. Besides this, his strong sympathy with the working men has made him many friends in trades union circles. During an extensive strike some years ago, which lasted for many weeks, he called the representatives of employers and employees together in his office, got each party to tell his story, and proposed a basis of settlement which both parties considered so fair that they immediately accepted it. Since then a number of minor troubles have been settled by him between the masters and their workmen.

Outside business, the affairs of the 48th Highlanders, of which he is colonel, and the Presbyterian church engross his attention. He has always refused parliamentary and municipal honors, though on two occasions strong deputations waited on him to urge his acceptance of the mayoralty nomination.

If he can be induced to enter the Senate he will be a valuable acquisition to that body, and of great assistance in promoting the business interests of the country.

### THE GREEK CURRANT GROWERS.

**A**NOTHER unfavorable season is threatened the currant growers of Greece. The two seasons of 1893-4 were disastrous to them, and if these conditions obtain thrice consecutively what the result will be to the growers is obvious.

The cause of the trouble is the old one, viz., a too abundant crop. In other words, Greece is now producing more currants than the world requires for ordinary consumption.

This over-production began when France, in 1877, owing to the destruction of her own vineyards by the phylloxera, became a purchaser of Grecian currants. The demand from this source was maintained some thirteen or fourteen years, and then France again turned to her own vineyards for supplies.

In the meantime, however, the currant growers in Greece had been induced by this demand to increase their production, until in 1891 their output aggregated 160,000 tons, against 82,000 tons in 1877, when France appeared on their market. In 1893 the crop aggregated 170,000 tons. What this increase meant may be better appreciated, perhaps, when it is pointed out that the world's consumptive demand for eating purposes in 1877 was 80,000 tons, while the total output that year, as already stated, was 82,000 tons.

Although the world's consumptive demand for eating purposes has risen to 95,000 to 100,000 tons, yet, with a crop of 170,000 tons, it is obvious there must be quite a surplus for other purposes.

What to do with this surplus, because of its bearish influence upon the market, is one of the things that has been agitating the public mind in Greece for some time. Efforts have been made two years in succession to obtain legislation that will induce the use of the surplus stock for distilling purposes. This year the movement for remedial legislation has again been started, and at latest advices was gaining in momentum.

The condition of the currant growers is aggravated by the fact that many of them are heavily burdened with debts contracted through borrowing money to enlarge their vineyards during the "boom" days when France was an active factor in the market.

Were it not for Russia, as THE CANADIAN GROCER has in previous issues pointed out, the condition of the currant grower would be worse than it is. Russia uses the fruit for wine making, and close upon 14,000 tons have been shipped from Greece to Russian Black Sea ports. According to statistics furnished by the British consul at Patras, Great Britain takes about 70 per cent. of the currants exported from Greece. Whether this includes what is subsequently shipped

to Canada and other countries which purchase on the London market, we cannot say. We are rather inclined to think it does, to some extent at least, as, in the returns which are received here from Patras, giving the shipments of currants, those of Great Britain and Canada are summarized under one head. The Dominion Trade and Navigation returns give the imports of currants into the country for home consumption during the fiscal year ending June 30, 1894, as 6,453,290 pounds, valued at \$152,294.

As will be seen by our market report, sales have been made at 1s. advance on last week's sales, and the market is much stronger.

### SAFER METHOD OF SOLDERING LOBSTER

New pack lobster is offering more freely on the Toronto market this week, although, owing to the catch being something like 50 per cent. smaller than last year, some difficulty is being experienced in filling orders.

Transactions on European account are reported at an advance of 50 cents per case on last year's opening figures. Better prices have also been obtained on the home market.

A feature about the new season's pack is the new methods that are coming into vogue for soldering the tins of lobster. Heretofore it has been the custom to use muriatic acid in the process. This acid, by sometimes coming into contact with the fish, imparted a black color to it, while, of course, muriatic acid itself is a deadly poison.

Now all first-class packers are substituting sweet oil for the muriatic acid, which not only discounts the possibility of discoloring the contents of the tin, but at the same time ensures greater confidence in their wholesomeness.

### SHORTAGE OVER-ESTIMATED.

It was estimated a short time ago that the prune crop of Europe would be one-half that of last year and that prices would be 40 per cent. higher.

Advices, however, received this week by the Toronto representative of a Trieste house state that while the crop will be small it is the impression that the shortage has been greatly over-estimated. The same authority states that the fruit generally will be large.

On the Canadian market the demand for prunes has been maintained much farther into the summer season than is usual, to the astonishment of the trade, and the movement is still brisk. As a result of this there is a scarcity of supplies to report, some houses being completely cleaned out at the moment.

### BIG LOANS AT LOW RATES.

"Arguros," in another column, under the heading of "Money and Stocks," this week tells of the advent upon the Toronto money market of large Scottish capitalists, who are advancing funds on central city property at the low rate of 4½ per cent. He also points out that at this rate two loans of \$200,000 each have already been negotiated.

While local capitalists who have been hoping for higher rates will, doubtless, not like the advent of their Scotch confreres, especially in view of the rates they are willing to accept, yet it is significant, from the fact that these hard-headed capitalists from across the water are assured of the solidity of Toronto as a good centre for safely investing their large surplus earnings. And what redounds to Toronto's solidity in a degree also does to that of the Dominion as a whole.

Toronto real estate has been in a hole for some time, and anything that tends to help her out, as does the advent of these capitalists, will naturally tend to improve the commercial prosperity of the city.

### CALIFORNIA FRESH FRUIT.

Considerable business has been transacted in Montreal during the past fortnight in California fresh fruit, the first carload having arrived fifteen days earlier than last season.

From now out during the season it is expected that the receipts of this fruit will average from three to four cars every day, which will be sold under the hammer as they arrive.

This trade has constantly increased during the past two years, and it is expected that the present season will show expansion.

The offerings so far have comprised tomatoes, peaches, plums, apricots, pears, figs, and prunes, and the prices realized have been satisfactory. They are given in our regular market reports elsewhere.

### FREIGHTS ON NEW CROP JAPAN TEA.

"Importations of the first shipments of high-priced new Japans at Montreal," said a well-known tea man to THE CANADIAN GROCER, "have been smaller than usual this summer. They are all confined to small lots. I attribute this fact to the great uncertainty regarding freights. For instance, I paid 3c. on my first lot, and inside of a month they had dropped to 1c., and now I learn that the Northern Pacific are offering rates ¼c. under those quoted by the Canadian Pacific. As the freight charges are a great consideration on goods coming such a distance buyers are uncertain what to do. In fact, I don't look for any heavy receipts of new crop Japans in Montreal until the end of July or beginning of August."

**CANADIAN BUTTER IN BRITAIN.**

**W**ITHIN the past week or ten days there have been distinct indications of a better feeling in the export butter market at Montreal.

The change will be a welcome one indeed to producers of and dealers in butter, who have not had an encouraging experience so far this summer and spring. In fact, at one time they lost all hope of an export outlet of any dimensions, and under this influence there was a sensible decrease in the production of creamery butter.

The export demand referred to above can be directly attributed to the fact that cold storage facilities have been provided by the Government for the transportation of butter by rail to Montreal and across the Atlantic on the ocean vessels. This is clearly indicated by the fact that all the British orders that have been received lately stipulate that the shipments shall go forward by the cold storage steamers. As these orders show an advance of from  $\frac{1}{2}$  to  $\frac{3}{4}$  of a cent over what was bid by the Englishmen two weeks ago, they evidently intend to give the Canadian butter a trial, in the belief that its transportation under new conditions means a change for the better.

It may reasonably be expected, therefore, that if the two pioneer shipments by the Mongolian and Mexico to Glasgow and Bristol arrive all right—and there is every reason to think that they will—our trade in butter will improve. If it does, the Minister of Agriculture and the Dairy Commissioner will certainly deserve the hearty thanks of the Canadian butter producer.

Great Britain imports \$25,000,000 worth of foreign and colonial butter annually, and Canada's contribution to this enormous trade in the past has been infinitesimal.

Under the new conditions our creamery, which is as fine as the finest Danish, will be landed as fresh and sweet as when it left the creamery on this side; so why should the record on cheese not be repeated in the case of butter?

**CONFLICTING PRICES ON CANNED SALMON.**

The question of f. o. b. Coast values on canned salmon for future delivery is rather unsettled at present, the agents of the different canning companies, in Montreal at least, having received different instructions. For instance, the representative of the Todd packing establishments has had quotations entirely withdrawn. On the other hand, up to this writing the agent for the British American brand has been booking orders at \$4.50, but he will not accept an order at a lower price than that, and is disposed to talk \$4.75 in some cases. Then again, the agents of the O Wee Kay No cannery are still open to accept orders for a limited quantity at \$4.35. They can-

not promise, however, that this figure will hold for any length of time, as all the news from the Coast is bullish, the run being smaller than usual, while no less than six canning companies have been burned down.

In addition to the figures above quoted, it is understood that there are some offers as low as \$4.20 f. o. b. The exact quality is not specified, however, in this case, as they are outside works, and buyers might be wise in observing caution regarding them.

**NEWFOUNDLAND'S NEW TARIFF.**

**T**HE principal items upon which duties are levied by the Newfoundland new tariff are as follows:

Calves, sheep and pigs, 60 cents each; horses and mares, \$6 each; bacon, hams, tongues, smoked beef and sausages, \$2.65 per hundredweight; beef, pigs' heads, pigs' tongues, feet and hocks, salted and cured, \$1.05 per 200 lbs.

Butter, and compounds representing butter, \$3 per hundredweight; cheese, the same.

Cigars, 20 per cent. ad valorem and \$9 per thousand; cigarettes, 30 per cent. ad valorem and \$3 per thousand.

Confectionery, \$7 per hundredweight.

Flour, 25 cents per barrel.

Fruit, dried, except apples, 3 cents per pound.

Hay, \$1.80 per ton.

Indian corn, 6 cents per bushel; Indian meal, 25 cents per barrel.

Lumber, one inch thick, and so in proportion for greater thickness, \$3.50 per thousand; grooved, tongued or planed, \$5 per thousand.

Fresh meat and poultry, 1½ cents per pound.

Oats, 7 cents per bushel.

Oatmeal, 30 cents per barrel.

Kerosene oil, 6 cents per gallon.

Pork, \$1.60 per barrel.

Salt, 20 cents per ton.

Shingles and laths, 60 cents per thousand.

Spirits, brandy, and others not specially provided for, \$3.20 per gallon; all spirits above 43 per cent. over proof, \$3.20 per gallon; whiskey, \$2.50 per gallon; gin, \$2.30 per gallon; rum, \$2 per gallon; cordials, shrub and other spirits, sweetened or mixed, \$2.20 per gallon.

Sugars, cut loaf and cube, \$5 per hundredweight; bastard crystallized and granulated, \$4 per hundredweight; unrefined, brown and straw, \$.50 per hundredweight.

Tobacco, manufactured, including leaf stripped or partly manufactured, 5 per cent. ad valorem and 30 cents per pound; leaf and stems, 30 cents per pound; stems for snuff, 60 cents per hundredweight.

Vegetables, cabbages, \$2 per hundred; potatoes, 5 cents per bushel; turnips, parsnips, carrots and beets, 10 cents per bushel.

Vinegar, 15 cents per gallon.

Wines, champagne, \$4.20 per gallon; claret, 55 cents per gallon; hock, Burgundy and light Rhenish wines, \$1 per gallon; port and Madeira, \$1.65 per gallon; sherry and Manzanilla, 12½ per cent. ad valorem and \$1 per gallon; all other wines, 15 per cent. ad valorem and \$1.10 per gallon.

Anchors, chains, bookbinders' tools, brick, cement, fishing tackle, hoop iron, bars, bolts, sheets and plates, machinery and parts of machinery, nails, oakum, resin, turpentine, plaster, poultry (alive), saws, sewing machines, sheet tin, block tin, steam engines, worsted and woolen yarns, 10 per cent. ad valorem.

Bran, barley, malt, rice, 12¼ per cent. ad valorem.

Oxen, cows and bulls, 20 per cent. ad valorem.

Manufactures of wood, 35 per cent. ad valorem.

Ready-made clothing, 35 per cent. ad valorem.

Goods, wares and merchandise not enumerated, described or charged with duty, and not exempt, 30 per cent. ad valorem.

**MONEY AND STOCKS.**

**I** GOT hold of some information this week which, in newspaper parlance, I consider a good item. It was to the effect that a large Scottish insurance company is lending money in Toronto in large lots at 4½ per cent. At this rate I know of two Toronto property owners—names I am not permitted to divulge—who have each borrowed \$200,000 on central business property. The capitalists in question have gone about their business in a business-like way, having appointed four well-known Toronto financial men to act as a provisional board for the purpose of negotiating loans. "The effect of the appearance of these capitalists on the Toronto market," said my informant, a well-known financial authority, "will be to keep interest on loans on central property from advancing."

Commercial Cable is again stronger. The recent decline was due to the sudden fall in Postal Telegraph and Montreal Street Railway, "which," as a friend of mine remarked, "should not have influenced Cable, and would not have were it not for the sensitive condition of the market." The earnings of Postal Telegraph are said to be increasing at the rate of \$2,600 per day.

Insurance stocks are a little weak. The cause of this is the unfavorable showing made by the half-year's earnings. The earnings for June were, however, more satisfactory than a year ago at the same time.

The bank meetings being over, little interest is being taken in bank stocks. Money being plentiful, funds are accumulating, rather than dispersing.

Call loans remain much as before. The ruling rate is 4½ per cent. and the demand light.

The only transaction I hear of in municipal debentures is from Montreal, the authorities of St. Louis du Mile End having sold their school debentures to two Montreal firms. The debentures amount to \$140,000, and run for 40 and 50 years. The price was 95½ and 94½, and the rate of interest 4 per cent.

The increases in earnings of the Toronto Street Railway during the first week in July were as follows: July 1, \$383; July 2, \$94; July 3, \$258; July 4, \$351; July 5, \$381; July 6, \$727.

The C. P. R. realized \$30,000 from the sales of land during June. This is greatly in excess of the sales made during the same month last year. It is said that enquiries are brisk from different parts of the United States for good farming lands.

ARGUROS.

**THE GROCERS' EXCURSION.**

**A**T Monday night's meeting of the Toronto Retail Grocers' Association, President F. S. Roberts in the chair, it was announced that the City Council had appointed Mr. Awde as fruit inspector to carry out the provisions of the Act against fraudulent sales of fruit, recently passed by the Ontario Legislature.

The Excursion Committee's report, changing the date and place of the meeting to St. Catharines on July 25, was adopted.

A letter was read from Messrs. McLean and Sinclair, solicitors for the association, stating that they had been asked to place a special collector on accounts, and that if this were done there would be an increased charge for collections. The firm's terms were considered favorable, and the matter was referred to the Executive for completion.

The association was disappointed in not receiving a report from the special committee appointed some time since to wait upon the express companies, with a view to obtaining a better delivery of produce from the various trains.

At the close of the meeting the Excursion Committee met, to arrange several matters of detail. A baseball match between the Toronto and St. Catharines retail grocers was proposed, but this idea was thrown out

in favor of a match between Toronto grocers and Toronto city travelers. An effort will be made to arrange such a game. The outing on the 25th promises to be an enjoyable and successful affair.

**FIG CULTURE.**

The process of growing and dealing in figs is an interesting one, and the following, therefore, from Antoine Solari, of Smyrna, to his Toronto agent, E. Fielding, is worthy of reproduction: "You will probably," he says, "be surprised to learn that figs will only grow in a limited district in the neighborhood of Smyrna. The fig trees belong to planters or cultivators, who till and cultivate them all the year round by means of money advanced to them by commission merchants in Smyrna. The fig season begins towards the middle of August. At that epoch every planter sends his goods to Smyrna to his merchant, who in his turn sells the fruit against a commission. These figs when on the market are bought by two distinct packers: Packers for own account, who usually consign their goods to England, Continent, and sometimes America, and packers for other parties' account. They simply fulfil orders transmitted to them by merchants such as Whittall, Marcopoli & Fils, Alex. Datody, etc., who, having to give their attention to more important business, pass

their orders to those special packers doing the work for them against so much per cent. of commission." There are some exceptions to this rule, Mr. Solari being one of them, he being seller, manufacturer, buyer and packer all in one.

"Owing to the unfavorable weather," adds the writer, "the fig crop has suffered a little. The estimates are 14,000 tons, provided things go well till the gathering. In that case we shall have a crop equal to last year's."

**NEW DAIRY TARIFF.**

According to The Manitoba Free Press a new tariff on butter, cheese and eggs has been issued by the C. P. R. and several important reductions have been made. The rates per 100 pounds from western points to Montreal and vicinity are as follows: Winnipeg, \$1.15, (former rate \$1.30); Portage, \$1.20; Brandon, \$1.25; Moosomin, \$1.31; Grenfell, \$1.35; Regina, \$1.39; Calgary, \$1.60; Red Deer, \$1.64; Edmonton, \$1.70; Prince Albert, \$1.50; Glenboro, \$1.23; Pilot Mound, \$1.22; Deloraine, \$1.28; Melita, \$1.30; Hamiota, \$1.29; Rapid City, \$1.27; Butte, \$1.30; Yorkton, \$1.35. The Canadian Pacific are prepared to supply on demand refrigerator cars, and will quote through rates, and through rates and through bills of lading to Great Britain and the continent.

# Warmer Weather

Always Stimulates  
Breakfast Food Trade

This naturally brings up the question to the mind of every grocer:  
"Am I handling those Breakfast Foods that pay best?"

Not the cheapest, but the most saleable kind—the kind that people ask for, after having tried them. In a word,

Such good sellers as

Desiccated Rolled Wheat  
Snow Flake Barley  
Breakfast Hominy  
Farinose or Germ Meal

Should be in every grocer's stock.

The Ireland Co.'s

Breakfast Foods

Mail orders have our special attention and can be shipped same day as received.

The **IRELAND** Co'y = = **Toronto**

MILLERS AND MANUFACTURERS OF

**OPERATING** The Largest and Most Complete Breakfast  
Cereal Food Mills in the Dominion.

**CHOICE CEREAL BREAKFAST FOODS.**

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

TORONTO, July 11, 1895.

### GROCERIES.

**A** DECIDEDLY improved tone has developed in trade during the past week. The foundation of this is found in the fact that the movement of merchandise is more liberal, while what tendency there is to change in prices is toward higher figures. Sugars are selling a little better, although the turnover is still comparatively light, but prices outside are stiffening. Foreign dried fruits continue in fair demand with prices firmer in currants, prunes and Valencia raisins. Green Rio coffees are scarce and firm. The strength of canned goods is one of the features of the market. Packers' prices are firmer on peas, corn and tomatoes, and the same may be said of canned salmon. Firmness is also the characteristic of the canned lobster market. There is not much doing in spices, but the market is still tending upward on a number of lines. There are a few syrups moving, but the market is generally quiet. Teas are receiving fair attention, and the market is a little more interesting in consequence of higher prices in some lines.

### CANNED GOODS.

Further strength has developed during the week. One packer is asking 5c. per dozen more all round for vegetables, while another has stopped quoting futures. The demand, however, is not brisk, the higher prices, as stated last week, having checked business. New peas are being packed, but they will not be on the market for another

month. Old stock is about exhausted. The same may be said of corn. One house, in order to fill an order on the street had to pay 83c. for peas which a short time ago it bought at 75c. One packer writing regarding peas says that his firm will not pack for as many days as they did weeks last year. The market for salmon is stronger. Some of the canners have advanced prices 25c. per case, while one concern has withdrawn quotations from this market. Advices announce that "Clover Leaf" flats have been advanced to \$5.20 on the Coast. The enquiry from England continues active. "Horseshoe" brand is about cleaned up on this market, and \$1.50 to \$1.60 are the figures now being asked. Other brands range from \$1.10 to \$1.40, according to quality. There is a good demand locally, particularly for the cheaper brands. We quote: Tomatoes, 87½ to 90c. for choice; corn, 85c.; peas, 85c. for ordinary; sifted, 90c. to \$1; extra sifted, \$1.40; peaches, \$2.75 to \$3 for 3's, \$1.85 to \$2 for 2's; raspberries, \$1.65 to \$1.80; strawberries, \$1.90 to \$2.10; apples, 3's, 90c to \$1, gallons, \$2.15 to \$2.25, and preserved fancy quarters at \$1.35 to \$1.40; salmon, \$1.35 to \$1.50, in tall tins, and \$1.55 to \$1.60, in flat tins; do., Cohoes, \$1.05 to \$1.10; do. "Horseshoe" brand, \$1.50 to \$1.60; other brands, \$1.10 to \$1.40; canned mackerel, \$1 to \$1.10; lobsters, \$1.70 to \$2 for tall tins, and \$2.25 to \$2.75 for flat tins. Canadian canned beef, 1's, \$1.65 to \$1.75; 2's, \$2.65 to \$2.75; 6's, \$8 to \$8.25; 14's, \$18 to \$19. Chicago canned beef, 1's, \$1.75 per dozen; 2's, \$2.85. Australian mutton, boiled, 2 lb. cans, \$3.40; ditto, corned and roast, \$3.75.

### COFFEES.

There is practically no good green Rio coffee on the market, but shipments of new crop are due to arrive in 10 or 14 days. "If we had the coffees here," said one large dealer, "we could sell them out inside of a week

or ten days. We quote green in bags: Rio, 20 to 22c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 20 to 22½c.; Java, 28 to 33c.; Mocha, 30 to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

N.Y. Journal of Commerce, July 9: "The market for futures was dull and unevenful during greater portion of session, and there seemed to be simply a repetition of old familiar features. The accounts from Brazil were construed as steady so far as received. Havre made a showing of standing up to former line of valuation, and, with scant offerings here, the shorts appeared a little nervous, and that served to protect the market against any serious break; yet it appeared quite likely that any more direct attempt to realize would have led to a shading of somewhat pronounced character."

### RICE.

There is no change in rice. Tapioca and sago are both higher outside, but unchanged here. We quote: "B," 3½ to 3¾c.; extra Japan, 5¼ to 5¾c.; imported Japan, 5¼ to 6¼c.; tapioca, pearl, 3¼ to 5½c.

### SPICES.

Ginger, pepper and canary seed continue to advance in the primary markets. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, 22 to 28c. per lb.

### NUTS.

Advices regarding the walnut crop report that prospects are good. We quote: Brazil nuts, 11 to 11½c.; Sicily shelled almonds, 25 to 26c.; Tarragona almonds, 14 to 14½c.; peanuts, 10 to 12c. for roasted, and 7 to 10c. for green; coconuts, \$4.50 to \$5 per sack; Grenoble walnuts, 15 to 16c.; Marbot walnuts, 12½ to 14c.; Bordeaux walnuts, 12 to 13c.; Sicily filberts, 9 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

## W. WILSON

BAY STREET

TORONTO

Is now manufacturing a

# PURE MALT VINEGAR

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

## Brooms . . .

At a meeting of the Broom-makers' Union in Detroit, Mich., on 7th May, S. T. Penna, James Whiting and P. Reichert were appointed to do nothing but fight the sale of the Peninsular Broom Company's patent brooms, says The Detroit Journal.

### THIS SAME PATENT BROOM

Is manufactured in Canada by

## The Berlin Brush Co.

And broom manufacturers on this side of the line have been fighting hard to check the sale of them, but our output goes on increasing. Every broom is warranted to give satisfaction, so dealers take no risk in giving them a trial. Freight paid to Ontario points in 5 dozen lots.

### BERLIN BRUSH CO.

Berlin, Ont.

## Best Value

for his money. That's what every grocer wants, and that's what every grocer gets who sells

# "SALADA"

### CEYLON TEA

The most popular of all teas. The largest sale of all Teas. Because it is the finest of all Teas. That is why we can invite any grocer to return any he has in stock if he is not satisfied with it, and we will return him his money.

### P. C. LARKIN & CO.

25 Front St. East.

and  
318 St. Paul St., MONTREAL.

## SUGAR

An improved demand is developing on the local market at last week's quotations, but the demand is still, however, very light. The tone of the market is stronger, in sympathy with the conditions outside. The Canadian refiners are still independent, and in spite of the long continued dulness, are showing no disposition to book orders except at the old figures. Beets are advancing in England, and refiners in the United States are drawing upon their stored supplies, which is taken as a good indication, while buyers of refined grades admit that their stocks are down to the lowest point and that they must soon replenish. We quote prices: Granulated, No. 1,  $4\frac{1}{4}$  to  $4\frac{3}{8}$ c.; do., No. 2,  $3\frac{7}{8}$  to  $4\frac{1}{8}$ c.; yellows,  $3\frac{1}{4}$  to  $3\frac{3}{8}$ c.; Demerara,  $3\frac{1}{2}$ c.

N. Y. Journal of Commerce, July 9: "Importers of raws are feeling in pleasant mood over general prospects for the market, and some are sanguine of retaining the major portion of advantage from this time forward until something more is known in regard to prospects for next crops, and not a few believe that information on that score will prove stimulating. The current arrivals bring quite a bunch of stock coming to hand under previously completed contract, but the amount unsold is not offered with any evidences of pressure."

## SYRUPS.

There is a little enquiry for bright syrups. "Syrups," remarked the representative of one of the refineries, "are cheap. We have not yet really taken advantage of the tariff changes. We deserve credit for that, even if it is only to make up for the abuse we received over sugar." We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.

## MOLASSES.

Dull and unchanged. We quote: New Orleans, barrels, 30 to 32c.; half-barrels,  $33\frac{1}{2}$  to 35c.; Barbadoes, barrels, 31 to 35c.; half-barrels, 33 to 37c.

## TEAS.

There is a moderate enquiry on the street for Ceylon teas for price, but it is difficult to get good liquoring teas at the figures buyers are willing to pay. These teas appear to have almost entirely displaced the sale of Congous. The London market has been a little easier on teas of poor quality, but teas of good quality have, on the other hand, sold freely at stiffening rates. Indian and Ceylon teas of the latter quality are becoming scarcer in London, hence the higher prices. Advices from Shanghai, under date of June 14, show that the total settlements up to that time were 50,000 half-chests, against 140,000 half-chests for the same time last year. Prices there were still stiffening on account of the Russian demand. Foochow advices report that the crop of Panyong teas will not be more than half what it was last

year, and that prices were about 5 per cent. higher. We quote ruling prices to retailers as follows: Young Hysons, 12 to 18c for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 35 to 55c. for high grades; Japans, 16 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 45c. for high grades.

## DRIED FRUIT.

Valencia raisins are still selling fairly well. Advices from Denia to P. L. Mason & Co., Toronto, say: "The damp weather during the flowing of the vines, which is now coming to an end, caused the small berries to fall, and we expect that this year's yield will turn out rather shorter than last season. We quote present figures: Off-stalk, 80 to 90c. per box; fine off-stalk, 4 to  $4\frac{1}{2}$ c.; selected,  $5\frac{1}{2}$  to 6c.; layers,  $4\frac{1}{2}$  to  $5\frac{1}{2}$ c.

Prunes are still in active demand, with supplies scarce. Some of the houses appear to be cleaned out of stock. According to advices from J. P. U. Leebman & Co., of Trieste, the outlook for the prune crop is rather more favorable. "While the crop will be a short one," they write, "the impression now is that the shortage has been greatly over-estimated. It is thought we shall have good large fruit." We quote: "Sphinx"—"U," 110 to 115 to half kilo,  $4\frac{3}{4}$  to 5c. per lb.; "C," 85 to 90 to half kilo,  $6\frac{1}{2}$ c. per lb.; "B," 80 to 85 to half kilo,  $6\frac{1}{2}$  to  $7\frac{1}{4}$ c. per lb.; "Atlas,"—"D," 110 to 115 to half kilo,  $4\frac{3}{4}$  to 5c. per lb.; "Unicorn," 5 to  $5\frac{1}{2}$ c.; Bordeaux prunes,  $4\frac{1}{2}$  to  $6\frac{1}{2}$ c.

Currants are still in fair demand. Prices are higher outside. Some further shipments have been made from Patras at 1s. advance on last week's quotations, and will cost  $3\frac{3}{8}$ c. laid down in Toronto. We quote as before: Filatras, half-barrels, 4 to  $4\frac{1}{2}$ c., barrels,  $4\frac{1}{2}$ c.; fine Filatras, half-bbls.,  $4\frac{3}{4}$ c., barrels,  $4\frac{3}{8}$ c.; Patras,  $5\frac{1}{2}$ c., in cases; Casalinas,  $4\frac{1}{2}$  to  $5\frac{1}{4}$ c.; Vostizzas,  $6\frac{1}{2}$  to 7c. in cases and half-cases.

Figs are dull and nominally unchanged. We quote: 14 oz., 8 to 9c.; 10 lb., 8 to 10c.; 18 lb., 12c.; 28 lb., 15c.; taps,  $4\frac{1}{4}$  to  $4\frac{1}{2}$ c.; naturals, 6 to 7c.

Dates are quiet and unchanged at from  $4\frac{1}{2}$ c. up.

Sultana raisins are in fair demand at unchanged prices, the ruling figures for good fruits being  $6\frac{1}{2}$  to 7c.

## BUTTER AND CHEESE.

The continued dry weather has made the supply of new butter very limited and there has been a very strong market during the past week for good selections. We hear of several creameries closing down owing to the lack of a milk supply consequent on the pastures having been destroyed by the severe heat. Prices are higher and firmer all round, and unless rain come, may be

higher and firmer still. We quote: Old summer dairy and store packed, 7 to 9c.; fresh large rolls, 10 to 14c.; prints, 14 to 15c.; fresh tubs, 13 to 14c.; Fresh creamery—Tubs, 17 to 18c.; pound prints, 18c.

CHEESE—As predicted last week is a little easier. Prices, though, are unaltered. August and September makes of Canadian sell for 10 to  $10\frac{1}{2}$ c. New Canadian cheese are quoted at  $8\frac{3}{8}$ c. per lb. and 9c. for twins f.o.b. at point of shipment, which means  $8\frac{3}{8}$ c. and  $9\frac{1}{4}$ c. at Toronto.

## GREEN FRUIT.

Trade is pretty good. A lot of American fruit is coming up, and some Canadian, but the latter arrives slowly and is as a rule of only medium quality. Lemons are a little easier. Toronto dealers during this season so far have never advanced prices to equal the New York quotations, but during the past few days the American market has slumped, and in sympathy lemons on the Ontario market have declined 50 cents a box. Not as many lemons are being used this year as usual, these circumstances being accounted for by the increased consumption of root beer, soda waters and other soft drinks. This is offset, however, by the fact that stocks in Ontario are comparatively small. For this reason prices cannot go much lower. Oranges are getting rather scarce. Valencias and navels are out of the market and Messinas are not by any means plentiful. Bananas are still fairly firm. In small fruits the domestic supply is rather short and of poor quality. Cherries, which have been scarce, are almost over, and strawberries are practically done. Unless rain comes speedily raspberries are likely to be a miserable crop. Reports from the raspberry districts say that the bushes are laden down with green berries, but the drought is drying them up. On the whole, it is said the receipts of Canadian fruits this season so far have been 50 per cent. less than last year at this time. We quote prices: Messina lemons, 300's, 360's, and 420's, \$4.50 to \$5. Oranges—Messinas, 80's and 100's, \$2.25 to \$2.50; boxes, 160's, 200's and 300's, \$4 to \$4.50; California seedlings, \$3.50 to \$4. Bananas, \$1.25 to \$2; coconuts, \$4.50 a sack; cucumbers, Canadian, in barrels, \$1; Montreal, 40c. per doz.; new cabbage, \$1.25 to \$1.50 per crate; \$1.75 to \$2 per bbl.; tomatoes, 90c. to \$1.25 per crate. Green California fruit—Peaches, \$2 per box; apricots, \$2.25 to \$2.50. Domestic cherries, 90c. to \$1.50 per basket; red currants, 75c. to \$1 per basket; red raspberries, 9 to 11c. a quart; gooseberries, 60c. to \$1 a basket; green apples, \$3 to \$5 a barrel; watermelons, 25 to 30c. each.

## COUNTRY PRODUCE

BEANS—What are left in the market of choice hand picked bring as high as \$1.75 to \$1.80 per bushel.

DRIED APPLES—Unaltered, at 5 to  $5\frac{1}{4}$ c. per lb.

EDINBURGH

SYMINGTON'S

ESSENCE OF COFFEE

IS UNEQUALLED.

ORDER NOW

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

**NO STICKS  
STONES  
DIRT**

## Grocers

Why waste time and energy, or have your customers do likewise, cleaning currants, when you can offer them fruit perfectly free from dirt, stems and stones at prices that are bound to meet with their approval? We have the following grades of

## Cleaned Currants

In Cases and Half Cases

"KALAMOS" "MOREA" "FANCY PATRAS"  
"VONITSA" "FANCY PANARITI"

Prices and samples would interest you.

**Coffee** Our out-put of **Crushed Java** and **Mocha (XTR) Coffee** has exceeded even our most sanguine expectations. Repeat orders are coming in. If you have not tried it, drop us a card for sample. It is without a doubt the best value ever offered. Put up in tins, 25 and 50 lbs., 22 cts. per lb.

**TEA. 3 World-Beaters**  
JAPAN, INDIAN, CEYLON

25 cent Retailers.

---

**THE EBY, BLAIN COMPANY LTD.**

Wholesale Grocers

**TORONTO - - ONTARIO**

## MARKETS—Continued

EVAPORATED APPLES—Advanced to 7 to 7½c. per lb. in 50-lb. boxes.

ONIONS—Domestic are pretty well out of the market, and Spanish, Valencias and Egyptians are quoted at varying prices.

POTATOES—Not many old are left, and these bring 40c. on the track and 55 to 60c. out of store. New are easier at \$2.90 to \$3.15 per bbl.

EGGS—There is a free supply at 10½ to 11c. a dozen.

HONEY—Is quoted at 7 and 8c. in bulk, strained, and \$1.50 to \$1.80 a dozen in the comb.

## FISH.

A fairly good trade is being driven, but the market is rather featureless. Restigouche salmon is somewhat dearer, others unchanged. We quote: Skinned and boned codfish, 6½c.; boneless fish, 3½ to 4c.; had-dock, 5 to 6c.; Labrador herring, \$3.25 to \$3.50 per half barrel and \$5.50 to \$5.75 per barrel; Newfoundland herring, \$2.50 per half barrel, and \$4.50 to \$4.75 per barrel; fresh water salt herring, \$3 per bbl.; blue-back herring, 4c.; pike, 4½ to 5c. per lb.; flitched cod, 5c.; finnan haddies, 8c.; Digby herring, in bundles of 5 boxes, 11c.; ditto, lengthwise, 10c.; large halibut, 10 to 13c.; Georgian Bay trout, 6 to 6½c.; white fish, 7c.; Lake Erie white fish, extra fine, 10 to 12c. per lb.; Restigouche salmon, 18 to 22c.; blue fish, 9c.; Spanish mackerel, 20c.

## PROVISIONS AND DRESSED HOGS.

The market is firmer owing to advances in the Old Country markets due to a short supply of hogs. Dressed hogs bring \$6 to \$6.25 per 100 lbs. Products are quoted thus:

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

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

LARD—Pure Canadian, tierces, 9c.; tubs, 9¼c.; pails, 9½c.

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

## FLOUR AND FEED.

WHEAT—White is quoted at 85c.; red at 85c., and goose at 75c.

OATS—Weak at 40 to 42c.

BARLEY—Quoted at 46 to 48c.

FLOUR—We quote: Straight roller, \$4.50 to \$4.55; Manitoba, \$4.60 to \$4.65; patents, \$4.85 to \$4.90.

BREAKFAST FOODS—Prices are unchanged. We quote: Standard oatmeal, \$4.35; rolled oats, \$4.35; rolled wheat, \$2.75 in 100 lb. barrels; cornmeal, \$3.50; split peas, \$3.50; pot barley, \$3.75 to \$4 per bbl.

## SALT.

Is moving freely, especially in car lots. Prices unchanged. We quote: Barrels, 85c.; coarse sacks, 58c.; fine sacks, 60c.; dairy, \$1.25; rock, \$9.

## HIDES, SKINS, WOOL AND TALLOW

HIDES—8c. for No. 1 and 7c. for No. 2 are being paid on the few brought in.

SHEEPSKINS—Few are offering, the season being nearly over. Lambskins and shearlings have advanced. Sheepskins bring \$1 to \$1.25, lambskins 30c., and shearlings 20c.

CALFSKINS—The season for these is over practically.

WOOL—The aggregate of wool purchased during the past week has been large, and most of it is now marketed. Prices have advanced somewhat, and for good parcels of washed combing 22c. is being paid.

## PETROLEUM.

Lubricating shows considerable activity, and it is expected that illuminating oils will waken up as the days grow shorter. Prices are unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16 to 17c.; carbon safety, 18 to 19c.; Canadian water white, 18 to 19c.; American water white, 20½c.; photogene, 21½ to 22c.

## TORONTO NOTES.

Davidson & Hay are offering Brown & Polson's English corn flour.

Buyers of prunes will find a full line of all kinds with H. P. Eckardt & Co.

Clemes Bros. are daily receiving consignments of bananas and watermelons.

H. P. Eckardt & Co. are offering F.O.S. Valencias, of fine quality, at 80c. a box.

Huntley & Palmers' July price list for Canada and the United States is to hand.

Perkins, Ince & Co. announce the arrival of a shipment of new imported Japan rice.

Dawson & Co. are in receipt of several carloads of Tennessee apples, plums and tomatoes.

J. F. Ramsay & Co. are offering special values in Ceylon, Indian and Japan teas this week.

Warren Bros. & Boomer have a shipment of new crop Rio coffee due to arrive in ten days.

A shipment of extra choice first Young Hyson tea was received this week by Davidson & Hay.

A direct shipment of double-screened canary seed is to hand this week with John Sloan & Co.

Rutherford, Marshall & Co. report that they have a large stock of cheese offering at less than factory prices.

Davidson & Hay report the receipt of many favorable reports from their customers regarding "Kurma" tea.

Japan teas, of good style and liquoring quality, at 13c., are scarce. H. P. Eckardt & Co. have a few small lines.

John Sloan & Co. have a line of California raisins arriving this week, which they are selling at reasonable prices.

McWilliam & Everist on Monday sold by auction two cars of tomatoes, two cars of watermelons, two cars of bananas and one car of apples.

Rutherford, Marshall & Co. say they find an increasing demand for their "Maple

Leaf" creamery rolls of butter. They are making regular shipments to outside points at fair prices, this helping to keep the market in good shape for their consignors.

The Eby, Blain Co. (Ltd.) are in receipt of a shipment of Day & Martin's paste blacking, monster 16-oz. tins; retails at 10c.

D. Gunn, Flavelle & Co. announce that they are giving special prices in breakfast bacons and smoked backs for the next two weeks.

Noble's "Scripture" brand of new season's canned lobster is to hand this week with the Eby, Blain Co. and Smith & Keighley.

H. P. Eckardt & Co. have a small stock of Malaga raisins, Dehesa bunches, extra dessert clusters and connoisseur clusters, which they are closing out at a reduction.

The Eby, Blain Co. (Ltd.) have in stock another shipment of "Holdfast" sticky fly paper, which is a good seller, and pays a large profit.

Antoine Solari writes regarding Sultana raisins: "Crop is calculated at about 35,000 tons, although there are still risks of bad weather until complete maturity."

The Eby, Blain Co. (Ltd.) are offering a full line of the Cunningham & Defourier Co.'s potted meats at specially low prices during the camping and picnic season.

D. Gunn, Flavelle & Co., having purchased a large line of fine dairy butter before the recent advances, claim to be prepared to give special value for large orders.

## HAMILTON NOTES.

One of W. H. Gillard & Co.'s customers has written to that firm that Knox's Sparkling Calves' Foot Gelatine has superseded all others with consumers in his district.

W. H. Gillard & Co. are now in receipt of some very fine values in May picked Japan teas, which, it is said, the retailer can sell at 25 cents per pound and give unbounded satisfaction, at the same time netting a good margin for himself.

John Mouat, W. H. Gillard & Co.'s Northwest representative, reports that his sales of Imperial Congou so far this year have been nearly double those for the same period last season, thus showing that there must be something in a name, when that name is Imperial Congou.

## QUEBEC MARKETS.

MONTREAL, July 11, 1895.  
GROCERIES.

THE grocery market continues quiet on the whole, but there are signs that some of the staple lines will exhibit more life shortly. Sugar, which ruled unusually quiet lately, is giving indications of a better feeling and the same can be said of tea. Molasses continues firm while syrups

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Provision and Commission Merchant

Butter Lard Cheese  
Eggs Apples Etc.  
Raspberry Jam in 1, 5 and 30 lb. Pkgs.

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**WHITE & CO.,**  
70 Colborne Street  
TORONTO

Have in stock and receiving daily all the freshest and best lines of the following fruits:—Lemons, Oranges, Bananas, Pineapples, etc., etc.

Write us for quotations, which will at all times receive our prompt attention. Do not forget us when you have any butter or eggs to dispose of. Egg cases supplied on shortest notice.

The great 5c. cake  
**Silver Star Soap**

Dealers study their own interest by keeping this in stock.

Manufactured by

GUELPH SOAP CO., Guelph, Ont.

Ask Your Wholesaler



For **CLUB** Brand  
Canadian Leaf Chewing Tobacco, made in all size plugs. Cheapest and best. Try a sample lot.

**Joliette Tobacco Co.**  
JOLIETTE, P.Q.

**ST. CATHARINES  
TOKAY**

This is the name of a nice light Tokay we are just introducing. It is taking well, and you ought to try a sample lot.

THE

Ontario Grape Growing and Wine Mfg. Co.

ST. CATHARINES, ONT.

are quiet. Dried fruits have been in better enquiry during the week both for California and Valencia raisins. In canned goods the general feeling is steady to strong on both fruit, vegetables and fish. In canned salmon, packers are not urgent sellers and prices have a distinct upward inclination.

SUGAR.

A rather better feeling is noticeable in the sugar market this week. There has been no sensible increase in the movement, but there are indications that the volume of business will soon increase. The feeling is steady on the whole and prices are unchanged. From the refineries very little granulated is moving, but an improved enquiry is noted for yellows. We quote granulated, 4¼ to 4¾c., and yellows 3¼ to 4c. as to quality.

SYRUPS.

The syrup market is very quiet, as it usually is at this season, and there is little business to report. Values are unchanged at 1¼ to 2¼c. per lb as to quality.

MOLASSES.

The molasses market has ruled rather quieter since our last report, but the firm feeling is fully maintained. Porto Rico in round lots has changed hands at 33½c., but in a jobbing way it is held at 36c. Barbadoes is held firm at 37c. for jobbing lots, and sales of round lots were noted at 35c.

RICE.

There is a fair enquiry for rice and the feeling is very steady. We quote jobbing prices: Japan, \$4.30 to \$4.50; crystal Japan, \$4.80 to \$5; standard B, \$3.45; English style, \$3.30; Patna, \$4.37½ to \$5; and Carolina, \$7 to \$7.50.

SPICES.

There is no new feature in the spice market, trade ruling quiet. Prices are steady and unchanged. We quote jobbing prices as follows: Penang black pepper, 9 to 10c.; white pepper, 13 to 15c.; cloves 10 to 20c.; cassia 10 to 20c.; nutmegs, 65 to 90c.; Jamaica ginger, 20 to 25c., as to grade.

COFFEES.

The coffee market is dull, while the tone is rather weaker than it was, sales of round lots having been made at a shading. We quote prices rather lower, therefore, on unroasted as follows: Maracaibo, 20 to 22c.; Rio, 19 to 20c.; Java, 24 to 28c.; Jamaica, 19 to 21c.; and Mocha, 27 to 31c.

DRIED FRUITS.

The chief business in raisins this week has consisted of a fairly active jobbing trade in California fruit, on which prices are firmly held at 6½c. for 4-crown and 5½c. for 3-crown.

There has been more doing in Valencia fruit also, but there is a wide range of quality. Prices rule easy at 3 to 5c., as to quality, on off-stalk, while layers have sold at 5 to 5½c.

There have been enquiries for Sultanias during the week, but the market is bare of stock and a price cannot be quoted.

The currant market rules steady and prices are unchanged. Jobbing lots move at 3½c. in half bbls., and 4½c. in cases.

Prunes are in poor demand and prices are easy at 4 to 4½c.

The same can be said of dates, which have sold in a jobbing way at 3 to 4c., there being little or no demand for them.

We are always open to buy or sell, in car lots or less, Grain, Apples, or Produce.

**Potatoes AND Oats**

OUR SPECIALTY

**WM. HANNAH & CO., TORONTO**

**Graham, McLean & Co.**  
Produce Commission Merchants

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Toronto Agents for the

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

Seven styles, seven sizes. Write for sample order.

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COCOAS  
COFFEES  
CHOCOLATES  
AND ICINGS**

are absolutely pure.

All orders promptly attended to.

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Wholesale Produce and  
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Correspondence Invited.  
Consignments Solicited.

**EGG CASES SUPPLIED**

Liberal advances made  
on consignments.

Bankers: Canadian Bank of Commerce.

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

FIRST ARRIVAL OF

**Water Melons**

Also

**California Fruits**

Peaches, Cherries, Apricots.

Lemons at right prices.

**CLEMES BROS. - TORONTO**

## QUEBEC MARKETS—Continued

## NUTS.

There is a fair, seasonable business doing in nuts at steady prices. We quote: Brazils, 8 to 9c.; shelled almonds, 18 to 25c.; Tarragona, 11 to 13c.; Grenoble walnuts, 12 to 13c.; shelled ditto, 24 to 25c.; filberts, 6½ to 7½c.; and pecans, 8 to 10c.

## CANNED GOODS.

The canned goods market generally rules steady in tone. Stocks, as a rule, are not heavy, and jobbers are fairly free buyers, but otherwise the market is quiet. The feeling in strawberries is firmer and higher prices are looked for. Tomatoes rule steady in tone, and the tendency on salmon is upward, though there is considerable variation in the prices asked by packers' agents here, which range all the way from \$4.20 to \$4.75, f.o.b. on the Coast. It is safe to state, however, that no leading brands can now be had under \$4.50. We quote: Lobsters, \$5.75 to \$6.50 per case; sardines, \$8.50 to \$10.50; salmon, \$4.80 to \$5.20; tomatoes, 80 to 90c. per doz.; peaches, \$2 to \$3.00 per doz.; corn, 85c. to \$1 per doz.; peas, 85 to 95c. per doz.; strawberries, \$2 to \$2.25; raspberries, \$1.75 to \$2; green gages, \$2 to \$2.25; blue plums or damsons, \$1.50 to \$1.75; pineapples, \$2 to \$2.25, and 3-lb. apples, \$1 to \$1.10.

## GREEN FRUIT.

APPLES—These are scarce and stocks are very firmly held at \$2 to \$5 per bbl., as to quality.

ORANGES—There is a brisk demand for oranges and prices are steady at \$3 to \$4 per box, and \$1.25 to \$2.50 per half-box.

LEMONS—There is a good demand for these this week, but prices are rather lower under freer receipts. We quote: \$3.50 to \$4.50 per box.

BANANAS—There is a good steady demand for these at prices ranging from 75c. to \$1.50 per bunch.

PINEAPPLES—There are none here and prices are purely nominal.

PEACHES—California peaches sell from \$1.40 to \$1.80 per box, with supply fair.

PLUMS—There is a good enquiry for California plums at \$3 to \$4 per box.

FIGS—California figs fetch from 50 to 85c. per box.

PEARS AND APRICOTS—The former sell at \$5, and the latter at \$2 to \$2.10.

## COUNTRY PRODUCE.

EGGS—There has been no change in the egg market, which we quote steady at 10 to 10½c.

MAPLE PRODUCTS—Are quiet at 50 to 60c. per tin for syrup, and 6½ to 7½c. per lb. for sugar.

HOPS—The crop promises well, according to all reports. On spot prices are unchanged at 5 to 8½c.

HONEY—There is no change in honey, demand being very slow. We quote: Extracted 7 to 9c., and comb 10 to 12c. per lb.

BEANS—The market rules firm at \$1.70 to \$1.80 for good mediums, and lower grades \$1.40 to \$1.50.

TALLOW—There is no change in tallow, which we quote at 5 to 6c. per lb.

POTATOES—Old potatoes are a slow sale now on the track at 40c. in car lots. New stock are jobbing out to the local trade at 50c. per bushel basket.

TOMATOES—There have been fair receipts of these, and prices range from 40 to 75c., as to quality.

## HAY.

The firm feeling in baled hay noted last week is fully maintained—in fact, an advance has been asked in some cases, but at this writing we quote prices the same as last noted. English enquiry continues active, and acts as the mainstay of the market. Reports regarding the crop from the Eastern Townships and eastern Ontario, and on both sides of the St. Lawrence in Quebec, all promise a good crop. We quote: No. 1 \$9.50 to \$10, and No. 2 \$8 to \$8.50.

## FLOUR, MEAL AND FEED.

The flour market has ruled extremely quiet during the past week, and prices rule much as they were last quoted. We quote: Winter wheat, \$4.75 to \$4.90; spring wheat, patents, \$4.90; straight roller, \$4.50 to \$4.65; straight roller, bags, \$2.25 to \$2.30; extra, \$4.20 to \$4.30; extra, bags, \$2.15 to \$2.20; Manitoba strong bakers' \$4.75.

There is no change in oatmeal, business being quiet at about steady prices. We quote: Standard, bbls., \$4.05 to \$4.15; granulated, bbls., \$4.10 to \$4.20; rolled oats, bbls., \$4.10 to \$4.20.

The demand for feed continues good, and the market rules active, with a large business doing. We quote: Bran, \$15; shorts, \$17; mouillie, \$22 to \$23.

## PROVISIONS.

This market shows no important change. The demand is limited, and business quiet at about steady prices. We quote: Canadian short cut, clear, \$17; Canadian short cut, mess, \$18; hams, city cured, per lb., 10 to 11c.; lard, Canadian, in pails, 10 to 11c.; bacon, per lb., 10 to 10½c.; lard, common, refined, per lb., 7½ to 8c.

## BUTTER.

The butter market does not exhibit much change, but the tone is rather better than it was. That is to say, there have been enquiries over the cable recently for June creamery, 50 and 100 tub lots, that permit the shipper to pay 16¼ and 16½c. The provision of facilities for cold storage in transit is accountable for these orders, as the cables invariably specified that the shipments should be made on this basis. If the two steamers now on the way therefore only land their butter all right, as they should do, some immediate practical benefit to a dull butter market may be attributed to the Government's new departure. On spot to-day there were sales of creamery at 16½c., and the market may be quoted on that basis with Townships dairy 15c.

## CHEESE.

Cheese continues to decline, and transactions on spot on Monday attested that the market is fully ½c. lower than the average ruling price last week. The offerings at the wharf on Monday aggregated 4,000 boxes. Of these about 1,000 had been sold to arrive, and of the balance the holders of about 1,000 would not accept the prices offered. The quantity sold probably aggregated 2,000 boxes, and the range on these was 7¼ to 7¾c. The outside was only made in a few instances, and it is likely that when the deals were finally closed 7½c. was the price. Cable advices do not indicate any improvement, talking 38s. for July shipment. To do business on this basis a buyer could not afford to pay much more than 7¼ to 7¾c. These offers, when compared with those made over the cable a fortnight or ten days ago, intimate that buyers in England are lowering their ideas of value, for they were

bidding 39s. 6d. to 40s. 9d. at that time for June cheese July shipment. We quote the market as follows: Ontario makes, finest, 8 to 8¾c.; Townships' makes, 7¼ to 7¾c.; other Quebec makes, 7½ to 7¾c.

## ASHES.

There is a fair export demand for ashes, while receipts are rather freer than they were. Prices are rather firmer than last noted, first pots being held at \$4.10 to \$4.15, and second, \$3.80 to \$3.85, while pearls are quoted at \$5.50 per 100 lbs.

## MONTREAL NOTES.

Laporte, Martin & Co. have laid in a stock of the popular beverage, Hires' root beer.

Trade cables from Bosnia state that there is certain to be a short crop of prunes this season.

There are no Sultana raisins to be had on spot at all, and no quotations can be given on them.

The Sicilian Lemonade Tablet Co. are sending forward shipments this week to the townships and lower provinces.

Frank Magor & Co., Montreal, report a good enquiry for Southwell's jams and marmalades for seaside and country.

Kennedy, Greig & Co. are sending forward this week to the Eastern Townships a large quantity of Carr's English biscuits.

Repeat orders for their new dessert preparation, "Jelloine," have been of daily occurrence with Kennedy, Greig & Co.

Caverhill, Hughes & Co. expect their first heavy shipment of new Japan tea in the course of a fortnight or three weeks.

F. Hughes, of Caverhill, Hughes & Co., has just returned from a visit to his family at the seaside. He is brown and healthy.

A shipment of French peas, mushrooms, etc., and other French grocery specialties, is being put through this week for Jardine & Co.

M. Quintal & Son are receiving this week a stock of Hires' root beer. Jardine & Co., of St. John, also have just received their stock of this specialty.

A consignment of fine French salad oils was passed through the Customs house the other day by Kennedy, Greig & Co. They are of well known brands.

Arthur P. Tippet & Co. expect several consignments of the various grocers' sundries and other specialties to arrive next week for customers of theirs.

A consignment of 100 cases of Rowntree & Goven's confectionery; also a large lot of Carr's English biscuits were received this week by Kennedy, Greig & Co.

Advices from Denia of the 25th to Gillespie & Co. state that the grape crop looks well, but may turn out less than last year. The quality, however, promises to be excellent.

Laporte, Martin & Co. note that they still have on hand 20,000 boxes of Valencia off

**TRADE  
BEARDSLEY'S SHREDDED CODFISH  
MARK**

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

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

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

GEORGE McWILLIAM. FRANK EVERIST  
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**McWILLIAM & EVERIST**  
GENERAL... **FRUIT**  
Commission Merchants  
25 and 27 Church street,  
TORONTO, ONT.  
Consignments of FRUIT and PRODUCE SOLI-  
CITED. Ample Storage.  
All orders will receive our best attention.

**SHOULDERS**  
**MILD  
SWEET**  
**CURED  
JUST  
THE SAME AS** **HAMS**  
**BEST VALUE IN THE MARKET**  
Special Prices in Barrel Lots.  
**F. W. FEARMAN**  
HAMILTON

**THE BEST IN THE MARKET.**  
Ask your wholesale grocer for it.



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

stalk and layer raisins of the best brands in the market. They are prepared to consider bids on these at very low prices.

Kennedy, Greig & Co. have been very busy pushing forward shipments of their Crown Brand extracts and mustard. Among recent shipments have been lots to J. Bedard & Sons, A. J. Turcotte and Drovin Bros., Quebec; A. M. Boutelier, Halifax, and W. F. Hatheway, St. John, N. B.

Arthur P. Tippet & Co. report that the first shipment of dried apricots has been made from the Coast on a basis of about 11½ to 12c. in car lots. All reports agree that the pack will be a light one.

Frank Magor & Co., Montreal, have just landed a large shipment of Robinson's patent barley and Robinson's patent groats. These goods are just the thing for this hot weather, when every family going to the country wants a supply from the retail grocer.

**NEW BRUNSWICK MARKETS.**  
OFFICE OF THE CANADIAN GROCER  
ST. JOHN, N.B., July 11, 1895.

**D**URING the past week there has not been a great deal of business doing except in a few lines. This is, however, expected at this season. The new steamer, the Prince Rupert, which was to do so much, met with a mishap after making her first trip to Digby and back, which will lay her up for a month or two. And they who on very short notice told the regular line running they would have nothing to do with them found themselves the next day asking them to look after their business. It is most unfortunate for the new steamer, as she will lose the best season of the year for passengers. In markets, prices are easy except a few lines. Feed is very scarce. Smoked hams are higher. Strawberries are also firmer, as western markets are offering a good figure. Sugar is quiet. Flour is easier. Molasses continues firm. Dry fish are lower and are arriving in rather larger quantities than demand calls for.

**OIL**—Demand is only fair. In lubricating there is but small movement. Prices are firm. Seal oil is higher, prices now being: Pale, 34 to 38c.; refined, 38 to 42c. We quote: American, best burning oil, 22¼c.; Canadian, best, 21¼c.; second, 17¼c., no charge for barrels.

**SALT**—During the past week there has been fair demand, and stocks now held here are light. The cargo spoken of last week is over half sold, a large part of it being shipped out of the city. It sold in round lots from the ship's side for cash at 46 to 47c. Cheese salt in barrels in bulk is having a good demand. It is prepared particularly for this trade. We quote: Coarse, 50 to

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

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

**WM. RYAN,**  
Toronto,  
Pork Packer and Commission Merchant Write for prices. A trial order will convince

**S. K. MOYER,**  
Commission Merchant and  
Wholesale Dealer in  
**FRUITS, VEGETABLES, AND FISH**  
SPECIALTIES:—Oranges, Lemons, Dates,  
Bananas, Pineapples, Peanuts, Coconuts,  
Trout, White Fish, Baltimore Cabbage, Cucum-  
bers, New Potatoes, and Strawberries.  
**76 COLBORNE ST.,**  
TORONTO, ONT.  
Telephone 1064

**SPECIAL PRICES**  
**Breakfast Bacon**  
**BACKS ROLLS**  
**D. GUNN, FLAVELLE & CO.**  
Pork Packers and Commission Merchants TORONTO

**ALWAYS THE BEST.**  
**CIDER AND WHITE WINE VINEGARS**  
Of the purest and best description, manufac-  
tured from the celebrated Norfolk County  
apples—the finest flavored fruit in Canada.  
Prices very low. Send for quotations to  
**THE DOVER VINEGAR WORKS**  
PORT DOVER, ONT.

55c.; fine factory filled, \$1 to \$1.10; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.80 to \$3 per bbl.; 20-lb. boxes, 20c.; 10-lb. boxes, 12c.; cartoons, \$2 per doz.; cheese salt, bbls., bulk, \$2 70.

**CANNED GOODS**—A few old vegetables continue to arrive, but wholesalers are light buyers, holding off for new goods. Brokers have now prices of the new goods. Stocks held here are all light, particularly tomatoes. Salmon continue firm. Very few cannery are quoting, some having withdrawn their prices. Very few have so far been bought. Holders report corned beef very quiet with stocks large. New Finnan haddies continue to arrive, and find good demand. One brand has almost withdrawn from this market, finding better prices west. We quote: Corn, 90c. to \$1; peas, 95c.; tomatoes, \$1 to \$1.05; new gallon apples, \$2.25; corned beet, 2 lb. tins, \$2.75 to \$3; 1-lb. tins, \$1.70 to \$1.75; oysters, 2's, \$2 to \$2.25; 1's, \$1.60 to \$1.65; peaches, 3's, \$3 to \$3.15; 2's, \$2 to \$2.10; salmon, \$1.40 to \$1.50; lobsters, \$1.75 to \$2; haddies, \$1.40; clams, \$5.50 for 4 doz.; chowder, \$3 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1.

**DRIED FRUIT**—Demand in these lines continues very dull. In London layer raisins New York quotations are up 10c., and in loose muscatels this market is also up ¼c. In dried apples stocks are light, but at this season there is no demand. Prices are much lower than was expected, but the few now here are held firm, and holders are looking for better prices. Evaporated are also low. Peanuts continue firm, having advanced 1¼c. from lowest quotations. Onions in Bermuda are rather firmer, while Egyptian are somewhat easier. Prices show little change. We quote: Currants, 1 lb. cartoons, 7½c.; bulk, 6½c.; dried apples, 5½ to 6c.; evaporated apples, 7½ to 8c.; sultana raisins, 6 to 7c.; Valencia, 4 to 4¼c.; layers, 5 to 5¼c.; London layers, \$2.25; loose muscatels, 5½ to 6c.; currants, bbls., 3¼ to 3½c.; half-cases, 3¼ to 4c.; dates, 4 to 4½c.; prunes, 4½ to 5½c.; figs, 11 to 18c.; Bermuda onions, \$1.50 per crate; Egyptian, 2 to 2¼c.; California evaporated peaches, 12 to 13c.; do. apricots, 12 to 14c.; do. pears, 12 to 13c.

**DAIRY PRODUCE**—In cheese the factories do not like to sell at prices offering. Some are much disappointed and say at present prices they must lose money. Very few N.B. cheese have yet been here but some shipments are expected in a few days. Demand continues light. Butter finds only fair demand. Creamery prints are slow at price. In eggs there is fair demand at quotations where stock is good. Unfortunately for some shippers, their goods are not all satisfactory when it is not a matter of price but to sell. We quote: Dairy, 14 to 15c.; new creamery prints, 18 to 19c.; cheese, new, 9c.; eggs, 10 to 10½c.; creamery, tubs, 17 to 18c.

**GREEN FRUIT**—There is a large quantity moving. Strawberries are not arriving so plentiful owing to demand west causing better returns from there. Cherries are beginning to arrive in fair quantities, but move slowly. Rhubarb is about out of the market. Large quantities of bananas are moving, one dealer handling upward of 400 bunches per week. Oranges are quoted higher, while lemons continue very firm. Some few green apples are in the market, but they look very small and mean. Pines are about out of the market. We quote: Apples, \$2 per crate; cucumbers, 4c. each; cherries, Digby, 30 to 35c.; rhubarb, ¼c.; strawberries, 8 to 10c.; Messinas, \$4

to \$4.35; Valencias, \$6; lemons, \$5 to \$5.50; bananas, \$1.75 to \$2.50.

**MOLASSES**—The cargo of Porto Rico spoken of last week is to hand. Quality is very satisfactory, and it is meeting a ready sale at firm prices. It is a large cargo, having between 700 to 800 packages. This makes the second cargo of Porto Rico for this same house. They are much pleased with their trade, the good profit being not the least satisfactory part of the transaction. Stocks in the city are not large, and are held firm. Syrup is in very light demand. We quote: Barbadoes, 34 to 35c.; Porto Rico, 35 to 37c.; St. Croix, 33 to 34c.; bbl., 34 to 35c.

**SUGAR**—Sale is dull, stocks moving off but slowly, there not being the demand that was expected, and prices are being shaded very close to refiners' figures. In fact, sugars are being sold fully as low as they can be landed. They are getting a rather better trade for yellows than for granulated. We quote: Granulated, 4¼ to 4¾c.; yellow, 3¾ to 3¾c.; Paris lump, 5 to 5½c.; powdered, 5 to 5½c.

**FISH**—In dry the markets are off. There are fairly large quantities arriving, and though quality is good there is very light demand. At this season fishermen like to market part of their catch to pay for supplies, principally the smaller fish and pollock. They find but little encouragement as regards price at present. Pickled and smoked continue very dull. Fresh salmon are marked lower, the catch during the past week being fair. There is good demand. Shad are about out of the market. The few now being caught are but fair quality. Gaspereaux are out of the market. Dry pollock, like cod, are lower. We quote: halibut, 8c.; lobsters, \$6 per 100; large cod, \$3.50 to \$3.60; medium, \$3.25 to \$3.30; small, \$2.75; pollock, \$1.40 to \$1.50; bay herring, \$1.40 to \$1.50 per half-bbl.; Shelburne, No. 1, \$4 per bbl.; half-bbl., \$2.40 to \$2.50; shad, 9 to 10c.; smoked herring, 5½ to 6c.; Digby chickens, 10c.; salmon, 13 to 14c.

**PROVISIONS**—There is a light demand with no changes, except that hams are held firmer. The bulk of our retail trade through the city are supplied by local packers, who get rather better prices than can be obtained by outside parties. We quote: Clear pork, \$18 to \$18.50; mess, \$16.50 to \$17; beef, \$14.50 to \$15; pure lard, 10 to 10½c.; hams, 12 to 13c.; compound lard, 8 to 9c.; rolls, 9 to 9½c.; cottolene, 9¼ to 9¾c.

**FLOUR, FEED AND MEAL**—In flour, prices are again marked lower. There are many more sellers than a few weeks ago, though now the trouble is to find buyers. Stocks are, however, working off, as the wholesalers have not been buyers for some time. It is doubtful if there is to be a much greater falling off, as the tone of Ontario wheat is very firm. Cornmeal and oatmeal are both easier, showing fair demand. Oats are rather lower, and there is very little difference between price of Ontario and Prince Edward Island. In feed, stocks are very light, and it is said that first-class middlings cannot be bought. In hay, the market continues firm, and there is a fair movement. The prospect of a fair average crop is much better than a few weeks ago. We quote: Manitoba, \$5.25 to \$5.35; best Ontario, \$5.15 to \$5.20; medium, \$5 to \$5.10; oatmeal, \$4.50 to \$4.60; cornmeal, \$2.90; middlings, \$24 to \$25 on track; bran, \$22 to \$22.50; hand-picked beans, \$1.90; prime,

\$1.75 to \$1.80; oats, Ontario, 46 to 47c.; hay, \$9 to \$9.50; pot barley, \$4.15 to \$4.35; round peas, \$3.75 to \$3.90; split, \$3.75 to \$3.90; P.E.I. oats, 45 to 46c. on track, by the car.

#### ST. JOHN NOTES.

New potatoes are now in this market at \$1.50 per bushel; peas \$1.40.

B. B. Hardwick, selling Pearline, passed through the city during the past week.

Messrs. Northrup & Co. have received a stock of choice grocery molasses in 40 gallon barrels.

A new pail is noticed in this market. It is unpainted Virginia cedar, and sells at \$2.75 per doz.

J. Hunter White has been appointed agent for the Lakeport Preserving Company. This firm are well known as packers of high-grade goods.

Rhubarb weighing from 1 to 1¼ lb. per stalk is not so bad, some of them being all but six inches in circumference. Can Ontario do better than this?

The Farmers' and Dairymen's Association of New Brunswick met in Andover on the 29th ult. Col. Blair, superintendent of the experimental farm, Nappan, N.S., was present.

Joseph Ward, of Messrs. Joseph Ward & Co., Montreal, was in the city during the past week. They do a large business here. During the past season they did a very large business in seed.

We are pleased to note that a number of retail grocers intend closing their stores at 7 o'clock during the summer on Monday, Tuesday, Wednesday and Thursday nights. This is as it should be; from 6 a.m. to 11 p.m. are rather long hours.

Mackerel fishing on the Miramichi river is reported good. There are now three steamers on the river, one owned by A. & R. Loggie, one by Geo. W. Robertson, and one by R. & R. O'Leary. Three dollars per hundred is about the present price.

Again we would like to call the attention of those in authority to the large number of burglaries which take place in the smaller towns, two being reported in one day during the past week—one in Campbellton, the store of Wm. Glover, and one in Truro, P. McG. Archibald's store.

Customs revenue for June shows a decrease of \$5,117, as compared with June of last year. The total revenue for the year ending June 30 is \$53,931 below that of the previous year. In the savings banks the annual statement shows an increase of deposits during 1895 as compared with 1894, and a decrease in withdrawals.

The West India steamer arriving this week has on board some 1,000 packages molasses for this port, about 250 Trinidad, and 800 Barbadoes. She has also some 500 bags of cocoanuts, about half of which go to Toronto. There are some 10 casks sugar from Barbadoes and 60 barrels limes from Dominica for Boston.

**STRONG ON CANNED SALMON.**

A private letter in regard to British Columbia salmon received by a well-known selling agent in Montreal is as follows :

The activity in the export demand and increased sales causes packers to be more indifferent about selling, and there is a much firmer tone to the market in all quarters. Balfour, Guthrie & Co., of San Francisco and Liverpool, recently bought 350,000 cases Alaska fish for Great Britain. The ship Rathdown has just finished loading salmon at Astoria for Liverpool, and will be followed this month by the Sierra Parima from and to same ports. It is several years since so much Columbia River salmon have been taken for export, and British Columbia packers continue to advise an active enquiry at improved prices for England. It is anticipated, therefore, that there will be a diminished quantity in proportion this year than last for consumption on this continent and that prices are certain to go higher even than they are now. Clover Leaf flats are quoted at \$5.20 Coast, which ought to show buyers a profit under the limited selling prices.

**TEA TESTING CONTEST.**

Quite a novel departure in the way of entertaining instruction for grocers at picnics and like gatherings was introduced last week in Minneapolis, at the grocers' picnic. It consisted in a tea testing contest, whereby over 50 grocers tried their ability to guess the price of different kinds of tea under the instruction of an expert from some wholesale tea house. The idea is not a bad one for our Grocers' Associations to consider. One of our leading wholesale dealers will, no doubt, furnish the tea to be tested free of charge, with an expert to conduct the testing contest.

The tea testing contest, given at the grocers' picnic of Minneapolis, brought out some strange evidence of ignorance in the value of teas in the men to whom a good knowledge of teas would mean a good many dollars in the course of a year. The three samples of tea to be tested were valued at 25 cents, 26 cents, and 19 cents respectively. There were something less than fifty grocers taking part in the contest. The fact that one contestant marked the 19-cent tea up to 55 cents, and that there was a range of marking covering the whole range of price of teas, shows, in a degree, how many grocers simply make a stagger at guessing at the real value of the tea they buy. Now, not one of these grocers would think of taking some other man's word on the grade of butter they buy. Yet where a cent a pound is saved on butter by knowing how to test the grade, 10c. a pound can be saved on tea, and this means \$8 on a chest. The grocer who does not learn to test his own purchases of tea, yet insists on testing his own butter, simply wastes at the bung what he saves at the spigot.

A tea testing contest will not only be interesting but instructive. The most appropriate prize to be given to the winner who guesses the price of the tea, would seem to be a chest of the tea he has tested, and there is no doubt that some wholesaler would gladly make the association a present of the tea for the advertising he would get.

**LATE BUSINESS CHANGES.**

The general store of J. T. Henderson, Perth, Ont., is for sale.—J. A. M. Davignon, general store, Farnham, Que., has compromised at 60c. on the dollar.—J. O. Girard, general store, Fraserville, Que., is offering to compromise at 55c. on the dollar.—Romeo Prevost has been appointed curator of the general store of Pierre Trepanier, Louiseville, Que.—F. W. G. Glasscock, general store and butcher, Marbleton, Que., has sold out the butchering business to E. Barter.—C. Hunter's confectionery establishment at Montreal has been damaged by fire and water, the loss being covered by insurance.—J. Margalins, Son & Co., traders, Montreal, have assigned.—The estate of E. Murphy, grocer, Montreal, has been sold to Hugh Love.—Sephronia Henri, wife of Joseph A. C. Stamour, has been registered proprietress of J. A. C. Stamour & Co., grocers, Montreal.—Bernier & Co., flour and grain, St. Hyacinthe, Que., have dissolved and a new partnership has been registered, composed of Geo. C. Dessaulles, J. F. Morison, J. N. Lemieux, and J. Victor Papineau; style unchanged.—Marie Louise Cadieux, wife of Benjamin Beaupre, has been registered proprietress of W. L. Cadieux & Co., grocers, St. Louis de Mile End, Que.—The stock of King, Leakey & Co., general store, Calgary, N. W. T., has been sold to one Hooper.—Geo. Armstrong, general store, Kingston Station, N. S., has been succeeded by Roach & Power.—J. A. McNeil, groceries and meats, Halifax, N. S., has sold out.—J. C. Hartnett, confectionery, Parrsboro, N. S., is dead.—D. M. Gruchy, fish, Petit de Grat, has registered consent for his wife, Eva M. Gruchy, to do business in her own name, the standing judgments being released.—Thos. Andrews, general store, Shubenacadie, N. S., has sold out.

**E. T. STURDEE**

Mercantile Broker,  
Manufacturers' Agent,

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

Wholesale trade only.

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

C. & E. MACMICHAEL,  
40 DOCK ST., ST. JOHN, N.B.

**The Bell Cigar**

Is the leading 5 cent, and

**Spanish Doubleloon**

The leading 10 cent smoke.

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

**The Big Demand**

for—

**"GOLDEN" Finnan Haddies**

is very encouraging, and proves that

**QUALITY TELLS**

**DON'T MAKE A MISTAKE**

but order Golden Finnan Haddies.

**Northrup & Co.**

Packers' Agents,

ST. JOHN, N. B.

**THE SUMMER SALT TRADE**

Requires a package for Campers, Cottagers, Yachting, Fishing and Hunting Parties that is not easily broken or torn. The new

**"WINDSOR" TABLE SALT**

Package is made especially for this trade. It is Round and proportioned so as to not easily upset, and is made of extra heavy cardboard to secure strength and prevent the salt from getting damp. The wrapper is handsomely lithographed and makes a good shelf display. Packages hold 4 lbs., packed 2 doz. per case. You can order these from any wholesale house in Canada.

**WINDSOR SALT WORKS, Windsor, Ont.**

TORONTO SALT WORKS, Toronto Agents.

## TRADE CHAT.

THE following losses were incurred by the big blaze at New Westminster, B.C., on the 3rd inst.: Brunnette's mill, \$120,000; insurance, \$5,000. Loss on Laidlaw's cannery, \$40,000; insurance unknown. Loss on schooner, \$5,000; no insurance.

The Delhi Canning Co. have their pea thresher running now.

A Winnipeg man is charged with grinding cats up into sausages.

James Thompson, G.T.R. cashier, Windsor, has gone into business for himself.

Crop prospects and the outlook of cod-fishing in Newfoundland are both excellent.

Joe Clark has got settled in his new place of business, Brady's old stand, Tilsonburg, Ont., with a good stock.

Matthew Driver, of Palmyra, is the fruit king of that section. He has 10,000 berry bushes, 1,000 plum and 1,000 peach trees.

Russia produced 297,500,000 poods of petroleum in 1894, a falling off of more than 27,000,000 from 1893. A pood is 36 pounds.

A slick stranger has worked off in Thamesville, Ont., a lot of counterfeit bills on the Commercial National Bank of Providence.

The Guelph Herald has got a type casting machine and a new press. These combined give The Herald an improved appearance, which must cause much satisfaction to its proprietor and pleasure to its readers.

James Ketchumsen, of Cherry Valley, died on the 5th inst., aged 97 years and 3 months. Deceased has been one of the leading men of the township of Athol, especially in temperance work.

A company with a capital stock of \$100,000 proposes to build a dry dock at or near Windsor, Ont., and the city is to have free postal delivery. This important news was given out at Wednesday night's meeting of the City Council.

The Imperial Oil Co. will shortly commence the erection of several new buildings and some additions to present structures on their property across Louisa bridge, Winnipeg. A new barrel warehouse will be built, stands erected to hold three large tanks, which are coming up from the east, and a wing will be added to the cooper house.

The Hudson's Bay Co. have decided to add two stories to the one-story addition which they erected last year to their office building on the corner of York avenue and Fort

street. This will be principally to extend their office room, and when completed will add greatly to the appearance of the already handsome pile of buildings occupied by this historic company.—Free Press, Winnipeg.

Thos. Cole, of the People's Store, Woodstock, Ont., has been successful in adjusting his loss by fire with the companies, and it is said received in all \$4,000. He was insured for \$10,000, divided as follows: Commercial Union, \$2,000; London and Lancashire, \$4,000; Guardian, \$4,000. Mr Cole had assigned the insurance policies to J. C. Strothers, of London, for the benefit of his creditors.

A despatch from Winnipeg says that the coming fall promises to be the greatest season for export cattle shipments that the Northwest has experienced. Mr. A. D. Gordon, an extensive cattle exporter, has arrived there from the western ranch country. While there he arranged to ship 19,000 head of cattle to England this fall. This means over 110 trains. Add to this local shipments from Manitoba, and it will

The wagon there shown was specially built for distributing samples of "Surprise" soap among consumers. It is now engaged in "sampling" Toronto. The wagon is an elaborate affair. As will be seen, the box is a fac-simile of the article it is designed to distribute. The horses are light chestnut in color, and the boys who accompany the vehicle as distributors are dressed in navy blue costumes with gilt buttons, while upon their heads are white caps with the words "Surprise Soap" across the front.

## PERSONAL MENTION.

C. W. Baines, formerly with a London, Ont., house, is now representing the Eby, Blain Co., of Toronto, on the western division of the G. T. R.

Mr. Mewburn, of James Turner & Co., Hamilton, was in Toronto on Wednesday.

W. H. Gillard, of the wholesale grocery firm of W. H. Gillard & Co., Hamilton, Ont., arrived on Monday's train. Although this is Mr. Gillard's first visit here he is no

stranger to Edmonton, having invested largely in Edmonton property in 1882, and indeed he is still one of the largest single holders of property in the place. Asked as to how he came to invest so heavily in a place that he had never seen, and at that time was rather out of the world, Mr. Gillard replied that he had faith in the reports

which he had received from traders and others who had visited the region and locality as to its fertility, climate and natural resources being superior to those of any other part of the Northwest.—Edmonton Bulletin, July 4.

J. F. Ramsay, of J. F. Ramsay & Co. has gone out on the road this week in company with Mr. Fairfield, one of the firm's travelers.

W. H. C. Burnett, general western manager for J. W. Beardsley's Sons, New York, paid Toronto a flying visit on Tuesday.

## DELAWARE TOMATOES.

It is reported that the Delaware pack of tomatoes will be very light. Some packers will not can any, as owing to the low prices prevailing in the spring they would not make contracts with the farmers, and it is now too late to secure supplies, particularly as, because of the early indifference of canners, the acreage was much smaller than usual.—N. Y. Journal of Commerce.



be seen that the cattle movement will be a very important feature of the fall trade. The grazing lands are in fine condition.

## PUSHING "SURPRISE."

"PUSH, push," appears to be the motto of the St. Croix Soap Manufacturing Company, of St. Stephen, N. B. Excellent as is the quality of their leading soap, "Surprise," and widely as it is known, they are not satisfied with allowing it to take care of itself. They are always pushing it. They advertise continuously with a view to keeping their soap ever before the jobber, the retailer and the consumer, with the result that they have an ever-increasing trade, and have been able to maintain prices in spite of the slaughter of soaps that has been going on lately. "In fact, we could not reduce prices and maintain the quality of our soap," remarked a representative one day to THE CANADIAN GROCER. In the accompanying illustration is an evidence of the continuous "push, push," of the St. Croix Company.

# "They are Laughing"



Now because they see Fortune smiling upon them. Our fine show cards are hanging in the store, announcing the fact that they **SELL** our goods. People buy none other, once they try ours.

*Boulters' Goods are Pure Goods.*

The Kent Canning  
& Pickling Co.  
Packers of the high grade

"KENT"  
.. BRAND ..

Peas, Corn and Tomatoes  
And Bottlers of  
FINE MIXED PICKLES.

CHATHAM, ONT.

VINEGAR  
PICKLES  
JAMS AND  
JELLIES



Order from our travelers, or  
direct from

T. A. LYTTLE & CO.  
Toronto.

## For Cold Meats

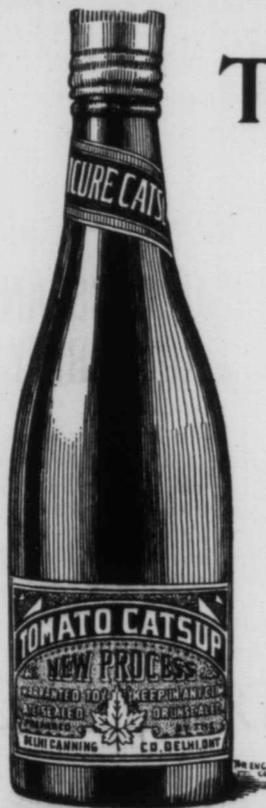
When ordering your condiments  
be sure to include

GARDEN CITY  
BOTTLED  
TOMATO CATSUP

For sale by all wholesale grocers.

Packed by

FLYNN BROS. St. Catharines.



## The Difference

Between the best Catsup and the next best, to the grocer, is the difference between a quick market with a good profit and a slow sale with what he can get for it.

### Epicure Tomato Catsup

Doesn't stay on your shelves—it will be called for.  
Drop a line for sample and price.

*Delhi Canning Co.*

DELHI, ONT.

**CHEESE MAKING.**

**A.** F. MACLAREN, the well-known authority on cheese, has written to The Woodstock Sentinel-Review a letter in which he speaks of some of the drawbacks to the successful manufacture of good cheese.

In the first place, he objects to hogs being kept and fed too close to the factory, holding that the cheese is seriously tainted by the bad air from the styes.

Continuing, he says :

"I also find at a great many factories where they draw the whey back to patrons in cans, that they have a large tank close to the factory. The milk haulers are allowed to go to these tanks for the purpose of pumping or running the whey through a pipe or conductor into the cans ; in so doing a great lot of whey is allowed to fall and lie in pools around the tank. In a short time this whey creates a very bad odor, and should and could be prevented by a proper appliance for placing the whey in the cans in the first place, and then by careful handling on the part of the milk haulers in the second place.

"Another great trouble I notice is that when cans of whey are returned to the patrons by the milk haulers in the morning, I often find these cans full of sour whey on the milk stands on the roadside late in the afternoon. The cans should be emptied not later than noon, or the moment they arrive home if possible, washed, scoured with salt, scalded and well aired, so as to be in shape to receive the night's milk.

"Then again, I often find the whey brought home in these cans is fed to the pigs right close by the milk stand. This is simply terrible and should not be allowed."

In the next place Mr. MacLaren condemns the practice pursued by many who supply milk to the factories of leaving the cans of milk standing in the barnyard over night, perhaps in close proximity to a dung heap.

The writer says that the milk hauler cannot be too tidy about his work, keeping his wagon, cans, straps, etc., in good shape, and loading up his whey in as tidy a manner as possible.

He concludes with a word to the cheese-maker :

"For goodness sake, do keep off those pants, aprons, shirts, and boots which stand alone. Get nice clean, white aprons and caps, such as we find at the Guelph Dairy School, and the whole world will eat more cheese, will love you better, and you will be money ahead. Have everything clean, neat and tidy outside your factory, wood piled up, fences and gates in good shape, grass and weeds cut, old vats, sinks, presses, curd mills, cheese boxes, barrels, etc., all burned or taken away from the factory. Then inside the making room have the vats, sinks,

presses, weigh scales, weigh cans, conductors, curd knives, milk strainers, curd strainers, engine, boiler and boiler room, curd mills, and last but not least, floor and gutter, all clean as a new pin. Then, again, pay more attention to your curing room. Keep it very clean and tidy ; don't have a bag of salt in one corner, a bundle of clean cotton on one shelf, a bundle of dirty head cloths on another shelf, a pan of grease with a rag in it sitting on the top of a rusty stove, a pile of empty salt bags and broken boxes, etc., in another corner. Don't allow this. Keep it clean, neat and tidy and your cheese will look better, sell better, and people will eat more of it."

**EXPORT OF HAY.**

The hay situation remains about the same as last week, the long-continued drought having settled beyond doubt the loss of crops in some parts of Ontario. Quebec hay is still being brought in there and sold at \$13 a ton by the car lot, while an odd load on the street sells for \$16 or \$17.

There is a considerable export demand from Great Britain, but, as far as can be learned, none is being shipped across the Atlantic from this market, although a few lots are being sent from here into Ohio.

The N.Y. Hay Trade Journal, with reports from all parts of the United States and Canada, said on July 8 :

"All states east of the Mississippi and north of the Ohio will not produce 50 per cent. of an average crop. In the provinces of Quebec and eastern Ontario indications promise a full crop. England has a short yield, and that country has buyers in Canada now, and will divert the supply which would naturally come to the United States to that country."

The N. Y. Journal of Commerce says :

"There has of late been renewed enquiry for hay by English importers owing to the scarcity on their side of the Atlantic. Foreign bids have been advanced and considerable engagements for export have already been made. The market for hay at this port is firm, and prices during the past month have shown a marked advance as a result of poor crops throughout the state, due to long continued drought. Last year, it will be remembered, there was an active export movement from this port, due to the short crops in the United Kingdom, France, and Germany. The exports for the first six months of 1894 were 1,425,584 bales, while for the corresponding period of this year they have only reached 330,645 bales. Last year's shipments were largely Canadian hay, which was shipped through this country in bond."

Bay View lobster hatchery has had a most successful season, and by to-morrow a total of 165,000,000 of young lobsters will have been planted in the waters of the Maritime Provinces.

**THIS BUSINESS OF OURS**

Is built upon the principle of quality. This is why our patrons pin their faith to us. . . .

**ABUNDANT FACILITIES**

Enable us to justify the confidence reposed in us, and a fortunate

**ABUNDANCE OF CAPITAL**

Gives us the power to save money for our friends and make money for ourselves — so a very creditable share of . . . . .

**SUCCESS AND PROSPERITY**

Has crowned our efforts.

**E. D. TILLSON**

**TILSONBURG,  
ONT.**

# New Shipment of Teas

Special lines in Ceylons. Finest value in the market.  
We will be glad to send you samples and quotations.

**JOHN SLOAN & CO.** Wholesale Grocers and Importers **TORONTO**

## The Trade Will Take Notice

That we are the sole owners of the word "CELEERY," as applied to Spices, and we intend to protect our rights. **HERRON'S CELEERY PEPPER** is put up in ¼ lb. Tins and Nickel Top Bottles.

We will be pleased to replace old stock of Herron's Celery Pepper with new, fresh stock.

**EWING, HERRON & CO.**  
MONTREAL

**VALENCIAS**

Moranda, Arguimbau and Merles . . .

**Layers, Selected, Fine Off-stalk**

Prime, Sound Keeping Fruit.

---

**Warren Bros. & Boomer**

35 and 37 Front St. East

**TORONTO. - ONT.**

**40% Profit.**

Supreme Soap Gives 40% Profit.

Wonderful Gives 40% Profit.

Our Own Electric Gives 35% Profit.

Sunflower Gives 35% Profit.

Manufactured by  
**P. M. LAWRASON, LONDON Ont.**  
Sold by all Leading Wholesale Grocers.  
**Get Prices.**

## NEW JAPAN TEAS . . .

We expect 500 half chests early May and June picked Japan Teas in July. These teas cost us 12½c., 13c., 15c., 19c., 21c. per pound. Weights, 80 to 82 lbs. per half chest. Will sell you at one cent per pound advance on cost for cash, with mail order only. No discount. Send for sample half chest.

**LUMSDEN BROS.,**  
Hamilton

## Canned Goods!

GET OUR QUOTATIONS ON  
Corn, Peas, Tomatoes,  
Kippered Herrings,  
Fresh Herrings, and  
Herrings in Tomato Sauce  
Best Brands and Lowest Prices

**T. KINNEAR & CO.**  
WHOLESALE GROCERS  
49 Front St. E. TORONTO.

New Season's  
**MONING CONGOU**  
NOW IN STORE

**PERKINS, INCE & Co.**  
TORONTO.

## A Want Supplied

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

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

Order a sample package of each from your wholesale dealer.

## J. W. Lang & Co.

WHOLESALE GROCERS

## TEAS.

Ceylon, Assam,  
Congou, Hyson,  
Japan.

59, 61, 63 Front Street East Toronto.

We are offering some excellent values in . . . . .

**NEW SEASON'S JAPAN TEA**

**SMITH & KEIGHLEY**  
9 Front St. E., TORONTO.

## NOVA SCOTIA MARKET REPORT.

OFFICE OF THE CANADIAN GROCER,

HALIFAX, July 11, 1895.

HERE is no improvement to note in business since last report. The weather has been unfavorable and the country is without the tourist trade, which is always looked for about this time. Indeed, our hotels are almost empty and the general enquiry is: When are the tourists coming?

Strawberries appear to be the leading feature just now. The Annapolis Valley is the source of supply. The receipts here average 400 crates a day, and they are retailing as low as six cents per box, which leaves no margin for the producer. But the growers are not content to slaughter their fruit in this market and are looking to Boston, sending the fruit forward in refrigerator cars. Speaking under this head, The Wolfville Orchardist says: "The first consignment of three carloads has already gone forward, and if it arrives in good condition and the berries command a fair price, why the trick is done and the valley berry patches will rapidly increase and prove a bigger bonanza than ever to the growers. The production now is hardly more than enough to supply the local demand and the Halifax market, but with a new market, within easy distance, capable of handling from forty to sixty carloads per day, growers need not be afraid of over production; prices are sure to be enhanced.

"Messrs. Berry & Howard, of Boston, are the ones to make the first proposition to the berry growers of Kings and Annapolis, and their hustling agent, Wm. Rand, of Canning, will see that the experiment gets a thorough trial. The cars are owned by the Tropical Transportation Co., of Boston, and are iced at Hillaton on the C.V.R. branch and then sent as far out as Middleton. Each car is labelled 'Strawberries, rush them along.' Berry & Howard also purpose handling blueberries and strawberries in their season."

Shelburne County, away to the west of the province, is also coming to the front as a strawberry producer.

The township of Aylesford, in Kings County, last year exported 850 barrels of cranberries, and it was estimated that fully half the crop was destroyed by the frost. This year cranberries are in bloom six weeks earlier, and the prospects of a good crop never were better. It is estimated that in Aylesford alone there were 100 bogs set with cranberry vines within the past year. Nova Scotia will have a short hay crop. Some counties will not have more than half a crop, and only Annapolis, Kings and Lunenburg Counties will have an average crop.

FLOUR—There is very little to note in the flour market. Prices are steady at the decline. Quotations are: Hungarian patent, Manitoban, \$5.25 to \$5.50; Manitoba strong bakers', \$5.15 to \$5.25; Canadian pastry, \$5.24 to \$5.40; 75 p.c. roller patents, \$5.15 to \$5.30; 80 p.c. ditto, \$4.90 to \$5.15; 90 p.c. ditto, \$4.75 to \$5; straight, \$4.50 to \$4.65; extra, \$4.25 to \$4.50.

CORNMEAL AND OATMEAL—Cornmeal and oatmeal are easier, in consequence of the decline in the price of corn and oats. Canadian oatmeal and rolled oats are held here from \$4.20 to \$4.60. We heard of a

sale of American rolled at \$4, delivered here duty paid—a sale that nobody here seems to understand.

FISHSTUFFS—Spring mackerel still remain in fair demand, and prices are fairly well maintained, the last sales being \$10.10 for city inspection and \$9.50 for shore, against \$11 and \$10 a week ago. We look for no further advance, as the trade are waiting for f.o.b. fish, which are reported as showing good signs of an early run. Codfish are in over supply, and old fall and winter cure are almost unsalable, \$2.25 to \$2.50 being full values. New fish of a good run in size would bring \$2.75 to \$3.25, according to quality. Contrary to expectations, new salmon are still keeping up in price and sell readily at \$20 for 1's, \$18 for 2's, and \$14 for 3's, but it is doubtful if these prices will continue very long.

PROVISIONS—Beef has broken in price on the other side of the water, and consequently our market acts in sympathy, as lower prices are obtained in Montreal and Toronto, from which places we receive the bulk of our supply. Native beef is worth from \$7 to \$10, but there is a great scarcity of anything good. Three carloads of Ontario cattle were received this week by J. A. Leaman & Co., all in first-class condition. Messrs. Leaman & Co. say they would rather buy at home, but the Ontario article suits their trade better. Sales of beef during the past two weeks have not been heavy, lamb and salmon taking its place. Spring lambs are getting heavier and are on an average with other seasons. Quotations are \$2.25 to \$3. Sheep are selling from \$2 to \$5, as to size and quality. Veal is worth from 4 to 6½c., mutton 5 to 8c., and fresh pork 7c.

POULTRY—The poultry market is only fair, and prices are: Turkeys, 15c.; spring chickens, 55 to 75c. per pair; fowls, 50 to 75c. per pair.

POTATOES—There is little or nothing doing in potatoes. The old stocks are played out, and are only filling in till the new ones come on the market.

SUGAR—The refinery is making large deliveries, but doing very little new business. Prices are unchanged.

GREEN FRUIT—The market is well supplied with green fruit of all kinds, and prices remain unchanged. New gooseberries arrived this week and sold for 10c. per quart retail.

MOLASSES—Stocks are fairly large with fair demand. There is no change in prices; 100 puncheons were shipped to Newfoundland this week.

EGGS—The egg trade is dull at last week's quotations.

BUTTER AND CHEESE—This is a line which seems to have struck rock bottom, and is determined to stay there. Prices are low and trade is dull generally. The new factories are beginning to send in their products.

Other lines are dull and uninteresting.

## TRURO NOTES.

A. F. Ross & Co., grocers, have removed to McKay's building, pending repairs to their own.

The established and well known business of the late W. T. Archibald & Co., Truro, will in future be continued at the old stand under the management of Mr John Dick-



# No . . . Musty Flavor

The choicest preparation of the kind. We have this in . . . . .

## QUARTS AND PINTS

This is the only Cordial used in Her Majesty's palaces . . . . .

IT IS

## POPULAR PROFITABLE PALATABLE

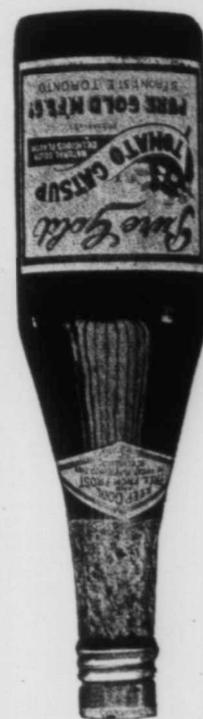
The Trade Supplied.

## Perkins, Ince & Co.

TORONTO

## NO MATTER HOW YOU LOOK AT IT

It is the best for your trade.



Put up in two sizes—pints and half pints.

A FIRST-CLASS ARTICLE  
NATURAL IN COLOR AND FLAVOR  
AND GUARANTEED NOT TO SPOIL

Write us.

See our Travellers.

Pure Gold Mfg. Co. - - - Toronto

son (the former partner of the late Mr. Archibald), and Mr. E. E. O'Brien, who will represent the heirs of Mr. Archibald. This popular business house is one of Truro's landmarks, being founded over 20 years ago by the late W. T. Archibald, and has gathered about it a large and growing town and country patronage. The stock carried by this establishment is of a general nature, embracing a complete assortment of staples and fancy dry goods, boots and shoes, groceries, flour, feed, hardware, etc.

WINDSOR.

Barquentine "Geo. Davis" arrived at Hantsport, on Wednesday last, 58 days from Buenos Ayres, with a full cargo of camp bones for the Pidgeon Fertilizer Co., Windsor. This is the second cargo this season for this company, which is the only company in Canada to import direct from South America.

P. E. ISLAND.

T. J. Dillon has just completed a big deal with the insurance companies. He has insured the cheese and butter in stock at the thirty dairy stations in the province for the total amount of \$57,200.

Canadian Pacific Railway stock is in a good position these days. In England there is a steady advance in this stock in view of the anticipated increased earnings consequent upon the favorable crop reports from the Northwest.

### T., H. & B. RAILWAY.

In the House of Commons, Mr. Coatsworth, on motion for the third reading, moved, "That the bill respecting the Toronto, Hamilton and Buffalo Railway Company be recommitted to the Committee of the Whole House, with instructions to amend the bill by adding the following clauses, which had been agreed to by all in favor of and opposed to the bill :

" 11. The debts to be paid under the foregoing provisions of this Act shall include only the following unpaid claims : (1) The claim of the assignee of Bracey Bros. & Co. against the Dominion Construction Company for wages paid and material supplied by him in the completion of the line from Hamilton to Cainsville. (2) The claims of sub-contractors of Bracey Bros. & Co. against them for work done and material supplied in the said construction. (3) The claims for advances by the Bank of Hamilton and the Bank of Commerce to or for Bracey Bros. & Co., amounting to about \$11,000 and \$2,000 respectively. (4) Claims for labor actually done upon or in connection with said construction. (5) Claims for board of men and teams employed upon said construction. (6) Claims for material actually used in said construction. (7) Claims for goods supplied to employes of Bracey Bros. & Co., or their sub-contractors engaged on said construction, and supplied pro tanto in reduction of wages claims.

" 12. That payment by the Railway Company of the said debts, or any of them, in respect of which the Dominion Construction Company is now under any liability to

Bracey Bros. & Co., or their assignees or others, shall, to the extent of such payment by the railway company, operate as and be a release and discharge of the Dominion Construction Company as against said Bracey Bros. & Co., their assignees, and others, but nothing herein contained shall in any way prejudice any existing right of any creditor of the said firm or their sub-contractors, or any of them "

The motion was agreed to. The House went into committee, adopted the amendment and reported the bill.

### ANOTHER VISIT FROM DEATH.

Last week we had occasion to chronicle the death of the wife of W. H. Seyler, manager of the Eby, Blain Co.'s sample room. This week it is our painful duty to chronicle another death in the family. This time the victim is Mr. Seyler's five months' old son. The poor little fellow had been ailing ever since his mother was taken away, and on Monday night, nine days after the death of his mother, he too breathed his last.

Mr. Seyler has the sympathy of his friends in this, his double affliction.

It is in the hour of trouble that we discover our friends. In the double affliction that has fallen upon Mr. Seyler friends many have, by letter, word or grasp of hand, expressed sympathy with him, and he desires, through THE CANADIAN GROCER, to thank those who have so kindly remembered him.



See This  
Dress ?

# Surprise .. Soap

Washed it.

You can recommend Surprise Soap to your customers for all kinds of washing. It is best!

**THE ST. CROIX SOAP MFG. CO.**

ST. STEPHEN, N.B.

BRANCHES—

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

## SALMON NEWS FROM THE COAST.

THE B.C. Commercial Journal of July 2 has the following regarding salmon:

By the arrival of the steamship Danube on the 26th June, information was received from the Northern canneries. The sockeye run commenced on the Naas and Skeena rivers about June 20. The run had not commenced at Rivers Inlet when the Danube passed there.

The following packs are reported: Balmoral, 1,700 cases; Inverness, 400; British America and North Pacific, 4,000. The other canneries averaged about 500 cases.

The A. B. C. pack of 4,000 cases was all brought down to the Britannia cannery on the Fraser River for repacking.

This is the first time that spring salmon, packed the same year, has arrived down before the end of June.

A carload of 576 cases spring salmon, packed in flats and ovals, has been shipped from the Fraser to London, England, by the Great Northern.

The sockeye season opened with this month. It is understood that strong efforts will be made to put up the largest possible pack. All the canneries will be at work, and, as fish are not expected to be over plentiful, the fishermen are likely to get a good price for their catch. The opening figure will be 25c. each. If old rules hold

good, says The Columbian, the sockeye run this season will be very short, but good while it lasts, and the canners will have to put up three-fourths of their packs in less than ten days. The sockeyes are expected earlier than last year on the Fraser river.

The market holds firm at previous figures.

## THE SALMON RUN.

In regard to the dates at which salmon enter the various streams along the northern and north-western coasts of the Pacific, Mr. Ewen, who is probably as good an authority as any man in the province, is of the opinion that there is a variation in the dates relative to each stream of about 20 days. In his experience July 1st is the earliest, and July 21st the latest at which the big shoals of sockeye have entered the Fraser and they continue what is called the main run from 10 to 15 days.

Inspector McNabb, of the Fisheries Department, is of the opinion that the sockeye salmon entered the Fraser last year and the previous season several days before the net men were aware of their presence. He accounts for this by saying that the drifts were made in the main stream while the fish were running in shoal water along the shores and under the brushwood, and thinks that a big shoal got up before any fish were landed.

It is believed that 25c. will be the opening price for the sockeye run, the ruling price for quinniat having been thus far about 80c. —B. C. Commercial Journal.

## OF INTEREST TO EXPORTERS.

The s.s. Duart Castle arrived at St. John, N.B., from the West Indies on July 7, with sixteen hundred tons of freight and a large number of passengers, including twenty-nine Chinese en route from Trinidad to China. Captain Seely, of the Duart Castle, called a Montreal Star correspondent's attention to a matter of vast importance to Canadian merchants trading with the West Indies. He said that every day the papers in English and French West Indian Islands published United States and English market reports, which are furnished by the Panama Cable Company. Captain Seely had a conversation with the superintendent of the company at St. Thomas, who told him that the Dominion Government ought to be able to arrange for the furnishing of the Canadian market reports to all these islands daily for £250 or £300. Captain Seely also suggests that merchants send their trade circulars down by the steamers running to the West Indies.

## HAS BECOME A "CHINAMAN."

Henry E. Lyons, for the past 20 years eastern representative for Charles Boeckh & Sons, brush manufacturers, has severed his connection with them. Harry, as he is familiarly called, will make Chicago his headquarters in future, and intends to become a Chinaman, having secured the Chicago agency for a large china and glass factory in Germany.



**T**HAT experience is more convincing than eloquence will not be denied, especially by those having tried both.

The grocer may praise an article in eloquent terms, but the experience of the customer is what counts.

Our matches are as near perfection as these modern times will allow, and nothing is spared to improve them. . . . .

Most of your customers know by experience of their high quality, and will take them in preference to any other. . . . .

Be guided by their experience. Keep **E. B. Eddy's Matches** in stock, and you will have the best Matches.

---

# The **E. B. Eddy Co.** Ltd.

HULL, CANADA

Montreal Branch, 318 St. James St.  
 Toronto Branch, 29 Front St. West.

**AGENTS**

F. H. Andrews & Son,	-	Quebec, Que.
Alfred Powis,	-	Hamilton, Ont.
J. A. Hendry,	-	Kingston, Ont.
Schofield Bros.,	-	St. John, N. B.
John Peters & Co.,	-	Halifax, N. S.
Tees & Persse,	-	Winnipeg, Man.
James Mitchell,	-	Victoria, B. C.
Permanent Agents	}	St. John's, Newfld.
not yet appointed.		Sydney, Australia.
		Melbourne, do

## HAMILTON TRADE GOSSIP.

SUGAR is moving very slowly for this time of year. "If we had three or four good rains," remarked one wholesaler, "there is still a likelihood of an abundant harvest of raspberries, the number of berries on the vines being tremendous, and then we should sell sugar. Despite the slowness of the demand for sugar everyone is hanging on to what he has, with the expectation that the demand will come. The price is keeping firm. We are beginning to feel a little improvement in the sorting up business, although very few car-load lots are moving." The ruling quotations for granulated are: Acadia, 4½c.; Montreal, 4¼c.; German, 4c.

Canned goods are getting much firmer. Most of the packers who wanted to clean out their factories before the new pack came in appear to have accomplished their purpose, and for goods that are wanted by the wholesale trade higher prices are demanded. Peas, corn and tomatoes rule at 80 to 85c. "The feeling," said one jobber, in speaking of tomatoes, "is that everyone is in the dark just now." Said another: We can't tell how the plants are going to turn out."

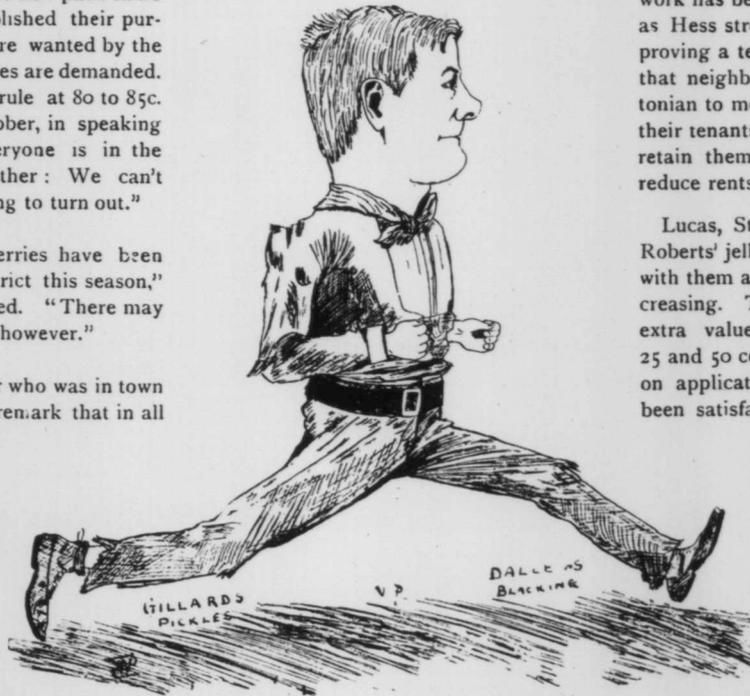
"Practically no strawberries have been packed in the Niagara district this season," said a gentleman interested. "There may be some east of Toronto, however."

A St. Catharine's retailer who was in town this week was heard to remark that in all his experience, which was some twenty years, he had never seen the sugar consumption so small relatively. He assigned the cause, of course, to the shortage in the fruit crop.

No fresh samples of Japan tea have, I understand, been received in this market since my last letter. Generally speaking, the first lot of what might be called marketable goods, in comparison with last year, will not be to hand before the end of the month. "For instance," remarked a jobber, "there are some of the houses here that gave open orders for tea that have not been pleased with the cup and style of them; and the best values have been those which were secured at a stated figure, or to match certain grades of last season's teas, but these are few and far between." There have been some samples of new Indian and Ceylon teas on this market, but I understand that there has not been any anxiety to get hold of them. "I suppose," remarked one jobber, "for the simple reason that July and August are not, as a rule, big tea selling

months. There is no doubt that after a little time the lower grades of Ceylon teas will be cheaper than they are to-day, and will lead to increased consumption, as they show extraordinary cup value compared with China goods. I think, as far as we ourselves are concerned, that we shall sell half-a-dozen times as much Ceylon tea as we did a short time ago, and a less quantity of China teas, both blacks and greens."

From what I can gather from conversation with the trade, there has been a large increase of late in the consumption of really good coffee. "There are really very few stores, general or otherwise," remarked one wholesaler, "that do not buy their coffee whole and have it ground on the premises fresh every day. On the other hand, a few years ago they nearly all had coffee compounds, put up in one pound



DALLEY'S BLACKING MAKING A HOME RUN IN THE DALLEY-GILLARD BASEBALL MATCH.

packages or in bulk, to retail at 20 to 25c. It would be a good thing for the grocer to impress upon his customers the fact that coffee is not a cheap drink, and that if they want it good they must pay for it."

"Albert's sardines are scarce and higher," said one wholesale man. "We are now getting 13c. for ¼'s; ½'s, I don't think, they are to be had. These are the sardines; they sell without talking."

Demand continues brisk for prunes at 4c. in cases. Good fruit is, as elsewhere, scarce on this market.

The salmon situation continues strong, and those who are fortunate enough to have

good stocks "are doing handsomely," as a friend of mine put it. Prices range from \$1.30 to \$1.35 for good red fish, and \$1.20 to \$1.25 for other kinds. About \$1.30 seems to be the figure most retailers are willing to pay.

The F. F. Dalley Co.'s baseball team is taking the shine out of all its antagonists these days. June 29 it defeated, by a score of 29 to 27, E. T. Wright & Co.'s nine. On Saturday last the team retrieved the laurels it lost some weeks ago to W. H. Gillard & Co.'s team, winning by a score of 26 to 7. The polish is again back on Dalley's "English Army" blacking, so I am told.

The T. H. & B. is pushing with vigor the construction work. The walls of the station in Hunter street have reached the second storey. The track for the tunnel work has been laid in Hunter street as far as Hess street. "The excavation work is proving a terrible loss to property owners in that neighborhood," remarked one Hamiltonian to me. "Many of them are losing their tenants, and in other cases, in order to retain them, they have been compelled to reduce rents 50 per cent."

Lucas, Steele & Bristol, the agents for Roberts' jellies, say every buyer is satisfied with them and that the sales are steadily increasing. This firm claim to have some extra values in black teas to retail at 25 and 50 cents. Samples will be forwarded on application. "Yes, our tea trade has been satisfactory," said the firm. "Japans we have arriving are quite up to last year's, as we had favorable contracts."

W. L. E.

## COLD WATER STARCH.

A. P. Murray, manager of the Brantford Starch Co., was in Toronto this week. The company have been fortunate in securing the services of a gentleman who, though a Canadian by birth, has had several years' experience in one of the largest starch factories in Great Britain, and who has also spent some time in some of the American factories. Under his supervision the company should turn out as good stock as can be made in the world. They are now introducing a new line of cold water starch that will be appreciated by all housewives. It is called the Canadian Electric Starch, and requires no boiling water, being thus especially handy for warm weather. The package in which this starch is put up is handsome, there being a dark blue ground with letters in gold and white.

French millers expect to export flour to England in the near future, and are said to be now grinding for that purpose.

**JOHN C. FITCH DEAD.**

The sudden death was announced last Saturday of John C. Fitch, until a few years ago one of Toronto's leading wholesale merchants. Death was due to violent exertion. After running to catch a Queen street electric car he was seen to suddenly fall from his seat to the floor of the car. He was conveyed to a room in Scholes' Hotel, where restoratives were applied pending the arrival of Drs. Lynd and Rowe, who had meantime been summoned. Although the latter was early on the scene nothing could be done, as the vital spark had flown ere he arrived. Death was caused by heart disease, a severe attack having been brought on by the exertion of running. His sudden demise was not altogether unexpected, as a card found in his pocketbook gave his name and address, and asking that should sickness or accident overtake him at any time word be conveyed to the address given.

The deceased was born in the province of Quebec 75 years ago. He came to Toronto when quite a lad, and in 1851 commenced business with W. P. (now Sir William) Howland, wholesale grocer and commission merchant. He took a warm interest in the Toronto and Nipissing railway and other projects for the development of the city's trade.

For several years after the retirement of Mr. Howland he was associated with Col. John I. Davidson in the grocery business, under the style of Fitch & Davidson. His only son, Lieut. Wm. Fitch, of the Royal Grenadiers, was associated with him in the business, but upon the heroic death of the son at Batoche ten years ago last May, the father retired from business. The deceased leaves a widow and several daughters.

**QUALITY OF NEW INDIAN TEAS.**

An English trade journal has this to say regarding new season's Indian teas: "With few exceptions the character of the new season's is not up to the standard of previous years, many of them being of exceptionally poor quality. This may be due to climatic causes, but as the later reports speak of a continued improvement in most districts in this respect, future imports will no doubt consist of an increased proportion of more desirable teas. Some of the Darjeelings are quite up to the average, for which there was good bidding at full rates, but most of the Assam and Cachars are both deficient in cup and flavor."

**E. FIELDING** 27 Front St. E.,  
Agent for **TORONTO**  
**SMYRNA FIGS and**  
**SULTANA RAISINS**

Importation Orders Solicited. . . .

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

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

**EPPS'S COCOA**  
1-4 lb. Packets. 14 lb. Boxes  
secured in tin.

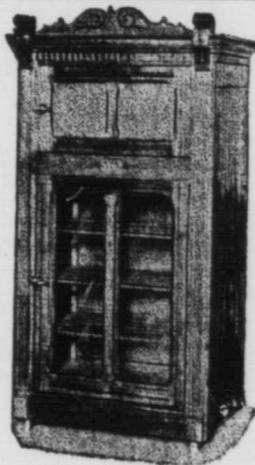
Special Agent for the Dominion

**C. E. COLSON - MONTREAL**

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

1 Toronto Street, TORONTO.

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



**There's No Saving**

In trying to get along these days without a refrigerator. It only results in loss of goods and loss of trade. No grocer can stand either. We make

**REFRIGERATORS . .**

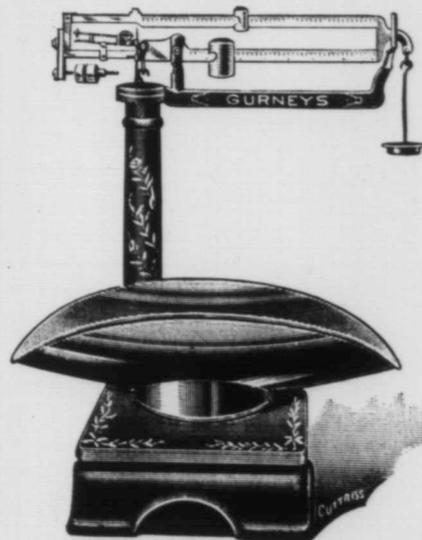
In all sizes and styles, and at all prices, and can guarantee satisfaction every time.

**EUREKA REFRIGERATOR CO., TORONTO**

WILBERT HOOEY, Manager, 54 and 56 Noble St.

Write for Price List.

**DOMINION COUNTER SCALE**



**With Patent Automatic Scoop Balance**

Simple in construction. Nothing complicated or liable to get out of order.

Capacity, 210 lbs. by Oz.

Size of Platform, 14 in. long,  
11 in. wide.

**Nickel-plated Beam, Poises and Scoop Balance. Double Beam, marked on both sides.** The Automatic Scoop Balance is now offered for the first time, and every grocer who uses it will find it a great saving in time, and it will also obviate liability to error. When scoop is placed on the platform, the ball on back end of beam automatically rolls to the right, thus balancing scale with scoop on, and when scoop is taken off scale, the ball rolls to the left, balancing scale without scoop. Scale with this latest device is assuredly the most complete and desirable scale for general use in the market.

Manufactured exclusively by

**THE GURNEY SCALE CO.**

Hamilton, Ont., Can.

**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.

## POINTS FOR CLERKS.

It is thought that because I have been a young man, and have worked hard and achieved success, says George W. Childs in writing some advice for young men, I am qualified to advise others who are starting in life. It is not for me to decide whether or not this idea is correct. But I am sure that few benefits can be conferred upon humanity more important than to help the young to lead good and useful lives; and if anything I can say will promote that end I am willing and happy to say it.

There is nothing miraculous in the success that I have met with. If a man has good principles and does his best to act upon them, he cannot fail of success, though it may not be success of precisely the same kind as mine. There are innumerable ways of being useful in this world, and each man has his peculiar gifts and qualifications. Each man will walk in the path best adapted to him; but there is no reason why every path should not lead toward one and the same point—toward benefiting of men in general. Good principles are just as good for the artist as for the artisan—for the poet as for the ploughman—for the man of business as for the clergyman. It makes no difference what you do, as long as it is just and you are honest and diligent in the doing of it.

Who sweeps a room, as for Thy laws,  
Makes that and the action fine.

It is well, in my opinion, to accustom one's self early to work, and not be afraid of any kind of work that is honest and useful. I began to support myself when I was 12 years old, and I have never been dependent on others since. I had some schooling, but not much; I never went to college, not because I did not think a college career might be a good thing for those who could make a good use of it, but because I did not feel that it was so important for me as to be earning my own living. When I left home to come to Philadelphia, one of my relatives said that I would soon have enough of that and would be coming back again. But I made up my mind that I would never go back—I would succeed. I had health, the power of applying myself, and, I suppose, a fair amount of brains. I came to Philadelphia with \$3 in my pocket. I found board and lodging for \$2.50 and then got a place as office boy for \$3. That gave me a surplus of 50 cents a week.

I did not merely do the work that I was absolutely required to do, but did all I could, and put my heart into it. I wanted my employer to feel that I was more useful to him than he expected me to be. I was not afraid to clean and sweep and perform what might be considered by some young gentlemen nowadays as menial work, and, therefore, beneath them. I did not think it beneath me then, and should not now. If it were necessary, I would sweep out my

office to-day; and I often carry bundles. But the other day a youth came to me to ask if I could find some employment for him. His father had died and his mother could not support him, and he wished to support himself. I looked at him and saw that he had on very nice clothes and kid gloves. I asked him if he would like to wheel a wheelbarrow. He seemed surprised, and answered that he didn't think he would like that. Then I asked him if he would object to carrying bundles. Well, he wasn't anxious to carry bundles, either. He was like many young men who talk about wanting to work but when it comes to the point they want to do only kid-glove sort of work. I must say that I don't have much sympathy with that sort of feeling. Men are all brothers, and what is worthy of one is not unworthy of another. The Bible says it is what cometh out of the mouth that defileth a man. It is not work, but character, that can be discreditable.

While I was working around as errand and office boy I improved such opportunity as I had to read books, and to attend book sales, so as to learn the market value of books and anything else that might be useful to me hereafter. It was my aim always to be in a position where I could use my best talents to the best advantage. I fixed my ambition high, so that even if I did not realize the highest, I might at least always be tending upward. A man should not always use all his faculties, but be constantly developing them so that he can do more. If you jump at a thing with your whole heart and mind, though you may not be exceptionally able, it is wonderful how much you may accomplish, but if you are half hearted you will fail.

## COUNTRY STOREKEEPING.

There is an undoubted pleasure in conducting a successful country store business, remarks Commercial Bulletin. The country merchant who understands his business is a man respected in the community, and he has many opportunities to enjoy life. No country merchant need feel that he is one wit behind his city brother, who is tormented by competition that the country merchant knows not of. The fact is, the business man of the thriving country town is to be envied from a business standpoint. He is after all a king compared with the business man of the city, who must wear himself out thinking of ways and means by which his trade may be enlarged in the face of the strongest competition that meets him on all sides and from every important city of the country.

Life is pleasant in a pleasant town in the country. There is a pleasure in knowing all the people of your community, for then one can choose for his friends the best of every community, while in the city one may brush elbows with the best and not be aware of it,

while he is compelled often to make friends with those distasteful to him, because of his inaccessibility to those who would be more congenial. The country merchant is a leader among his fellows. He advances with his community; he is able to meet the competition about him because he knows what it is. Not so with the city merchant; he never knows at night what new torment will confront him on the morrow. Perhaps there will be a new store next door that will seek to share his custom with him.

The country merchant can well afford to be pleasant and enjoy life. There is no particular reason why he should wish to reach the city. It has advantages, but they are largely offset by the advantages of the country. Neither has a monopoly of the good things.

## GERMAN SUGAR IN GOTHAM.

Willett & Gray, New York: "German granulated on the spot sold by sample at 4.18c. per pound net cash, and the same sugar can be imported at about 4.08c. landed in New York, against 4.35c. present net price for American. All the demand for refined sugar continues on the hand-to-month basis, but as the country has pretty well exhausted its carrying supplies, there is a notable increase in the number of orders coming in, which are now about sufficient to take off the present moderate meltings of refiners and reduce accumulated surplus also. For the soft grades there is an unusually good demand and many grades are oversold. The demand should continue to increase rather than diminish, and we see no reason why present prices may not be maintained until the general advance in sugar starts into effect."

## TEA FROM YOKOHAMA.

The shipments of tea from Yokohama and Hiogo for season to June 3rd were: 1,835,441 pounds to New York overland, and 35,130 pounds via Suez; 198,806 pounds to San Francisco; 2,210,000 pounds to Chicago and the west; 508,897 pounds to Canada, and 12,203 pounds to England; total, 4,800,496 pounds, against 7,993,485 pounds same time last year, and 4,919,686 pounds year before.

## OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for  
Cleaning Cutlery.

**JOHN OAKEY & SONS, LIMITED,**

Manufacturers of Emery, Black Lead, Emery and  
Glass Cloths and Papers, etc.

**Wellington Mills, London, England**

REPRESENTATIVE IN CANADA:

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

**Refrigerators**



As we are going to vacate our present warehouse, to save the expense of moving our large stock, we will, for the next few weeks, sell Butcher, Grocer, and Family Arctic Refrigerators, Doors, Sash, and Blinds at greatly reduced prices. Now is your chance to get a good article cheap.

**JOHN HILLOCK & CO.**  
130 Queen St. East, Toronto  
Telephone 478 Send for Catalogue.

**English Army Blacking**

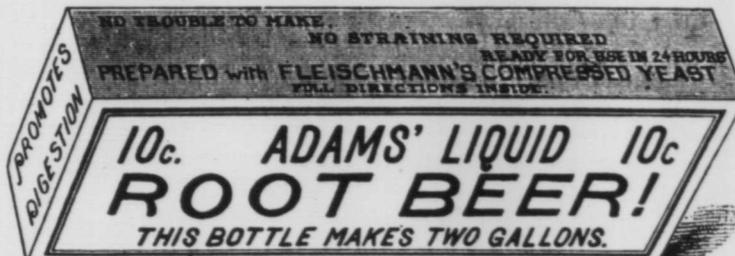


THE ROYAL HOTEL,  
HAMILTON, July 12th, 1894.  
THE F. F. DALLEY Co., LTD., CITY:

DEAR SIRS,—Our porters, having a large number of boots to polish every day, ranging from seventy-five to two hundred pairs, we endeavor to give them the best blacking to be got. We have used all the best known blackings in the market, and have pleasure in stating that the "ENGLISH ARMY BLACKING" is their choice, as they consider it far superior to any other make for a quick, bright and permanent polish, giving a beautiful jet black finish to the leather.

Yours truly,  
HOOD & BRO., Proprietors.

TWO SIZES



10 AND 25 CENTS

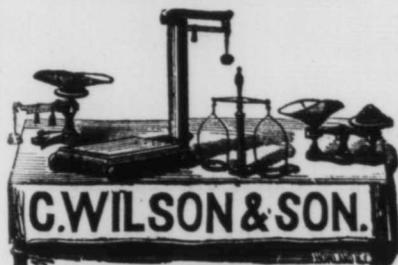
Sales are constantly increasing.  
Your wholesaler will fill your order.  
It is advertised in over 200 Canadian newspapers. Quality guaranteed.

**Canadian Specialty Co.**  
Dominion Agents  
38 Front Street TORONTO



ASK FOR  
**MOTT'S**

**REFRIGERATORS**



**C. WILSON & SON.**  
PRIZE SCALES FOR GROCERS  
Special prices this month.

**C. WILSON & SON**  
76 Esplanade St. E., Toronto.

**CONDENSED MINGE 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.

**CLUB-HOUSE (REGISTERED)**

BLEND OF CHOICEST

**Indian and Ceylon Tea**

Put up in 3, 5, 50, and 100 lb. tins, also ½ chests and chests.

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

WHOLESALE TEA IMPORTERS

14 and 16 Mincing Lane Toronto.

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

**J.** L. TITMUS, flour, feed and confectionery, Mildmay, Ont., has assigned to E. O. Schwartz.

Louis Tetrault, hay, Vercheres, Que., has assigned.

A. E. Gracey, grocer, Deseronto, Ont., has assigned.

The Tiger Tea Co., Montreal, have compromised at 45c. on the dollar.

McCargar & Dixon, millers, Peterboro', Ont., have assigned to J. W. Brisbin.

Thos. Moffatt, confectionery, Durham, Ont., has assigned to Alex. McLachlan.

The creditors of Telesphore Rogers, grocer, Quebec, have been called together.

A consent of abandonment has been filed in the case of Sylvain Ferte, grocer, Montreal.

Perre Trepanier, general store, Louiseville, Que., is offering to compromise at 20c. on the dollar.

J. A. M. Davignon, general store, Farnham, Que., is offering to compromise at 60c. on the dollar.

The creditors of W. J. McRae, general store, Hopetown, Que., will meet on July 20 to appoint a curator.

Pedneault & Tremblay, general store, Chicoutimi, Que., have assigned. Creditors will meet on July 20.

R. Jamieson, grocer, Toronto, has assigned to E. R. C. Clarkson. The assets and liabilities are each about \$1,800, it is said.

The creditors of A. E. Rondot, general merchant, of Amherstburg, Ont., held a meeting in the Queen's hotel on Saturday afternoon. The liabilities are \$20,000, and the assets are nominally the same. An offer of 50c. on the dollar was under consideration.

**PARTNERSHIPS FORMED AND DISSOLVED.**

Vallie & Drake, grocers, Quebec, have dissolved.

John and James Wark have been registered proprietors of Wark Bros., grocers, Montreal.

Oscar Dugas and Arthur Lebrun have been registered proprietors of Dugas & Lebrun, confectioners, Montreal.

**SALES MADE AND PENDING.**

The grocery stock of N. C. Lelieure, Quebec, has been sold.

J. L. Gladu, grocer, Montreal, has sold out to Madard Bros.

The stock of S. Z. Leboeuf, grocer, Montreal, has been sold at 63c.

J. B. Staebler's (Tavistock, Ont.) general store stock is to be sold by auction.

The stock, etc., of Rutherford & Wood, general store, Bolton, Ont., is advertised for sale by auction on July 17.

G. L. Stevens, general store, Enniskillen, Ont., has sold out to T. G. Virtue and removed to Cæserea.

**CHANGES.**

N. Tessier, grocer, is commencing business at Quebec.

N. Bloom & Co., general store, Cookshire, Que., have removed to Valleyfield.

Julie C. Anger, wife of Auguste H. Duchesneau, has been registered proprietress of A. H. Duchesneau & Co., confectioners, Montreal.

**FIRES.**

Alice Nixon, general store, Elmvale, Ont., has been burned out.

Ellen Stone, general store, Elmvale, Ont., has been burned out.

Frank Desroche, grocer, Cornwall, Ont., has been burned out.

A. T. Cooper, general store, Elmvale, Ont., has been burned out.

The Anglo-B.C. Packing Co., Steveston, B.C., have been burned out. Fully insured.

The premises of David Guerin, grocer, Montreal, have been damaged by fire. Insured.

Ludlaw & Co., salmon canners, New Westminster, B.C., have been burned out. Partially insured.

**FIGS IN FLORIDA.**

The fruit growers in Brazil are becoming interested in raising figs for crystalization. The demand for this article is increasing rapidly and the supply is very far short of the demand. The soil of Florida has been proven to be all that could be wished for this class of fruit and after being properly prepared will need but little cultivation. After the fruit has been gathered and preserved, it will last almost any length of time, so that there is no hurry in forcing it upon the market and it can be shipped at the producer's convenience.—Pennsylvania Grocer.

**FRAUDULENT VANILLA.**

The most delicious, healthful and popular flavor in the world, says an American paper, is derived from Mexican vanilla, and can be got from no other source. The sale of other cheap varieties as Mexican is a fraud that ought to be exposed. In the race for "cheap" articles this flavor has suffered by the substitution of those cheap varieties and of chemical mixtures under various names until, in some places, a glass of soda or plate of ice cream with the true flavor can hardly be obtained. Buyers not familiar with the different varieties of beans have been deceived by showy-looking samples and induced to pay a high price for an inferior article under the impression they were getting at a low price real Mexican beans. A manufacturing confectioner re-

cently paid four dollars and fifty cents per pound for fifty pounds vanilla beans, called "Mexican." Any vanilla dealer would have sold him the same at one dollar and fifty cents, but would not have called them Mexican. Vanilla dealers frequently have attention called to this swindle, which is now being successfully worked on manufacturers in various sections. The lesson for buyers who desire the genuine is to buy from well-known reliable dealers only.

**CLEARING-SALE WINDOWS.**

In the month of July when advertisements teem with announcements of great reductions, clearing and inventory sales, the window dresser is often at a loss for a fit subject on which to exercise his artistic abilities, says Dry Goods Economist.

As artistic abilities and clearing sales have not much in common, it might be the best plan to subordinate the artistic to the trade-bringing qualities and see how much business can be influenced through exceptionally strong window displays.

We do not mean that any scheme that will draw a large crowd should be used; for this sort of display rarely attracts any customers inside the store, but rather good, substantial-looking stock displays, not too crowded, but so arranged as to make a few particular things very prominent. Well-printed signs, with some short, catchy sentence, should draw attention to the principal articles shown, with the prices brought out prominently.

Remember that July is a month for revenue only, as it were, and if a window by its novel arrangement, or any other cause, succeeds in attracting a goodly number of shoppers who will buy, the window dresser will immediately rise several points in the estimation of his employer.

**"SILICO"**

**THE UP-TO-DATE  
CLEANING SOAP.**

Cleans quickly and . . .

**DOES NOT SCRATCH**

Try a Three-Dozen Case for \$2.25.

For Sale by Grocers and Druggists.

**MANNHEIM INS. CO.**

**MARINE RISKS EXCLUSIVELY**

Incorporated 1879. Established in Canada 1885.

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

**JAS. J. RILEY & SONS**

Managers for Canada — Montreal  
Sub. Agents in chief Cities and Towns.

**MISTAKEN IDEAS.**

A conversation with a leading Boston window trimmer, remarks a contemporary, disclosed some facts regarding the disposition of employers in furthering displays which will bear comment here.

It is truly surprising to learn, after all that has been said in these columns and elsewhere, that many managers, superintendents, etc., still regard the window dresser as a mechanical functionary whose only mission in life is to execute the orders given him about the general and special features of contemplated displays.

Such a thing as allowing the window dresser to follow out his own ideas is still unheard of in many stores, and we also learn that in many establishments doing a business that reaches seven figures annually the window dresser is unknown and his duties are performed by a salesman who generally knows little or nothing of the art.

When a house pays a window trimmer a large salary it should surely make use of the talents he is supposed to possess, and in the other instance the value of large show windows and their influence on the passer-by are entirely too great to suffer neglect in the hands of one incompetent to properly conceive and execute a meritorious display.

**MOLASSES FOR CANADA.**

In a review of the markets N. Y. Journal of Commerce says: "Molasses is another article, although somewhat quiet has been doing very well all the late spring and early summer, the best custom coming from Canada. According to latest information, practically every gallon of foreign on the Atlantic coast has been purchased from first hands to send over the border, and a large quantity of domestic has been moving in the same direction, but in an undemonstrative and apparently secretive sort of way. It is understood that the Canadian tariff is almost prohibitive against any molasses testing less than 40 degrees, and not coming in original packages from point of production, and it will, therefore, be at once seen what nice care must have been exercised in selecting stock for shipment, if the Canadian Custom officials are thoroughly qualified to judge of quality. The local output of fine quality low grade sugar syrups drifts promptly into hands of European shippers who pay better rates than the home trade."

**JERSEY BRAND AND TRADE.**

Mr. S. S. Forrest, of the Forrest Canning Co., writes the Canadian Advertising Agency from Vancouver as follows: "I find that Jersey brand still maintains its reputation, and is fast gaining ground. Trade is brightening up in the west and better times are looked for when the crops are harvested."



The Leading  
**Bicyclists**  
All use **ADAMS'**  
**TUTTI FRUTTI**

And they insist on getting it. You are always safe to stock up with Tutti Frutti. Send for beautiful New Hanger Sign.

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

**BROOMS . . .**

**BROOMS**

**OUR BRANDS :**

Imperial Gold Medal Victoria  
Bamboo Carpet Standard Leader

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

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

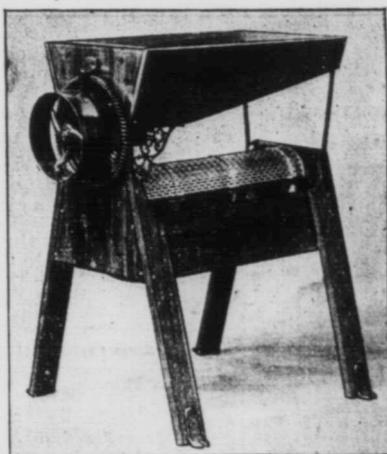
**JOHNSTON'S FLUID BEEF**

: : IS FIFTY TIMES : :

**More Nourishing**

THAN

Meat Extracts or Home-made Beef Tea.



**\$12      \$12**  
**THE GROCERS'**  
**FRUIT IMPROVER**

The price is the lowest.  
The machine is the best.  
This Fruit Cleaner governs the two essential points in the Grocery Business: It increases your trade. It gives you a profit. You can please the most fastidious customer in fruit by the aid of this machine. Up-to-date Grocers use it, and would not be without it. The season for dried fruit is at hand. Buy one now. For sale by

**W. P. RYAN**

Patentee and Manufacturer

309 King St. West - Toronto, Ont.

John Mouat, Winnipeg, Agent for the North-West.



# You All Know Me!

I REPRESENT THE

# BEST MUSTARD

IN THE WORLD

## CURRENT MARKET QUOTATIONS

TORONTO, July 11, 1895.  
 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	16 25
4 lb. cans, 1 doz. in case	13 25
2 1/2 lb. cans, 1 and 2 doz. in case	8 40
16 oz. cans, 1, 2 and 4 doz. in case	3 35
12 oz. cans, 2 and 4 doz. in case	2 60
8 oz. cans, 2 to 4 doz. in case	1 75
6 oz. cans, 2 and 4 doz. in case	1 35
4 oz. cans, 6 doz. in case	0 90
6 " 2, 4 " " " " " "	0 35
4 " 4, 6 " " " " " "	90
3 " 4, 6 " " " " " "	80
Dunn's No. 1, in tins	2 00
Cook's Friend—	
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
Found tins, 3 doz. in case	3 00



12 oz. tins, 3 doz. in case	2 40
9 oz. tins, 4 " " " " " "	1 10
5 lb. tins, 1/2 doz. in case	14 00

G. F. MARTER & SON.

**Barton's Baking Powder—** per doz.

1 lb. sealer jars, 2 doz. in case	\$ 2 25
1 1/4 lb. jelly jars, 2 doz. in case	2 25
1/2 lb. " " " " " " " "	1 25
2 lb. fancy enamelled tins, 2 doz.	2 75
1 lb. tins, 2 doz. in case	2 00
1/2 lb. " 3 " " " " " "	1 20
1/2 lb. " 4 " " " " " "	0 75

**Gold Medal—** per lb.

1/4 lb. paper package, 10 lb. in box	0 12
1/2 lb. " " " " " " " "	0 12
1 lb. " " " " " " " "	0 12

**W. H. GILLARD & CO., PROPRIETORS.**

**Diamond—**

1/4 lb. tins, 4 oz. cases	0 67 1/2
1/2 lb. tins, 3 doz. cases	1 17
1 lb. tins, 2 doz. cases	1 98

**BLACKING.**

**DAY & MARTIN'S BLACKING.**

**Paste.** (Boxes of 3 doz. each.) per gross.

No. 1 size (4 gross to a case)	\$ 2 40
No. 2 size 3 " " " "	3 30
No. 3 size 3 " " " "	5 00
No. 4 size 2 " " " "	6 85
No. 5 size 2 " " " "	9 00
Embos'd 97 4 " " " "	6 00

**Liquid.** per doz.

Pints, A (6 doz. per bb'l)	\$ 3 30
" B 9 " " " " " "	2 25
" C 15 " " " " " "	1 25

**Russet Paste.** (3 doz. in box) per gross.

No. 1. In tins	\$ 3 75
" 2. " " " " " "	5 65
" 3. " " " " " "	7 85

**Russet Cream.** (1 gross cases) per doz.

No. 1. In bottles	\$ 0 80
" 2. " " " " " "	1 60
" 3. " " " " " "	1 90
" 4. " " " " " "	2 60

**Polishing Paste.** (3 doz. in box) per gross.

No. 1. In bottles	\$ 3 75
" 2. " " " " " "	5 65
" 3. " " " " " "	7 85

**Polishing Cream.** (1 gross cases) per doz.

No. 1. In bottles	\$ 0 80
" 2. " " " " " "	1 35
" 3. " " " " " "	2 25

**In Metal Tubes** 1 90

**Ivoryine.** per doz.

Small. In patent stoppered bottles, sponge attached	\$ 0 80
No. 1. " " " " " "	1 35
" 2. " " " " " "	25 00

**P. G. FRENCH BLACKING.** per gross.

1/4 No. 4	\$ 4 00
1/4 No. 6	4 50
1/4 No. 8	7 25
1/4 No. 10	8 25

**P. G. FRENCH DRESSING.** per doz.

No. 7, 1 or 2 doz. in box	\$ 2 00
No. 4, 1 or 2 doz. in box	1 25

**CROWN PARISIAN DRESSING.** per gross. 9 00

**BLACK LEAD.**

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

**Silver Star Stove Paste** \$ 9 00

**Dixon's Carburet of Iron Stove Polish, 70c doz** 7 20

**BLUE.**

**KEEN'S OXFORD.** per lb.

1 lb. packets	\$ 0 17
1/4 lb. " " " " " "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

**CORN BROOMS.**

**CHAS. BOECKH & SONS.** per doz. net.

Carpet Brooms—	
" Imperial," extra fine, 8, 4 strings	\$ 5 65
" " " " " " " " " "	3 45
" " " " " " " " " "	3 25
" " " " " " " " " "	3 25
" " " " " " " " " "	3 30
" " " " " " " " " "	3 10
" " " " " " " " " "	2 90
" " " " " " " " " "	2 90
" Standard," select, 8, 4 strings	2 90

**"Standard," select** 7, 4 strings.. 2 75  
 " " " " " " " " " " " " " " 6, 3 strings.. 2 60  
 " " " " " " " " " " " " " " 5, 3 strings.. 2 40

**CANNED GOODS.** per doz.

Apples, 3's	\$ 0 00	\$ 0 90
Blackberries, 2's	2 10	2 25
Blueberries, 2	1 75	2 00
Beans, 2	1 00	1 10
Corn, 2's	0 85	0 95
Cherries, red pitted, 2's	0 75	0 95
Peas, 2's	2 00	2 25
" Sifted select	0 75	0 80
" Extra sifted	0 75	0 90
Pears, Bartlett, 2's	1 75	1 75
" Sugar, 2's	1 50	1 50
Pineapple, 2's	1 75	2 40
" 3's	2 40	2 50
Peaches, 2's	1 90	2 00
" 3's	2 90	3 00
Plums, Green Gages, 2's	1 85	2 00
" Lombard	1 60	1 75
" Damsion Blue	1 60	1 75
Pumpkins, 3's	0 90	0 95
" gallons	2 10	2 25
Raspberries, 2's	1 75	1 85
Strawberries, choice, 2's	1 90	2 10
Succotash, 2's	1 40	1 40
Tomatoes, 3's	0 80	0 85
" Golden" Finnan Haddies	1 30	1 40
" Thistle" Finnan Haddies	1 30	1 40
Lobster, tails	1 75	2 25
" flats	2 30	2 35
" Imperial Crown flat	2 30	2 40
Mackerel	1 00	1 10
Salmon, Sockeye, tails	1 25	1 50
" " flats	1 55	1 65
" Cohoes	1 10	1 20
Marinated Pilchards	1 10	1 20
Sardines, Albert, 1/4's tins	0 13	0 13
" " 1/2's tins	0 13	0 20
" Sportsmen, 1/4's genu-ine French high grade, key opener	0 12	0 12 1/2
Sardines, key opener, 1/2's	0 10	0 10 1/2
" Exq. fine Frch, k.o.p. 1/4's	0 11	0 11 1/2
" " " " " " " " " " " " " " 1/8's	0 10	0 11
" " " " " " " " " " " " " " 1/8's	0 18	0 19
Sardines, other brands 9 3/4 11	0 16	0 17
" " P. & C., 1/2's tins	0 23	0 25
" " " " " " " " " " " " " " 1/2's	0 33	0 36



# Southwell's Jams

AND

# Southwell's Marmalades

ARE BEYOND REPROACH.



## DO YOU SELL THEM?

If not, we will gladly quote prices.

**Frank Magor & Co.** - 16 St. John Street, **Montreal.**

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



# 150 Years' Record



**MARTIN & ROBERTSON,**  
Victoria and Vancouver,  
for British Columbia

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

## Liquid and Paste Blacking

Black and White Cream for Patent Leather.

## Russet Cream

For Brown Boots, Saddlery, Etc.

**DAY & MARTIN LTD.** London and  
Liverpool

**CHAS. GYDE,** Montreal, for Ontario and Quebec.

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

# Varsity IS OUR NEW BISCUIT.

Just out. Try a box. Remember we get out more new lines than any other house in Canada. We have something new every week, and it pays to have new goods.

## The Toronto Biscuit & Confectionery Co.

7 FRONT STREET EAST.

Ketchup—	
Fluted Bottles .....	gross 12 00
Screw Top .....	24 00
Pepper Sauce .....	15 00

Dalley's Fine Gold, No. 8, per doz.	80 75
" " " " 1, 1 1/2 oz.	1 25
" " " " 2, 2 oz.	1 75
" " " " 3, 3 oz.	2 00

**FLUID BEEF.**

JOHNSTON'S, MONTREAL.

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

**FRUITS.**

FOREIGN.

Currants—Provincials, bbls	0 03 1/2	per lb.
" " " "	0 03 1/2	0 04 1/2
" Filiatras, bbls	0 04 1/2	0 04 1/2
" " " "	0 04 1/2	0 04 1/2
" Patras, bbls	0 04 1/2	0 05
" " " "	0 04 1/2	0 05 1/2
" " " "	0 05 1/2	0 07 1/2
" Vostizzas, cases	0 08	0 08 1/2
Panarete, cases	0 08	0 08 1/2
Dates, Persian, boxes	0 04 1/2	0 05
Figs—Eleme, 10 oz.	0 09	0 10
" " " " 10 lb	0 09	0 11 1/2
" " " " 18 lb	0 15	
" " " " 28 lb	0 17	
" taps	0 04	0 05
Prunes—Bosnia, cases	0 04 1/2	0 07 1/2
" Anchor, cases	0 04 1/2	0 06 1/2
" Unicorn, "	0 04 1/2	0 06 1/2
" Sphinx, "	0 04 1/2	0 07 1/2
Raisins—Valencia, off stalk	0 05	0 03 1/2
" " " " Fine, off stalk	0 04	0 04 1/2
" " " " Selected	0 05 1/2	0 06
" " " " Layers	0 05 1/2	0 05 1/2
" " " " Sultanas	0 05 1/2	0 08
" Cal. Loose Muscates 5 lb. boxes	0 05 1/2	0 07
" " " " Malaga—		per box.
" " " " London Layers	2 25	
" " " " Imperial Cabinets	2 25	2 55
" " " " Blue		
" " " " Dehesas, boxes		0 75
Lemons, Messinas	5 00	5 00
Oranges—Valencias	7 00	8 00
" " " " Messinas, half boxes	2 00	2 50
" " " " boxes	4 00	4 50
" " " " Cal. Seedlings	3 00	4 00
" " " " Cal. Navels	4 00	4 75

**DOMESTIC.**

Apples, dried, per lb.	0 05	0 05 1/4
evaporated.	0 06 1/2	0 07

**FOOD.**

Split Peas	per hrl	83 75
Pot Barley, per 49-lb. packet		3 75
Pearl Barley, XXX		2 25

**ROBINSON'S BARLEY AND GROATS.**

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

**HARDWARE, PAINTS AND OILS.**

CUT NAILS—From Toronto—	
50 to 60 dy basis	2 90
40 dy	2 15
30 dy	1 80
20, 16 and 12 dy	2 25

10 dy	2 30
8 and 9 dy	2 35
6 and 7 dy	2 50
5 dy	2 80
4 dy A P	2 80
3 dy A P	3 25
4 dy C P	2 75
3 dy C P	3 45

**HORSE NAILS—**

Canadian, dis. 60 per cent.

**HORSE SHOES—**

From Toronto, per keg.... 3 60

**SCREWS—Wood—**

Flat-head iron, 80 p. c. dis.

Round-head iron, 75 p. c. dis.

Flat-head brass, 77 p. c. dis.

Round-head brass, 72 1/2 p. c. dis.

**WINDOW GLASS.** [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i. e. not over 25 inches in the sum of its length and breadth.]

1st break (25 in. and under)	1 15
2nd " (20 to 40 inches)	1 30
3rd " (50 to 60 inches)	2 90
4th " (51 to 60 inches)	3 20
5th " (61 to 70 inches)	3 50

**ROPE—**

Manilla 0 09 1/2 0 10

Sisal 0 06 1/2 0 07

**AXES—**

Per box 6 00 12 00

**SHOT—**

Canadian, dis. 12 1/2 per cent.

**HINGES—**

Heavy T and strap 0 04 1/2 0 05

Screw, hook and strap 0 03 1/2 0 04

**WHITE LEAD—Pure Association guarantee, ground in oil.**

per lb. 0 04 1/2

25 lb. irons 0 04 1/2

No. 1 0 04

No. 2 0 03 1/2

No. 3 0 03 1/2

**TURPENTINE—**

Selected packages, per gal. 0 48 0 49

**LINSEED OIL—**

Raw, per gal 0 53 0 54

Boiled, " 0 56 0 57

**GLUE—**

Common per lb 10 0 11

**INDURATED FIBRE WARE.**

THE E. B. EDDY CO.

1/2 pail, 6 qt.	83 35
Star Standard, 12 qt.	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt.	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs.)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " " " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

**JAMS AND JELLIES.**

SOUTHWELL'S GOODS.

Orange Marmalade	per doz.	1 50
Clear Jelly Marmalade		1 90
Strawberry W. F. Jam		2 20
Raspberry " " "		2 10
Apricot " " "		1 90
Black Currant " " "		1 90
Other Jams		1 55
Red Currant Jelly		3 90
(All the above in 1 lb. clear glass pots.)		

**LICORICE.**

YOUNG & SMYLLIE'S LIST.

5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
" Ringed" 5 lb. boxes, per lb.	0 40
" Acme" Pellets, 5 lb. cans, per can.	2 00
" Acme" Pellets, fancy boxes (30's), per box	1 50
" Acme" Pellets, fancy paper boxes (4's), per box	1 25
Tar Licorice and Tolu Wafers, 5 lb.	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " " " 5 lb. cans	1 50
" Purity" Licorice, 200 sticks	1 45
" " " " 100 sticks	0 72
Imitation Calabra, 5 lb. boxes, per lb.	0 20

**MINCE MEAT.**

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

**MUSTARD.**

KEEN'S.

Square Tins—	per lb.
D. S. F., 1 lb. tins	\$0 40
" " " " 1/2 lb. tins	0 42
" " " " 1/4 lb. tins	0 45
Round Tins—	
F. D., 1/2 lb. tins	0 25
" " " " 1/4 lb. tins	0 27 1/2
" " " " 4 lb. jars, per jar	0 75
" " " " 1 lb.	0 25
" " " " 4 lb. tins, decorated, p.t.	0 80

COLMAN'S.

Square Tins—	per lb.
D. S. F., 1 lb. tins	\$0 40
" " " " 1/2 lb. tins	0 42
" " " " 1/4 lb. tins	0 45
Round Tins—	
F. D., 1/2 lb. tins	0 25
" " " " 1/4 lb. tins	0 27 1/2
" " " " 4 lb. jars, per jar	0 75
" " " " 1 lb.	0 25

**RICE, ETC.**

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

**ROOT BEER.**

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

**STARCH.**

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs.	0 04 1/2
Finest Quality White Laundry—	
3 lb. cartons, cases 36 lbs.	0 05 1/2
Bbls., 175 lbs.	0 04 1/2
Kegs, 100 lbs.	0 04 1/2
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06 1/2
1 lb. fancy cartons, cases 36 lbs.	0 07
6 lb. draw-lid boxes, 8 in crate	0 07
48 lbs.	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07 1/2
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs.	0 09
Culinary Starch—	
Challenge Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06 1/2
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 07 1/2

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartons	0 05 1/2

Canada Laundry	0 04 1/2
Silver Gloss, 6-lb. draw-lid boxes	0 07
Edwardsburg Silver Gloss, 1-lb. chrono package	0 07
Silver Gloss, large crystals	0 06 1/2
Benson's Satin, 1-lb. cartons	0 07 1/2
No. 1 White	0 04 1/2
Culinary Starch—	
W. T. Benson & Co.'s Prepared	
Corn	0 07 1/2
Canada Pure Corn	0 06 1/2
Rice Starch—	
Edwardsburg No. 1 White, 1-lb. cartons	0 07
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 00 1/2

KINGSFORD'S OSWEGO STARCH.



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

**SUGAR.**

Granulated	c. per lb.	0 04 1/4	0 04 3/4
" " " "			
" " " "			
Paris Lump	bbls. and 100-lb. boxes	0 05 1/2	0 05 1/4
Extra Ground	bbls. Icing	0 06	
Powdered	bbls	0 05 1/2	0 05 1/2
Extra bright refined		0 05 1/2	0 05 1/2
Bright Yellow		0 03 1/2	0 03 1/2
Medium Yellow		0 03 1/2	0 03 1/2
Dark Yellow		0 03 1/2	0 03 1/2
Raw Demerara		0 03 1/2	0 03 1/2

**SYRUPS AND MOLASSES.**

Dark	per gallon.	bbls. 1/2 bbls.
Medium		0 30 0 33
Bright		0 33 0 38
Very Bright		0 38 0 43
Redpath's Honey		0 53
" " " "		0 50
" " " "		1 35
" " " "		1 60

**SOAP.**



1 Box Lot	5 00	
5 Box Lot	4 90	
Freight prepaid on 5 box lots.		
P. M. LAWSON'S SOAPS.		
Wonderful, 100 bars	per box.	\$4 00
Supreme, 100 bars		3 70
Our Own Electric, 100 bars		2 00
Sunflower, 100 bars		





**Embro  
Oatmeal  
Mills** D. B. ROSS,  
EMBRO, ONT

A CHOICE QUALITY OF

Rolled,  
Standard and  
Granulated **OATMEAL**

IN BARRELS, HALF BARRELS OR BAGS.

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

**DURABLE PAILS AND TUBS.**



TRY THEM

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

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

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

THE  
**Oakville Basket Co.,**  
MANUFACTURERS OF



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

For sale by all Woodenware Dealers

Oakville, Ont.

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

**.. ODART'S SPECIALTIES ..**

· HIGH CLASS · · GREAT NOVELTY · · GOOD PROFIT ·

**ODART'S PICKLE - AND - ODART'S SAUCE**

ODART & CO., PARIS, FRANCE, AND LONDON, ENG.



**Batty & Co.**

London, England

- Batty's Nabob Pickles
- Crown Pickles . . .
- Batty's Nabob Sauce
- Batty's Worcester Sauce

For Sale by Leading Wholesale Grocers

**MADE TO  
GIVE LIGHT**



Not for its beauty. It's as good looking as any, but because it gives the most light, that's why we recommend the

**"PITTSBURGH" LAMP**

Mammoth Sizes for

**STORES  
CHURCHES, Etc.**

**Gowans, Kent & Co., Toronto**

THE MOST DELICIOUS SAUCE  
IN THE WORLD.

# Yorkshire Relish.

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

SOLD  
EVERYWHERE.

— PROPRIETORS. —

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

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

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

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

PRIZE MEDALS IN COMPETITION WITH THE WORLD.

## Pickling Spice

Put up in ten-cent packages

With the approach of the pickling season and the consequent enquiries for spices, you should be in a position to fill first orders with what will please your customers and hold their trade in that line through the season. We guarantee our

### **Dominion Mills Pickle Spice**

to be the best combination of whole spices that can be got, giving that much desired flavor and bouquet, peculiar to certain well known brands of English pickles.

**Todhunter, Mitchell & Co. - Toronto**

You Won't  
Need Spectacles

YOUNG & SMYLLIE'S  
PURE Spanish



ACRE  
LICORICE  
PELLETS

**STICK LICORICE**

To see the difference between our Licorice goods and those of other makers, neither will you need to be told which is best.

**YOUNG & SMYLLIE, Brooklyn, N.Y.**

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