

**PAGES  
MISSING**



*The Grand*  
*Old*

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

R | E | OP | ved | al | elief | fore | and | . |

PRICE 25c

# RETAILERS

**H**AVE you ever figured out the return on \$2 invested in a year's subscription to THE CANADIAN GROCER? No? Well, here's the way to figure it. We will suppose you read it regularly and carefully every week. The first week you see an item stating that John Jones & Co. are making a cut on canned goods; you wire for five cases—lowest saving on each case 10 cents—total profit 50 cents; cost pointer, 3½ cents. Next week you read that the Sultana raisin market opened at a higher price than a year ago; you raise prices on stock on hand and make a profit at the very least of \$5—cost of pointer, 3½ cents. The third week you read that molasses will go higher and you promptly order a supply. Sure enough up it goes. You make \$25 out of an item that cost you 3½ cents. Here now is a total saving of \$30.50 on an investment of 10½ cents. Seems too good to be true, doesn't it? Still hundreds and hundreds of our subscribers can testify that the above is correct. Better invest right away if you have not already done so.

# ADVERTISERS

**D**O you know how to advertise? We mean, to advertise legitimately, scientifically and intelligently? Very few people do. Experience is, of course, the best teacher; lacking this, you must take the experience of advertisers who spend from \$1,000 to \$200,000 each year. No one can say, in the face of such enormous outlays, that it does not pay. Lots of money is thrown away, but it should not be charged to advertising account, but to inexperience. The largest advertisers in THE CANADIAN GROCER started with the smallest space. To get a return you must look after your advertisement, change it every week, tell your probable buyer something that will interest him, not about yourself but about your goods, make your space so interesting, full of information, new goods and bargains, that he will look for it every week, and your year's advertising will be paid for in three months' time, or less. We sell you the space, and we hold the ears of your probable buyers. Have you noticed that within the last two years we have doubled the advertising on THE CANADIAN GROCER? Do you know why? It is because we now have the circulation and the attention of the best buyers in every city, town and village in Canada. We have worked hard and spent money freely in securing this circulation.

S. DAVIS & SONS, LARGEST CIGAR MANUFACTURERS IN CANADA.

# KOFF NO MORE

## WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to orators and vocalists.

R. & T. W. STAMPED ON EACH DROP.

FINE GOODS OUR SPECIALTY.

MADRE E' HIJO (7 SIZES).

Manufacturers by Special Warrant  
To Her Majesty THE QUEEN



# COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

**ONLY GOLD MEDAL PARIS 1878**

**TWO GOLD MEDALS**

INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862      Only Silver Medal Paris 1875  
Only Medal Dublin 1865      Grand Gold Medal Moscow 1872 & 80

1878 CROSS OF THE LEGION OF HONOUR

Bulls-Head Trade Mark

MANUFACTURERS TO HER MAJESTY THE QUEEN, ETC.



# HUNTLEY & PALMERS

## ENGLISH BISCUITS

### The Largest Biscuit Manufacturers in the World

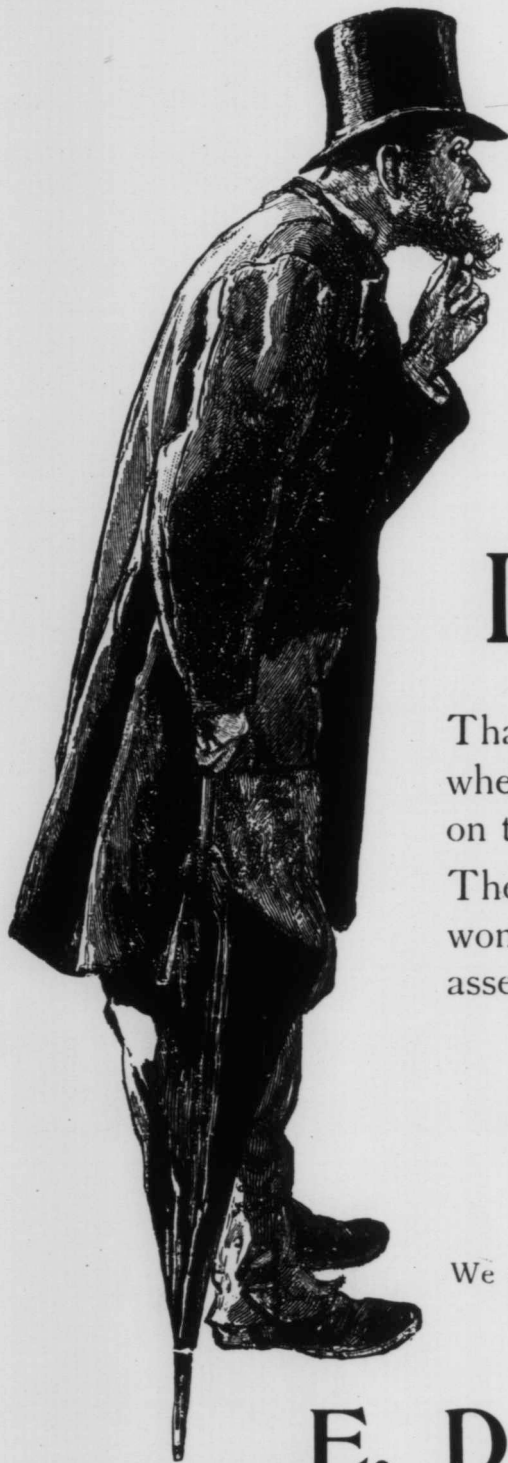
Address, Huntley & Palmers, READING, } ENGLAND  
or 162 Fenchurch St., LONDON, E.C.

Representative, MR. EDWARD VALPY, 28 Reade St., NEW YORK

MUNGO CIGARS, EXCEPTIONALLY FINE.

EL PADRE AND CABLE EXTRA.

"LA CADENA" and "LA FLORA" The Cream of the Havana Crop.



## It Seems Queer to Us


That you pay high prices for Package Goods, when you can buy the finest **Food Products** on the market in barrels or bags for less money.

The place that **Tillson's Food Products** have won in the public estimation, verifies us in the assertion that . . . . .

**FOR STANDARD EXCELLENCE  
THEY HAVE NO EQUAL**

We can convince you if you try us.

**E. D. TILLSON**

 **TILSONBURG, ONTARIO**



SOMERVILLE'S "MEXICAN FRUIT"

LARGE SELLER. PAYS WELL. KEEP IT IN STOCK.

WRITE FOR  
ADVERTISING MATTER.

C. R. SOMERVILLE

LONDON, ONT.

# Allworth's Condensed Milk . . .

Distinguished for its  
Unerring Uniformity.

# Allworth's Evaporated Cream . . .

An Excellent Cream for all Table  
and Culinary Purposes.

REGARDED AS A HOUSEHOLD NECESSITY

NONE SUPERIOR FOR

Coffee, Tea

Oatmeal Porridge

Chocolate and

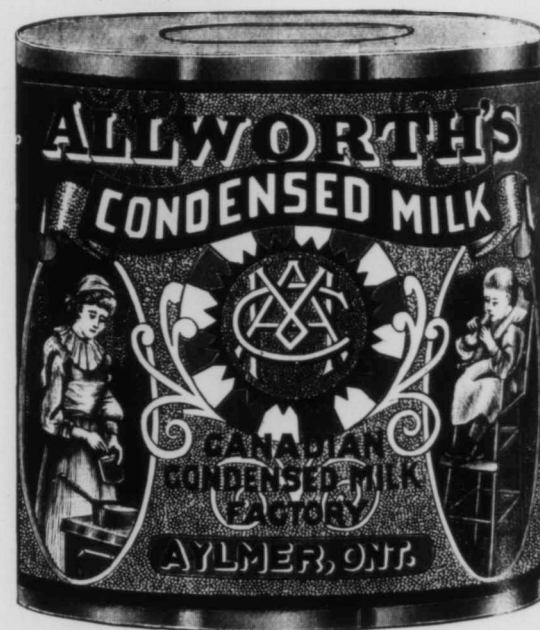
Puddings

Cocoa . . .

Sauces, etc.

Try a Sample Order.

Write for Samples and Quotations. . . . .



The pure food movement in this country has attracted wide attention throughout its entire breadth, and a former prejudice against Condensed Milk is rapidly passing away.

## THE CANADIAN CONDENSED MILK FACTORY

AGENTS:

Aylmer, Ont.

HALIFAX, N. S.—H. F. Burton.

ST. JOHN, N. B.—E. T. Sturdee.

WINNIPEG.—Buchanan & Gordon.

VANCOUVER.—G. J. Wonder & Co.

### G. C. ALLWORTH & CO.

# Soufflet Cases

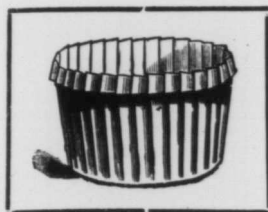
# Pie Collars

# Ice Cases

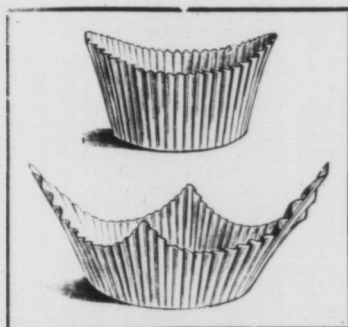
MANUFACTURED BY

**MANSELL, HUNT, CATTY & CO., Ltd.**

LONDON, ENGLAND.



SOUFFLET CASE



INDIVIDUAL CRIMPED CASES

Soufflet Cases as shown in cut are used for Creams, Charlotte Russe, Ices, Jellies, Blanc Mange, etc., etc. We carry a full line of assorted styles.

The Individual Crimped Cases are used by first-class grocers and confectioners in making a neat finish to the top layer of a box of chocolate creams, etc. We have a large assortment of styles and sizes. Put up in boxes of 1,000 of a kind. Send us a trial order.

We have also a large assortment of Japanese Napkins, which are just the thing for picnic parties, ice cream parlors and general use, at prices ranging from \$4.00 to \$6.50 per 1,000. These Napkins are also suitable as advertising novelties.

SOLE AGENTS IN CANADA :

**Dominion Paper Box Company** 36-38 Adelaide Street West, **Toronto**

# Something New

From **THE ROYAL HOTEL,**  
HAMILTON, ONT.

THE ROYAL HOTEL, HAMILTON, July 12th, 1894

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 finish to the leather.

Yours truly,

Hood & Bro.,  
Proprietors.



From **D. MACDONALD, ESQ.**

The well-known Manufacturer  
**TORONTO, ONT.**

21 GRANGE AVENUE, TORONTO, AUG. 15, 1894.

F. F. DALLEY, ESQ., HAMILTON, ONT.

Dear Sir:—When in Toronto some time ago you gave me a sample box of English Army Blacking. I resolved to test same, and was so pleased with the result that I consider it my duty to compliment you on the high state of perfection to which you have brought this blacking. I have tried all the famous French and American Blackings, and am not exaggerating a bit when I say that none of them bear comparison with the English Army Blacking. I have spoken of its qualities to a few of my friends, and they are very anxious to know where it can be purchased. I am very glad to know that you are able to manufacture a grade of blacking which can surpass that of foreign manufacture.

Yours respectfully,

D. MACDONALD

**THE F. F. DALLEY COMPANY** OF HAMILTON **LIMITED.**



**E. BROWN & SON'S,** 7 Garrick St., London, England, and 26 Rue Bergere, Paris.

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

Messrs. SALOMON & PHILLIPS, 33 Spruce St., New York, Sole agents for Canada and U. S. A

**NOTICE**

The British Columbia Fruit Canning and Coffee Co'y, Lt'd.  
**VANCOUVER, B.C.**

Having largely increased their capacity, we advise all dealers to see their price list before placing their orders for Jams, Jellies, Canned Fruits, and Canned Vegetables.  
Besides their regular brands of Ground Coffee, now so favorably known, they quote:  
Blend No. 1 at 85c., either ground or whole roasted  
" 2 at 80c., " "  
" 3 at 80c., " "  
Their Flavoring Extracts are of the highest quality.



ASK FOR  
**MOTT'S**

OTHER SPECIALTIES.  
NOUGAT  
RAHAT LAKUHM  
ALMOND ROCK  
EL MAHNA



MEDALS AND DIPLOMAS.  
PARIS  
SYDNEY  
MELBOURNE

St. John's Works, London, W.C., England.

Samples may be seen and quotations obtained of  
The CANADIAN SPECIALTY CO., Toronto

SPECIAL APPOINTMENT, (ROYAL ARMS), TO H. M. THE QUEEN.

ASK FOR, INSIST ON GETTING & USE ONLY  
"CLEANLINESS"  
**B NIXEY'S**  
**BLACK LEAD**  
W. G. NIXEY.  
LARGEST MANUFACTURER IN THE WORLD.

THE BEST !!!

GOES THE FARTHEST

By Royal warrant, manufacturers to Her Majesty, the Queen.

Highest Exhibition Honors.  
Prize Medal, Chicago, 1893

The "Most Popular"  
BLACK LEAD  
The "Most Remarkable"  
POLISH

Canadian Representatives:  
MR. W. MATTHEWS, MR. CHAS. GYLL  
7 Richmond St. East, 33 St. Nicholas St.  
Toronto, Montreal

# Fry's ≡ 80 Medals ≡

Highest honors at Chicago

## Cocoas and Chocolates

It pays to sell them.



Always reliable.



Purveyors of chocolate to Her Majesty the Queen

BY ROYAL APPOINTMENT

### LAZENBY'S

"The Best are the Cheapest"

### LAZENBY'S



### THISTLE BRAND



### Canned Haddies

THE FINEST QUALITY ONLY



This "SQUARE" contains the soluble parts of 1½ lb of Beef, free from fat and bone with sufficient vegetables and flavoring ingredients to make 1½ pint of strong nutritious soup.

These are one of the choicest preparations and most profitable and satisfactory.

These are absolutely pure. A trial will convince you of their superiority.

THE BEST HOUSES SELL THESE GOODS

## ARTHUR P. TIPPET & CO.

Canadian Agents

MONTREAL  
30 St. Francis Xavier Street  
ST. JOHN, N.B.  
Prince William Street  
TORONTO  
43½ Wellington Street East

THE CANADIAN GROCER

# MARSHALL & CO.

Aberdeen, Scotland



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

## KIPPERED HERRINGS



## HERRINGS IN TOMATO SAUCE

## FRESH HERRINGS



For sale by all leading wholesale and retail grocers. . . .

# Walter R. Wonham & Sons

Sole Agents for Canada

MONTREAL

GLIM

THE  
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everyone  
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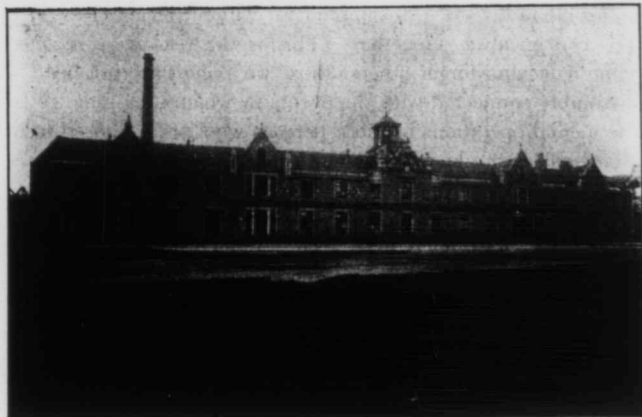


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## GLIMPSE AT A FISH-PREPARING FACTORY.

THE inventive genius has been kind to the palate of man as well as careful for his bodily comforts. This is patent to everyone who can glance back ten or twenty years and compare the articles that were then to be found in the average grocer's store with those that are there to-day. In no respect is this probably more striking than in canned goods. Among the manufacturers who have kept in the van of this movement is that of Marshall & Co., Spring Garden Works, Victoria Bridge, Aberdeen, Scotland.

Like many of Great Britain's leading manufacturing firms, Marshall & Co.'s inception dates back many years, and upon the word of reputable Aberdeenshire men who have made



FRONT VIEW OF FACTORY.

Toronto their home, its integrity is as high as the years of its existence is long.

Beginning business in a comparatively small way, Marshall & Co. grew steadily in importance and in favor of consumers at home and abroad, until to-day it is not only one of the oldest but one of the most prominent manufacturing firms of the kind in the world. The firm's manufactures are varied, among them being fresh herring, kippered herring, herrings a la sardine, herrings in tomato sauce, herrings in shrimp sauce, herrings in anchovy sauce, preserved bloater herrings, red herrings, white or salt herrings in tins, kegs and barrels; dried ling and cod, in



CAN MAKING SHOP.

tin-lined cases and oak, whole and half puncheons; real finnan haddocks, meats, soups, vegetables, potted meats, Scotch oatmeals, pearl barley, etc. Some of these lines, although only

of comparatively recent introduction to Canada, are well-known and fast friends. This is particularly true of canned fresh herrings, kippered herrings and preserved bloaters.

For such extensive lines as these enumerated, extensive works are necessary, and the firm has them. They are situated



SOLDERING-UP SHOP.

on both sides of the River Dee, and give regular employment to 250 hands. The preserved provision works face the Dee towards the south end of the harbor, cover nearly two acres, are square in plan, built of the native grey granite, for which that part of the country is so famous, and appear to be as substantial as the "everlasting hills," which in fact may also be said of the firm itself. In the centre of the buildings adequate yard space is provided, while the quay in front provides ample wharfage. The buildings were erected specially for the business, and are well lighted, well ventilated and commodious. In this building the beef, mutton, veal and game are prepared and



EXPORT FISH PACKING ROOM.

canned. Each tin put up is tested and lacquered. The factory has three vertical steam engines and two boilers for working the machinery and hoists of the factory. "Cleanliness," remarks a writer who once visited the works, "is strictly enforced throughout, and nothing about the works is more agreeable than the firm's rigor in this matter."

On the opposite side of the Dee, at Point Law, is the firm's great pickled or salt herring curing establishment. In the herring season the firm's curing yards at this spot are one of the sights of Aberdeen. There hundreds of "braw Hieland lasses" are employed in assorting, gutting and packing herrings. The fishing boats come right along side and discharge their

"crans" into the receptacles provided for the purpose. In the foreign markets, Marshall & Co. as fish curers and preparers are particularly well known and many thousands of barrels and kegs are exported annually. They are also extensive curers by the smoking process, and have a fine outfit of kilns for that purpose. The accompanying cuts are illustrations of some of Marshall & Co.'s departments.

While the firm's success is largely the result of the ingenuity, integrity and enterprise of its members, there is another important factor: That is the superior quality of the fish to be found in the sea in that part of Scotland, the cattle that are to be found in the Highlands, and the sheep that roam in the Aberdeenshire pasture lands.

The fishing boats employed by the firm number several hundred. The fishing is confined to about one month in mid-summer, when the fish are in their prime condition; and while some firms in similar industries extend the catching period, Marshall & Co. are so solicitous for their good name that they refuse to be induced to follow the example of others. It is no wonder that the firm should have carried off the highest awards for canned fish at Sydney, 1879; Melbourne, 1880, and Adelaide, 1881, and become the manufacturers and contractors to the Royal Navy.

The original founders of the firm have passed away, but their mantle has fallen upon the present partners, A. W. Ledingham and W. M. Ledingham, who are universally regarded as pillars of the industry of the port, and are among the most genial and courteous of Aberdeenians. And to this latter peculiarity THE GROCER is able to testify from experience.

#### HOW TO REMEMBER FIGURES.

FEW of us there are who are adepts at remembering figures. And in our moments of perplexity blessed would we have called the man who would have advanced some simple method whereby we would be enabled to strengthen ourselves in this particular weakness.

A writer in Business, named James C. Moffet, has some advice to offer, which cannot but be helpful in the premises. He starts with the premise that according to the laws of mental association we can recall knowledge only by connecting the unknown with the known. Just here lies, he proceeds, the whole secret of a good memory for figures, words, ideas or anything else. We must always proceed from the known to the unknown, and recently acquired knowledge should be firmly associated with facts we already have a strong hold upon. To apply this to figures: We should associate a figure with an article that it belongs to, so that when we think of the latter we will also recall the former. To remember the price per yard of a particular piece of dress goods, for instance, we should always recall its price whenever we look at or think of that piece of goods. This will stamp it indelibly upon one's memory. The reason we never forget the price of a certain widely advertised three dollar shoe is because we always think of the price and the shoe together.

#### REMEMBERING PRICES.

Suppose, however, one wishes to remember the prices of a dozen or a hundred different patterns and qualities of dress goods, how is he to do it? Simply by distinguishing one piece

from another and connecting the price with the article. If there is a difference in price between two pieces of goods, there must necessarily be some difference in quality or design, or possibly both. The first thing to be done, then, is to ascertain what this difference is, and then the association can be made more easily and intelligently. Differentiating one article or object from another is one of the most valuable habits a person can acquire; it is the basis of all scientific observation and the first step in memorizing.

#### THE PRACTICAL METHOD.

Whenever we run across a salesman in a store, or a drummer on the road, who remembers without effort the price of every article he handles, we will probably find out if we inquire that he does so because he has acquired the habit of never looking at an article in his stock or sample case without recalling its price. The two go always together. This is the reason we recollect some dates and forget others; those we forget have not been indissolubly connected with the events to which they refer. Were the mental operations of those persons who are supposed to be "blessed" with phenomenal figure memories, or heads for dates, carefully analyzed, it would be discovered that they had acquired this habit, most likely unconsciously, of storing away and recalling figures and facts together. Those dates that the poorest memories retain are those that are so closely associated with the events to which they refer that they are being continually recalled with their events.

No one should rely when memorizing upon mnemonical aids if they can possibly avoid doing so. The use of what mnemonicians call a "figure alphabet," can only be of service to one who is preparing for an examination and wants to retain certain dates and figures in his memory for only a few days, until the ordeal is over. The natural way is to connect what you want to remember with what you already know by means of its resemblance or contrast, or by contiguity in time or place. This last principle is that which we see in operation when we endeavor to commit anything to memory by repetition; we repeat a series of words together so that we recall them again because they have been placed side by side.

#### AVOID REPETITIONS.

Speaking of learning by rote, it may be remarked that there is no type large enough in a printing office in which to say that words and figures must not be repeated in memorizing oftener than is absolutely necessary, as the mind should be trained to grasp instantly and tenaciously what it wants to master. If the memory is to be strengthened, the work of learning by heart must be done energetically. The mind, like the body, should be developed by vigorous exercise.

If we have a series of figures to remember, and nothing concrete with which to connect them, we should associate them one to another. This, of course, may at first prove very difficult, but one peculiarity of the memory that will soon make itself apparent to any one who takes advantage of the foregoing hints, is that the more we strive intelligently to remember figures the easier becomes the process. In fact good memory is really all a matter of habit. To put the whole thing in a nutshell, it may be said that all who wish to master "the art of never forgetting" must form the habit of recalling their figures with their facts or with each other. When this has been accomplished they will discover they have learned the true secret of a good figure memory.



# EPICURE TOMATO CATSUP

Rich  
Delicate  
Appetizing

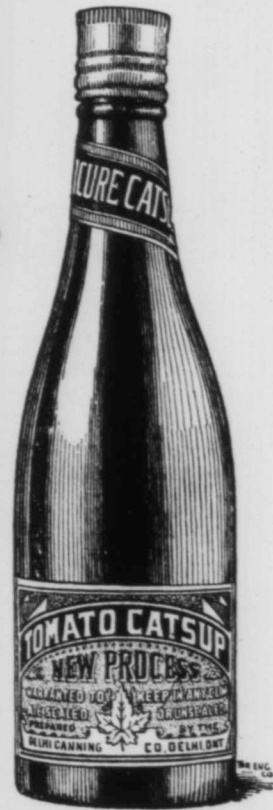
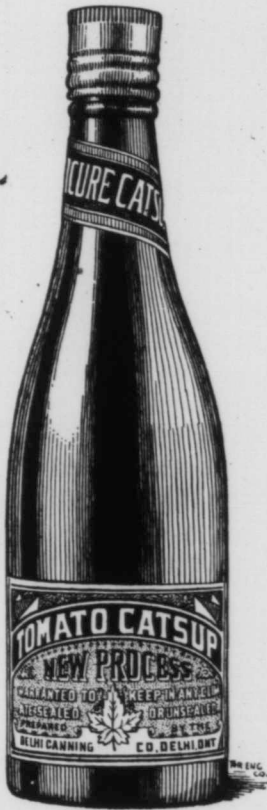
This delicious relish is now acknowledged to be the most wholesome and palatable catsup on the market. Its ingredients are the purest and choicest, no chemicals or other objectionable constituents being used to heighten flavor or color. All attempts to produce an equal have proved unavailing.

ORDER FROM YOUR WHOLESALER

OR

## DELHI CANNING CO.

DELHI, ONT.



THE MOST DELICIOUS SAUCE  
IN THE WORLD.

# Yorkshire Relish.

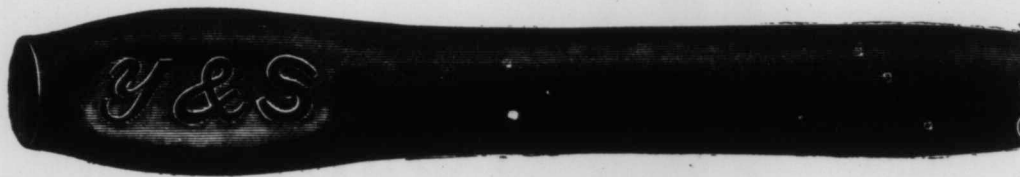
ENRICHES HOT  
JOINTS, STEWS, & BLENDS  
ADMIRABLY WITH ALL GRAVIES.  
DELICIOUS TO CHOPS,  
STEAKS, &C.

SOLD  
EVERYWHERE.

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

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

The increased demand for our goods, testifies to their superiority.



**Our leaders at present are:**

PURE CALABRIA "Y & S" LICORICE--4, 6, 8, 12, 16's to pound.  
 ACME LICORICE PELLETS--5 lb. cans.  
 TAR, LICORICE and TOLU WAFERS--5 lb. cans.  
 LICORICE "Y & S" LOZENGES--5 lb. cans and glass jars.  
 "PURITY" PURE PENNY LICORICE-- 100 and 200 sticks to Box.

Manufactured exclusively by

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

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



.. *FINEST* ..

## British Columbia Salmon

The old and celebrated brands

"Inverness" and "Balmoral"

### TURNER, BEETON & CO.

AGENTS

Victoria, B. C.

Watt & Scott  
Montreal

Watt & Scott  
Toronto

Grant, Oxley & Co.  
Halifax

Arthur P. Tippet  
St. John, N.B.

AGENTS:

H. P. Eckardt & Co.

TORONTO



AGENTS:

Jas. Turner & Co.

HAMILTON



When looking for a good packet tea  
 Don't forget the old established

## "MONSOON" BRANDS

Which for years have given satisfaction. Also ask for samples of our **STANDARD BLENDED TEAS** in bulk, to suit any water. They are unsurpassed for delicacy of flavor and strength.

### Steel, Hayter & Co.

11 and 13 Front St. East, TORONTO

Growers and Importers

“The largest works of their kind and comprising the most unique establishment under the British Flag”

---

**MATCHES.**  
**WOODENWARE.**  
**INDURATED-**  
**FIBREWARE.**  
**WASHBOARDS.**  
**WRAPPING,**  
**TOILET,**  
**AND OTHER**  
**PAPERS.**

The product of our various mills and factories is made on honor, sold on merit at fair prices with liberal discounts and on reasonable terms.

The material used, the excellence of workmanship, the finish, the variety of styles, the uniform grade, and the quality of our products is unsurpassed.

Everything manufactured by us is unreservedly guaranteed to be free from factory defects.

---

THE **E. B. EDDY CO., Hull, Canada**

BRANCHES

**MONTREAL**  
**TORONTO**

AGENCIES

QUEBEC	- -	F. H. Andrews & Son
HAMILTON	- -	Alfred Powis
KINGSTON	- -	J. A. Hendry
ST. JOHN	- -	A. P. Tippet & Co.
HALIFAX	- -	J. Peters & Co.
WINNIPEG	- -	Tees & Perse
VICTORIA	- -	James Mitchell
ST. JOHNS, Nfld.	-	E. A. Benjamin



# THE ST. LAWRENCE SUGAR REFINING CO.'S

**GRANULATED**

**YELLOWS**

**SYRUPS**

## ARE PURE

**NO BLUEING**

Material whatever is used  
in the manufacture of

**OUR GRANULATED**

**CROSSE &  
BLACKWELL**



Celebrated for . . .

**JAMS, PICKLES  
SAUCES  
POTTED MEATS  
TABLE DELICACIES**



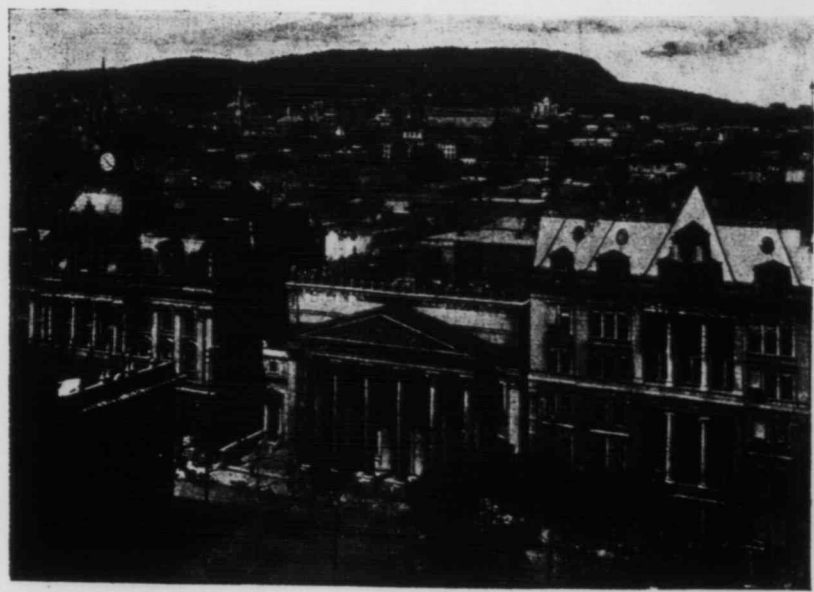
SOLD BY \_\_\_\_\_

**All Grocers in Canada**

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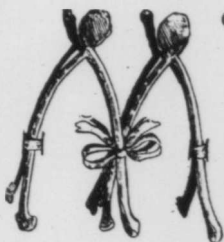
WEALTH

AND PROSPERITY



## MONTREAL

Its Shippers, Wholesalers and Manufacturers.



MONTREAL is the chief entrepot of the Dominion, has always been, and its citizens aver it is likely to remain so. Her annual imports were valued at \$57,000,000 and her exports at \$54,000,000 in 1893. During that year there was cleared from her harbor 804 seagoing vessels, the tonnage of which was 1,151,777, and some 5,000 inland vessels with a tonnage of 1,000,000.

A port with a trade of these dimensions takes no mean rank compared with other of the world's great centres of trade; and the record shows that it is constantly expanding from year to year.

Montreal's future is assured, and, in fact, was so from the early days of its history when the fur traders selected it as the most advantageous site for their annual gathering, though other places made great bids to get it.

The city owes a great deal of her success to her unequalled geographical position, the merits of which appear to have been recognized long before the white man ever set his foot in Can-

ada, for even then it was the home of a prosperous, if primitive, community, as the narratives of the early voyagers attest.

This position gives the city command of many natural arteries of communication, and supplemented as it is by great artificial means for carrying goods both to and from the port, the surprise is not that Montreal's trade is what it is, but why it is not more. The record of each successive year, however, shows that the enterprise of her merchants, whose financial resources are more than equal to those of any other two or three cities, is steadily remedying this. A noteworthy fact also is their conservative spirit, so that if the city has made great strides it is based, owing to this disposition of her traders, upon a safe and solid foundation.

The banks of Montreal are the leading institutions of the kind in the Dominion, and managed by shrewd, able financiers, they supply the much needed sinews of war with which Montreal's enormous trade is carried on. The increase in their capital account from \$13,457,000 odd in 1858 to \$27,555,000 odd in 1891, the increase in circulation from \$6,205,000 odd in the same year to \$14,312,000 odd in 1893, and the increase in deposits from \$6,123,958 in 1858 to \$58,882,336 in 1891, is

a record showing plainly how satisfactory the expansion has been. If the financial pulse of Old England is in Threadneedle street, the financial pulse of Canada is in Place d'Armes square, and the Bank of Montreal is that pulse. Montrealers may well be proud of having the third greatest financial institution in the world. The story of the increase of the paid-up capital of this great institution is, as a leading banker puts it, one of the most remarkable things in the history of banking. In 1829 its capital was \$850,000; in 1841, \$2,000,000; in 1845, \$3,000,000; in 1855, \$4,000,000, and it went on increasing in a greater ratio each successive year until it now stands at \$12,000,000, the largest capital on the American continent, and one of the firmest banking institutions in the world. The beneficial influence that this great bank can exert in times of stringency was never more evident than last year. Then the banks all over were calling in their loans, and a regular crash of most disastrous consequences was only averted by the action on the Montreal Stock Exchange by the Bank of Montreal breaking its usual rule not to finance Stock Exchange speculation, and offering to help the distressed brokers to tide over the evil day. Its great resources enabled it to take this step which a weaker institution would not have dared to do with the business conditions as they were, and the commercial world in a very feverish state.

Next to the Montreal is the Merchants' bank, with a paid-up capital of \$5,799,200, and a rest of \$2,570,000. The Bank of British North America is perhaps the second bank in the Dominion in point of financial resources. Its stock, however, is all held in England, and in this sense it occupies an unusual position among Canadian banks. The Molsons, the Ville Marie, the Hochelaga, the People's, and the Jacques Cartier, all sound and flourishing institutions, cannot be forgotten either, nor the ably managed branches of the various other banks whose headquarters are in other cities. In fact, looking over the roll of banks doing business in Montreal, and the funds at their disposal, one has to admit that Montreal merchants are well provided with banking facilities.

Next to the money to buy and sell the merchandise, the essential is means of forwarding it to its destination. In this respect Montreal possesses peculiar natural advantages, and they have been supplemented by comprehensive artificial ones. It was a Montreal merchant, John Molson, the founder of the family of that name so intimately identified with the commerce of the city, who utilized the St. Lawrence for steam navigation. From this beginning—the primitive accommodation—has sprung the great fleet of inland vessels that come to and go from the wharves of Montreal every summer. It was another Montrealer also, Sir Hugh Allan, who systematically developed the trans-oceanic trade of the city with Great Britain. A small sailing vessel, the Jean, was the ancestor of the great fleet of ocean leviathans that now line the Allan docks every summer. The increasing business done by the Allan's soon attracted competitors, and the next candidate for patronage was the Dominion and Mississippi Steamship Company. This was followed by the Beaver Line, a company owned and operated entirely by Montrealers, and finally, as the trade of the "Royal City" expanded, communication was opened with other places in Great Britain and on the continent. There are now eight lines of steamships sailing out of Montreal—the Allan, Dominion, Beaver, Donaldson, Thompson, Head, Johnston and Hamburg American, affording weekly communication with

Liverpool, London, Bristol and Glasgow, and fortnightly sailings for Hamburg, Antwerp and Bremen. There is also a tri-weekly service to the West Indies by the steamers of J. S. Vipond & Co., while Quebec Steamship Co. and the Black Diamond Line do a large gulf and coasting trade with the lower ports. The latter company also operates the colliers that carry the product of the great Nova Scotia coal mines to Montreal. In this connection the Dominion Coal Co. have put in appliances which places Montreal equal if not ahead of any port on the continent for the unloading and quick despatch of coal cargoes. In the inland forwarding trade there is the Richelieu Co., the Montreal Transportation Co., the Kingston and Montreal Forwarding Co., and the Ottawa River Navigation Co.

It is almost needless to refer to the two great systems of Canadian railway, as every reader knows all about them. It may be stated, however, that they have their headquarters in Montreal, and that the Canadian Pacific have erected two enormous grain elevators right on the wharves in their east end yards. These elevators have a capacity of many millions of bushels. Other elevating facilities for the vast quantities of Canadian and American grain that pass through Montreal are supplied by the Montreal Elevating Co., which, in addition to their fleet of floating elevators working in the harbor, have two great stationary establishments on the canal, which, like those of the C.P.R., are in direct communication with the docks and the yards of the Grand Trunk. The two railways, it may be stated, give employment to over 15,000 men in Montreal. In addition to the communication they afford, there is the Central Vermont, Delaware and Hudson, and New York Central roads, which connect with New York, Boston and other American centres. In a word, Montreal is in close touch with the entire continent, through the great railway systems centering there and her unequalled water communication.

The trade that these great banking and forwarding institutions cater to comprises everything from the export of grain and produce to all kinds of manufacture. Montreal is not only the greatest shoe manufacturing centre in Canada, but is the greatest cotton, cigar, tobacco, rubber and clothing manufacturing centre in the Dominion. The capital invested in these is approximated at \$59,000,000 odd, and they employ a vast industrial army of men and women, whose wages probably aggregate in the vicinity of \$20,000,000 odd, and the probable value of the goods they turn out may be set at \$130,000,000 odd. These figures show that Montreal is not simply a great commercial and trading centre, but is a great manufacturing city as well. The municipality only takes real estate, and the city's realty taxed and exempt is valued at \$140,000,000. The facts we have above outlined will convey some rough idea of the great and elastic resources of Montreal, for only a rough idea can be afforded in a sketch of this kind.

#### INCEPTION OF WHOLESALE GROCERS' ASSOCIATION.

It was about seventeen years ago that that important body of business men, the Montreal Wholesale Grocers' Association, met in the office of Lockerby Bros., then known as Kirk, Lockerby & Co., for the purpose of organization. Up to that time each member of the trade acted on lines of his own, and, of course, the result was more or less friction. At the time mentioned, however, Messrs. Childs, Lockerby, Kinloch, Hebert, Lindsay and other leading members of the trade came to the conclusion that wholesale groceries was a sufficiently important branch of

ESTABLISHED 1870

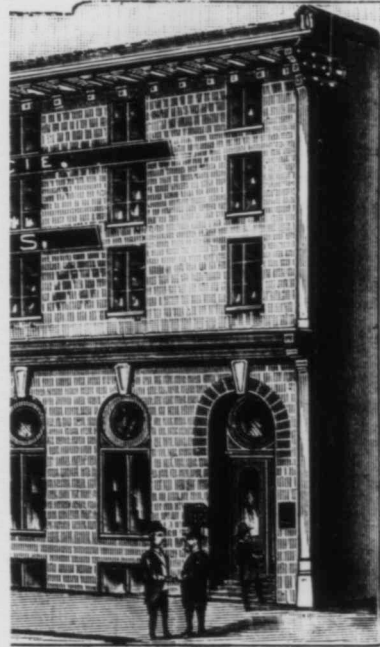
# in & Co.

MANUFACTURERS BY APPOINTMENT TO



HER MAJESTY THE QUEEN,  
H.M. THE KING OF ITALY,  
H.M. THE KING OF THE BELGIANS,  
H.M. THE QUEEN REGENT OF HOLLAND,  
H.R.H. THE PRINCE OF WALES, &c. &c.

## HUNTLEY & PALMERS



1894  
117  
1897  
"BREAKFAST BISCUIT"

This new speciality of HUNTLEY & PALMERS is remarkable for its lightness and delicacy, and will be found an agreeable addition to the table at all times.

It is intended for use with butter or cheese, or with coffee, tea, chocolate, &c.

To be obtained of the principal British Wholesale Grocers, &c., throughout the world.



V. O.

PHILIPPE RICHARD, CHS. CONTURIER,  
"F. MARION & CIE."

Write for Prices and Samples.

In Wood or Bottles.

72, 74, 76 and 78  
St. Peter Street

### Montreal

## ROCERS

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AS

IS UNSURPASSED.

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V.S.O.P.

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MANUFACTURERS BY APPOINTMENT TO  
 HER MAJESTY THE QUEEN,  
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 H. M. THE QUEEN REGENT OF HOLLAND,  
 H. R. H. THE PRINCE OF WALES.

HUNTLEY & PALMERS  
 Biscuit Manufacturers



READING & LONDON

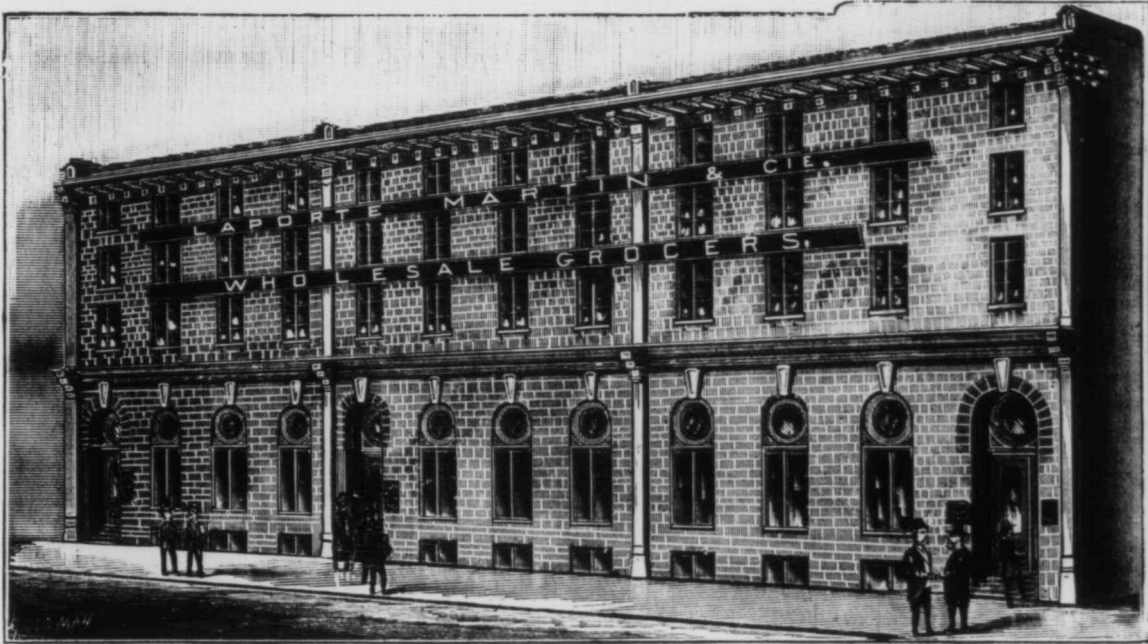
THE HIGHEST AWARDS GIVEN FOR BISCUITS TO ANY ENGLISH HOUSE  
 HAVE BEEN MADE TO HUNTLEY & PALMERS AT ALL THE LEADING  
 INTERNATIONAL EXHIBITIONS FOR "EXCELLENCE OF QUALITY."

HUNTLEY & PALMERS BISCUITS AND CAKES are made  
 of the finest flour and are of a superior quality of shape and  
 weight. A thorough examination of the quality of the biscuits  
 they have obtained at the various international exhibitions at  
 London, Philadelphia, San Francisco, and London, and at  
 the various international exhibitions at London, and at  
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ESTABLISHED 1870

# Laporte, Martin & Co.



## WHOLESALE GROCERS

AND DIRECT IMPORTERS.

We control exclusively the "VICTORIA"  
and "PRINCESS LOUISE" brands of

### Japan Teas

THEIR QUALITY IS UNSURPASSED.

Sole Agents for Canada for the celebrated

### Cognacs

"PHILIPPE RICHARD," "CHS. CONTURIER,"  
"F. MARION & CIE."

Write for Prices and Samples.

In Wood or Bottles.

72, 74, 76 and 78  
St. Peter Street

**Montreal**



V. O.



V.S.O.P.

the business world to be represented by a regularly organized association, and the meeting above referred to was the result. For the first ten or eleven years the association was not affiliated with the Board of Trade, and, as a consequence, did not exercise the weight in the business world that it now does. Seven years ago, however, in consequence of representations that were made to it as well as to other trade associations by representatives of the Board of Trade, it became an affiliated branch of that body, and since that time, owing to the representation that it has on the Executive, has been able to secure the backing of the combined influence of the entire business community for any reforms in trade matters that it has desired to secure. At present, with two or three exceptions at the outside, every firm in the wholesale grocery trade of Montreal is a member of the association. The present office holders, which we append, will show plainly that it numbers all the leading firms on its roll.

President—Geo. Childs (Geo. Childs & Co.)

Vice-President—C. P. Hebert (Hudon, Hebert & Co.)

Treasurer—Wm. Lockerby (Lockerby Bros.)

Directors—Chas. Chaput (L. Chaput, Sons & Co.); H. H. F. Hughes (Caverhill, Hughes & Co.), and Wm. Kinloch (Kinloch, Lindsay & Co.)

#### GEO. CHILDS & CO.

The firm of the President, Geo. Childs, of Geo. Childs & Co., is one that has witnessed fewer changes in its personnel than perhaps any other firm in Montreal. Thirty-one years ago the business was started by its present leading partner, Geo. Childs, on St. Paul street. It has made two moves since—first, to St. Francis Xavier street, and, finally, to the present commodious premises that the firm at present occupy at 152 and 154 McGill street. Mr. Childs has had his two sons associated with him in the management of the firm's extensive business, the ramifications of which extend from the Atlantic to the Pacific, and which requires a large staff of employees as well as a full force of travelers to handle. In addition to occupying the presidency of the Wholesale Grocers' Association for a number of years, Mr. Childs has filled several other public offices, and is a director of a number of leading business companies also.

#### HUDON, HEBERT & CO.

The firm of the Vice-President, C. P. Hebert, of Hudon, Hebert & Co., is a wealthy concern; in fact, one of the wealthiest in the trade. It does an enormous trade in general groceries, and also in flour and provisions, and wines and spirits, a unique feature in connection with it being that it does all its great business direct from its warehouse, not employing a single traveler. The business was originally founded by E. V. Hudon in 1837, and has had several changes of title since then. In addition to C. P. Hebert, who has held office on the Executive of the Board of Trade and the Grocers' Association for a number of years, there are several other partners—Mr. Hudon, the senior partner of the concern, and C. Hebert, jr., and one of Mr. Hebert's son's-in-law. The firm up to the present year occupied the large warehouses facing on St. Paul and Commissioner streets. This year, however, they have secured the three large warehouses at the corner of St. Sulpice and De Bresole streets, and facing also on Le Royer streets. This site gives them exceptional advantages for the receipt and transmission of goods, facing as it does on three different streets. The prem-

ises in question are now undergoing extensive alterations and repairs which, when finished, will make one of the most complete grocery warehouses in the country. The firm will take possession of their new premises some time during the present or following month.

#### LOCKERBY BROS.

The firm to which the Treasurer, Mr. Lockerby, belongs—Lockerby Bros.—is the direct descendant of one of the most influential of the English wholesale houses. Douglas, Kirk & Co. was the original title of the great business of which D. W. Lockerby is now the chief director. Twenty-two years ago Mr. Douglas, the senior partner dying, John Kirk, the junior partner, took the present head of the business, D. W. Lockerby, into partnership. In 1886 Mr. Kirk retired and Mr. Lockerby then took his brother into the firm, and it assumed its present well known title, Lockerby Bros. The firm's warehouse is the large one at the corner of St. Peter and Sacramento streets, and it does a very large business, restricting its attention to regular groceries.

#### L. CHAPUT, SONS & CO.

Chas. Chaput, the first named of the directors, is a member of the well-known firm of L. Chaput, Sons & Co. This is another of the leading French-Canadian houses, and financially one of the very strongest, while it is one of the most enterprising in the trade. The conservative manner in which they carry on their extensive business is a feature that the trade generally admire. This firm was founded by L. Chaput many years ago, and at present the head of the firm is Charles Chaput, L. Chaput having retired from the business. Associated with Charles Chaput in the management are E. St. Denis, L. N. St. Arnaud and L. E. Geoffrion. The firm's headquarters are at No. 2 to 6 De Bresole street, and also faces on St. Dizier and Le Royer streets as well. The reader has only to pay the warehouse a visit to realize that it is in every respect a modern establishment.

#### KINLOCH, LINDSAY & CO.

Wm. Kinloch, another of the directors of the association, is a member of the oldest wholesale grocery firm in Montreal, Kinloch, Lindsay & Co. This firm can trace back its history for fifty-one years, when it was known under the title, Kingan & Kinloch, so that in addition to being a member of the oldest firm, Mr. Kinloch is also the oldest of the active wholesale grocery merchants of Montreal. In 1864, the present junior partner, who can give many other senior partners a handicap of a few years, entered the firm, but the style of the firm was not changed to its present title till 1874. It occupies large premises at 80 St. Peter street, opposite the Board of Trade, and it is noted as one of the most conservative houses in the trade. Tea of all kinds, of which it handles very large quantities every year, is its leading specialty, and what Mr. Lindsay does not know about tea would fill an extremely small book.

#### CAVERHILL, HUGHES & CO.

H. H. F. Hughes, or, as he is more popularly known, Fred. Hughes, the other director, is a member of one of the younger houses in the trade, Caverhill, Hughes & Co. This firm is an amalgamation of two houses, Caverhill, Hughes & Co. and Turner, Rose & Co., which took place a few years ago. It was then known as Caverhill, Rose, Hughes & Co., but in 1893 Mr. Rose retired, and the firm assumed the old title of Caverhill, Hughes & Co., with Mr. Caverhill and Mr. Hughes as the two sole partners. The former gentleman attends to the finan-

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THE BEST GROCERS KEEP THE BEST GOODS



Keen's Mustard

Has a splendid reputation of over 150 years.

Keen's OXFORD Blue

Is the best blue in the world.

Robinson's PATENT Barley

AND

Robinson's PATENT Groats

Are the best foods for Infants and Invalids, and have been used in the Royal Nurseries during the past seventy years.

Chas. Southwell & Co.'s

HIGH CLASS

JAMS, JELLIES and MARMALADES

OF THE BEST QUALITY ONLY  
 MODERATE IN PRICE  
 STEADILY INCREASING IN FAVOR



Nelson's

Gelatine, in 1 oz. Packets.  
 Nelson's Tablet Jellies.

Cadbury's Cocoa

Cadbury's Chocolate.  
 Cadbury's Chocolate Creams.  
 Cadbury's Fancy Boxes.

Maconochie Bros.

Fresh Herrings.  
 Kipperd Herrings.  
 Herrings in Tomato Sauce.  
 Bloater Paste.

QUOTATIONS AND SAMPLES OF ALL THE ABOVE GOODS ON APPLICATION.

Frank Magor & Co. 16 ST. JOHN STREET Montreal.



# Advice to Grocers

The sales of **Baby's Own Soap** are increasing every day.

If you think you can afford to let your customers pass your door, because you cannot make the profit you want, on account of competition, you make a mistake, **as its sale carries trade with it.**

There is no use running down the quality and all that; the public are the judges on this point, and **YOU** only will be the sufferers.

The public will have what they want and have proved\_\_\_\_\_

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## The Albert Toilet Soap Co.

MANUFACTURERS

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**MUNN'S  
BONELESS CODFISH.**

NEW ARRIVALS.

Send in your orders. Full stock on hand of Assorted Boxes, 5 lb., 10 lb., 20 lb. and 40 lb. boxes; also

SKINLESS CODFISH in 100 lb. Cases.

The Munn Brand, after a most severe test, gained the only medal awarded at the World's Fair this summer, which speaks highly for the merits of this article.

Stewart Munn & Co.,  
MONTREAL.

1894

**L. CHAPUT, FILS & CIE.**

.. MONTREAL ..

**WHOLESALE GROCERS**

Importers of

**TEAS, WINES, LIQUORS, FRUIT, Etc., Etc.**

Established 1842

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

**EWING, HERRON & CO.**

The Name is a Guarantee of the Goods.

THE TRADE MILLS are fitted out with the latest improved machinery, and are capable of turning out a class of work of the highest order. . . . .



COFFEE . . .  
SPICES  
BAKING POWDER  
FRENCH MUSTARD  
ETC., ETC.

GIVE OUR TRAVELERS AN ORDER FOR A SAMPLE LOT

Sole Manufacturers for Canada of PETERMAN'S ROACH FOOD

579 and 581 ST. PAUL STREET

MONTREAL

**EWING, HERRON & CO.**

ONE OR TWO  
GOOD . . .

**Agencies Wanted**

Good connection with Grocers

Reference—Merchants Bank of Canada,  
Montreal

**S. E. W. ADAMS**

26 St. Peter Street, MONTREAL, P. Q.

cial portion of the firm's business, while Mr. Hughes looks after the business part. It is in every respect one of the most enterprising firms in the trade, and is in the first rank in point of the quantity of its yearly turnover of goods.

N. QUINTAL & SON.

Forty-one years ago N. Quintal founded the business now known as that of N. Quintal & Son. Thirty years later he admitted his son as a partner. The firm transacts a large business in all kinds of groceries throughout the Dominion, but the bulk of its trade is its enormous turnover of fish, molasses, and the other heavier lines of groceries, as well as flour and provisions, in the Province of Quebec. The firm's warehouses are 270 and 274 St. Paul street, where a large staff are employed.

RANSOM, FORBES & CO.

In the extensive warehouse at 156 McGill street, Ransom, Forbes & Co. transact their large business. The partners are Mr. Ransom and Geo. Forbes. The former received his early education in the trade with J. A. Mathewson & Co., while Mr. Forbes, previous to his partnership with Mr. Ransom, was a trader on his own account for many years.

CARTER, GALBRAITH & CO.

The firm of Carter, Galbraith & Co., whose large warehouse stands at the corner of Foundling and St. Peter streets, are the direct successors of the enterprising firm of Wood, Carter & Co., who formerly occupied premises on the other side of St Ann's Market. The firm, therefore, can date its history back for quite a number of years. About four or five years ago, Wood, Carter & Co. dissolved partnership, Mr. Wood taking the provision

business proper, which was an extensive branch with the firm, while Mr. Carter took control of the grocery end. The latter gentleman associated with him Wm. Galbraith, who had been previously associated with J. A. Mathewson & Co., and the firm assumed its present title of Carter, Galbraith & Co. Both the gentlemen show a large experience, and Mr. Galbraith is one of the veteran members of the Dominion Commercial Travelers' Association.

J. O. VILLENEUVE & CO.

As traders the firm of J. O. Villeneuve & Co., 1,260 St. Lawrence street, can go back for over thirty years, but their life in the ranks of the wholesale grocers proper only dates back a few years. The firm was founded by the present mayor of Montreal, J. O. Villeneuve, and has always done a large trading and supply business with retail grocers, provision dealers and country traders. J. O. Villeneuve is a member of the Harbor Commission, and also sits for the county of Hochelaga in the Provincial Legislature, in addition to being mayor of the city.

J. A. MATHEWSON & CO.

One of the oldest and strongest firms in the trade is that of J. A. Mathewson & Co., which was founded as far back as 1834 by Samuel Mathewson. In 1831 it removed to the premises built by J. A. Mathewson, Sr., on McGill street, where it has been located for fifty years. J. A. Mathewson has associated with him in the management of the firm his three sons, and it does an enormous trade, especially in the Townships and up the Ottawa valley. Outside of the grocery business proper, Mr. Mathewson is well known for his unassuming and whole souled benevolence to the poor of the community.

## MUNN'S

PURE

### Boneless Codfish

1 and 2 lb. bricks in boxes.

PURE

### Skinless Codfish

In 100 lb. cases.

If you **EAT**—you want Munn's Codfish

This year's catch—just arriving.

Finest ever put up.

# Stewart Munn & Co.

BOARD OF TRADE  
BUILDING . . . .

— MONTREAL

BUY . . . .

**Richards'**

. . . SUPERIOR  
TO ALL OTHERS



# Pure Soap

PAYS 28 PER CENT. PROFIT

Put up in neat attractive style.  
Full weight. Sells at sight.  
Beautiful show card with first order.  
Sold by all wholesale grocers.

**D. RICHARDS**

WOODSTOCK

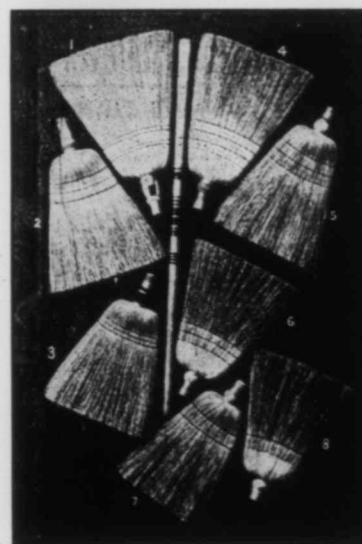
AN INNOVATION . .

## The Perfection Broom

PATENT APPLIED FOR.

*Warranted in every  
respect*

**T**HIS BROOM is recommended to the trade and consumers as an article of merit. Having a number of improvements in the essential parts of the Broom, they will last longer and give better service than the ordinary make. The best material only is used in their construction, including the smoothest and neatest handle on the market. Furnished with plated and colored metal ferrules. Group is old style Brooms in large variety.



Manufacturers of

**WHISKS, BROOMS and BRUSHES**

**The Windsor Patent  
Brush Co., Ltd.**

SANDWICH,  
ONTARIO.

# CAVERHILL, HUGHES & CO.

AGENTS FOR

*Spratt's Patent Dog Cakes and Medicines*  
*Diamond Crystal Salt*  
*National Pure Food Co.'s Tomato Catsup . . . . .*  
*Skinner & Loudon's Tomato Soup . . . . .*  
*Bensdorp's Cocoa*  
*Royal Arms Cheese*  
*Cornmelia Toilet Soap*

## TEAS

LIPTON'S GOLD MEDAL  
 BLUE CROSS

### Our Own Blends



ABERDEEN EXTRA  
 ABERDEEN  
 KANDAH YELLOW  
 KANDAH GREEN  
 KANDAH PINK

In chests and 40 lb. tins.

Special Agents, ROBERTS' ROYAL TABLE JELLY.

### NOW IN STOCK

New Pack Salmon, New Crop Valencias and Currants, Marshall's Herrings in Tomato Sauce, Kippered Herrings, etc. Also Marshall's Salt Herrings in kegs.

309, 311, 313 Commissioners St. - Montreal

**Is Your Wife a Believer**  
 IN GOOD THINGS?  
 If so, there is no doubt  
 but that she uses . . .  
**THE COOK'S FRIEND**  
 BAKING POWDER



**YOU CAN LOVE**  
 Your Neighbor Better  
 When not troubled with indigestion.  
 Secure this by using  
**The Cook's Friend** BAKING POWDER

**You Buy**  
**And We**  
**Help You**  
**To Sell**

SAMPLES OF HOW  
 WE ARE MAKING  
 CUSTOMERS  
 FOR THE  
**COOK'S FRIEND**  
 BAKING POWDER.

**500,000 People**  
**read these**  
**Advertisements**  
**every day**

**"Love's Labor Lost"**  
 TRYING TO COOK  
 WITHOUT  
**THE COOK'S FRIEND**  
 BAKING POWDER

Sole Proprietor  
**W. D. McLAREN**  
 St. Paul St.  
**MONTREAL**

**IF your Wife says No,**  
**You say Nothing.**  
 Respect her judgment,  
 she knows what is best.  
**The Cook's Friend**  
 BAKING POWDER

# Foundation

Is everything.



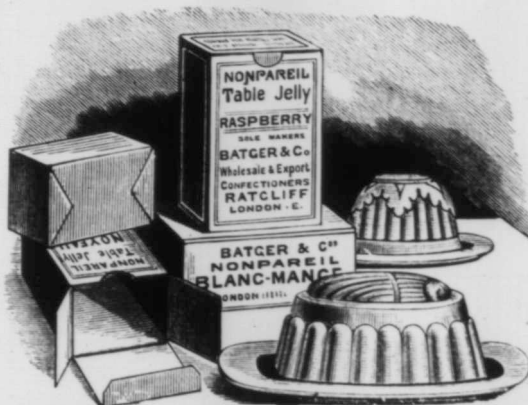
# Build

Up your trade on reliable goods.



# Commencing

With the best of Package Teas.



ROSE & LAFLAMME

.. Agents ..

Montreal.

## STOREKEEPING OUTSIDE CIVILIZATION.

BY THE EDITOR.



ALFRED (FRED) BRICK.

VASTLY different is storekeeping in Canada to-day and storekeeping in Canada a century ago. We learn this from the historian; we learn it from tradition. And the modern merchant, in spite of the evils with which he has to contend, congratulates himself that his lot was cast in the latter part of the nineteenth century, if he goes so far as to make a comparison.

But marked as has been the development of business and business methods in Canada during the past hundred years, there are parts of the country where the primitive storekeeping methods of a century ago still obtain. And some of them are neither the planting of generations ago, nor the property of Rip Van Winkles; they are the product of the exigencies of to-day. They are as adaptable to their environment as were their prototypes in the days of Simcoe, Brock, Durham and other celebrities who, in the early history of the country, played important parts in fashioning and shaping its destiny. Taking into consideration their surroundings and the office they have to fulfil, they are as modern as are the department stores that have developed within the last few years in the larger centres of population.

One of these primitive stores is to be found away up upon the banks of the Peace river, four hundred miles north of Edmonton, N.W.T., and the nearest railway point. Its proprietors are two brothers, T. A. and Alfred Brick. And primitive indeed is their manner of doing business; one more so probably never existed since white man first set up storekeeping in the country. The only difference, probably, is in the character of the goods found in stock, and in some of the customers. Canned goods and other latter-day commodities are to be found upon the shelves, and the customers, instead of being all Indians, are Indians and half-breeds. No white men buy at their counters for the simple reason that the pale-faced settlers' zone has not reached that part of the country yet. Neither does the white man's currency yet circulate in this northern latitude. Barter, in all its primitive fulness, obtains. But if they are devoid of dollars and cents whereby values may be computed, they are not without a unit of value. That unit of value is what is termed a "skin," and upon that basis Brick Bros. sell and poor Lo buys.

Discourse as one may upon the advisability of storekeepers exercising caution, buying frequently and keeping their stocks fresh, all must be unheeded by Brick Bros., no matter how desirous they may be of being in the modern swim. The hustling commercial traveler does not call upon them once a week, month or even year. In fact, he never calls. Brick Bros. have to come to the wholesale markets themselves. And this they do once a year, and during the summer months. Toronto is their headquarters for supplies, and the duty of selecting these this year devolved upon Alfred Brick, the younger brother. He spent two weeks in the "Queen City" making his purchases, and on the evening of the day before he started for his long journey home I had a pleasant and interesting hour's chat with

him. I found him a bright and intelligent young man who had not yet seen a quarter of century of life. He had none of the appearance or manner of a man who had spent about half his life outside the pale of civilization. The cause of his going there was not his own volition. Until about twelve years ago he was a school boy in Toronto. Then he, with the other members of the family, accompanied his father to the Peace river, where the latter went as an Anglican missionary to the Pagan aborigines. About two years ago Alfred and his senior brother, T. A., began storekeeping 400 miles north of Edmonton, with a general stock adapted to the wants of their aboriginal customers. And now they are starting a branch store 300 miles further north, with T. A. Brick in charge. It is hardly necessary to say that telephone communication will be established between the two stores at present. The distance is so short that communication for the time being will be kept up by the aid of boats in summer and dog teams in winter.

To get their supplies from the wholesale houses in Toronto to the store on the Peace river, is no small matter, and requires the combined aid of the modern carrier, the railway, and the primitive, the horse team and the cumbersome river boat. The distance every package of goods has to be taken is nearly 3,000 miles. Of course, the greater distance is traversed by rail—some 2,500 miles—to Edmonton, but to go the remaining four hundred miles consumes four times as much time as it takes to make the railway journey. The freight charges for the transportation of goods from Toronto to Brick Bros.' store on the Peace river aggregates from ten to eleven cents a pound, while the time occupied in the journey is some five weeks. One could make several journeys across either the Continent or the Atlantic in the meantime. The manner of carrying the goods from Edmonton, at the end of the railway service, to the site of his store, I will let Mr. Brick tell in his own words.

"After the goods reach Edmonton by the C.P.R., we team them overland 90 miles to Athabasca Landing. Each team of horses will take about 2,500 pounds. Athabasca Landing is the great divide for the distribution of freight. The freight that is destined for the Northwest goes up the river, and that for the North goes down the river. All the Hudson Bay Co.'s freight coming in at Edmonton for distribution among its several stations is teamed to Athabasca, and sent up and down the river as I have described.

"At Athabasca we take a boat 47 feet long by about 12 feet beam. While on the river the boat is towed by Indians, four of them on the line. The Indians pick up the tow line about 4 o'clock in the morning. Three stops are made per day for rest and meals, and we go into camp for the night about 8 o'clock. In this way we make from 20 to 28 miles a day.

"Towing a boat is about the only thing an Indian is good for," parenthetically remarked Mr. Brick, as, with a smile, he momentarily raised his right hand from where it had been resting on his knee. "He is not any good for general or farm work, but in towing a boat he beats the white man hollow."

Where the river flows into the lake, the Indians leave the tow path, enter the boat and man the sweeps, eight of which there are in all. The river and lake route from Athabasca Landing to Brick Bros.' store occupies from 18 to 20 days in traversing.

"What remuneration does an Indian get for towing and rowing the boat so many days?" I asked.

"Each Indian gets so much for the trip. It is reckoned in

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skins and he takes it out in trade, for you know we never use money up there."

"Tell me something of the way in which you do business?" I asked.

"It is all barter. An Indian will come in with his pile of furs and throw them down on the floor of the store. After examining them we tell him, in a lump sum, how many 'skins' we will allow him for his pile."

"Do you sometimes experience difficulty in striking a bargain?"

"Yes; sometimes blows are struck, but nothing serious ever happens. If the Indian is satisfied with what we offer him he will start in to take out the amount in goods. He generally begins with clothing for himself. Next ammunition and then tobacco and tea. He will have those things before anything else. If, after getting these, he has still a balance coming, he begins to think about his wife and children. They are very fond of jewelry, particularly brooches and ear-rings.

"Do you find your customers as a rule honest?"

"Far from it," rejoined Mr. Brick, emphatically. "But of course you will strike one amongst the crowd now and then who will have a little consideration for the man into whose pocket he gets his hand and leave something, but most of them won't leave anything. The Indian, I can tell you, is no fool. He is



EN ROUTE TO EDMONTON.

as sharp as a steel trap, and will get the best of you in a deal unless you keep your eyes open. One favorite trick of his is this: He will buy, say, a comb and a match box, costing half a 'skin' each. Then he will pretend that he has changed his mind and hand back one of the articles and try to get something worth a 'skin' in return for it. But just attempt to cheat him and see how you will get disappointed; you can't cheat him."

"I suppose you get good profits?" I remarked.

"Yes; fair," quietly replied Mr. Brick; "but the great drawback is the heavy freight rates entailed in shipping goods from the wholesale centres to our store."

"Do you do much business on credit?"

"Yes; that is to the trustworthy Indians. We have been there long enough to know who can be trusted and who can not. An Indian wants goods in the fall when he is preparing to go off trapping, but he has no 'skins' to pay for them. So he brings a horse to us and leaves it as security for two-thirds value of the goods received. In the winter, when he comes back from the hunt, the first thing he will do is to redeem his horse. Then whatever surplus he may have is expended on supplies."

"Sometimes, I suppose, you make bad debts?" I further ventured.

"Yes, but very few. And those that we do make are seldom on account of the dishonesty of the Indian. Not at all. As long as an Indian can pay his way he will. When he is unable to meet his obligations it is generally because the hunting season has turned out bad."

The furs obtained in that part of the country, Mr. Brick informed me, are bear (black, brown and cinnamon), beaver, fish otter, martin, mink, wolverine, skunk, muskrat, etc. "But the market price of furs is very low now," he added. "We sell our furs in Edmonton, and prices there last spring were lower than ever before."

All packages of merchandise taken into the Northwest Territories are examined by the Mounted Police in order to prevent intoxicating liquors from entering. The examination is done by means of steel needles several feet in length, which are thrust into the packages here and there. Proprietary medicines, such as "pain killer," beef, iron and wine, etc., can be taken in freely. "Pain killer" is the Indian's substitute for whiskey. He drinks it with gusto, and seems to prefer it without any dilutant. Sometimes he adds water, but it is apparently more with the intention of increasing the quantity of the beverage than toning down its fiery properties.

Brick Bros. find it necessary during the winter months to make occasional trips to Edmonton. The river of course being frozen over, recourse is had to snowshoes and dog trains. The accompanying illustration shows Alfred Brick, a companion, and the dog train with which they made the journey last winter to Edmonton. It takes from eight to ten days to traverse the 400 miles between their store and that place. At night they are compelled, of course, to sleep out upon the open prairie. But rigorous as the weather may be, it causes little or no inconvenience to the travelers. With their snowshoes as shovels they throw back the snow to make places for their beds and a fire. Then, when supper has been partaken of, the travelers wrap themselves in their furs, lie down in their snowy couch, and sleep as soundly and comfortably as any storekeeper inside the pale of civilization does.

"I suppose," interjected a lady who had become interested in our conversation, "that the Indian wives do all the heavy work?"

"Yes," replied Mr. Brick, and added with a laugh, "but sometimes the woman is the boss; but even then, like a good and faithful spouse, she does the heavy work."

"Oh, I would not mind that if I was boss," remarked the aforesaid lady, with an emphasis on the latter "I."

In case any of THE GROCER'S readers should desire to write these far-distant storekeepers, I give their address: "Brick Bros., Peace river, via Edmonton." It is not as ambiguous as was the letter addressed by a woman in Ireland to her son in America: "Pat O'Neil, America," for a letter addressed to Brick Bros. as directed will get there in time, although it may take a long time. From Edmonton there is no regular mail carrier. Whatever mail matter there may be for, say Brick Bros., depends on the first reputable traveler that is journeying northward for its forwarding. He carries it as far as he goes. If it is a hundred or two hundred miles, or whatever distance it may be. Then it gets a further lift towards its destination when the next traveler comes along bound in that direction, and so on.



R. A. LUCAS

R. T. STEELE

G. E. BRISTOL

# LUCAS, STEELE & BRISTOL

Wholesale

Grocers and

Importers

73 McNab Street  
North

.. HAMILTON, ONT.

- “ Mail Orders ” receive our personal care.
- “ Quick Despatch ” We pride ourselves on it.
- “ We Guarantee ” absolute purity of our spices.
- “ At Old Prices ” For teas we are receiving orders and can attend to more. . . . .
- “ Our Travelers ” have “ special prices ” for this month.
- “ Try Us ” and find out whether statements are correct or not.



## DO . . YOU KNOW

- That Salt containing Sulphate of Lime is dangerous to health ? . . . . .
- That Salt containing Chlorides of Calcium and Magnesium imparts a bitter flavor to food seasoned with it ?
- That a good steak may be spoiled with poor Salt ?
- That the difference in the cost of seasoning one thousand meals with Diamond Crystal Salt and the Cheapest Salt is not more than 10 cents ?
- That if you want good Salt you must ask for it ?

ALWAYS INSIST ON HAVING DIAMOND CRYSTAL SALT AND YOUR CUSTOMERS WILL HAVE NO REASON TO COMPLAIN.

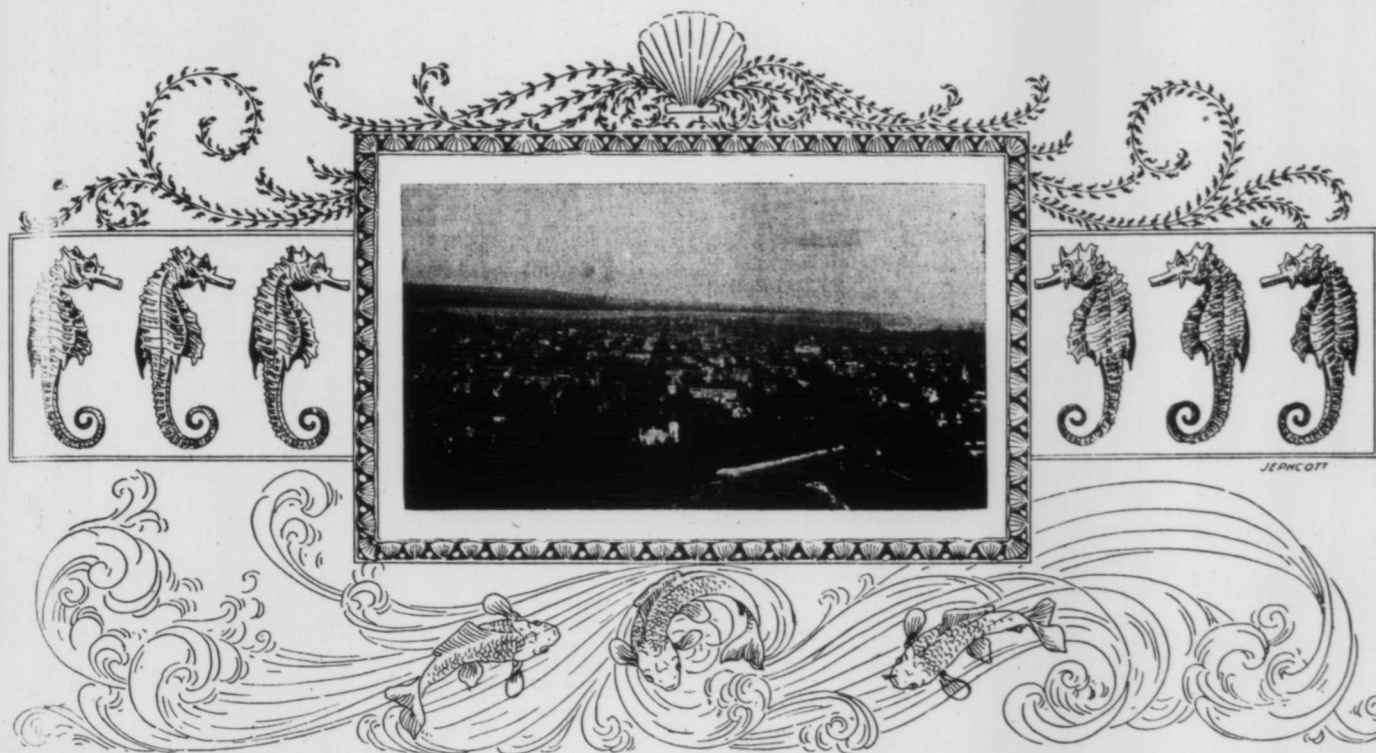
# Lucas, Steele & Bristol

Agents

HAMILTON, ONT.



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## HAMILTON

Her Resources, Merchants and Manufacturers.



**H**AMILTON is not a city set upon a hill. She is at the foot of one—or rather at the foot of a mountain—and the waters of Burlington Bay lave her feet. But if the city is not elevated the ambition of its citizens is, hence the cognomen, "Ambitious City," given by a traveler some forty years ago, and retained to this day. And the name was not in-

appropriately given. Hamilton is an ambitious city. The position she occupies to-day as second in population in Ontario and third in the Dominion demonstrates this, while a still better evidence is the fact that in proportion to population she is the largest manufacturing city in the Dominion; and this has led to her being dubbed with a second cognomen, the "Birmingham of Canada."

Burlington Bay and the future site of Hamilton was a little late in being revealed to the gaze of the early explorers of the country. The Fleur-de-Lis of France had floated in the breezes of Lakes Simcoe and Huron some time before La Salle, in skirting Lake Ontario, found the little sylvan lake known to us to-day as Burlington Bay, with its overhanging banks, rich foliage and towering mountain reflected on its bosom. That was over two and a quarter centuries ago. And although the handiwork of man has marred much of its original grandeur, Burlington Bay and its environment is still of rare beauty, while the hands that razed the forest trees and built habitations for the white man are relieved of any disabilities. If they destroyed one kind of

beauty it was only to create another. Hamilton is a lovely city. The little park known as the Gore, in the very heart of the business part of the city, with its inviting shade trees, pretty flowers, well-kept grass plots, and tempting seats, where tired clerks, wearied shop girls, worried merchants, and hardworked mechanics can find rest during the noon-day hour, is a standing rebuke to the parsimonious policy of most cities. Many of the public and private buildings of Hamilton would do credit to a city much larger in population. Seldom is the heart of the visitor saddened by the eye meeting hovels of poverty, while frequently is the heart gladdened by the comfortable houses of brick or stone which stand in the midst of well kept and sloping lawns, while the fringe of substantial and handsome residences of the wealthier citizens form a background of picturesque beauty not soon forgotten.

The site of Hamilton was intended by Nature as the resting place of a city. And when she was forming its physical features and that of the adjoining country, she exercised a peculiar care in the carrying out of her purpose. When building the great Niagara escarpment she brought it on in a straight line until it reached the vicinity of the Hamilton of to-day, when she caused it to describe a half circle. And in the amphitheatre thus formed nestles the city of Hamilton. A city's possibilities for greatness are governed to no small extent by its contiguity to navigable waters. And again was Nature kind to Hamilton, for in creating Burlington Bay she created the best and most sheltered harbor on Lake Ontario.

It was foreordained that a city should spring up on the spot where the "Ambitious City" stands, but the cause of which the Hamilton of to-day is the effect was the massing of troops on

its site in the war of 1812-14. And an enterprising farmer named George Hamilton took advantage of the prominence that the place had obtained through being made a military rendezvous, and laid out his acres of forest and field into village lots. That was in 1813. And the result is the to-day city of 50,000 inhabitants, with its 170 factories, 14,000 artisans, many busy warehouses and stores and exceptional educational advantages.

The growth of Hamilton has not been spasmodic. It has been gradual, although its development has probably been more marked during the last fifteen years than during any other time in its history.

Hamilton has had the fortunate peculiarity of applying her skill and capital in promoting those industries which were most likely to take root in her midst, until to-day the factories, workshops, mills, etc., of the "Ambitious City," turn out almost every kind of article that is required in the Dominion. There is scarcely an important branch of industry that is left unrepresented. Her factories equipped with modern machinery, and the latest labor-saving devices to minimize the cost of production, maintain a daily output of innumerable articles of metal, wood, leather, textile fabrics, glassware, pottery, clothing, cured meats, and canned meats, fruits and vegetables. The total capital invested in manufacturing industries in the city is \$8,360,000.

Important as is Hamilton as a manufacturing centre, she is scarcely any less so as a wholesale centre, goods from some of her warehouses going out to all parts of the Dominion. And among the wholesale trades it is the grocers that take first rank.

The general financial condition of the city is sound. The best evidence of this is its peculiar freedom of late years from serious failures.

Hamilton has 90 $\frac{1}{4}$  miles of streets, 90 3-10 miles of water mains, 40 miles of sewers, and 35 $\frac{1}{2}$  acres of public parks. The area of the city itself is 3,696 acres. The citizens are blessed with an excellent system of waterworks, the city is lit by both electric light and gas, while an efficient and well-appointed electric street railway system branches out into all parts of the city.

The lines of railway running into Hamilton are the Southern Division of the Grand Trunk and Hamilton and North-western Division of the same system, thus giving access to all parts of the Province. But the fact that the city is without railway competition does not redound to its commercial advantage. It is, however, but a matter of time before the city's shortcoming in this respect will be remedied. At the moment the Toronto, Hamilton and Buffalo and the St. Catharines and Niagara Central Railway companies are negotiating for an entrance. With these railways touching the city, the merchants and manufacturers of Hamilton will not only in all likelihood obtain cheaper freight rates, but the one will give the "Ambitious City" connection with the Michigan Central railway, and the other will put it in touch with the large railway systems of the United States, while both of these railways will bring in cheaper coal, an important consideration to Hamilton on account of the large quantity of fuel that is necessarily required for use in her many factories. The Hamilton and Dundas street railway system brings in large numbers of customers from the outlying country; and the city will still more be benefitted in this particular when the Hamilton, Grimsby and Beamsville electric railway is in operation, as it soon will be. This railway will run into the very heart of the far-famed

Niagara district, and, besides bringing many customers into the city, will convey large quantities of fruit and produce to the Hamilton market.

The "Ambitious City" is fairly well off as far as communication with the outside world by water is concerned, steamboats running out of Burlington Bay at regular intervals for Chicago, Sault Ste. Marie, Toronto, Montreal, etc.

The seal of prosperity has been set upon Hamilton. It must be evident to every one who will consider her natural advantages and the class of men who are making and selling goods there. She is bound to grow; and it would be a rash man who would place a limit upon her possibilities.

Subjoined are sketches of Hamilton's wholesale grocery houses and the principal manufacturing industries allied to the grocery trade.

#### LUCAS, STEELE & BRISTOL.

This firm of wholesale grocers may be termed the offspring of the old house of G. J. Forster & Co., founded away back in the "fifties," and the present partners are wont to point with pride to an old but well preserved mahogany desk upon which samples have stood every day for some two score of years, except holidays and the day of Mr. Forster's death. When the original founder of the house died the business was carried on by Messrs. Lucas and Park, under the style of Lucas, Park & Co. In 1881 Messrs. Bristol and Steele entered the firm, the same title still being retained. Eleven years later Mr. Park retired, and then the firm name was changed to its present style of Lucas, Steele & Bristol. The firm carries a full line of groceries, and it caters to the territory in Ontario lying west of Toronto, and to Manitoba, the Territories and British Columbia. The firm's specialties are teas, coffees and spices. Hillwatee is the firm's leading feature in teas, while it carries full lines of Indian, Ceylon and Japan teas, the last named particularly, at prices that will retail at from 25 to 50c. In coffees the brand that the firm pushes particularly is the L. P. & Co. blend No. 1, packed in 25 and 50 pound air-tight cans. In spices they handle none but pure, and L. P. & Co. is again the brand which the firm centres its efforts upon in this line. Lucas, Steele & Bristol moved into the warehouse they at present occupy some thirteen years ago. It is peculiarly adapted for carrying on a wholesale grocery trade, having been built for the purpose. It is built of grey stone hewn from the adjacent mountain, of which one of the partners says it is a part, and is therefore just as solid. And it looks it, the walls being built as for a fortress, while massive stone pillars in the cellar support the ground floor. The building is in the shape of a big "L" with the cellar running around to Merrick street under Calder & Co.'s building. An open court yard entering from MacNab street gives the firm excellent facilities for loading and unloading goods. The building is four stories high and has a frontage in MacNab street of about 80 feet. The sample rooms are large and general offices are well ventilated and lighted and spacious. And all that is said of the offices applies with equal truth to the warerooms. Lucas, Steele & Bristol pride themselves upon the success with which they fill orders: Every order coming in before 5 p.m. is shipped on the day which it is received, and in order to assist in the premises the firm has for two years issued a freight time table, prepared especially for it by the G. T. R., which informs the trade when goods can be shipped from Hamilton on the various trains and at what time they will reach their destination. Every grocer and general merchant in Western Ontario,

N

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Do

You

Rob

# New Raisins

Now in store { FINE OFF-STALK VALENCIAS  
EXTRA SELECTED VALENCIAS  
3 CROWN CLEANED CURRANTS

BALFOUR & Co.

HAMILTON.

## Don't Think

Polishing your stove  
a task . . .

You can make it a pleasure by using

**Matchless  
Stove  
Polish**

**Robt. Ralston & Co.**  
HAMILTON, ONT.



Sold by the  
Wholesale  
Grocery  
Trade and  
the  
Manufacturers,

**THE HAMILTON  
COFFEE AND  
SPICE CO**

Sales  
Increase  
Yearly

It Holds Trade

## Walter Woods & Co.

*Manufacturers  
Importers and  
Dealers in . . .*

*Brooms, Brushes,  
Wooden Ware, Willow Ware,  
Paper, Twines, Cordage,  
Pipes, Grocers' Sundries, etc.*

...

**Hamilton, - Ont.**

ESTABLISHED 1872.

CASH SYSTEM INTRODUCED 1883.

# LUMSDEN BROS.

WHOLESALE GROCERS, TEA AND COFFEE IMPORTERS, COCOANUT MANUFACTURERS,  
SPICE GRINDERS, COFFEE ROASTERS.

## Dealers in

*China Greens, Blacks, Gunpowders  
Ceylons, Assams, Darjeelings  
Japans, Yokohamas, Nagasahis*

## Blenders of

*English Breakfast Blend  
Perfection Blend  
Wattee Wattee Blend*

## Manufacturers of the Celebrated

### Jersey Cream BAKING POWDER

Standard Baking Powder  
Boston Baking Powder  
Cream Shredded Cocoanut  
Standard Shredded Cocoanut  
Desiccated Cocoanut  
The original English Mustard Packers  
Extracts, all kinds, etc.

We carry an immense stock of teas, bought at lowest cash prices. We have Nagasahi Japan, 9c. up; Yokohama Japans, 11c. up. Agents for Blue Cross Packet Teas. We invite the trade who buy for cash to write for samples and prices. If you pay promptly we will quote right.

The merchant who advises the consumer to buy Jersey Cream Baking Powder makes a reputation for himself as a man to be depended upon for first-class goods. It pays much better than a little extra profit.

## HAMILTON, ONTARIO.

### WHO

### SAYS

### FINE

### BISCUITS

### CAN'T

### BE

### MADE IN

### HAMILTON?

The increased demand for our "SODAS" testifies to their superiority.

In High-Class Confectionery we excel.

{ JOHN DAVIDSON  
J. S. REID  
R. F. WODEHOUSE

# The Hamilton Biscuit and Confectionery Co.

MANUFACTURERS OF

Plain and Fancy Biscuits  
And Pure Candies

83 to 91 Cannon Street West

 HAMILTON, ONT.

whether a result of number years.

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## THE CANADIAN GROCER

whether a customer or no, has a copy of this time table. As a result of this scheme there has been a large increase in the number of the firm's letter orders during the last couple of years.

### JAMES TURNER & CO.

The foundations of this firm were laid over forty years ago by John and James Turner. The present partners are Alexander Turner, Lloyd T. Mewburn and Alex. G. Osborne. The firm's business is an extended one, reaching away out to the Pacific, a representative going through to the Coast twice a year. But James Turner & Co. centre their energies chiefly to cultivating business in Western Ontario, their staff of travelers covering the territory between the Niagara and Detroit rivers and north to Sault Ste. Marie and the islands. The firm carries a general line of groceries, and its chief specialty is "Ram Lals" package tea, Indian growth. The firm is agent for several well known standard articles, among which may be mentioned "Bensdorps" cocoa, Marshall & Co.'s fish goods, Batcher's jams and jellies. James Turner & Co.'s place of business is in Main street, near the Board of Trade, and is commodious and convenient. The ample proportions of the sample room would make glad the heart of many a wholesaler, while the business offices are well-lighted and complete in every respect.

### THE F. F. DALLEY CO., LTD.

Edward Dalley was the original founder of this firm. This was in 1846. He continued the business till 1870, when it was taken over by his sons. Then the firm's name became F. F. Dalley & Co., and thus it continued to be till 1893, when a joint stock company with a capital of \$90,000 was formed. Then the style of the firm became the F. F. Dalley Co., Ltd., the directors being F. F. Dalley, president; E. A. Dalley, vice-president; J. B. Brown, secretary, and John R. Vert. The firm's leading manufactures are "English Army" blacking, a recent venture; ladies' shoe dressing, tan dressing, men's tan waterproof dressing, baking powder, spices, flavoring extracts, patent medicines. When Edward Dalley started business the factory was an unpretentious building in James street, on the site of where Pratt & Watkins now do business. The gradual development of the business necessitated several moves, until last year the firm located in its present premises, Nos. 75 to 83 Hughson street north. The building is of brick, three stories high, and is in the form of an open square, with the wings running back 180 feet. The floor space is 85,000 square feet. Steam is the motive power, and the same agent heats the building. The offices and warerooms front on Hughson street, while the mills, boiler and engine house, etc., are situated in the wings. The shafting radiates all over the building. The firm's business connections extend all over the Dominion from the Atlantic to the Pacific, and it is now engaged in opening up agencies in the leading trade centres of the United States, while enquiries have been received within the last few weeks from the West Indies.

### W. H. GILLARD & CO.

The Ambitious City has for a long time been one of the great distributing points for groceries, and notwithstanding the keen competition of these days, the drive and energy of her merchants enable her to maintain and strengthen her hold upon this important trade. The firm of W. H. Gillard & Co. is one of the foremost engaged in this business. They are conspicuous for push, up-to-date ideas, and a thorough knowledge of their business. W. H. Gillard, H. N. Kittson and H. C. Beckett comprise

the firm. Mr. Kittson is president of the Hamilton Board of Trade. W. H. Gillard has been identified with the grocery trade since 1856, and his wide and varied experience enables him to lend to the business a mature judgment and thorough knowledge of every branch of the trade; while H. N. Kittson and H. C. Beckett are both recognized as pushing men, up to the times, and the firm deserves the success which it is evidently achieving. The firm do a strictly wholesale trade. No Granger or P. of I. accounts are on their books. Their travelers are competent, reliable men, who recognize that the welfare of the customer is the welfare of the house. Goods are not misrepresented, they are delivered exactly as sold and satisfaction given the consumer. The travelers of the firm cover the Province of Ontario and the Province of Manitoba and the Territories, while their special tea travelers cover the principal cities and towns from Ottawa to Vancouver. The tea business of this firm is conducted as a separate department, and is rapidly increasing in volume. Their special brands of teas are the Imperial Breakfast Congou, Russian Congou, 400 Select, and Dalu Kola Congou. The firm is a large and judicious user of printers' ink, and prompt despatch, close prices, good goods are the leading articles in its business creed.

### LUMSDEN BROS.

It was some twenty-two years ago that this firm first saw light, namely, in 1872. Its first premises were in King street. Subsequently it moved to York street, and later still to McNab street, where business is still carried on. Lumsden Bros. own the building they are now in, and having erected it for the special purposes of their wholesale grocery and spice manufacturing departments of their business it has many conveniences that it probably otherwise would not have. It is of brick with stones and basement. The firm carries a general line of groceries and owns the Standard Spice Mills which are located in the same building. Lumsden Bros., specialty in the manufacturing line is Jersey Cream Baking Powder in which they do a large business. In November last the firm began the manufacture of shredded cocoanut, and it is working up a nice trade in this line. The firm has agencies in London, Toronto, Montreal, Kingston, Halifax, Winnipeg and Vancouver.

### JOHN A. BRUCE & CO.

This firm of wholesale seed men was established in 1850, and during the 44 years it has been in existence has managed to steadily increase its trade. Bruce & Co. not only send their seeds all over the Dominion, but they are large exporters as well, sending grass, clover and garden seeds to Great Britain, France and Germany. Their trade in grass and clover seeds is the heaviest part of their business. Their offices and warehouse are at King and MacNab streets. Their building has a frontage of 30 feet on the former street and 130 on the latter, and covers seven floors.

### HAMILTON BISCUIT AND CONFECTIONERY CO.

While the present firm is only about eighteen months old, it is the successor to one of the oldest biscuit manufacturers in Canada, namely, the late Z. Pattison, who is reputed to have been the first in the country to apply machinery to the making of biscuits. After Mr. Pattison's death the business was bought by John Stevens, W. H. Kerner and John Davidson, the last named of whom had been with the late proprietor for over seventeen years. In February last J. S. Reid bought out J. Stevens' interest, and in June last R. F. Woodhouse acquired W. H. Kerner's share in the business. The present partners

## THE CANADIAN GROCER

are, therefore, Messrs. Davidson, Reid and Woodhouse. In biscuits, the firm's specialties are "Social Tea," "Grandma's Cookie," and soda biscuits in three pound red boxes. During the last four months the firm's output of soda biscuits has more than doubled, necessitating the putting in of another revolving oven.

W. G. DUNN & CO.

It was about 25 years ago that this firm came into existence. Its principal manufactures are baking powder, mustard, spices and coffee. W. G. Dunn is in England the greater part of his time, he having started a factory in Croydon some years ago. The factory in Hamilton is under the management of Mr. Dunn's son. Among the commodities manufactured at Croydon are Saline, an effervescent draught, which is being sold extensively in Canada. It has also found its way into Africa, India and Australia. The Hamilton factory does its business entirely through the wholesale houses of the country. The factory is on Main street, and was erected ten years ago. It has three floors, and is 30 by 75 feet. The old factory building in which the firm began business still exists, and is utilized for storage purposes.

WALTER WOODS & CO.

Brantford was the place where this firm had its origin, but it has been in Hamilton some nineteen years, having moved there in 1875. At that time the firm confined its energies to the manufacturing of brooms, but now, besides manufacturing brooms and whisks, it handles a variety of goods whose number is legion. The firm's leading lines are woodenware, brooms, brushes, cordage, split baskets for fruit, imported French and German pipes, trunks, bags, purses, broom corn, etc. Walter Woods & Co.'s warehouse is in McNab street. It has five floors and a frontage of seventy feet with a depth of sixty feet.

T. LAWRY & SON.

This firm of pork packers was established in 1850 by T. Lawry. In 1882 he took his son, T. H. Lawry, into partnership, and the style of the firm then became T. Lawry & Son. The firm's chief manufactures are turned out under the brands "L and S" and "Imperial." The firm's trade extends from the Atlantic to the Pacific, but its domestic business is small compared with its foreign trade, large quantities of meats, etc., being exported every year to England, Ireland, Scotland and the Continent. Lawry & Son's factory ranges from two to four storeys in height, is 300 feet long by 100 wide. The killing capacity of the factory is 1,000 hogs per day and the number of hands employed is 200.

HAMILTON COFFEE AND SPICE CO.

The present proprietors of this industry are John I. McLaren and W. E. Duncan, W. A. Mighton having died in July last; Mr. McLaren is manager. It was in 1888 when they assumed control, and since then the business has gradually increased, until it is to-day four times as large as it was six years ago. The firm manufactures and imports coffees, spices, mustards, cream tartars, baking powder. The article which is the company's particular specialty is "Ocean Wave" baking powder, the manufacture of which was begun with the inception of the firm. The firm's representative in the north is Robert Moncur, while W. S. Clay takes the route of the late W. A. Mighton. The rest of the traveling is done by members of the firm, and they between them cover the ground from the Atlantic to the Pacific.

BALFOUR & CO.

While the style, of Balfour & Co., has only had an existence of five years, the firm itself is really a continuation of one that was founded some 60 years ago, and in which the name of Balfour usually figured. About a year ago Balfour & Co. took over the business of Stuart, Harvey & Co., since when their business has largely increased, the firm to-day doing one of the largest trades in Hamilton. The firm employs five travelers, and its trade extends through Western and North-Western Ontario, and out through Manitoba, the Territories and British Columbia to the Coast. Balfour & Co. study to buy only the best goods, and give strict and prompt attention to letter orders. The firm's warehouse is centrally situated in James street, and is three stories high. The sample room and offices are replete with modern appliances and conveniences necessary for the successful carrying on of an extensive wholesale grocery trade such as that of Balfour & Co.

### BUSINESS NOTES FROM HAMILTON.

**B**ALFOUR & CO. have just received a carload of Hor.eshoe salmon and a shipment of fine selected Valencia raisins.

Large sales of 3 and 5 "Crown" cleaned currants are reported by Balfour & Co.

Balfour & Co. report that they have in their warehouse a large stock of new season's teas, all grades, bought before the advance.

W. H. Gillard & Co., of Hamilton, are this season importing a large and varied range of the choicest brands of Malaga fruits from such packers as Marcopoli, Arquimbau, Rein and others, world-renowned for the excellence of their goods.

W. H. Gillard & Co. of Hamilton, have in store for their fall and winter trade several tons of Crosse & Blackwell's peels, bought at the lowest point of the market, and are prepared to give bargains.

The special lines of black tea put up by W. H. Gillard & Co. are having a splendid run, particularly the Imperial Congou, whose peculiar adaptability to alkaline waters have won for it a solid foothold in Manitoba and the Territories.

W. H. Gillard & Co. ask the attention of the trade to their advertisement on another page.

### TRADE NEWS FROM LONDON.

**L**ION digestive coffee in one pound tins is having a large run these days. It is a fine-flavored coffee prepared specially for persons of weak digestion and for lovers of a delicious cup of coffee. The coffee is ground fine so that in five minutes' draw all the strength is secured. Daisy coffee-makers are given free with each purchase. This little contrivance prevents any settling, and renders the coffee beautiful and clear.

Grand Mogul exhibits are now going through the country. The ladies in charge sell to the consumer at the merchant's price, who has all the profit. The sales in a single day are in many instances large.

It is claimed by M. Masuret & Co. that their Eagle brand Japans and Congous teas are second to none in style and draw. They are put up in different sized packages. The 6-lb. canister is a particularly nice package.

M. Masuret & Co. have in stock new, sound Valencia raisins, Arquimbau's fine off stalk and selected layers, in boxes, halves and quarter boxes.

H. P. Eckardt & Co. have arriving a shipment of Sphinx prunes.

H. P. Eckardt & Co. are offering Rounts imperial 20 oz. pickles at \$1.50 per doz.

H. P. Eckardt & Co. are selling Elem raisins at 4¼c. per lb.

STILL  
FAR SUPPLY

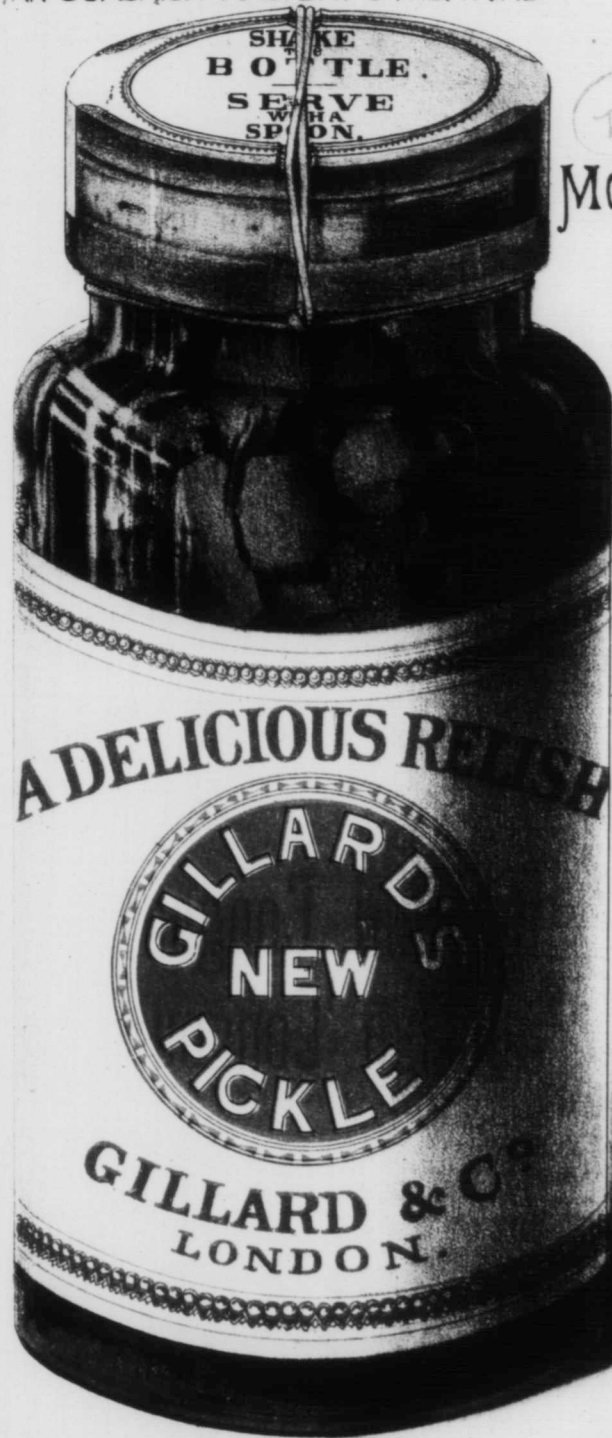


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SUPPLEMENT TO THE CANADIAN GROCER.

GILLARD'S  
NEW PICKLE  
FAR SUPERIOR TO EVERY OTHER KIND

GILLARD'S  
NEW SAUCE  
PREPARED ONLY FROM FINEST INGREDIENTS.



THE  
MOST DELICIOUS  
MADE



MADE BY GILLARD & CO. LONDON, ENGLAND.  
W. H. GILLARD & Co. WHOLESALE GROCERS & TEA IMPORTERS. HAMILTON, ONT.  
SOLE AGENTS FOR WESTERN ONTARIO.

Howe & Co. Hamilton, Ont.



THE CANADIAN GROCER



# His Advice

FREE

**WAR  
BLOODY  
WAR**

PING SUEY and Young Hyson are fighting it out and neglecting their tea farms. Li Hung Chang having lost his yellow jacket has come off his perch and given us a direct pointer that teas will go higher along with many of the celestials.

We have taken his advice and bought freely before the first gun was fired. Our assortment is nearly complete and our warehouse will be loaded with bargains in teas for intending purchasers. We are doing a great business and attribute it to the values we offer.

IN BLACK TEAS THE FAMILY FAVORITES AND TRADE WINNERS ARE: \_\_\_\_\_

The 400 Select Congou  
Dalu Kola Congou

Imperial Congou  
Russian Congou

Put up in our Patented Metal Lined Cases.

## W. H. GILLARD & CO.

Wholesale Grocers and Tea Importers

**NOTE**  
GILLARD'S New Pickle is the most delicious table appetiser extant. Beware of imitations on the market which only attest the merits of Gillard's.

 HAMILTON

ACROSS THE SEA . . .

Steamers are speeding laden with thousands of packages of the choicest brands of

**Mediterranean  
Fruits**



FOR . . . . .

**W. H. GILLARD & CO.**

**OF HAMILTON.**

The range is most varied and complete, and bought when the markets touched bottom. Such noted and reliable packers as Marcopoli, Arguimbau, Trenor, Juan de Llano, Whittal, Bevan, Rein, Crosse & Blackwell, and others, are a guarantee of quality and satisfaction.

We handle the finest qualities, and  
*The Best is the Cheapest.  
Our prices will be right.*

*TO THE TRADE . . . . .*

**Phoenix Matches**

**QUALITY CANNOT  
BE EXCELLED.**

Ask your Grocer for Samples and Quotations,  
or write us either to the factory

**HARDY & DUBORD**

Beauport, Que.

**Dominion Matches**

*OR TO THE BRANCH OFFICE*

275 St. Paul Street, - - - Montreal.

**THESE GOODS ARE OF A REALLY HIGH ORDER.**

# M. MASURET & CO.

— LONDON, ONT.

Our new **"Eagle" Brand Japan** **TEAS**  
**"Eagle" Brand Ceylon**

NEW VALENCIAS

Are second to none in the market

Arguimbau's and Morand's

Now in stock.

HAVE YOU TRIED OUR



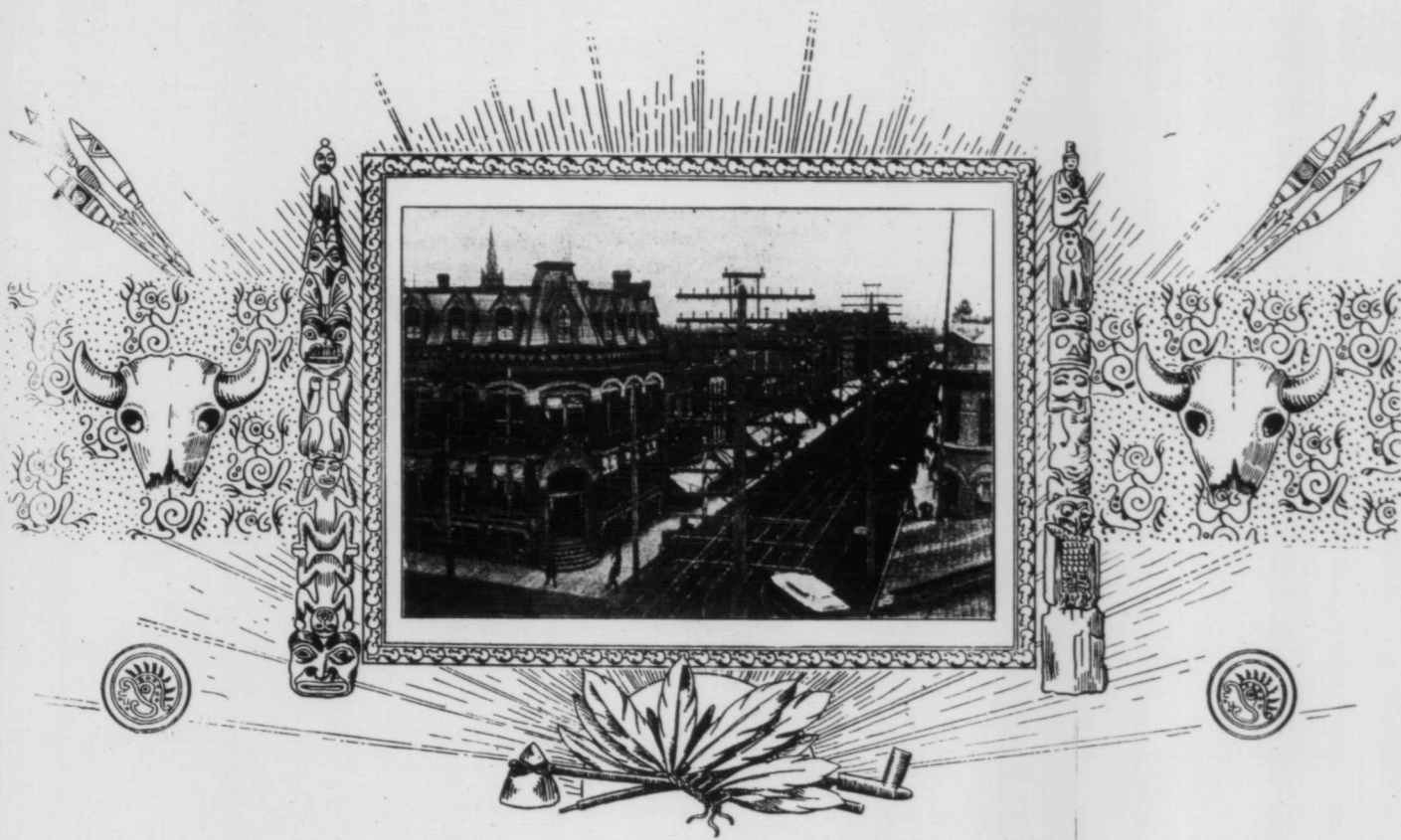
Of China, India and Ceylon Teas?

EDWARD ADAMS & CO.,

- LONDON, ONT.

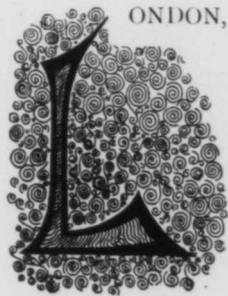


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## LONDON

Its Wholesalers and Manufacturers.



LONDON, Ont., is no mean city. One feels this as he steps off at it. He knows it for a fact before he has been many hours in there. What the greater London is to the world, the lesser London is to Western Ontario—the metropolis.

It is known under the caption of the "Forest City," and some dub it "London in the Woods." Why they

should I can not see, unless it be because of the forest of beautiful maples and other handsome shade trees that in the summer line its streets and spread their leafy arms out in the pretty little parks, coaxingly inviting one to find rest in their cooling embrace.

London was founded in 1793 by Governor Simcoe, who performed a like office for the Queen City of the West—Toronto. But it was not till 1826, or thirty-three years afterwards, that the town site was surveyed and the first cabin in the "forest primal" built.

History tell us that its founder "judged the site eminently calculated for the metropolis of all Canada." And although it has never risen to that eminent position, it is questionable whether the founder of London contemplated the pretty little city which to-day is the mistress of Western Ontario, and to whom the country for miles around makes obeisance.

Governor Simcoe was as wise in the selection of city sites as he was in the administration of the affairs of the country.

London is an ocular demonstration of this. Planted in the centre of a district rich in agricultural possibilities, London gradually developed, until to-day she is the hub of the trade for twenty-five miles around.

One drawback to London has been her distance from any large body of water. The north and south branches of the River Thames have their meeting place within the city's limits, but that is not the great inland lake system with which Canada has been so richly blessed. The nearest harbor is Port Stanley. This is twenty-seven miles distant, and running to it is a line of railway owned by the city of London, and operated since last year by the Lake Erie and Detroit River Company. This season the experiment is being tried of bringing freight by water direct from Montreal, and shipping it to London via this road. There is no regular line running, only occasional steamers calling, but a start has been made, and it is to be hoped it will develop to the commercial advantage of the "Forest City."

The possibilities of a city largely depend upon its railway facilities. Where railways do not converge population and trade do not gather to any extent. London has the facilities in this respect. Seven lines have their entrance and their exit there. These are the Canadian Pacific, the Grand Trunk, the Michigan Central, the Lake Erie and Detroit River, the London, Huron and Bruce railway, the St. Mary's branch of the G.T.R., and the line to Port Stanley. About fifty-five regular passenger trains, not taking into account the special trains, arrive at and leave the city daily, and over one hundred and twenty-five freight trains pull in and out of it on an average

every twenty-four hours. This is unequalled by any city in Canada; and if there is one thing Londoners are proud of it is this. Although all the lines are not competing lines, yet the advantage to shippers of so many tapping the country is obvious, wholesalers being able to ship out orders more promptly than any other city in the country. London's bill for freight alone aggregates something like \$600,000 per annum.

If London is noted for its railways, it is noted also for its retail stores. Their number in proportion to population is large—about five to every hundred of inhabitants. To one unacquainted with the business peculiarities of the city they would probably appear too large. But that they are not is evident from their healthy and fine appearance.

The grocery stores are large, have well-stocked and well-arranged shelves and windows. In a word, the grocery stores of London appear to be run by men who know their business and have the energy and push to put their knowledge to good account.

A peculiarity that strikes one as he first makes a tour of the city is the comparatively insignificant number—judged from what is seen in other cities—of small and poverty-stricken looking grocery stores. And what is true of the grocery and other stores is true also of the private dwellings of the citizens—hovels are a rarity in London.

Where there are so many healthy retailers a correspondingly healthy condition may be expected among the manufacturers and wholesalers. If there are hard times in the country they do not seem to have found a resting place among the manufacturers and wholesalers of London, as far as those in grocery and allied trades are concerned at any rate. Enlarged trade is what one hears on nearly every hand and enlarged factories is what greets the eye not infrequently. There are about 200 manufacturing establishments, employing about 7,000 hands, in the city; the capital invested is estimated at \$7,500,000 and the value of the manufactured product is placed at \$15,000,000 annually.

The development of London's wholesale trade may be said to be only of the present generation. Thirty years ago there were only three wholesale houses in the city. Now there are scores. Of purely wholesale grocery houses there are five. The aggregate business of the wholesale houses of all kinds in the city is estimated at \$12,000,000.

Speaking of the wholesale grocery houses particularly, they are conducted by sharp, pushing and solid men. As a rule their territory is confined to Western Ontario, although the field of many of the manufacturers is the Dominion.

The position London occupies to-day has not been attained by spasmodic leaps and bounds. Her development has been steady, and like the oak in character. Only once was she cursed with a land boom. That was away back in 1855, and that retarded the growth of the city for several years. "We never wish for another," said an old citizen who was relating the circumstance to me.

A fairly good summer's trade has been done, and I did not hear anything like the grumbling I have heard among merchants in some other places. In fact, I cannot remember having heard even one out and out complaint. I suppose there are some who complain about hard times, but I did not hear them. In fact, there must be, for one of London's most respected and oldest citizens remarked to me: "People talk of hard times here, but I don't see why they should. Business has been fairly good, we have never had so many buildings being erected, and

we never had as many excursions and picnics." And the evidences I could both see and hear were certainly a corroboration of his testimony.

Among the Forest City's glories is its water, which its citizens aver is the best in Ontario.

EDWARD ADAMS & CO.

This house claims the honor of being not only the oldest in the wholesale grocery trade in London, but of the Province of Ontario as well. It was founded in 1844 by the late Edward Adams, and had a retail branch in connection. The place of business is to-day on the original site, the only difference being that the adjoining building to the west has been taken in. In 1850 the late A. Cleghorn, who, coming from Montreal when a youth, had been with Mr. Adams from the first, became a member of the firm. In 1866 Mr. Adams retired, and the business was continued by Mr. Cleghorn under the old firm name. In 1889 Mr. Cleghorn died. Then the two sons of deceased, Edward and Andrew, with Mr. Screton, assumed the proprietorship of the firm, style remaining unchanged. Since then there has been no change in the composition of the firm. Edward Adams & Co. carry a regular line of groceries, and make a specialty of China and Japan teas. "Fan" blend is their leading line. Their warehouse is four stories and basement. The firm employs six travelers. Their routes are: Simon Metcalfe, G.T.R. west; W. Turnbull, Air line and M.C.R.; W. Boyd, L.G. and B. and the north country; Robert Lind, G.T.R. east and city; Dan McLeod, main line G.T.R.; W. Richards, suburbs, etc.

M. MASURET & CO.

The wholesale grocery firm of M. Masuret & Co. have been in business in London about eighteen years. M. Masuret is sole proprietor, and has had long experience in the grocery trade. Previously to settling in the "Forest City," he carried on a jobbing and retail trade in Sarnia for twenty years. They carry a full line of groceries, and their travelers cover the country from Simcoe to Windsor and north to Kincardine and Warton. Ed. Morley covers the main line west to Windsor and the Sarnia branch; L. Heath, M. C. R. to Amherstburg; A. C. Patterson, Warton and Goderich branches; A. E. Whittiker, the L. H. & B.; Fred. Griffith, city. The warehouse of M. Masuret & Co. has its front and back respectively abutting on Dundas and Carling streets. It is spacious and well lighted and ventilated, and has unusually good facilities for loading and unloading goods.

T. B. ESCOTT & CO.

This firm's place of business is in York street. The business was established in London in 1886, by T. B. Escott, who is sole proprietor. Like many others, Mr. Escott came to London from the West. Chatham was his former abiding place, and there he carried on a jobbing and retail grocery business, four stores being devoted to the latter and one to the former branch of the trade. The building the firm occupies is of white brick, is four stories high, is 120 feet deep by 40 feet wide, and was built expressly for T. B. Escott & Co. It consequently has many facilities which it otherwise would not have. All the loading and unloading is done under cover, the drays driving into the building from York street. T. B. Escott & Co. carry a full line of groceries and are sole agents in Canada for Grand Mogul tea. The firm's travelers confine themselves to Western Ontario. Their different territories are: W. E. Eardley, west of St. Thomas on the M.C.R., and all west of

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PRICE  
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Mayell's Absolutely Pure . . .  
 Gold Medal Mustard

Is equal to any square tin of imported mustard

PRICE TO THE TRADE 85 CTS. PER DOZ.



MAYELL'S  
 Moutarde Diaphane

French Mustard



Put up under Blue Label has a big run.

MAYELL'S  
 Baking Powder

Is a leading card with all grocers handling it.

If you do not now handle it

WRITE FOR PRICES

our "Day Dawn" Brand absolutely pure Java and Moca Coffee, put up in air tight 1-lb. tins only, will be on the market this month. An elegant package. Write for price.

I. M. MAYELL & CO.

IMPORTERS AND MANUFACTURERS

LONDON, ONT.

London on the G.T.R., except Chatham and Windsor; L. B. Kent, Chatham and Windsor and Erie and Huron; J. C. Hassard, St. Thomas, south on M.C.R. to Hagersville, north to Goderich and northeast to Stratford; W. H. Escott, L. H. & B., Woodstock, and old G.T.R. line to Galt; Bert Moore, city and suburbs.

A. M. SMITH & CO.

This firm last year received extended newspaper notice on account of its having purchased Ontario's exhibit of cheese at the World's Fair. The firm was founded in 1886, and carries a full line of goods appertaining to a wholesale grocery house and some lines of proprietary goods, but its specialties are Shield's Chop brand tea and Prime "Columbia" cheese. A. M. Smith & Co.'s business turnover is about \$600,000 annually. Their warehouse is five stories high, has a frontage of 35 feet, and runs back 200 feet. The firm employs six travelers—five outside and one in the city.

ELLIOTT, MARR & CO.

A full line of groceries is carried by this firm at its warehouse in the Waterloo block, or as some choose to call it, the wholesale block. The firm is about five years old, and prior to its formation the senior partner was a member of the retail grocery firm of Elliott Bros., in Dundas street. "Beaver" brand Japan tea is one of the firm's specialties.

THE M'CORMICK MANUFACTURING COMPANY.

The nucleus of this biscuit manufacturing firm was formed in 1856 by T. McCormick, who continued to run it independently till some fifteen years ago, when the present joint stock company was formed. The original building was a small and unpretentious affair, and was located in Dundas street. From thence it was moved to Clarence street, and finally settling down on its present site in Dundas street. This was about 20 years ago. Since then three distinct additions have been made, making the factory three times as large as it was when Mr. McCormick first occupied it. The factory is a detached building, is four stories and basement, and is brick. On an average about 150 hands are employed in the factory. Mr. McCormick is still head of the firm, and Capt. A. W. Porte is managing director. The latter finds time to attend to the duties of president of the Western Fair. The firm manufactures a general line of biscuits, has eight travelers, and is represented by commission men in different large trade centres. The factory on an average employs about 150 hands, the number in the busy season running up to 175.

C. R. SOMERVILLE.

Mr. Somerville makes a specialty of the manufacture of three articles. They are Mexican Fruit chewing gum, pop corn and paper bags, and these he sends to every part of the Dominion. Mr. Somerville began business about eight years ago. Then he employed six hands, now he has 60. Then they had hand power. This soon developed into steam power, and now electricity is the motive force that drives the factory's machinery. Within the last couple of months Mr. Somerville has made extensive alterations in his factory system. The head offices and factory in Dundas street have been overhauled and enlarged. The factory proper has been run back to a depth of 170 feet, electricity for both lighting and motive power has been put in, a plate glass window has been placed in the business office, and a new system of heating and ventilating the building adopted. The last named particular will bear further explanation. The

system is what is known as blast heating or cooling. Air from the outside of the building is drawn through a flue which runs up through the roof. A powerful fan drives it through coils of pipes heated by steam in the winter and cooled by water in the summer. After passing through these coils of pipe the air is forced on through various flues into the different parts of the building. The chewing gum factory has heretofore been in the Globe building, but the enlargements and improvements noted have enabled Mr. Somerville to place this as well as his pop corn and paper box branches of manufacturing under one roof. The basement has been lengthened with the building, running back the whole distance. This will be found a great convenience, as Mr. Somerville buys in large quantities everything he requires for his diversified manufactures.

I. M. MAYELL & CO.

This is understood to be the oldest spice and extract manufacturing firm in Western Ontario. It was established in 1875. The firm's specialties are baking powder and French mustard. The latter has only recently been added to the firm's list of manufactured goods, but it is already becoming well known on the market. It is put up in glass packages with a blue label, and this latter fact has caused it to be dubbed "Blue Label" mustard by the trade. The baking powder is put up in fancy glass packages, glass "sealers," and tin boxes. The firm has three travelers and its products are to be found in grocery stores from Halifax to Vancouver. In the former city Mayell & Co.'s business is in charge of a firm of brokers.

P. M. LAWRASON.

Until within the last three years Mr. Lawrason devoted the whole of his business to oils. Then he added the manufacture of soap, and it appears to have been a wise move. Owing to the increase in business Mr. Lawrason has found it necessary to enlarge his factory twice within the past year, and now he is putting in a new press, and is contemplating the erection of an additional wing of 70 feet deep by 15 feet wide to the present factory. P. M. Lawrason's soaps are sold, to use an expression of one of his travelers, "from ocean to ocean," a particularly good business being done in Montreal and the Maritime Provinces. His special brands of soap are "Our Own Electric," "Supreme," and "Wonderful." He makes other lines of laundry soap; also toilet soaps.

THE LONDON SOAP CO.

This concern was started some twenty-five years ago by Charles Churcher. He was succeeded by H. D. Long, who formed a joint stock company. At his death, some four years ago, the ownership passed into the hands of Mr. McMechan, who still continues it under the old firm name. In order to comply with the requirements of a growing business, it has been found necessary to enlarge the factory considerably within the last few months. An addition 15 x 46 feet has been added to the north end. Another story has been added to the whole factory, a new roof has been put on, and the exterior walls, which were formerly frame, are now white brick. To all intents and purposes the building is a new one. The firm is at present making a specialty of "Sweet Home" laundry soap, wrapped in red and yellow papers, accompanied in a box with a piece of music, "Home, Sweet Home," and bags. Other brands of soap made by this firm are, "Crown," "Glycerine," "World," "Eureka Electric," "Family," "Rugby," "O.K.," "Twin Bar Castile," "Twin Bar Oatmeal," "Twin Bar Prairie Flower," "Tecumseh."

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D. S. PERRIN & CO.

One of the enterprises which is most closely connected with the prosperity of the Forest City is the large biscuit and confectionery establishment of D. S. Perrin & Co., founded over 30 years since. The business has gradually increased from comparatively trifling dimensions until at present this firm ships their goods from Halifax to Victoria. Few people have any idea of the space covered by D. S. Perrin & Co.'s factory. The frontage on Dundas street is over 60 feet, and on Carling street 100 feet, the factory premises running through from Dundas to Carling streets, a distance of 200 feet, thus giving a superficial area for factory premises proper of over 50,000 square feet. This does not include the extensive box factory, lumber and coal yards, stables, etc., on the north side of Carling street. Over 600 different varieties of biscuits and confectionery are manufactured, and when it is remembered that during the busy season of sugar alone some 600 barrels per month are consumed, some idea may be formed of the output of this establishment. The latest evidence of enterprise on the part of this firm is their purchase of the exclusive right to use the "Holmes'" chocolate coating and cooling machines in the Province of Ontario.

LONDON BRUSH FACTORY.

This factory was started twenty-two years ago by Thomas Bryan, and is still conducted by him. The brushes, etc., made by this factory are designed specially for grocery and hardware trades. During the last few years a number of brush factories have collapsed, but that owned by Thomas Bryan has steadily grown, and to-day its manufactures are found away out to the Pacific Coast. The factory is in Dundas street, is four stories high, has a frontage of 67 feet and a depth of 80 feet. Thirty

hands are employed on an average, and electricity is the motive power.

GORMAN & ECKERT.

This firm manufactures spices, baking powder, coffees, extracts, and French mustard. It began business ten years ago under the style of Gorman, Ditson & Co. Five years ago Mr. Ditson withdrew and removed to Winnipeg, where he started a similar industry. Mr. Gorman, who had hitherto not been actively engaged in the business, then became so, and the firm name was changed to its present style. The firm originally occupied a small building in Talbot street, moving about five years ago to the building it now occupies in Dundas street. This building was formerly occupied by C. S. Hyman & Co. as a boot and shoe factory. It is five stories high, is 120 feet deep by 35 feet wide, is of brick and fitted up with the most modern machinery appertaining to the spice trade. Gorman & Eckert make a specialty of French mustard and baking powder. The mustard, which is their chief line, and of which there is only one other manufacturer in Ontario, is put up in fancy glass packages chiefly. The baking powder is put up in glass packages of different sizes and shapes and in tins.

DOMINION OATMEAL MILLS.

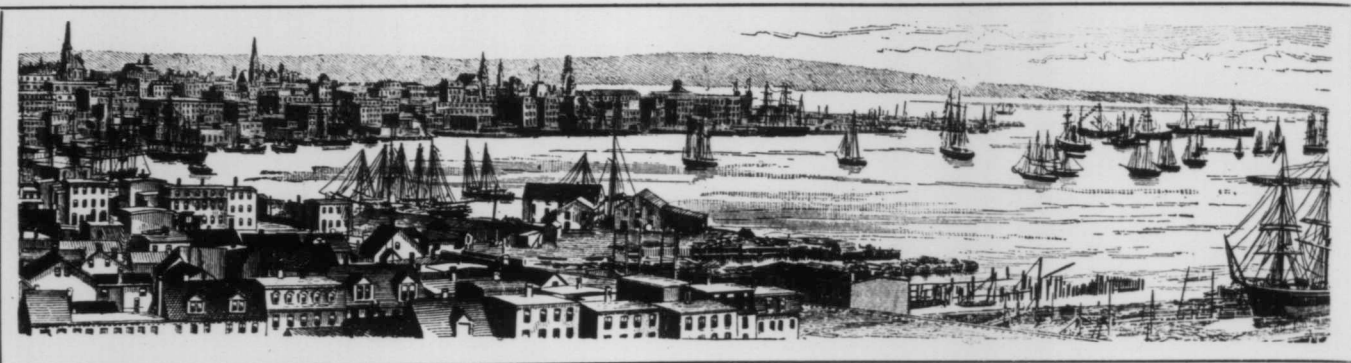
These mills were established about 25 years ago. The mill building is four stories, with a frontage on Talbot street of 80 feet by 200, on the G. T. R. track. It is very conveniently situated for the handling of grain and shipping of manufactured goods, being situated on a side track of the G. T. R. on one side, where grain shipped in or produce for shipment is handled, with a driveway on the other side where the grain bought on the local market is unloaded and goods for the local trade is handled.

TAKE A LEAF from THIS LADY'S BOOK.



BEST TO BUY, BECAUSE BEST TO USE.





VIEW OF HARBOR OF ST. JOHN.

## ST. JOHN, N. B.

OFFICE OF THE CANADIAN GROCER,  
ST. JOHN, N.B., Oct. 2, 1894.

ST. JOHN is the commercial centre of New Brunswick. Though but the seventh city in point of population it has a greater number of fine grocery stores than any other city in Canada. They carry better stocks, they sell higher priced goods, and they make more attractive displays. Other cities have a few stores that it would be hard to surpass in America, but the great number of St. John stores are of this class.

Such stores are usually an indication of well-to-do customers, and inquiry proves this to be the case in St. John. Other cities have a number of wealthy people, but they have a greater number of poor people also. In St. John the wealth is more equally distributed. There are few very rich and there are no poor people. It is said that no family in St. John keeps a carriage and liveried coachman, but they all live well and enjoy life. Average families in New Brunswick are better off than their cousins in the other provinces. Their savings show this. In 1892 they averaged \$21.22 per head of population and in 1893 \$22.32. This makes the average wealth nearly three times as great as Ontario's and ten times that of Quebec. These are the deposits in the postal and other Government savings banks in which the interest paid is only  $3\frac{1}{2}$  per cent. In addition to these there are nearly \$12,000,000 on deposit in the chartered and other banks in St. John alone. The percentage of failures to the number in business has been smaller than in other provinces.

To many in the west these figures will probably be a revelation. It has been drummed into them, by papers which favored annexation, that the Maritime Provinces were in a bad way, and unless they had free United States markets they would soon be on the verge of starvation. As a matter of fact it would be very much more difficult to induce them to vote for annexation than the ultra loyal Toronto people. In the west it is generally supposed that Attorney-General Longley of Nova Scotia is the leader of this movement. This is not the case. One of his right-hand men, and an intimate friend of THE GROCER in Nova Scotia, offers \$5,000 to any one who can prove that Mr. Longley ever spoke or wrote one word in favor of annexation. Some years ago he had a series of articles in a London paper on the future of Canada. Our best policy, he contended, was to remain as we are, a portion of Great Britain; but, if Britain were to cast us off, annexation would be better for us than independence.

The experience that some western business men have had in this province has not been encouraging, but it has been their own fault. They have sold goods without inquiring as to the financial standing of the buyers. A number failed, and with no insolvency law here, the local creditors being on the spot, got everything. The losses made by New Brunswick merchants, who look carefully after their credits, are small. A dry goods house in St. John say that their losses from bad debts are not more than one-half of one per cent. They favor a Dominion bankruptcy law, and the Board of Trade petitioned the Government to pass the bill last session.

A feature of this year's business has been the great number of American tourists who have visited the city and provinces and who have spent their money freely at the hotels and in buying clothing and novelties. It was stated by a Boston paper that about 150,000 people bought tickets there and in New York, for the Maritime Provinces. Though this seems hardly possible, there can be no doubt but that this number will be far exceeded in time to come. The provinces cannot but be popular as a summer resort with their warm bracing days and cool nights; a feature which the Americans are beginning to appreciate. The number of Western people who spend the season here is steadily increasing, and several new houses went up this year at seaside places. It would pay western business men to spend their vacation here. Besides the vacation they would learn something of the products and resources of Eastern Canada, which might lead to future business. A merchant in North-western Ontario might find a market for a produce for which there is no profitable demand in his own locality; or he may find something here which may sell well in the west. These are not theoretical suggestions. There are men in the west who are doing a profitable business with the Maritime Provinces, which was suggested and begun in this way. The railways are only too anxious to assist by giving the lowest rates that will let them out with a profit.

St. John has a Board of Trade which goes a step further than the majority of similar organizations. Besides dealing promptly with matters affecting the interests of its members it is ever on the alert to develop new enterprises that will increase the trade of the city and province. The following prepared by the secretary, Ira Cornwall, will give some idea of St. John's resources and advantages: The harbor is never frozen or impeded by ice; vessels are always certain of return cargoes; marine insurance rates to and from all points are as low as

# GROGERS . . .

Just to remind you that it is to  
your interest to sell the

CELEBRATED

## GOLDEN FINNAN HADDIES



They are very attractive shelf goods.  
They are the highest grade Canned Haddies.  
They give you a good profit.  
They are canned immediately after being caught, thereby  
retaining all their delicious and delicate flavor.  
They are sold by all the leading Wholesale Grocers.

CANNERS' AGENTS

**NORTHROP & CO.** ST. JOHN, N.B.

**Boneless Fish | Cured Haddies**

5 LB., 25 LB. AND 40 LB. BOXES.

30 LB. CASES.

All orders will be promptly attended to by

**BOUTILIER & MOREHOUSE**

FISH AND HADDIE CURERS.

CENTREVILLE, Digby Co., N.S.

from Portland, Boston, and New York; fully equipped harbor for handling all kinds of merchandise; elevator capacity, 300,000 bushels, with ample deep water wharf accommodation, depth sufficient at all times of tide to float the largest vessels in the British navy; terminus of Pickford & Black's West India and S. America line of steamers; of the Furness line to London, Eng.; of the Canadian Pacific and two other railways; and of steamers connecting New York, Boston and Portland; unlimited water power; New Brunswick possesses in its lime quarries facilities for producing and shipping lime at rates that cannot be met by any competitors; facilities for all classes of manufactories unsurpassed by any town in Canada; unsurpassed attractions as a summer resort; the most orderly, industrious and energetic workmen on the continent; (not a city in America has been so free from strikes and labor trouble;) the best free public school system in the world, as acknowledged by leading experts at the Colonial and Indian Exhibition in 1886; was the first city in Canada to adopt new and improved methods in its Municipal Government, insuring the most economical and careful management of municipal affairs; offers some of the best openings on the continent for the safe and profitable investment of capital; the greatest facilities on this continent for repairing vessels without going into dry dock; one of the best openings on the continent for the head-

quarters of forwarding and commission merchants; its harbor is free from destructive marine worms; the best centre for the fish trade of the Maritime Provinces; about 400,000,000 feet of manufactured lumber are shipped through St. John; the amount of shipping owned in St. John is 522 vessels, aggregating 131,909 tons; the amount of tonnage entering and clearing for St. John is 8,245 vessels of 1,652,485 tons annually; is so favorably situated, both as to access to raw material and for inter-provincial and export trade, that nothing can prevent its rapid development; an almost unlimited supply of coal, iron, wood, manganese, plumbago and many other important raw materials, within easy access of the city; there are nine million dollars on deposit in the banks of this city; there are 601 separate industries, employing 3,672 hands, giving \$1,200,000 in wages, involving a capital of \$3,200,000 with over \$1,000,000 of working capital and over \$4,500,000 of product.

THE CANADIAN GROCER'S office in St. John is on North Water street, where the manager, J. Hunter White, will be glad to see any of our readers. The year has been an unusually satisfactory one for THE GROCER in New Brunswick. The number of subscribers has steadily grown, and now nearly all the good business men in every part of the province, no matter how small the place, are readers.



**FISH**

**FISH :::: FISH**

*Retailers can with confidence  
handle my packing of . . .*

***Boneless Fish***

AS WITH EXCEPTION OF

***BLOATERS and  
FINNAN HADDIE***

I will guarantee all salt fish to  
keep good until 1st April, 1895.

***Dry Codfish***

***Smoked Herring***

***Etc., Etc., Etc.***

When buying ask your  
wholesale grocer for ***Sealey's Guaranteed Fish***

**JOHN SEALEY, — ST. JOHN, N.B.**

25 AND 26 SOUTH WHARF.

# THEODORE H. ESTABROOKS

St. John, N.B.

DIRECT IMPORTER

Tea.. from CHINA  
JAPAN  
INDIA  
CEYLON

Molasses from BARBADOES  
DEMARARA  
TRINIDAD  
ST. CROIX  
ST. KITTS

I BUY BUTTER, CHEESE, HAY AND  
OATS FOR LOCAL AND EXPORT TRADE.

... Write for Quotations

Cocoanuts from VENEZUELA  
TRINIDAD

Paterson's Worcester Sauce

Clover Leaf Brand Salmon  
FLATS

Phoenix Brand Salmon . . . .  
TAILS

Maconochie Bros.' Pickles . .

C. & E. MACMICHAEL,

St. John, N.B.

40 Dock Street

**HALIFAX, N.S.**

THE general depression in business has had no appreciable effect on the trade in Nova Scotia, and much less in Cape Breton and Prince Edward Island. While Western Ontario has been complaining of hard times we have been doing an excellent business and have been making money. The future is also bright. Our fisheries have been good. Our mines are being worked to advantage, and the output promises to increase. Lumbering operations are likely to be more active than ever. Railways are being built and new country opened. The extent and value of our animal and agricultural products are growing. In this last particular we have been behind Ontario and Quebec, but as more attention is being devoted to their development we hope soon to make as good a showing as these provinces. Infact there is no reason why we should not do better.

The country is well watered and the grass is always fresh, being seldom dry and parched as it is sometimes in the west. There is no province of Canada that has as varied natural resources as Nova Scotia. The tourist trade is another important factor in business which made itself much more manifest this year than ever before. It is only beginning, and from what THE GROCER knows of the American tourist travel it is more than likely that it will grow beyond the most sanguine expectations. The number who were attracted hither this year is variously estimated at 100,000 to 200,000 people. Hon. Mr. Baker, of the Yarmouth S.S. Co., which runs three boats a week from Boston to Yarmouth, thinks they will have carried nearly 40,000 passengers alone, and this is only one line. Putting it at the lowest estimate, 100,000, and the average amount spent in steamship fares, railway transport, carriages and the numerous purchases of clothing and souvenirs for themselves and friends left at home, at \$20—which is a low figure—we have \$2,000,000 distributed among the people of the province in four months. The "Land of Evangeline," made famous by Longfellow, is the great attraction, but numbers of the travelers this year extended their trip through the province to Cape Breton, which has numerous delightful summer resorts.

With all this we are not resting on our oars. The Halifax Board of Trade is looking for more, and in doing so they should have the support of the western part of Canada. For some years they have been endeavoring to induce the Government to make Halifax the terminal winter port for the Canadian subsidized steamers, carrying the mails. At present they steam by, and land passengers and freights for Canadian points at Portland, thus building up a foreign port with trade and traffic that really belong to Canada. As Mr. G. J. Troop, president of the board, in his annual address points out, there is a great advantage to a port in its being made the terminus of lines of Atlantic steamships, and by shows this by actual figures in the case of the Canada and Newfoundland S.S. Co., whose steamers sail from Halifax.



CITY OF HALIFAX.

This company alone expended here last year \$77,693 in wages and for supplies, etc. He might have gone further and pointed out that not only are Halifax and Nova Scotia interested, but so is the whole of Canada, in retaining all these disbursements in the country. It should be considered, and is really, part of the protective system. The North-west, for instance, will benefit, for it supplies much of the bread stuffs consumed here. The men employed on and about the ships must eat, and the horses of the teamsters must be fed. They use goods made in Ontario and Quebec. Then there are the ship's supplies. The more Canadian coal they use, the greater number of men will be required to mine it. These miners must be fed by the North-West and supplied with clothing, etc., by Ontario and Quebec. When the steamers go to Portland, all these expenditures pass into American coffers. Then there are the expenditures by the passengers, which in the aggregate are considerable. If the other parts of Canada look at the matter from this standpoint—and THE GROCER thinks it is the only just one—they will unite in urging the Government to insist that all vessels receiving Dominion subsidies make Canada their terminals, and not a United States port.

Nova Scotia has acted very generously, indeed, in all Dominion matters since Confederation. They have contributed their share of the cost of building and enlarging the canals, and of extending the Canadian Pacific along the north shore and out to the western coast without a murmur, because it was in the interests of the western country. They have not been treated quite as liberally by the authorities who control the Inter-colonial railway, which should be looked at in the same light as the western canals—a public highway, in which the whole country is interested.

THE GROCER trusts that during the next session of Parliament western members will be found supporting those from the Maritime Provinces in insisting on the terminal port question being settled at once.

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# WHOLESAALERS!

Ask your Broker for the  
"Pure Food" Brand.

# RETAILERS!

Ask your Wholesale Dealer for  
the "Pure Food" Brand.

Families and all consumers ask for and insist upon having the PURE FOOD BRAND of canned fruits and vegetables if you would have the very best that can be produced. They may cost you a little more than some other brands, but you will get more than the difference.



# WHOLESALEERS!

Ask your Broker for the  
"Pure Food" Brand.

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Ask your Wholesale Dealer for  
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Families and all consumers ask for and insist upon having the PURE FOOD BRAND of canned fruits and vegetables if you would have the very best that can be produced. They may cost you a little more than some other brands, but you will get more than the difference.

## "Our National Foods"

EXCELLING ALL OTHERS IN

# BREAKFAST CEREAL FOODS

Our New GoodsIn 2 lb. Packages2 Dozen Per Case

Desiccated Rolled Wheat  
Desiccated Rolled Oats  
Desiccated Rolled Barley

These are the most attractive goods yet offered to the trade.

Beautifully put up in handsome lithographed cartoons of convenient size.



Fac-simile of our package

**Buckwheat Flour**  
(Self-rising), 2 1/2 lb. pkgs.  
**Buckwheat Flour**  
(Self-rising), 5 lb. pkgs.  
**Gluten Flour**  
In 4 lb. packages.

Superior quality of the goods will ensure large and steady sales.

**CAUTION** — We wish to caution the trade against buying "Imported" Cereal Foods which are of inferior quality and liable to become stale before reaching the consumer. Dealers can secure a supply of our Foods fresh every week. **Canada leads the world in the manufacture of Cereal Foods.**

Write us at once for complete set of samples, prices and particulars, then place a sample order with your wholesale grocer, or direct to us

## The IRELAND NATIONAL FOOD CO. Ltd.

MILLERS AND  
MANUFACTURERS OF

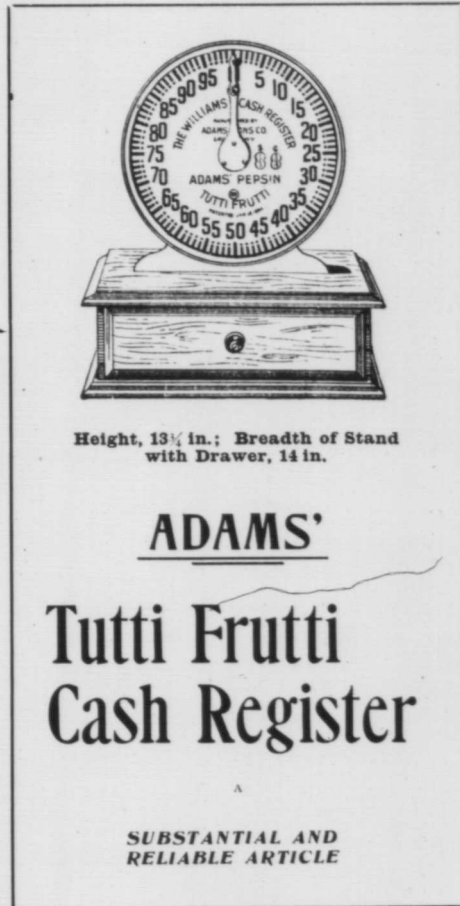
Choice Breakfast Cereal Foods

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

**TORONTO, CANADA**



# GET ONE! —



Send for . . .  
Descriptive  
Circular



11 AND 13 JARVIS  
STREET

**TORONTO, ONT.**

## Adams & Sons Co.



*You Run No Risk in Trying a Case*



Old Trade Revived  
New Trade Made

BY KEEPING IN STOCK

Dr. Clark's Celebrated and the Original



FOR THE CURE OF

*Asthma, Coughs, Colds in the Head, Hoarseness, Catarrh, and Bronchial Troubles*

LAST YEAR'S SALES 40,000 POUNDS

Packed in 5-pound tins handsomely lithographed in colors.

Most attractive tin on the market.

MANUFACTURED ONLY BY



Toronto Biscuit and Confectionery Company



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**Ivory Bar Soap** Is made from *Pure Rendered Tallow*.  
 It would be whiter in color if made from  
*Bleached Hog Grease* as many soaps now on the market are. Soap made from *grease*  
 wastes away quickly in hot water.

**ORDER**  
**IVORY BAR**  
**SOAP**

**IVORY BAR** being a Pure Tallow Soap lasts much longer and does more thorough work than a Grease Soap can do. Those who use **Ivory Bar Soap** can compare it with other brands in the market and judge for themselves.

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**BRANTFORD SOAP WORKS CO.**

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**The Quality of Surprise Soap** is beyond a question.

So many grocers sell it.

So many people use it and have for years.

**THE PROFIT ON RETAILING SURPRISE SOAP**  
 Is not so well known.  
 There is a clear 30 per cent.

**A Good Profit on a Good Soap**

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

The St. Croix Soap Mfg. Co.,  
 St. Stephen, N.B.



arket.

# REINDEER BRAND



## DIPLOMAS

AWARDED AT

Intercolonial Exhibition, London, Eng., 1886  
 Jamaica International Exhibition, 1891  
 Toronto Industrial Exhibition  
 St. John, N.B., Exhibition

... Condensed Milk Evaporated Cream

**CONDENSED COFFEE AND MILK**  
**CONDENSED COCOA**

The Truro Condensed Milk AND Canning Co., **TRURO, N.S.**

# TEAS

... ALL GRADES

Congous  
Assams  
Ceylons

Japans  
Hysons  
Gunpowders



# Coffees



We carry a full line of : : :

CHASE & SANBORN'S

# COCOA

We keep the best . . .

Bensdorp's



# James Turner & Co.

Wholesale Grocers

HAMILTON, ONT.

THE FINEST IN THE LAND



ARE . . .

G.B.

CHOCOLATES



Superfine Coating  
Unequaled in flavor  
Superior finish

The children demand it,  
so buy

Royal Standard  
Chocolate Stick

THE PENNY PIECE OF 1894

PACKED 100 pieces of delicious Caramel Sticks, coated with fine Chocolate. With each piece a finely lithographed flag on Bristol board, 3 x 4½ inches, representing the Flags of All Nations, in each box. Upon return of one each of these flags, we will mail a full uncut sheet, suitable to hang in a library or office.

To Teachers furnishing a certificate from the Secretary of Trustees of their district, we will furnish one of these sheets to hang up in School Rooms.

GANONG BROS. Ltd., ST. STEPHEN,  
N. B.



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THE ARTIFICIAL WATERWAYS OF CANADA.

By W. L. E.



N more efficient waterways reposes the solution of the problem of low freights. The question of low freights is local to no one country; nor to one continent, for that matter. In Europe, in Asia, in America, men are applying themselves with more or less zeal to the task of securing the desideratum with the factors recognized to be the most potent.

Canada, always in the van in matters of transportation, is an active participant in the world-wide agitation that is going on for greater

efficiency of the waterways. And well might she be. Like unto her no country has been so blessed with a natural system of inland navigation.

But when Nature made the rivers and lakes of our great inland waterways, she bequeathed to man certain duties, the performance of which were necessary before he could enjoy to the full her beneficence. These were the deepening of shallows and the building of canals to circumnavigate cataracts and rapids. To the task thus assigned him, Young Canada has not been remiss. Rivers and harbors have been dredged, and canals have been built.

Canal building in Canada may be said to have been first seriously undertaken in 1826, when the building of the Rideau canal, which had been suggested in 1812 for military purposes, in order to connect Montreal, by the waters of the Ottawa, with Kingston, on Lake Ontario, was begun. The canal was finished in 1834. Circuitous indeed was the way in which the desideratum was to be secured, but it was bred of the necessities of war times when the St. Lawrence was a risky waterway to travel. The length of this canal, and its water stretches is over 126 miles, while to reach Montreal from Kingston, via it and the Ottawa river and its system of canals, means the traversing of over 245 miles. This system was held by the Imperial Government till 1856 for purposes of defence, when it was handed over to the Canadian authorities. The depth of water on the Rideau is five feet.

The chief canal system of the country is, of course, that known as the St Lawrence. From the Straits of Belle Isle to Port Arthur, the beginning and ending respectively of the St. Lawrence system of inland navigation, the distance is 2,260 miles, and of this distance 71 3/4 miles consist of canals. These canals are: Lachine, 8 1/2 miles; Beauharnois, 11 1/4 miles; Cornwall, 11 1/2 miles; Farran's, 3/4 mile; Rapide Plat, 4 miles; Galops, 7 5/8 miles; Welland, 27 miles; Sault Ste. Marie (Canadian), 2/3 mile.

The Chambly canal system extends from the Rivers St. Lawrence and Richelieu, 46 miles below Montreal, into Lake Champlain, a distance of 81 miles. The canal proper is 12 miles long and its depth of water seven feet. By this system access is had to the Hudson river and thence to New York.

The Ottawa river canal system connects Montreal and the city of Ottawa. The canals on this system are Ste. Anne's, Carillon and Grenville, and their aggregate length is scarcely two miles. At Ottawa, as already pointed out, the system con-

nects with the Rideau river and the Rideau canal, which runs to Kingston. Depth of water on the sill on these three canals is nine feet.

The Culbute locks and dams in the Upper Ottawa river comprise two locks and three continuous dams, all built of wood, and reduce the Chaudiere, the Des Chenes, the Chats and other rapids there to smooth water, and make the river navigable. Depth of water, five feet.

The construction of the Trent Valley system of canals, which have proved the source of much debate among politicians, was conceived by the generation preceding the present. Construction was begun in 1837. Since then work has been done on various sections, but still completion seems to be a long way off. At present the system is only efficient for local use. Its purpose is to connect Lakes Ontario and Huron, and the distance between the two is 235 miles, of which 155 miles are available for light draught vessels. The depth of water on sill is five feet.

The Murray canal is the youngest but one of Canada's canals. It cuts across the Murray isthmus, is five-and-a-half miles long, has a depth of 12 1/2 feet, has no locks, and was opened in April, 1890.

The Burlington canal connects Lake Ontario and Burlington bay and is half a mile long.

The St. Peter's canal, Cape Breton, Nova Scotia, gives access from the Atlantic to the Bras D'Or lakes, and is 2,400 feet long, with 18 feet of water on sill.

The Sault Ste. Marie canal, although Canada's baby canal, is the most perfect in the Dominion's system. Its construction is now practically complete. There is one lock 900 feet long and 60 feet wide with a depth of water on the sills of 20 feet 3 inches at the lowest recorded water level. The length of the canal is two-thirds of a mile, and its total cost about \$3,000,000.

Canada's canal system had cost her, up to the 30th June, 1893, a total of \$71,310,793. It was expended as follows:

Lachine canal.....	\$ 9,686,684
Beauharnois canal.....	1,611,690
Soulanges canal (under construction).....	291,572
Williamsburg canal (being enlarged).....	2,940,551
Cornwall canal.....	4,649,575
St. Lawrence river canals, surveys, etc.....	941,178
Murray canal.....	1,247,470
Welland canal.....	23,762,295
Sault Ste. Marie canal (under construction).....	1,475,344
Ste. Anne's canal.....	1,170,216
Carillon and Grenville canal.....	4,025,553
Culbute canal.....	379,494
Rideau canal (including Perth branch).....	4,560,286
Trent canal.....	1,088,484
St. Ours lock.....	121,538
Chambly canal.....	637,272
St. Peter's canal.....	645,995

Total..... \$59,210,132

In addition to the above there has been expended from income:

Renewals.....	
Repairs.....	
Staff and maintenance.....	
Grand total.....	\$71,310,793

Large as is the above total expenditure, it will be much larger before many years if the present position of the public mind towards increasing the efficiency of the canals already existing, let alone the construction of new ones agitated, is any criterion.

When the St. Lawrence system of canals was designed, it was contemplated to afford a depth, at all stages, of nine feet. The inadequacy of such a depth is well known. In 1871 it was decided to enlarge the canals on this system, in order to afford a navigable depth of twelve feet throughout. Subsequently, however, it was decided that the depth should ultimately be increased to accommodate vessels of 14 feet draught. This was over twenty years ago, and although the practical work of

deepening the canals to 14 feet has been going on at various periods since then, the undertaking is far from complete, the Lachine canal being the only one in the system that has yet been deepened to 14 feet, the others still having a depth of but nine feet. All the locks are built to accommodate vessels drawing 14 feet of water. A few weeks ago, it will be remembered, the Dominion Government let a contract for the deepening of the Lachine canal to 15 feet. The agitation, now active, for the deepening of the canals on the St. Lawrence river to 20 feet, needs only to be merely mentioned here. The Welland canal is navigable to vessels of 14 feet draught, so that the only barrier to vessels of a like draught going through from Port Arthur at the head of Lake Superior to Montreal, or to, in fact, Liverpool, is the St. Lawrence river canals.

The following table shows the tons of freight passing through each canal, the tolls collected, and the number of trips of vessels through each canal for the year ending December 31, 1893:

NAME OF CANAL.	Tons of traffic passing through.	Tolls collected.	Number trips vessels passing through.
Lachine	966,755	\$66,067	10,412
Beauharnois			
Cornwall			
Williamsburg	955,554	195,803	2,615
Welland			
Chambly	270,766	20,959	2,696
St. Anne's	647,011	43,666	2,667
Carillon			
Grenville			
Rideau	93,366	4,987	2,690
Murray	13,729	585	843
Trent	22,513	725	1,291
St. Peter's	59,042	3,155	1,891

Compared with the previous year there was in 1893 an increase of 2,257 in the total number of vessels passing through the canals of the country, 1,931 in number of Canadian vessels and 326 in number of United States vessels. The tonnage increased by 300,190 tons. The increase in the quantity of freight carried was 129,210 tons, and in the number of passengers 6,103. Both the total tonnage and number of passengers carried was the largest recorded. The revenue received by the Government last year from the different canals aggregated \$357,090. This, while the largest since 1884, is not the largest since Confederation. The greatest aggregate was in 1874, when the total receipts were \$510,000.

Much as Canada has done of the work allotted her by Nature, there is yet much to be done. We are now in the morning of a canal-building and canal improving era born of the necessity of cheaper transportation to the seaboard of the grain and produce of the interior of the continent. And Canada cannot afford to take her ease in the matter. Her first duty in the premises is to complete the deepening of the St. Lawrence river canal system to fourteen feet. That accomplished, many vessels that are now prohibited from doing so, through insufficiency of water, would then be able to get through to Montreal and to the side of the Atlantic liners without breaking bulk. This needs to be done quickly. By the time that is done we shall probably have gathered sufficient data to determine how much further we shall be warranted in going in acquiring a still greater depth in our canal system.



The above is a cut of the Grand Mogul Tea and Lion Digestive Coffee exhibited at the Western Fair, London, which took the highest award—the Silver Medal.

## Grand Mogul Tea

Was pronounced by thousands who tasted it at the Western Fair the finest tea they ever drank. The packages are air-tight, and full net weight.

Dealers cannot buy a tea in bulk of equal quality at the price. Our sales are increasing daily. Pedlars cannot compete with you, as we will sell the trade only.

## Lion Digestive Coffee

1 LB. - TINS.

With 12 Daisy Makers in each case free. Great seller. Gives the best satisfaction.

# T. B. ESCOTT & CO.

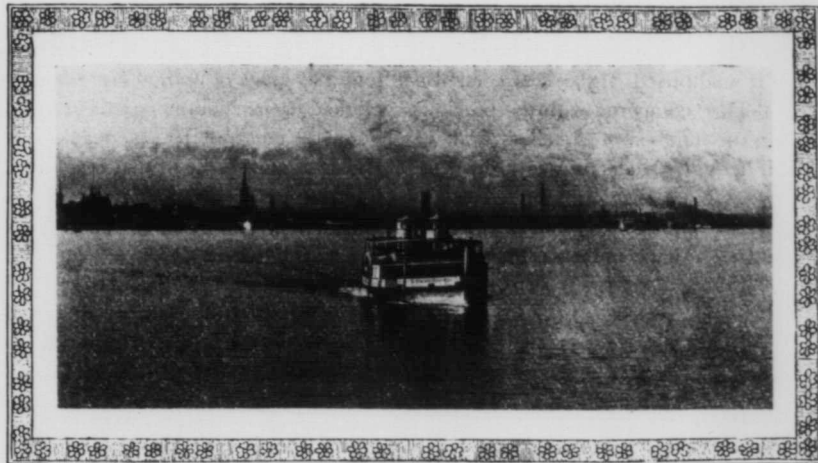
Wholesale Grocers  
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LONDON, ONT.



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## TORONTO

Its Beauty, Commercial and Shipping Advantages.



HE germ of the Toronto of to-day was planted nearly 150 years ago, when the French erected Fort Rouille on a part of what is now the Industrial Exhibition grounds. The importance of the site as a commercial centre was even then recognized, for the object of building the fortifications

was to conserve the then important trade of the continent—the fur trade—to the French and keep it out of the hands of the English.

Governor Simcoe, too, recognized the adaptability of the site as a centre of government, population and trade. In his trip around Lake Ontario he might have chosen places which possessed greater natural advantages from a warrior's point of view, but not, he evidently thought, for the purpose which he had uppermost in his mind.

The site where Toronto stands was intended for a commercial centre by Nature. It would never have placed a big basin of water at her feet and a rich agricultural country surrounding her if it had not so intended, nor flanked it on either side with a river—the Don and Humber rivers respectively.

From her birthday in 1793, when she was christened Little York, till she was ordained a city in 1834, and given a new name—Toronto—her growth was steady in spite of the devastations of war and the curse of hard times. For the fifty years following it was rapid, during the latter quarter of a century being particularly so. Ten years after Governor Simcoe had said: "Here build ye the capital," the population of Little York had only reached about 450, but by the time Little York became Toronto and a city, there were about 9,000 people within her walls. During the next decade the population doubled, and by the end of another ten years it

had doubled again. By 1871, the population was 56,000. Ten years later it had reached the 100,000 mark, and to-day it is not far from double the latter figure.

The only natural advantage, probably, which has assisted Toronto in becoming the most important city and port on Lake Ontario, is the bay, with the island, like the arm of a giant, encircling and protecting the harbor from the stormy billows of the lake. This arm, though once joined to the shoulder of the mainland, is now stronger and more efficient than it probably ever was, thanks to the joint expenditure of money by the civic authorities and the Dominion Government. The bay is about three miles long by one and a half wide. The first vessels to plow it were probably those bearing the illustrious founder of the city and his party, and the first vessel built in the neighborhood was the Toronto Yacht. This latter event took place in the closing year of the 18th century, and the craft to which belongs this honor plied between Little York and Niagara.

The period of navigation proper did not really dawn till after the war of 1812-14. The first steamboat to enter Toronto harbor, and also to make regular trips to and therefrom, was the Frontenac. She went into commission in 1816. Other vessels followed, until now there daily flits in and out one or other of the two entrances to the harbor during the navigation season, among many others, such magnificent palace passenger and freight steamers as the Chippewa, Cibola, Chicora, Macassa, Modjeska, Empress of India, Garden City and the Richelieu and Ontario Navigation Co.'s boats. These boats run regularly to and from Niagara, St. Catharines, Hamilton, Montreal and intermediate points, and the passenger and freight traffic is enormous. Toronto is the green fruit centre of the country, distribution being made therefrom to nearly all parts of the country, and during the regular season thousands of packages daily are landed at the wharves, by the Niagara and

St. Catharines boats particularly. Of late years, although there has been a marked increase in the number of steamers, there has, on the other hand, been a decrease in the number of sailing vessels entering the port. The total number arrivals of all kinds last year was 2,577. It comprised 1,350 steamers, 188 propellers, 1,039 schooners. This, compared with the previous year, was an increase of 59 in the number of steamers and 12 in loaded propellers, while in light propellers it was a decrease of 39, and in schooners of 371. Now that the United States tariff is more favorable to Canada's products of the field, forest and mine, a revival in Toronto's shipping industries may be expected.

First in the Province of Ontario as a steamboat centre, Toronto is also first as a railway centre. Nominally there are eight lines of railway converging in the city, while in reality there are only two—the Grand Trunk and the Canadian Pacific—these between them having absorbed the Northern, Credit Valley, Toronto, Grey and Bruce, Wellington, Grey and Bruce, Ontario and Quebec, Great Western, and Midland railways. Besides this, the Niagara boats bring the city in direct communication with the New York Central and Michigan Central railways.

The first line of railway to enter Toronto was the Ontario, Simcoe and Huron Railway, afterwards called the Northern. This was in 1853. With the completion of this line was inaugurated a new system of transportation which developed so rapidly as to almost completely supersede the old system in a few years. In pre-railway days farmers could only bring their produce to market in the winter and when there was sleighing, on account of the bad condition of the roads. Yonge street and other leading thoroughfares would then be alive for many miles out into the country with hurrying and bustling teams going to the city with their produce or returning home well loaded with groceries and other necessaries of life, as well as a supply of whiskey, which in those days was accounted more of a necessity than tea. Even with the building of this one railway there began to be a marked change in the old manner of marketing produce, the farmers taking it to the railway stations instead of teaming it long distances.

A couple of years later the Great Western gave Toronto an outlet to the west, and the Grand Trunk to the east and west. This and the subsequent building of the other lines running into the city largely helped to make Toronto what she is to-day—the commercial hub of Upper Canada.

While well provided by both rail and water facilities for communicating with the outside world, Toronto is none the less well equipped with a system of urban transit. A belt line of steam railway some, fourteen miles in circumference, is operated by the Grand Trunk, while suburban trains are run to outside points of interest, and to outlying municipalities at regular intervals each day, Sunday excepted. But the most perfect transit system of all is the street railway. This much, however, could not be said until within the last year, as it was only about two years ago that the work of changing the system from horse cars to electric cars was begun. The work of transfer is now practically completed, and the Queen City can to-day boast of having, according to the testimony of travelers, one of the best, if not the best, street railway system on the continent. There are in all nearly ninety miles of track, and for one fare, by aid of the transfer system, a passenger can ride to any part of the city.

Could Governor Simcoe come among us to-day, he might

well say that the founding of Toronto was one of his greatest and most successful acts. Aside from her prominence in trade and size in population, her beauty shines forth resplendent. Among her three hundred miles of branching streets are to be found avenues of entrancing beauty, viewed when the trees are clothed in their summer garb. But let an outsider speak—Albert Shaw, the editor of the American edition of the Review of Reviews. In the August issue of that magazine, in the course of an article referring to Toronto, he said: "It would be hard to find anywhere a community of equal population so commodiously housed. Well-shaded streets and green bits of lawn and garden are characteristic of the whole city. Considering the rapidity of its growth, Toronto's air of completeness and finish is altogether unusual. Many towns of slower growth have found it far more difficult to make the march of public improvements and facilities keep pace with the growth of population and urban territory." All the main thoroughfares are paved with asphalt, and this material is gradually superseding cedar blocks and macadam as a material for road beds.

Toronto has about 222 miles of sewers and 225 miles of water mains. The assessed value of the city is over \$150,000,000, an increase of more than \$100,000,000 during the decade.

The exports and imports of the city of Toronto during 1893 were \$3,478,269 and \$21,088,930 respectively.

The Clearing House returns last year aggregated \$316,037,473. This was exclusive of the Bank of Toronto, which is not affiliated with the Clearing House. There are fourteen distinct banks, some of which have their headquarters in Toronto, doing business in Toronto. Their capital and surplus aggregates about \$20,000,000 and assets about \$90,000,000. Some of the banks have a number of branch offices scattered throughout the city, materially assisting the expedition of local business. The first bank to establish in Toronto was the Bank of British North America, and that was in 1837.

Toronto has always been more or less of a manufacturing centre, but even as late as 1847 there were hardly two dozen factories within the city's limits. The most important in that day was the furniture factory of Jacques & Hay, the latter of whom was father of Major J. D. Hay, of Davidson & Hay. In 1859 the annual report of the Board of Trade enumerated the successful establishment of manufactures of soap, leather, candles, whiskey, ale, cigars, ground coffee, spices, mustard, nails, boots and shoes, tinware. To-day there are probably 500, and numbered among them are some of the largest on the continent.

The wholesale trade has kept pace with the development of the city in other respects, and the grocery trade has no need to be ashamed of the extent to which it has shared in this growth. Forty years ago there were only two or three wholesale grocery houses. Now there are a dozen, besides a large number of brokers, some of whom carry stock. The rating of these houses is good, only three going below \$50,000, while one touches \$400,000. Of retail grocery stores there are between seven and eight hundred, some of which would vie in soundness, extent, attractiveness and modern facilities with those in any other city on the continent.

JAMES A. SKINNER & CO.

This firm first saw the light of day in Hamilton. This was in 1850, and James A. Skinner was the founder. The business was removed to Toronto nearly three years ago, and is now carried on in Wellington street. The warehouse the firm occupies was built expressly for it, and it is one of the largest in

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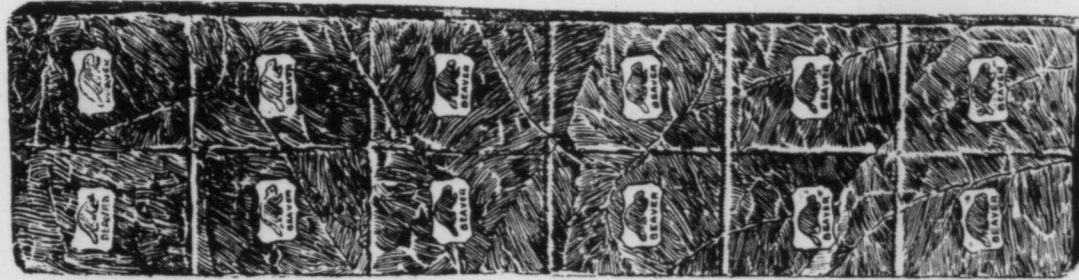
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Factories

# McAlpin Tobacco Co.

MANUFACTURERS TORONTO, CANADA



## TO THE TRADE:

*We desire to caution our customers against a bogus imitation of our BEAVER PLUG, which is now being offered to the trade. The genuine Beaver tobacco is stamped with yellow and black tag, and the word BEAVER printed plainly on each tag.*

*McAlpin Tobacco Co., Toronto.*

## TAKE NOTE . . .

of some of our leading lines, and for which, remember we are headquarters . . . . .

- Boeckh's Standard Brushes
- Boeckh's Standard Brooms
- Star Pails and Tubs
- Durable Pails and Tubs
- Improved Globe Washboards
- Extra Star Clothes Pins
- Jersey and Crown Butter Moulds

We guarantee all goods to be strictly as represented and prices right.

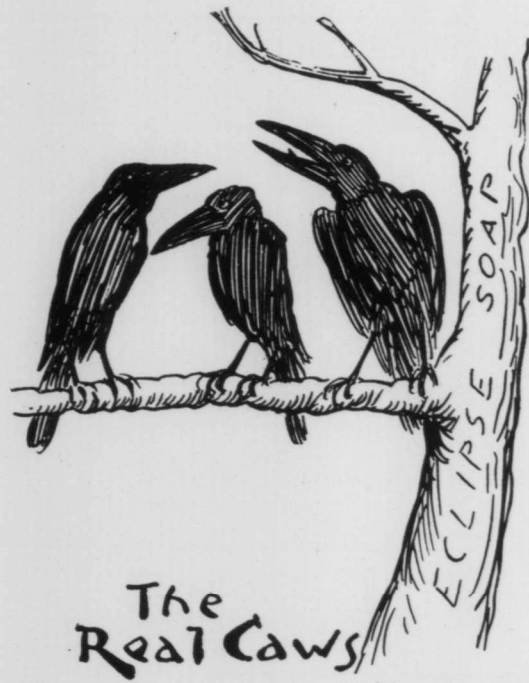
Woodenware, Butterware, Churns, Baskets, Cordage, Matches, Twines, etc., etc.

## CHAS. BOECKH & SONS

Offices and Warerooms: 80 York Street.  
Factories: 158 to 168 Adelaide West.

MANUFACTURERS

TORONTO.



## THE REAL CAWS

OF SUCCESS OF . . .

# Eclipse Soap

(3-LB. BARS)

Is the  
Good Value for the Consumer  
and Good Profit for the Merchant.

Manufactured only by

**JOHN TAYLOR & CO.,**

PROPRIETORS

MORSE SOAP WORKS

**TORONTO**

## DO YOU CARRY INK?



If not, you ought to.

It takes up but little room, calls for no expert or high-priced help, and, what is more to the point, it **pays a generous profit.**

It is an article of general use,

Therefore an article which every general merchant should carry.

All your customers require it.

Some use much, some little. A good ink, and one on which you can **make money** is **WALKDEN'S**. Note prices. School Inks to retail at three to five cents. Quarts retail at 60 cents. Order a sample lot now. Before long we will be unable to ship on account of frost.

The **COPP, CLARK CO., Ltd.**

Manufacturing Stationers, Etc. **TORONTO**  
FRONT ST. WEST,

Quarts per doz .....	\$5.00	Half Pints, per doz.....	\$1.80
Pints, " .....	3.75	Quarter Pints, per doz.....	1.00

**SCHOOL INKS**

Red, glass, miniature. . .	\$2.40 gross	Black, stone, miniature.	\$1.75 gross
Blue, " " .....	2.40 "	Blue black, glass " . . .	2.60 "
Violet, " " .....	2.40 "		

# Attractive Lines . .

Ewen & Co.'s "Lion" brand canned  
Salmon in tall tins.

"Clover Leaf," extra fine in flats.

"Little Chief," "Faultless," and "Extra  
Faultless" Corn in tall and flat tins,  
and Extra Sifted Peas.

"Aylmer" "Canada First" Corn,  
"Standard" and "Champion of  
England" Peas, and canned Chicken,  
Turkey, and Duck.

FULL LINES OF  
*Canned Vegetables, Fruits,  
and Fish*

WRITE FOR QUOTATIONS

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## SLOAN & CROWTHER

*Wholesale Grocers . . .*

P.S.—Great values in Teas, Spices,  
Raisins, Currants, and Gen-  
eral Groceries.

**Toronto, Ont.**

the city. It is seven stories high, including the basement, has a frontage of 87 feet and a depth of 125 feet. A branch house is situated in Vancouver. James A. Skinner & Co. claim the honor of being the first house in Ontario to send travelers out to the Pacific coast. Their staff of travelers numbers nine. The white ware and common ware are kept and packed in the basement. On the ground floor is the chief sample room for the display of such staple lines as lamps, crockery, glassware, etc. Samples of fancy goods, dinner, tea and chamber sets, etc., are on the second floor. In the rear of the same floor are situated the white china and the travelers' rooms. On the third floor are kept the stocks of dinner, tea and chamber sets, and there all these lines are packed and prepared for shipment. Glassware is stored on the fourth flat, and there orders are packed. The fifth flat is where all the lamps, lanterns and lamp goods are kept and put up for shipment. The sixth flat is known as the package room. The building is equipped with two electric elevators—one passenger and one freight—and both give access to each floor. James A. Skinner retired from active participation in the business some eighteen or twenty years ago, since when all the responsibilities of management have devolved upon his son, Robert B. Skinner.

STEEL, HAYTER & CO.

This firm is known as the pioneer in the Indian and Ceylon tea trade in not only Canada but in the United States as well. Ross W. Hayter came to Toronto in 1888 as the representative of Octavius, Steel & Co., of Calcutta and London, a large firm of tea growers and importers, establishing business here under the style of Steel, Hayter & Co. About two years ago Mr. Steel died, when the business was taken over by P. R. Buchanan & Co., of London, England, style remaining unchanged. Up till quite recently the firm has imported tea for the wholesale houses besides doing a wholesale trade itself. These two interests having been found to frequently clash, together with the fact that the business had assumed large proportions, it was resolved a few months ago to separate the two departments. The importing business is still being looked after by R. W. Hayter, while the wholesale department, which has been removed to different premises, is under the management of H. C. McCuaig, who was Mr. Hayter's chief assistant from the time the business was opened up in Toronto. Mr. Hayter has the advantage a good many tea men have not: He has had his training as a planter as well as a seller of teas, having spent twenty years on plantations in the Assam and Sylhet districts, India.

WARREN BROS. & BOOMER.

This business, which was originally carried on by Charles Moore & Co., was founded in 1856. Mr. Moore dying, the firm name in 1876 became Warren Bros., and in 1882, on Henry C. Boomer's entering the firm, Warren Bros. & Boomer, its present style. The present partners are Charles D. and Wm. A. Warren, Henry C. Boomer and Edmund G. Williams. The firm handles all lines of groceries, but its principal business is in staple groceries, particularly sugars, coffees, Mediterranean dried fruits and teas. In green Rio coffees Warren Bros. & Boomer make regular direct monthly importations, and in this particular they are said to stand at the head of the trade in Canada, and in sugars they stand among the largest. Their business is largely confined to Ontario, east and west. The firm's place of business is at 35-37 Front street east. Not counting the cellar the warehouse is four stories high. Its frontage is 56 feet and

depth 180 feet. There are two entrances in the rear, through which goods are received and shipped.

J. W. LANG & CO.

This firm was originally Kinnear & Lang, being started in 1871 by T. Kinnear and J. W. Lang. In 1880 the former retired, and the business was then continued by the latter when the style became J. W. Lang & Co. The original place of business was in the Market square. From that the firm moved to No. 33 Front street east, and about three years ago to its present warehouse at Front and Church streets. The firm carries a full assortment of general groceries, paying particular attention to teas and canned goods, and its business extends all over the province of Ontario, particularly in the northeastern and northwestern portions. J. W. Lang & Co.'s warehouse, which is three stories high, has a frontage of 70 feet on Front street and a depth of 120 feet on Church street. All heavy goods are taken in at lane in rear of the premises, while the shipping entrance is in Church street.

PHENIX SPICE MILLS.

These mills have since July last been the property of G. F. Marter & Son. They are situated at Jarvis and Esplanade streets, having been removed there within the last few weeks from No. 17 Jarvis street. The present premises are both more convenient and larger than those formerly occupied. The main entrance is in Jarvis street, while the shipping and receiving entrance is in Esplanade street. The number of flats occupied are five. The firm's leading manufactures are Barton's baking powder, mustard in 1 and 4-lb. jars,  $\frac{1}{4}$  and  $\frac{1}{2}$ -lb. tins, and in pails, and flavoring extracts. Marter & Son mean to push business. Since they assumed the proprietorship they have put on two more travelers, making the total staff now four, while the business has already assumed double its former proportions. New machinery has been put in, and other conveniences added. Steam is the motive power. Owing to the cessation of manufacturing, consequent upon removing, the firm has been unable to keep up with its orders, but it expects to be able to soon catch up.

CHRISTIE, BROWN & CO.

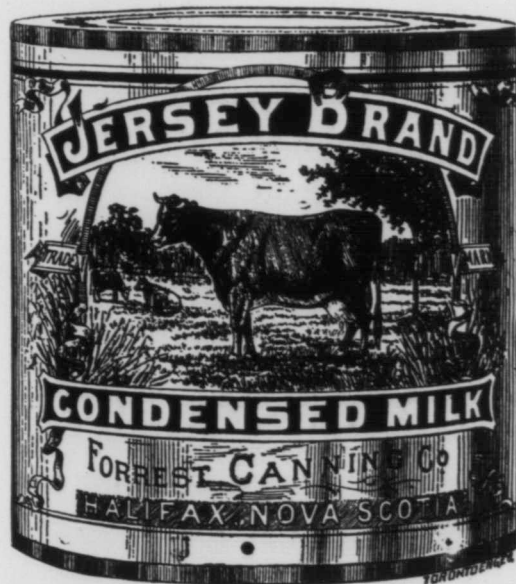
The nucleus of this business was started by William Christie away back in the fifties. In 1868 the firm became Christie, Brown & Co. by the entering of Alexander Brown into partnership. With the formation of the company the factory was removed to 746 Yonge street, at present occupied by Joseph Tait. These premises becoming too small, the firm in 1872 removed to a building in Francis street. Two years later Christie, Brown & Co. built the nucleus of their present factory at Frederick and Duke streets, and removed there. In 1878 Mr. Brown retired, since when the business has been carried on by Mr. Christie alone under the old firm name. Since the original factory was built in 1878 about a dozen different extensions have been made, while last year a new wing was added, which in itself doubled the capacity of the factory. The factory occupies nearly one-fourth of the entire block, having a frontage of 200 feet in Duke street and 131 feet in Frederick street. The firm employs 280 hands, included in which are ten travelers, and its business extends over the Dominion and Newfoundland. As with all biscuit manufacturers, soda-biscuits is Christie, Brown & Co.'s chief staple article, while its total number of different kinds of biscuits is 420. The firm consumes annually over 30,000 barrels of flour. A branch is situated in

# NEW SEASON'S CONGOUS

We have a large shipment of New Season's  
**KAISOWS, PACKLINGS and PANYONGS**  
now in stock.

*Superb Liquor*  
*Excellent Style*

**Davidson & Hay,** Wholesale Grocers and Importers **Toronto**



**F. W. HUDSON & CO.**

AGENTS

TORONTO

**BATTY & CO.,** LONDON, ENGLAND

Batty's  
Nabob  
Pickles

Crown  
Pickles



Batty's  
Nabob  
Sauce  
Batty's  
Worcester  
Sauce

For sale by Leading Wholesale Grocers.

**WRIGHT & COPP,** Dominion Agents **Toronto**

Montreal. The building in which it is situated is three stories high, and 50 x 100 feet. All the manufacturing is carried on in Toronto.

#### ROYAL DOMINION MILLS.

These mills are situated at Bay and Esplanade streets, and are owned by Michael McLaughlin, who last year was president of the Dominion Millers' Association. The original owner was H. J. Boulton, who founded the mills in 1867, and ran them till 1876, when the present proprietor succeeded him. Since then the milling capacity has been doubled and the storage capacity increased ten-fold. The addition made last year alone for storage room and office accommodation was twice as large as the original building. This mill has a frontage of 66 feet on the Esplanade, and 220 feet on Bay street, and there are six floors. The capacity of the mill is 600 barrels per day. The Royal Dominion Mills make a specialty of manufacturing high grades of flour from the best Manitoba wheat, and also high grades of flour from Ontario wheat. The "Queen" brand of flour made by this firm took, it will be remembered, the gold medal at the World's Fair, Chicago, last year. These mills do a large trade in Toronto and the eastern part of the Dominion. Their exports are confined to low grade flours.

#### TAYLOR, SCOTT & CO.

Messrs. Taylor and Scott founded this firm about eight years ago, and they carried it on till about eighteen months ago, when Mr. Scott retired. Mr. Taylor has since continued the business as sole proprietor, style remaining unchanged. Mr. Scott died shortly after serving his connection with the firm. The firm manufactures brooms, brushes and woodenware of all kinds, making a specialty of the first and last named articles. The "Northern Queen" washboard is an article in which a particularly large business is done. Taylor, Scott & Co. send their manufactures all over the Dominion, and have worked up a nice export trade with England and Scotland, especially in the "Northern Queen" washboard. The firm's offices and warerooms are at 120 Bay street, and abutting on the lane in rear are the factories, two in number. One is 96 by 50 feet and four stories high, and the other is 60 by 40 and contains five flats. These factories are fitted up with improved machinery and are lit by electricity, which is generated on the premises. One hundred hands are employed in the factory. Taylor, Scott & Co. are also selling agents for the manufacturers of the Detroit Pail and Tub Co.

#### TORONTO SALT WORKS.

These works are situated at 128 Adelaide street east. They were started in a small way in 1887 by C. R. Cooper, the present proprietor, in King street west. The present premises were first occupied about five years ago. The only line which Mr. Cooper manufactures is the "Acme" brand table salt, but he does an extensive business in other kinds of salt, being agent in Toronto for the Windsor Salt Co. and the Livonia Mining Co.'s rock salts. The business of the Toronto Salt Works extends all over the Dominion, and a good trade is done with the West Indies in Acme table salt. The firm's business has doubled during the last six months. Among the articles other than salt for which the Toronto Salt Works is agent is Church's "Bug Finish," which is fast coming into favor with man and disfavor with potato bugs.

#### PERKINS, INCE & CO.

It was away back over 50 years ago that this house was founded, making it the oldest in the grocery trade in Toronto.

To be exact, it was established in 1843, and its first warehouse was at what is now the south-east corner of King and Jordan streets. The firm name was then F. Perkins & Co. In 1845 Mr. Perkins erected a warehouse in Front street on the site of the firm's present place of business, and a part of it stands to this day. For many years this was the first building standing on the south side of Front street. On moving to Front street the firm name became F. & G. Perkins, and in 1855, when Mr. Ince, Sr., the present head of the firm entered the house, the style became F. & G. Perkins & Co. In 1874 F. Perkins retired, when the firm name was changed to Perkins, Ince & Co., and as such has sinceremained. G. Perkins died in 1875, when the late Mr. Young entered the firm, and by these two the business was carried on till the latter's death some two years ago. Since then Mr. Ince has had associated with him in the partnership his two sons William and James. Perkins, Ince & Co. ship goods to every part of the country, and carry a full line of groceries. They make a specialty in teas, particularly Japans, of which they passed nearly three thousand packages through the Customs in one day lately, believed to be the largest consignment ever passed through the Toronto Customs house in one day. The firm is also a large importer of rice and foreign dried fruits.

#### EBY, BLAIN & CO.

It was in 1880 that this firm was organized, the partners being Joseph F. Eby and Hugh Blain. The firm's first warehouse was at No. 11 Front street east, where Steele, Hayter & Co. now do business. Two years later, when W. Ramsay & Co. retired from business, Eby, Blain & Co. moved into the warehouse at the southwest corner of Front and Scott streets. Three years ago, when Sir Frank Smith made his adieu to the wholesale grocery trade, they moved across the street to his warehouse, where they still do business. Their building is 50 feet wide, extends to the Esplanade, a distance of 360 feet, and covers over an acre of ground. The front of the building is three stories high, dropping to two stories at the Esplanade. There is also a large basement. The sample-room and offices are among the finest on the continent. Eby, Blain & Co. handle staple and fancy groceries. Teas are the chief feature of their business, special attention being given to blends, to be noted among which are "Queen's," "Crown," "Standard" and "Recherche." The firm handles all kinds of teas, but, next to the blends, its energy is spent on the Indian and Ceylon growths. The firm is also agent for Higgins' Eureka salt, Batcher's jellies and jams, Truro Reindeer condensed milk and coffee-and-milk, Chase & Sanborn's coffees and Orient package tea. Eby, Blain & Co.'s business extends all over the Dominion, and they have two resident representatives in the North-West to look after the trade in Manitoba, the Territories and British Columbia. Eby, Blain & Co. are now applying for power to organize a joint stock company, with a capital stock of \$150,000, in 1,500 shares of \$100 each.

#### DAVIDSON & HAY.

This is a continuation of one of the oldest wholesale grocery houses in Toronto. The style of the firm preceding the present one was Fitch & Davidson. In 1886 Mr. Fitch retired from the business, and Mr. Hay entered the firm, the style then becoming Davidson & Hay. John I. Davidson is the well-known colonel of the 48th Highlanders, while J. D. Hay is major of the Royal Grenadiers. The firm does a general wholesale grocery trade, and its business is a progressive one. Davidson & Hay's warehouse is in Yonge street. It is four



J. F. EBY.

H. BLAIN.

Without blare of trumpets, tinkling  
cymbals and sounding brass,

# The "Orient" Tea



Has gained an enduring place in the affections of  
lovers of really good teas.

*It is a PURE*

## Ceylon and India Tea

SKILLFULLY BLENDED.

*Send for Sample.*

*Put up in 1-2 lb. and 1 lb. pkgs.  
and 5 lb. tins.*

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

stories high and has a cellar the full length of the building, which is 217 feet. The sample room, offices and warehouses are all well lighted and complemented with modern appliances. The elevators are run by hydraulic power. The facilities of the firm for receiving and shipping goods are excellent, the entrance for the one being off Wellington and that of the other off Front street. The firm centres its energies upon cultivating trade in Toronto, the Province of Ontario and in Winnipeg. Davidson & Hay also do a large lumber business. Their mills are at Cache Bay and they cut in the neighborhood of 25 to 30 million feet of pine per year, the greater part of which is exported to the United States and to Great Britain.

#### PURE GOLD MANUFACTURING CO.

Mr. Jardine, the present head of the company, started this business some eleven years ago. He has now associated with him in the partnership J. D. Roberts, who left the road fourteen months ago to assume the management of the business. His membership in the company is an event of a few months ago. The Pure Gold Co. manufactures a general line of spices, flavoring extracts, blacking, etc. Its leading lines are: Pure Gold baking powder, Pure Gold flavoring extract, Pure Gold coffees and spices, "Golden Age" soap powder, "Boss" stove polish, Peerless washing compound, Pure Gold tomato catsup. The "Golden Age" soap powder is the firm's latest line. All pure goods made by this house are labelled with the firm's trade mark, "Pure Gold." Mixtures, on the other hand, do not bear this mark, merely having the name "mustard," "coffee," or whatever it may be thereon, together with the firm's name. The catsup was a new venture with the firm last season, but this year it has put in new machinery capable of turning into pulp 75 tons of tomatoes per day, and the output will be three times as large as in the experimental year. "Pure Gold" goods are sold all over the Dominion and in Newfoundland. They also go regularly to Trinidad, the firm having secured a large customer there that formerly did its business with a house in London, England. The firm employs ten travelers and from 50 to 60 hands in the factory. The factory is half as large again as when the firm started business, having taken in additional premises and made several improvements. The building is four stories high and 50 feet wide by 180 deep.

#### T. KINNEAR & CO.

The head of this house has climbed up to his present position from a clerk in a retail store. The present business was established fourteen years ago at 49 Front street east, where it was carried on till nearly four years ago, when the firm removed to the present premises, No. 47, one door west, which the firm had purchased. The warehouse is convenient, commodious, well-lighted, and fitted up in attractive modern style, Kinnear & Co. having expended some \$5,000 in making it so, after having purchased the premises. The building is 36½ feet wide by 182 feet deep, and the main part is four stories high. The facilities for receiving and shipping goods are ample. All heavy goods are taken in at the cellar doorway in the rear, while light goods are taken in and orders shipped from the side entrance in Front street. Kinnear & Co. carry a full line of general groceries, but make a specialty of teas, spices and brooms. They employ seven travelers, and confine their energies to catering to the trade in the Province of Ontario.

#### D. GUNN, FLAVELLE & CO.

This is the successor of the old house of Morrison & Taylor, established over forty years ago, D. Gunn taking over the busi-

ness some eighteen years ago. The firm name then became D. Gunn & Co., and as such it continued to be until about seven years ago, when J. W. Flavelle became a partner. Then the style was changed to D. Gunn, Flavelle & Co. Two years ago Mr. Flavelle retired, and J. R. Dundas and Andrew Gunn entered the house, style remaining unchanged. The firm's chief industry is pork packing, its meats—the "Maple Leaf" brand—having a Dominion-wide reputation. Another feature of the firm's business is the pickling of eggs, it putting down on an average about a quarter-million dozen annually. Gunn, Flavelle & Co. also do a large commission, and export large quantities of butter and eggs every year.

#### OUR NATIONAL FOODS.

The original manufacturer of the breakfast foods which are known under the name of "Our National Foods," was F. C. Ireland. Up to 1889 the business was carried on under the style of F. C. Ireland & Son. In that year a joint stock company was formed with the style of the Ireland National Food Co., Ltd., and the old premises having become too circumscribed for the growing demands of the business, the firm removed, in the year of its incorporation, to its present mills near the C. P. R. station, North Toronto. The building occupied by the firm is 90 x 75 feet, is three stories high, with basement, and is equipped with the most improved plant. The capacity of the mill is 150 barrels per day of the firm's various lines. A compound tandem Wheelock engine of 100 horsepower furnishes the power. A railway siding laid direct into the premises affords excellent facilities for receiving grain and shipping goods. In addition to the mills in Toronto the firm operates a large elevator at Grand Valley, from which point they take a large quantity of the grain required for the factory. The company manufacture everything in the cereal food line, its specialty being a superior quality of specially prepared breakfast food, put up only in packages of attractive appearance, bearing the name and trade-mark of the company, and known throughout the Dominion as "Our National Foods." The directors of the company are: S. F. McKinnon, president; Geo. D. Morton, M.D., vice-president; H. M. Pellatt, secretary-treasurer; F. C. Ireland, Thos. Wamsley, J. L. Spink, with W. A. Strowger as managers. The company so far has confined its attention altogether to the home markets, its goods being now well and favorably known from Victoria to Halifax, but the company expects in the near future to place its goods both in the English and Australian markets, having had enquiry for samples and prices and receiving favorable comments upon the goods.

#### TORONTO SOAP WORKS.

These works were originally started by Rodger McClay. He in turn was succeeded by Davidson & Scott, who some four years ago gave place to the present proprietors, W. A. Bradshaw & Co. Since the latter firm assumed control the works have been located on Lombard street until a few weeks ago, when they were removed to a building in Defries street, which affords the firm better facilities than it has hitherto possessed. The building is three stories high, and is 125 by 60 feet. The factory has been fitted up with all modern appliances for making boiled soaps. Three soap tanks, each having a capacity of 40,000 pounds, have been put in, and there are two boilers and a 40 horse-power engine. Fifteen hands are employed. The firm makes all kinds of laundry soap, and its special brands

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are Ammonia, Marble and Bradshaw's Good. The last named is an oval bar, and is now being placed on the market for the first time.

TORONTO BISCUIT AND CONFECTIONERY CO.

The year 1890 saw the birth of this company, although the business it took over was established a number of years before. The present proprietors are H. C. Fortier and C. J. Peter, and since the day they took charge the business has made rapid progress, the number of hands, for instance, having more than doubled during the four years. Then there were 40 employed; now there are over 100. The factory, which is four stories high and 50 feet wide by 180 deep, is no longer sufficient for the demands that are made upon it, and before the end of the year the company expect to be occupying newer and more commodious premises. The firm manufactures all kinds of biscuits and confectionery and jams and jellies. Soda biscuits is their leading line. The firm's consumption of flour is 40 barrels per day, and of sugar 15 to 16 barrels. In confectionery, the firm's leading lines are "B. & F. P." and "Menthol" cough drops. The latter has been placed on the market for the first time within the last few days, and the peculiar medicinal property claimed for them is their efficacy for relieving cold in the head. The company has ten representatives on the road, and they sell goods from Halifax to Winnipeg.

SLOAN & CROWTHER.

The business of this firm was established about twenty years ago. The present proprietors are John Sloan and W. C. Crowther. The firm handles a general line of groceries, making the importation of teas and the sale of canned goods and spices specialties. Sloan & Crowther confine their energies largely to catering to the trade in the Province of Ontario, and in pursuance of this they have nine or ten travelers gathering in orders. The firm's place of business at Scott and Front streets is one of the most convenient in the city. The office and shipping rooms are well adapted for carrying on a wholesale grocery trade. There are three for shipping goods and one for receiving, while the offices, sample rooms and ware rooms are equipped with modern appurtenances and well lighted and ventilated. The building is four stories high, and has a frontage of 40 feet in Front street and 200 feet in Scott street.

P. C. LARKIN & CO.

It is now about four years since this firm was established by the present proprietor, P. C. Larkin. For some fifteen years previous to that, Mr. Larkin was with Fiffin Bros., of Montreal, representing that firm in Toronto. It was when that firm retired from business that he established his present business. P. C. Larkin & Co. began business as general grocers, but later on, the presence of one branch of the business, viz., Salada Ceylon tea, becoming so great, they have for some time devoted themselves exclusively to the handling of teas. The sale of Salada package tea, which is their leader, is rapidly increasing, and the firm anticipates that in a short time it will demand all its attention. Salada is sold in nearly every grocery store in Toronto, and is found as far west as Vancouver. In towns of 3,000 inhabitants, and under, the sale of this tea is placed in the hands of one storekeeper only, and should any of the tea remain unsold, it can be returned, when the money will be refunded.

MC ALPINE TOBACCO CO.

This industry was started about seven years ago. The factory is situated at Walter and McMurrick streets, and is 200 feet long by 60 feet wide with an "L" 35 feet wide and

75 feet long branching off the north end. There are four stories and cellar. One hundred hands are employed, and the aggregate annual wage bill is \$40,000. There are four travelers, and resident agents for the Maritime Provinces and for Manitoba, the North-West Territories and British Columbia. The McAlpine Co. pays especial attention to the manufacture of high grade tobaccos, especially the chewing kinds. Its "Beaver" plug is on sale in every market from Halifax to Victoria. The directors consist of E. A. McAlpine, president; G. L. McAlpine, secretary-treasurer, and John S. Williams, general manager. The late Joseph R. McAlpine, who died in 1890, was the original vice-president.

A. F. MACLAREN & CO.

This firm is the manufacturer of MacLaren's Imperial cheese. The business was originally started by Mr. MacLaren in 1891. He began in Stratford, but removed to Windsor two years later. While there he started a branch factory in Detroit for the manufacture of cheese for the United States market. In May of the present year Mr. MacLaren removed his Windsor branch to Toronto in order to secure better shipping advantages. Then Wright & Copp, who since the factory was started in Stratford had controlled its output, were taken into partnership, and the firm assumed its present style of MacLaren & Co. Since then Mr. Copp has died, and the present partners are A. F. MacLaren and Henry Wright. MacLaren's cheese carried off the highest award at the World's Fair, having scored "Perfection," in order to do which it had to make 100 points. The cheese is put up in four different sized pots, and its sale has been increasing so rapidly of late that for ten days recently the firm was compelled to stop filling new orders until it had caught up with the old. The firm's business not only extends all over Canada, but shipments are made to England, while several orders have been received from distant China. Lately enquiries have been received both from Malta and Germany. Mr. MacLaren, as a cheese expert, stands the acknowledged head on the North American continent. Some say he was born in a cheese box. At any rate, he had not been born many years before he was making cheese to put in the box.

H. P. ECKARDT & CO.

This business was started in 1887 at the present stand, No. 3 Front street east. The firm handles general groceries, but makes a specialty of the direct importation of teas. By this means the firm is able to avoid the costs of the middlemen incidental to buying tea in London or New York. Eckardt & Co. also make a specialty of fancy groceries, giving particular attention to table delicacies. Their business has steadily increased since its inception, but it is during the past year that the growth has been the most marked, their sales during that time having almost doubled. The firm has made special preparations for the fall and Christmas trade. Eckardt & Co. are the selling agents for, among other lines, Diamond crystal salt, A. & M. Smith's preserved fish, etc., Webb's perfect starch, and Heinrich's gelatine.

R. & T. WATSON.

Since this firm was established some twenty-one years ago its growth has been steady and marked. When it first began the manufacturer of confectionery the firm's place of business was in Yonge street, and it was small and unpretentious. After that the firm was in Adelaide street for some time, removing to its present premises, 75 Front street east, about eleven years ago. R. & T. Watson's building has a frontage of 60 feet and

runs back to the Esplanade, a depth of 375 feet, and the main part is five stories high. The firm manufactures over 500 different kinds of confectionery, and consumes about 8,000 barrels of sugar annually. The employees number 135. The lines to which the firm is at the moment paying the most attention are cough drops, bala licorice and gypsey caramels. The machinery is of the most perfected kind, and is driven by two 60-horse-power engines. The firm makes all its own paper boxes, and for this work, too, the machinery is of the most modern kind. For the manufacture of chocolate the Messrs. Watson bring in their own raw material, namely the beans, and husk them and grind them on the spot. The products of this firm are sold all over the Dominion.

PARK, BLACKWELL & CO.

The original of this firm was established 35 years ago by James Park, the present head of the firm. In 1883 the style became James Park & Son by the admission of Andrew Park, son of the founder. In 1892 a joint stock was formed, when the style became Park, Blackwell & Co., with James Park and C. S. Blackwell as managers, and Andrew Park as superintendent of the business office. The company's packing house is at No. 171 Front street east, where about 50 hands are employed. The building in which this is situated is 40 by about 375 feet, and is three stories high. The wholesale and retail branch is in the market and is 41 by 47 feet. The firm handles all kinds of meats, and makes a specialty of preserved meats such as sausage, canned meats, cooked beef and pork hams, which are in use by customers all over the Province. The company does an extensive provision and commission business all over the Dominion. The local trade is also large, especially in butter and eggs, most of the hotels being supplied from this house.

ADAMS & SONS COMPANY, LTD.

It was about fifteen years ago that the chewing gums of this firm were first introduced into Canada, and the business grew so extensive that about three years ago a branch factory was started in Toronto. The machinery is a duplicate, only on a smaller scale, of the parent factory in Brooklyn, N.Y. The firm is continually introducing new lines under its Tutti-Frutti brand, and these are sold all over the Dominion. W. H. Law is the manager in Toronto. The firm has recently adopted a unique method of pushing trade: To every customer who purchases \$15 worth of Tutti-Frutti it presents a cash register and combination money drawer, and it is figured that the net result to the purchaser, after he has disposed of his gum, will be a profit of \$11.50.

GOWANS, KENT & CO.

This firm began business in 1871 under the style still obtaining. The original founders were John Gowan and Henry Kent. On the latter's death, some years ago, his place in the partnership was assumed by his two sons, John G. and James G. Kent. The business was first started in Hamilton, but was removed to Toronto a few years after its inception. In the "Queen City" the firm's first warehouse was where THE GROCER is now situated. About twelve years ago Mr. Henry Kent built Nos. 14 and 16 further east, especially with a view to their adaptability for carrying on a wholesale glassware and crockery business. Into these the firm moved, and now it not only occupies these, but No. 12 and part of No. 10 as well. The warehouse is four stories high without the cellar, and has a depth of 108 feet. Gowans, Kent & Co.'s sample rooms are among the most handsome on the continent. They are finished in oak. Large plate-glass mirrors form the background, and in

## A WOMAN JUMPS : : AT CONCLUSIONS

While a man limps toward them. It doesn't take a woman long to decide upon the merits of an article. Our

### GOLDEN AGE SOAP POWDER

has received her approval, and in its use she realizes the dawn of her GOLDEN AGE. Our travellers are now showing samples.

**PURE GOLD MFG. CO.**  
TORONTO.



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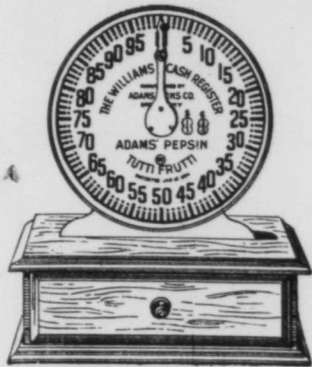
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**GET ONE!**  
**ADAMS'**  
**Tutti Frutti**  
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A SUBSTANTIAL AND RELIABLE ARTICLE  
 Send for Descriptive Circular.

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

**LYTLE'S**

Pure Pickling  
**VINEGAR**



Should be handled by every storekeeper at this season of the year.

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

**GROCERY BROKERS**

**W. G. A. LAMBE & CO.,**  
**TORONTO.**

AGENTS FOR  
 THE ST. LAWRENCE SUGAR REFINING CO.,

**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.

**CONGOUS.**

Now arriving Ex-S.S. Sikh. Superbly Choice New Season's Packlings Panyongs and Pekoes.

Best value ever offered.

**Warren Bros. & Boomer**  
 35 and 37 Front St. East,  
**TORONTO**

**NEW CURRANTS.**

FIRST ARRIVAL.

PROVINCIAL in barrels and half barrels.  
 PERFECTO in cans and half cans.

**T. KINNEAR & CO.,**

WHOLESALE GROCERS  
 49 Front St. E. TORONTO.

**J. W. Lang & Co.**

WHOLESALE GROCERS

First Arrival New

**VALENCIA RAISINS**

C. MORAND'S.

59, 61, 63 Front Street East Toronto

**Elliott, Marr & Co.,**

Importers of Teas

AND  
 Wholesale Grocers.

**LONDON, ONT.**

**New Currants**

FIRST OF SEASON

Now in Store

Barrels, 1/2 Barrels and 1/2 Cases.

**PERKINS, INCE & Co.**

41 and 43 Front St. East

**New Valencias**

**New Sultanas**  
**New Currants**  
**New Peels**

IN STORE.

**SMITH & KEIGHLEY**

9 Front St. E., TORONTO.

many instances, especially in the cut-glass room, the shelving is formed of the same, while overhead are canopies of white oak set with incandescent electric lights, which, when turned on, make a striking effect not soon forgotten. Last year the sum of \$15,000 was expended in fittings alone. The firm makes a specialty of lamps and lamp goods of the various kinds, and it is agent for the "Pittsburg" lamp. The firm handles English earthenware of all kinds, and French and German fancy china goods. A line of goods the house is pushing just now besides those enumerated is Elite Limoges French China. Gowans, Kent & Co. have eleven travelers, and besides this they have a resident representative in Vancouver and a resident buyer in Staffordshire, the centre of the pottery district. It is almost unnecessary to say that the business of this house extends from ocean to ocean.

## SMITH &amp; KEIGHLEY.

This business was started in 1846 by the present honored head of the firm, A. M. Smith. In 1855 he took John Smith into partnership, when the style of the firm became A. M. Smith & Co., and in 1870 he, with Mr. Keighley, formed the firm which still exists as Smith & Keighley. The firm's leading specialty is Mediterranean dried fruits, of which it is among the largest importers in the city. One order for currants alone placed the other day aggregated about seven carloads. Among Smith & Keighley's other leading lines are foreign rice, Porto Rico and New Orleans molasses, and Porto Rico, Java and Mocha coffees. Tea blending is also quite a feature with them. Their business extends all over the Province of Ontario, and they do a large trade with Winnipeg houses. Their warehouse is at No. 9 Front street east. It is, with basement, four stories high, and is 40 feet wide by 280 feet deep.

## TODHUNTER, MITCHELL &amp; CO.

This firm is proprietor of the Dominion Cocoa Mills, Adelaide street east. The firm's inception dates back some 20 years, and it was started a few doors west of its present premises. Todhunter, Mitchell & Co. manufacture coffees, cocoas, chocolates, flavoring extracts, baking powder, etc. In coffees their leading brand is "Excelsior," the demand for which has steadily increased since the brand was first put upon the market some fifteen years ago. French chocolate and Homœopathic cocoa are the firm's chief brands in these respective lines. The last-named article, on account of the excess of oil being removed, is particularly adapted for the use of invalids and for people with weak digestive organs. Todhunter, Mitchell & Co. study to keep up the standard of goods throughout, and their trade now extends from the Atlantic to the Pacific. The firm's factory is 70 by 120 feet and is four stories high, while an additional warehouse is employed in another part of the city for storage purposes.

## THE COWAN CO., LTD.

The original of this business was J. W. Cowan & Co., which was established in 1876 by Mr. Cowan. For the first 10 years of its existence the firm confined its energies to teas and coffees only, taking up the manufacture of cocoas and chocolates about eight years ago. The original place of business was in Church street. From there the firm moved to the old "Caffin block" in Front street. This place becoming too small after an occupancy of five years, J. W. Cowan & Co. removed to Mincing lane to a building that had been specially built for them. This in turn becoming too small, a removal was made in 1893 to the

present premises, No. 470 King west. The building now occupied is 95 by 100 feet, and ranges from two to three stories in height. The firm manufactures cocoas, eating, drinking and confectioners' chocolates, icing, roasted and green coffees, etc. Its chief brands are Hygienic cocoa, cocoa essence, Queen's Head, Royal Navy, Diamond and other chocolates, chocolate ginger, crystalized chocolate ginger, etc. The company is now a joint stock affair, having been incorporated a few years ago.

## CHARLES BOECKH &amp; SONS.

It was away back in 1856 that the honored head of this firm started the foundation of the present well-known and extensive business. Since then the firm as well as its trade has increased, Mr. Boeckh having associated with him in the proprietorship his two sons, Charles and Emil C. In fact, it is upon them that now devolve the duties of active management. Parliament street saw the first factory of the firm, next Berkeley street. In 1876 the factory was removed to York street, and finally in 1887 the present factory in Richmond street was built, or rather the two factories, for the brush and broom factories respectively are separate and distinct buildings. Both these factories are five storeys high, and 100 by 40 feet. The broom factory was the other night damaged by fire. The factory hands number about 100. The offices and show rooms are at York street. Boeckh & Sons manufacture all kinds of brushes and brooms, making a feature of leading lines of household brushes, dusters and corn brooms, specially adapted for the grocery trade, their variety in this line being large. Having recently purchased a large stock of broom corn, the firm is at the moment in a position to fill with promptness all orders. Boeckh & Sons deal extensively in woodenware, and are agents for the manufactures of W. Cane & Co., of Newmarket. The firm employs six travelers, and has a resident agent in Winnipeg, while its trade extends from Newfoundland to British Columbia, and in some particular lines it is doing a growing trade with the United States.

## THE MORSE SOAP WORKS.

On the west bank of the Don, on the east end of Front street, Toronto, stand the Morse Soap Works owned and operated by John Taylor & Co. The structure is of brick—main building 60 x 120 feet—four floors and a considerable wing addition, also of brick. The rapidly increasing business of this firm required the erection of the present annex, which is about same size as the main factory. A walk through the works is bewildering to any one unaccustomed to the business, for household soaps, in every variety of progress and in immense quantities, are on every floor, while the seventy operatives herein employed are busy transferring the huge blocks—or frames—into slabs, and finally into "Best," "Eclipse," or "Mottled" bars, as the case may be. The boiling room contains five mammoth kettles with a capacity of over 100 tons a week, and is fitted throughout with steam pumps, and other modern appliances for the convenience and conduct of the business. In the toilet department the air is redolent of sweet odors and the finest of perfumed tablets in trays tiered about on either side. John Taylor & Co.'s "Heliotrope," "Infant's Delight," and "33 per cent. Glycerine," soaps are specialties in their line. This firm's list comprises nearly 200 varieties of toilet soaps alone, which find a market in every hamlet in Canada, and are fairly well known in the West Indies and Newfoundland. A box-making plant, comprising the very latest inventions, is an important branch of the business and employs 15 girls.

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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. VIII. (Published Weekly) TORONTO AND MONTREAL, OCTOBER 5, 1894 (\$2.00 per Year) No. 40

**THE J. B. McLEAN PUBLISHING CO.,**  
LIMITED.  
Trade Journal Publishers,  
AND  
Fine Magazine Printers,  
10 FRONT ST. EAST, - - - TORONTO.  
J. B. McLEAN, HUGH G. McLEAN,  
PRESIDENT. SEC.-TREAS.  
SUBSCRIPTION, \$2.00.

### IT GOES WHERE THE TRAVELER DOES NOT.



CERTAIN occasions have a good many of us for putting on new or special garbs. THE GROCER has its, and with this issue appears one of them.

The present number is better than its predecessors. We have fortunately been able to say this with every issue. When we shall no longer be able to say this we do not know. Our purpose is never to get to that point where further improvement cannot be made.

Practice makes perfect, and the more experience we have in getting out special numbers the better we shall make them. In fact this is our policy with regard to our regular as well as to our special issues. "We never sleep" when there is anything to be done that will redound to the benefit of either our subscribers or our advertisers.

Our circulation is by several hundreds larger than it was at the beginning of the year, and it is increasing appreciably every week, while, as a medium for reaching buyers, sellers are more and more realizing its efficacy. Our increasing advertising patronage demonstrates this.

But let us return to our muttons. The present special issue is not only better, but it has cost more money and time than any of its predecessors.

The handsome, unique and striking design on the front cover was sketched especially for THE GROCER. Our artist was enjoying a holiday in the Bermudas when he received the order to prepare a design for the cover for this issue, and while ramb-ling through a plantation ruminating on what it should be, he

ran against the big, happy-faced negro whose picture is por-trayed on our cover, he having there and then sketched him as he was in the act of devouring a banana.

In the large budget of reading matter presented the feature is, of course, the sketches of some of the business centres of the Dominion, together with the leading wholesale grocers and manufacturers allied to the grocery trade in each. The list of firms is not as complete as was originally intended, several houses who did not see fit to furnish our reporters with the de-sired information necessary to writing an intelligent sketch of them having failed to mail the promised information in time for publication. But in spite of this, however, never in the history of the country has such full information regarding the leading cities of Canada and their business firms been published within the covers of one volume.

THE CANADIAN GROCER to-day regularly visits storekeepers in many places that are seldom visited by travelers. The value of THE GROCER to advertisers is therefore obvious.

The object of this special issue is to let the trade know what we are doing, and to enable manufacturers and wholesalers to talk through the advertising pages with a larger number of buyers than they ordinarily can, for a copy goes to every grocery and general merchant in the Dominion—something which is really of more value to our advertisers than to ourselves.

If the special articles in this issue are worthy of perusal, so are the advertisements. No grocery paper on this or any other continent has its advertisements "set up" as artistically and attractively as THE CANADIAN GROCER. And what is true of its regular issues is doubly true of its special issues. The ad-vertisements should, therefore, be perused as religiously as are the special articles, for, after all, it is likely that from them will be derived the most direct benefit.

### AN IMPORTANT TRADE EVENT.

A CONVENTION of Maritime Province boards of trade was opened in St. John, N.B., yesterday. During its session papers will be read and discussions will take place on such timely topics as pedlars and hawkers, freight rates, export-ation of products through Canadian ports only, treatment of in-solvent estates, shortening terms of credit, duties on cornmeal and kerosine, to what extent may wholesale houses do retail trade, and would it be to mutual advantage of wholesale and country merchants that retail trade be left to latter?

THE GROCER has special reporters in attendance, and next week a full report of the proceedings will be published.

WHAT IS THE CIRCULATION OF THE CANADIAN GROCER ?

THIS is a question that we are asked every day, and one that we sometimes hesitate before answering. The reply we give is usually disbelieved by many advertisers who do not know us well. Why should they disbelieve us? Because, not knowing, they rank us with the army of dishonest publishers who live on the inexperienced advertisers by systematic lying on circulation. We believe the majority of these publishers would rather tell the truth about their circulation, but they are compelled to lie. We know and are prepared to prove that THE CANADIAN GROCER has double, and in the majority of cases four times, the circulation of any financial or trade paper in Canada. Therefore, to get business, these papers are compelled to claim double our circulation. If advertisers would only think for a moment they would see how absurd are the statements made by some of these publishers. There is a French commercial paper in Montreal claiming a circulation of 10,000 copies weekly, whereas there are only 1,200 French grocers and general store-keepers in business in the whole of Canada. Where do they get the 10,000 circulation? The paper is of no use to English grocers, as not one per cent. of them can read French. Probably (?) they mean 10,000 yearly.

Our books are open for inspection by advertisers at any time. The best way to find out the circulation of THE CANADIAN GROCER is to ask your customers if they take it, and ask your travelers if they see it in the hands of those they call upon. We give herewith a list of 800 places that THE GROCER reaches every week. This list was made up roughly from our subscription sheets, and some places may have been missed. Still, we think it quite large enough to convince advertisers that we cover the field.

ONTARIO.

- |                    |                |                     |
|--------------------|----------------|---------------------|
| Athens             | Blythe         | Camborne            |
| Avonmore           | Belton         | Campbellford        |
| Alliston           | Bluevale       | Cedar Dale          |
| Acton              | Binbrook       | Chesterville        |
| Amherstburg        | Brucefield     | Cardinal            |
| Alma               | Bolsover       | Chisholm            |
| Aylmer             | Bowling Green  | Camden East         |
| Arthur             | Buttontville   | Clarksburg          |
| Ayr                | Brantford      | Colpoys's Bay       |
| Alexandria         | Bobcaygeon     | Corunna             |
| Aultsville         | Barrie         | Camilla             |
| Almonte            | Buxton         | Cargill             |
| Arden              | Burlington     | Cassell             |
| Adolphuston        | Bronte         | Chepstone           |
| Aurora             | Belleville     | Campden             |
| Algoma Mills       | Baldwin        | Courtland           |
| Ayton              | Brussels       | Corinth             |
| Ailsa Craig        | Berlin         | Cottam              |
| Amigari            | Breslau        | Cum                 |
| Alberton           | Bloomington    | Cashel              |
| Armow              | Baden          | Claremont           |
| Avon               | Black Bank     | Coleraine           |
| Attwood            | Beeton         | Chippewa Hill       |
| Altona             | Bradford       | Conestoga           |
| Allen Park         | Bolton         | Churchill           |
| Angus              | Brinsley       | Carp                |
| Avening            | Batterssea     | Caledon East        |
| Alton              | Bothwell       | Conor               |
| Arncliffe          | Brampton       | Coldwater           |
| Adelaide           | Burk's Falls   | Cannington          |
| Appin              | Bloomfield     | Chippewa            |
| Bedford Park       | Bowmanville    | Coatsworth          |
| Brockville         | Bracebridge    | Caledonia           |
| Blenheim           |                | Cedar Springs       |
| Beausville         | Carleton Place | Deer Park           |
| Brigden            | Cornwall       | Desoronto           |
| Beaverton          | Cobourg        | Dublin              |
| Bensfort           | Caledon        | Delhi               |
| Blackstock         | Colborne       | Dutton              |
| Bewdley            | Collingwood    | Dresden             |
| Ballantyne Station | Chapleau       | Dunnville           |
| Bethany            | Clinton        | Durham              |
| Byng Inlet         | Chesley        | Dundalk             |
| Biscotasing        | Courtright     | Demorestville       |
| Bala               | Creemore       | Dickinson's Landing |
| Bayville           | Campbellville  | Dunchurch           |
| Blind River        | Comber         | Duncan              |
| Balleroy           | Chatham        | Dorset              |
| Banda              | Clifford       | Dashwood            |
| Barrow Bay         | Chesley        | Dorchester          |
| Bennington         | Coboconk       | Dundas              |
| Bosworth           | Chatsworth     | Dexter              |
| Blake              | Cardinal       | Dromore             |

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| Drayton              | Kemptville           | Oshawa             |
| Desboro              | Kinmount             | Orillia            |
| Davisville           | Keewatin             | Oil Springs        |
| Dungannon            | Kingsville           | Owen Sound         |
| Darling Road         | Kirkcaldine          | Orangeville        |
| Dornock              | Kirkfield            | Oakville           |
| Dunroon              | Kilmaurs             | Osnabrock          |
| Dunedin              | Kendall              | Oro Station        |
| Dorset               | Katrine              | Oustic             |
| De Cewesville        | Kinlough             | Oil City           |
| Duart                | Kenilworth           | Otterville         |
| Elmwood              | Keedy                | Onondaga           |
| Embro                | Kingsmill            | Omeme              |
| Essex                |                      | Port Perry         |
| Elginburg            | London               | Peterboro          |
| Emerald              | Lindsay              | Peninsular         |
| Eganville            | Little Britain       | Perth              |
| Enterprise           | Listowel             | Picton             |
| Enfield              | Leamington           | Pembroke           |
| East Oro             | Lucknow              | Port Hope          |
| Echo Bay             | Lakefield            | Pickering          |
| Emsdale              | Lancaster            | Powells Corners    |
| Elmvale              | Lakeport             | Port Sydney        |
| Egbert               | Lorneville Junction  | Parry Sound        |
| Everett              | Lunenburg            | Port Arthur        |
| Eberts               | Lansdowne            | Penetanguishene    |
| Edgar's Mills        | Little Current       | Powassan           |
| Elisnore             | Loring               | Point Edward       |
| Elmira               | Lyn                  | Port Lambton       |
| Erin                 | Lyon's Head          | Port Dover         |
| Elora                | Longford Mills       | Paisley            |
| Ethel                | Longford             | Port Alma          |
| Eagle Place          | Lynedock             | Port Stanley       |
| East Toronto         | Lambeth              | Port Credit        |
| Eloro                | Lisle                | Petrolia           |
| Emsdale              | Little York          | Port Colborne      |
| Essex                | Lefroy               | Preston            |
|                      | Linwood              | Paris              |
|                      | Lansing              | Pontypool          |
| Fenelon Falls        |                      | Portsmouth         |
| Fort William         | Maxville             | Park Hill          |
| Fort William, East   | Minden               | Palmerston         |
| Fort William, West   | Midland              | Pike Creek         |
| Forest               | Morrisburg           | Port Robinson      |
| Fergus               | Moose Creek          | Princeton          |
| Fenella              | Massey Stn.          | Port Dalhousie     |
| Franklin             | Mitchell             | Peepaburn          |
| Falkenburg           | Mountain Grove       | Park Head          |
| Florence             | Merriton             | Port Elgin         |
| Fort Erie            | Markham              | Parry Harbor       |
| Floradale            | Mount Forest         | Pinkerton          |
| Feversham            | Marlbank             | Prescott           |
| Flesherton           | McLaren's Depot      | Plattsville        |
| Fonthill             | Moorewood            | Petersburg         |
| French River         | Meatawtachan         | Painswick          |
| Flesherton Station   | Mountain View        | Priceville         |
| Forestville          | Moulinette           | Port Robinson      |
| Fisherville          | Mitchell Square      | Port Dover         |
|                      | Manitowaning         | Port Rowan         |
| Gananoque            | Muskoka Mills        | Palmyra            |
| Gravenhurst          | Meaford              | Peninsular Lake    |
| Guelph               | Mansfield            |                    |
| Goderich             | Marmion              | Renfrew            |
| Georgetown           | Milton               | Rat Portage        |
| Gad's Hill           | Molesworth           | Rodney             |
| Glencoe              | Munro                | Ridgeway           |
| Glen Oak             | Marshville           | Richmond Hill      |
| Galt                 | Mimosa               | Rosspont           |
| Grimby               | Middleport           | Rosseau Falls      |
| Grand Valley         | Middlemiss           | Richard's Landing  |
| Gorrie               | Mull                 | Roseville          |
| Glen Tay             | Melbairne            | Russeldale         |
| Golden Lake          | Markdale             | Ravenswood         |
| Glen Sandfield       | Maxwell              | Ridley             |
| Greenwood            | Manilla              | Ripley             |
| Garden River         | Mono Mills           | River View         |
| Greenway             | Mimico               | Red Deer Crossing  |
| Gore Bay             | Malakoff             | Renton             |
| Greenbank            | Mildmay              | Rosseau            |
| Greenriver           | Millbrook            | Raglan             |
| Glen Allen           | Muirkirk             | Rosebank           |
| Glen Stewart         | Maidstone            |                    |
| Glen Huron           | Mount Brydges        | Smith's Falls      |
| Granton              | Missassabie          | Sturgeon Falls     |
| Glencairn            | Maganetewan          | Sundridge          |
| Gilford              | Madoc                | Stayner            |
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|                      |                      | St. Mary's         |
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| Hespeler             | New Hamburg          | St. Thomas         |
| Highgate             | Neustadt             | Simcoe             |
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| Havelock             | Niagara-on-the-Lake  | Southampton        |
| Huntsville           | Niagara Falls        | Stouffville        |
| Housey's Rapids      | Niagara Falls S.     | Springville        |
| Harrow               | North Williamsburg   | Spring Brook       |
| Hay                  | Newington            | South Finch        |
| Harrisburg           | New Lowel            | Scugog             |
| Harwich              | Nipissing            | Salina             |
| Holbrooke            | Norman               | Sahanatien         |
| Hagersville          | Nobleton             | Savanne            |
| Henfryn              | Newton               | Sharon             |
| Hensall              | Nithburg             | South River        |
| Hopeville            | Nottawa              | Sprucedale         |
| Hockley              | North Buxton         | St. Patrick        |
| Horning's Mills      | North Pelham         | Schriber           |
|                      | Nilestown            | Sheguinandah       |
| Iroquois             | Niagara Falls Centre | Sudbury            |
| Ingersoll            | Nashville            | Sebringville       |
| International Bridge | Norland              | Saltford           |
| Ivy                  | Nepigon              | Shanty Bay         |
| Ilderton             | Nestleton            | St. Helens         |
| Inglewood            | Nelles Corner        | St. Joachim Ruscom |
| Jarvis               | Newbury              |                    |
| Jeannettes Creek     | Norwood              |                    |
|                      | Nassagaweya          |                    |

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Richmond  
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St. Hyacinthe  
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Stanley Bridge  
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FOR SALE IN THE VILLAGE OF POWASSAN, Parry Sound district, line of G. T. Ry, a good building fitted up for store, storehouse, stable and driving-shed in connection, occupied at present as a tin shop. For further particulars apply to W. A. INGLIS.

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Samuel Rogers & Co. TORONTO

COWAN'S HYGIENIC COCOA

Is the highest grade obtainable. Will give more satisfaction than the lower qualities, and is certainly much the best value offered. Sold only in tins.

THE COWAN CO., Ltd. Toronto, Canada.

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 Butter Lard Cheese  
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 Raspberry Jam in 1, 5 and 30 lb. Pkgs.  
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 WHOLESALE COMMISSION MERCHANTS.  
 Weekly price list. Telephone 867.  
 Bananas, 75c. to \$1.50; Sorento Lemons, \$3.25 to \$4;  
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 360, \$4.50; Sweet Potatoes, \$3 to \$3.50; Cranberries,  
 Cape Cod, \$3 a box; Peanuts, green, 7½c.; Peanuts,  
 roasted, 9c.; Evaporated apples, 7c.; Spanish onions,  
 \$1 per crate; Grapes, 1½ to 2½c.; Peaches, 50 to 75c.  
 Mail orders promptly attended to.

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 The "Redpath" sugars are acknowledged  
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Are prepared to receive consignments  
 Fruit, Tomatoes,  
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 Write for rates.

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 First Arrivals  
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**EXTRA JERSEY**  
**SWEET POTATOES**  
 The Very Best.  
**CLEMES BROS., TORONTO**

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**Bananas a Specialty**  
 Consignments of Fruit and Produce  
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**FRUIT**  
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 32 WEST MARKET STREET  
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GEORGE McWILLIAM. FRANK EVERIST  
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**McWILLIAM & EVERIST**  
 GENERAL FRUIT  
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 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  
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 Or in Pickle.  
 CHEAPEST AND MOST PROFITABLE ARTICLE  
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 All our Meats are  
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 Our Trade Mark  Burnt in the  
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 Each piece.  
**F. W. FEARMAN**  
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**ROBERT WILLIAM CLARK**  
 BROKER and  
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**VANCOUVER, B.C.**  
 Correspondence Invited.  
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**TEA MIXERS**  
 Indispensable to the tea trade. Guaranteed to mix 50  
 pounds thoroughly in two minutes. Are perfectly  
 dustless and easy to operate. Capacity, 25, 50 and  
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**WILLIAM RYAN,**  
**PORK PACKER**  
 —AND—  
 COMMISSION MERCHANT  
 Consignments of BUTTER, EGGS and  
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 70 and 72 Front St. East,  
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 76 COLBORNE ST.,  
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 DEALER IN  
 FRESH FISH, BANANAS, LEMONS,  
 DOMESTIC FRUITS and  
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 Orders Solicited.

**Write Us For Prices**  
 Breakfast Bacon  
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**D. GUNN, FLAVELLE & CO.**  
 Pork Packers 76, 78, 80 Front St. E.,  
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**JAMES E. PATMORE,**  
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 EXPORTER OF  
 Hay, Oats, Oatmeal, Butter, Cheese, Eggs,  
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**BUTTER, CHEESE AND EGGS**  
 Handled to best advantage. Good  
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 Prompt and personal attention to all favors.  
 Correspondence solicited.



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# MARKETS AND MARKET NOTES

## TORONTO MARKETS.

TORONTO, October 4, 1894.

**B**USINESS is a little more interesting than a week ago. The volume is, on the whole, larger, and a better tone generally prevails. Travelers' reports are more reassuring than they have been for some time. The interest is still chiefly centred in dried fruits. New season's currants are in some hands, and Sultana raisins are due here this week. The position in Valencia raisins continues to gather strength, and the demand is active. Strength is still the characteristic of the tea market, and demand is keeping up well, although it is probably not so keen as it was. Some advances have taken place in certain packs of canned tomatoes and corn, and the canned goods market generally is steady. Dark sugars are still scarce and wanted, but the demand for other kinds is small. Green Rio coffees are still—as before—scarce. Offerings in dried and evaporated apples are increasing in liberality, but demand is good, and evaporated are the only kind that can so far be said to be weak. In green fruit the chief interest lies in the fact that new fancy lemons are arriving. The fish trade is improving. Choice butter is dearer, and eggs are steady.

**CANNED GOODS**—As anticipated the Packers' Association have advanced the price of certain brands of tomatoes and corn  $2\frac{1}{2}$  c. per dozen. The lines affected are A. C. Miller, Delhi, Bulter and Aylmer. The advance is in pursuance of a rule of the association which stipulates that when a packer has sold 30 to 50 per cent. of his pack his price must be advanced according to the discretion of the Selling Committee. And when each packer's output reaches the percentage at which the advance was in the first instance ordered he falls into line. The packers are doing a fair business in canned vegetables, particularly in corn. Wholesalers report tomatoes and corn quiet at 85 to 90c. Ordinary brands of peas at 80 to 85c. are quiet, but a fair enquiry is still heard for extra sifted at \$1.45 to \$1.50. Little or no attention is yet being paid to canned fruits. Peaches, \$3 to \$3.25 for 3's, \$2 to \$2.25 for 2's; raspberries, \$1.65 to \$1.80; strawberries, \$1.90 to \$2.10; apples, 3's, \$1 to \$1.10, gallons \$2.65 to \$2.80, and preserved fancy quarters at \$1.35 to \$1.40. Salmon is in fair demand and firm; \$1.25 is the lowest quotation heard for good red fish, running 10c. higher, while "clover leaf" in flat tins is quoted at \$1.55. The run of coho salmon on the Coast began last week and the canneries are now packing. The prices being asked for cohoes by the packers is about the same as the figure wholesalers paid for sockeye fish. This gives a pretty good idea of the strength of the market. There is not much demand for lobsters, evidently principally on account of the high price. We quote \$1.75 to \$2.00 in tall tins and \$2.25 to \$2.75 for flat tins. Canned mackerel in first hands is higher and canned corned beef has been advanced by the packers.

**COFFEES**—There is a good enquiry for Rio coffees of the better grades, but they are unobtainable. In consequence of the scarcity of Rios, more than usual attention is still being given to other kinds of coffees. We quote green, in bags, as follows: Rio,  $21\frac{1}{2}$  to  $22\frac{1}{2}$  c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos,  $21\frac{1}{2}$  to  $22\frac{1}{2}$  c.; Java, 30 to 32c.; Mocha, 27 to 28c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 22c. N.Y. Journal of Commerce says: "A great many of the trade appear to have reached a point where they no longer care to even talk about the market for Brazils. Buyers have manifested a position of very positive indifference again all this week, and placed business within such narrow circles as to prevent sufficient negotiation for testing values, and affairs drifted in a stupid form that was simply discouraging."

**RICE**—The demand has fallen off, except for fancy imported Japan, which is still selling well. We quote: "B,"  $3\frac{1}{2}$  to  $3\frac{3}{4}$  c.; extra Japan,  $5\frac{1}{4}$  to  $5\frac{3}{4}$  c.; imported Japan,  $5\frac{3}{4}$  to  $6\frac{1}{4}$  c.; tapioca,  $4\frac{1}{4}$  to  $4\frac{1}{2}$  c.

**SPICES**—No further advances are announced in the primary markets, but prices are still firm. On the local market demand for pickling spices keeps active. We quote: Pure black pepper, 12 to 14c.; pure white, 20 to 28c.; pure Jamaica ginger, 25 to 27c.; cloves, 25 to 30c.; cream of tartar, 20 to 25c. per lb.

**NUTS**—The local market continues featureless. In New York walnuts are in fair demand and firm. We quote: Brazil nuts, 11 to  $11\frac{1}{2}$  c. lb.; Sicily shelled almonds, 25 to 26c. lb.; Terragona almonds,  $12\frac{1}{2}$  to 14c.; peanuts, 11 to 12c. for roasted and 8 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 13 to 14c.; Marbot walnuts, 11 to 12c.; Bordeaux walnuts, 11 to 12c.; filberts,  $9\frac{3}{4}$  to  $10\frac{1}{2}$  c. for sacks and  $10\frac{1}{2}$  to 11c. for small lots; pecans,  $10\frac{1}{2}$  to 11c.

**SUGAR**—That the heavy part of the sugar was nearing its close has been in evidence the past couple of weeks. At the moment it is particularly clear, the demand for granulated being limited. Dark yellows are the only kinds that are wanted, and they can scarcely be had. For the first time in several days a little is being offered this week, but this is not general with the refineries. Refiners' views regarding prices are still unchanged, a bid for 1,000 barrels at 1-16c. below the ruling figure not being entertained. The idea for granulated with wholesalers is  $4\frac{3}{8}$  to  $4\frac{1}{2}$  c., while the lowest for yellow sugar is  $3\frac{1}{2}$  c.

**SYRUPS**—There is scarcely anything doing, and there is still a scarcity with refineries. We quote: Dark, 25c.; medium, 28 to 30c.; bright, 35 to 40c.; very bright, 45 to 50c.

**MOLASSES**—A little more business has developed in this line. We quote: New Orleans, barrels, 26 to 28c.; half-barrels,  $30\frac{1}{2}$  to 32c.; Barbadoes, barrels, 28 to 32c.; half-barrels, 30 to 34c.

**TEAS**—Demand on the local market continues good, particularly for low and medium grade Congous and Young Hysons. Japans are also still active. Indian and Ceylon teas are receiving moderate attention. Prices ruling are: Young Hysons, 16 to 18c. for low grade; 24 to 27c. for medium, and 33 to 38c. for high grades; China Congous, 16 to 18c.; Japans, 16 to 20c. Good prices are understood to have been realized for shipments to arrive from London. Packings are getting scarce, and are likely to go higher in price. Pekoes are much higher. Nothing in the way of nice orange pekoes under  $10\frac{1}{2}$  d. in London, and pekoes at 9 to  $9\frac{1}{2}$  d.

**DRIED FRUITS**—The Valencia raisin market, according to cable advices, continues to gather strength on good sound fruit, which is gradually getting scarcer in the primary markets. Mail advices received by Warren Bros. & Boomer estimate that 20 per cent. of the crop is entirely lost, and that 35 per cent. is more or less damaged by rain. New season's Valencia raisins are arriving regularly on the local market, and demand is good, especially for future delivery at 5c. for off-stalk,  $6\frac{1}{2}$  c. for fine off-stalk, and  $7\frac{1}{2}$  c. for Ondara layers. For immediate delivery off-stalk is quoted at 6c. Early shipments of new season's Sultana raisins are arriving this week, and they are quoted at 6c. The position in currants continues strong. A few houses have received shipments of new season's Patras currants, which are being sold at 5c. in half-barrels. Shipments of barrels and cases are also being received. Advices from Barff & Co. state that considering the comparatively small quantity of prime fruit no decline is anticipated, as the fruit is sure to meet with a good reception in the foreign markets. Quotations for all fruit are unchanged, being as follows: Provincials,  $3\frac{1}{2}$  to 4c. in brls., half brls.,  $3\frac{3}{8}$  to  $4\frac{1}{8}$  c.; Filiatras, 4 to  $4\frac{3}{4}$  c. in brls., and  $4\frac{1}{2}$  to 5c. in half brls.; Patras, 5 to  $5\frac{1}{2}$  c. in brls.,  $5\frac{1}{4}$  to  $5\frac{3}{4}$  c. in half brls., 5 to  $6\frac{1}{2}$  c. in cases; Vostizzas,  $6\frac{1}{2}$  to  $7\frac{1}{2}$  c. in cases,  $6\frac{3}{4}$  to  $7\frac{3}{4}$  c. in half cases. Prunes are quiet and unchanged. We quote: "A," 9c.; "B," 7 to  $7\frac{1}{2}$  c.; "U,"  $5\frac{1}{4}$  to  $5\frac{1}{2}$  c.; bags,  $3\frac{3}{4}$  c.; casks,  $4\frac{1}{2}$  to 5c. Shipments of new season's French prunes have arrived on this market during the week, and the price for the few that have been wanted has ruled at 7 to 9c. It will probably be at least two weeks before shipments of new season's figs arrive on the market.

**BUTTER AND CHEESE**—The scarcity noted for some weeks past in choice dairy butter is more pronounced than ever. Buyers who have been through the country lately aver that there is not more than 5 per cent. of choice butter in the stocks that are being held; and we hear of actual experiments where only about 6 per cent. of choice was obtained. For this reason transactions in round lots are nil, wholesalers being afraid to purchase. In consequence of the scarcity, the price of choice dairy tub butter is about 1c. higher. Low grades continue to accumulate. Good dairy butter should be coming in more freely shortly. Some of the cheese factories have closed down and there is now a good supply of gr.-s. Creamery tub butter is still in brisk demand, on account of the scarcity of the dairy-made article. There is some creamery tub on

# "SALADA"

CEYLON TEA  
In Lead Packets—1 lb. and ½ lb.  
Retailed at 30, 40, 50 and 60 cts.

For DOWNRIGHT

**"Standout"**  
**Value in Cup**  
"SALADA" IS SIMPLY  
Incomparable

If we have not already an Agent in your town drop us a card, we will supply all information and samples.

**P. C. LARKIN & CO.**  
25 Front St. East. TORONTO.

IMPROVEMENT THE ORDER OF THE AGE  
—AND—

## The "LION BRAND"

Canned Goods Leads !!

No need to ask the reason,  
No need to make the reply.

Everyone knows the HIGH REPUTATION of our goods. Why? Because they are acknowledged as "STANDARDS." Grocers may now rely upon getting our goods; with our new factory added in Toronto, we are confident of supplying the demand.

See that the word "BOULTER" is lithographed across the face of the label. None other genuine.

**W. BOULTER & SONS**  
PIGTON, ONT.



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

EVERY CAN WARRANTED.

We are also packers of the well and favorably known brands of BEAVER, COLUMBIA and TIGER, all guaranteed prime Red fish.

ALL LIVE GROCERS KEEP THEM.

## J. H. TODD & SON,

Victoria, B.C., Owners.

AGENTS—Geo. Stanway, Toronto,  
Agent for Ontario.  
" W. S. Goodhugh & Co., Montreal.  
" Tees & Persse, Winnipeg.

# \$1000

Will be donated to a Charitable Institution if the following statement can be refuted. . . . .

## JOHNSTON'S FLUID BEEF

Contains a flocculent material. 1 oz. contains more muscular nourishment than 50 of Liebig's Meat Extract or similar clear Beef Tea.

**The Johnston Fluid Beef Co.**



# WHY IT... SELLS

EVERYBODY LIKES IT

A CUP OF COFFEE

**Exclusively  
Delicious..**

You Will Want No Other

**TODHUNTER, MITCHELL & CO. - TORONTO**



# "FLETCHER"

# WICK

See that any wick you buy bears the above trade mark in red ink on every package.

It is the best wick in the market and as cheap as poorer makes.

## GOWANS, KENT & CO.

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the market selling as low as 20c., but it is early make. Creamery pound prints, on the other hand, are for some reason a little easier, the prices having a wider range. We quote jobbing prices as follows: Dairy—Choice tubs, 18 to 19c.; straight store, 15 to 16c.; crocks, 20c.; low grades, 12 to 13c.; pound rolls, 21 to 22c. Creamery—Tubs, 20 to 22c.; pound prints, 24 to 26c. Cheese market is slow, with factories holding for higher prices. We quote wholesale price for August and September makes at 11c.

**PROVISIONS AND DRESSED HOGS**—The provision market continues active, and we hear of carloads of mixed meats moving. Long clear bacon and hams are particularly in demand. There are a good many dressed hogs coming in and all are taken around \$6.25. Bacon—Long clear, 8½c. for carload lots and 8¾ to 9c. for small lots; breakfast bacon, 12½ to 13c.; rolls, 9 to 9½c. Hams—Large, 22 lbs. and over, 11c.; medium, 15 to 20 lbs., 12½c.; small hams, 13c.; pickled, 11 to 11½c. Lard—Pure Canadian, tierces, 9¼c.; tubs, 9¾c.; pails, 10c. Barrel pork—Canadian heavy mess, \$19; Canadian short-cut, \$19 to \$20; shoulder mess, \$14.50 to \$15; clear mess, \$15 to \$15.50.

**GREEN FRUIT**—Oranges are practically all cleaned out. Lemons are in fair demand; Floridas are arriving this week. Peaches of the late variety kinds are still coming in, and all are being taken. Grapes are in brisk demand at higher prices. Pears are in fair demand and easier. Tomatoes are slow and easier. Apples are easier on account of liberal deliveries. Sweet potatoes are in good demand. We quote: Lemons, Moores and Rodis, \$5, Floridas, \$4 to \$4.50. Bananas, \$1 to \$2. Cucumbers, 20 to 25c. per basket. Tomatoes, 20 to 30c. per basket. Peaches, 50c. to \$1 per basket. Pears, 40 to 50c. per basket. Apples, \$1 to \$2 per brl. and 10 to 20c. per basket. Grapes, 1½ to 2½c. per lb. Sweet potatoes, Jerseys, \$3.25 to \$3.75 per brl. Crab apples, 25 to 40c. per basket. Quinces, 40 to 50c. per basket.

**COUNTRY PRODUCE**—Beans are quiet and firm at \$1.40 to \$1.50 for hand-picked. Evaporated Apples—Offerings are still more liberal with prices weak. Factories' views are as a rule around 7½ to 8c. f.o.b., and jobbers are selling at 8½ to 9c. Dried apples—Stocks are coming forward freely, but the local demand is good, and this keeps prices steady. We hear of transactions at 5½c. delivered here. Jobbers are getting 6½c. Eggs—Supply is more liberal than a week ago. The local demand is good, and a good many are going to the States from country points. Prices are in consequence steady. Strictly new laid are quoted at 16c.; first at 14 to 15c., and seconds at 12 to 13c. Potatoes—Market has been very dull, although some signs of an improvement are to be noted during the last few days. Carload lots are down to 50c. on track, and 40c. f.o.b., outside; small lots out of store, 55c. Onions—Spanish are in fair demand at 95c. to \$1 per crate, and Valencias at \$3 to \$3.25 per case. Yellow Danver onions are a little easier on account of liberal offerings, 1c. per lb. now being quoted. Hops—Sales of new are reported at 10c., and old are quoted at 4½ to 6c.

**FISH AND OYSTERS**—Trade in fish is more satisfactory. For finnan haddies a rapidly increasing trade is reported. White fish continue scarce and large size salmon trout plentiful. Lake Erie herring are still unobtainable. We quote: Salmon trout, 6 to 6½c.; skinned and boned codfish, 6½c.; boneless fish, 3½ to 4c.; boneless cod, 5 to 8c.; Labrador herring, \$2.50 per half keg; ditto, split, \$3; blueback herring, 4c.; blue pickerel, 4 to 5c. lb.; yel. ditto, 6 to 7c. per lb.; white fish, 7c.; pike, 5c. lb.; haddock and cod, 5½c. per lb.; steak cod, 5 to 6c.; finnan haddies, 8c.; Digby herring, in bundles of 5 boxes, 15c.; ditto, lengthwise, 14c.; large halibut, 10c.; ciscoes, \$1.35. Oysters, \$1.35 to \$1.40 per gallon.

**SEEDS**—The market for alsike is fully 50c. per bushel lower in order to meet the views of the foreign buyers. We quote, f.o.b. points of shipment: Alsike, \$4 to \$5.80; timothy, \$1.50 to \$2.25; red clover, nominally \$5.25 per bushel.

**SALT**—Trade has been good the past week, largely on account of the fact that the winter pork packers have resumed operations. We quote: Barrels, 90 to 95c.; coarse sacks, 58c.; fine sacks, 60c., dairy, \$1.50; rock, \$10.

#### MARKET NOTES.

Clemes Bros. are importing direct a carload of Florida oranges this week.

Warren Bros. & Boomer have just got in a shipment of Venezuela cocoanuts.

F. A. Gonne, of Chatham, had a fine exhibit of "Salada" at the fair in his town.

D. Robertson, of Southampton, has been appointed agent for "Salada" for his town.

G. C. Allworth & Co., manufacturers of condensed milk and evaporated cream, Aylmer, Ont., have recently made some changes

in their agents. The firm is now represented in Halifax by Ephraim Erb & Co., in Winnipeg by Alex. Harvey, and in Montreal by J. L. Watt & Scott.

D. Gunn, Flavelle & Co. are offering special lines in fresh pork sausages and bolognas.

Smith & Keighley have to hand their first shipment of new season's Sultana raisins.

Another shipment of extra fancy Jersey sweet potatoes is to hand with Clemes Bros.

Samples of another shipment of Young Hyson tea are to hand with Perkins, Ince & Co.

John Taylor & Co. report that their output of Eclipse soap has increased enormously since the Exhibition.

Eby, Blain & Co. have to hand another shipment of Orient tea in ½lb. and 1lb. packages and 5lb. caddies.

Davidson & Hay on Tuesday received a shipment of 600 packages of Japan tea, embracing several grades.

T. A. Lytle & Co. have had more repeat orders for their pure pickling vinegar this season than in any previous one.

A carload of West Indian molasses, in barre's and half-barrels, has been received this week by Davidson & Hay.

T. Kinnear & Co. have received a shipment of new season's currants in barrels, half-barrels and cases; also Redpath's "brown" syrup.

Eby, Blain & Co. are offering Labrador herring in barrels and half-barrels; also Munn's boned and skinned codfish in 100lb. cases.

The Pure Gold Manufacturing Co. are shipping large lots of tomato catsup to Manitoba, British Columbia and the Maritime Provinces.

D. Gunn, Flavelle & Co. have commenced packing, and are busy, the supply of dressed hogs having being liberal during the past few days.

A shipment of 100 cases of Bendsorp's cocoa has just been received by Eby, Blain & Co., and another 100 cases are due to arrive November 1st.

Aikenhead & Sloan are offering No. 1 Labrador herring at \$2.50, and No. 1 splits at \$3, and newly smoked Digby herrings in five bundle boxes at 15c.

Sloan & Crowther received their first shipment of "Clover Leaf" brand canned salmon on Monday. They are the only handlers of this brand on the Toronto market this season.

"Golden Age Soap Powder" is the name of a new article that the Pure Gold Manufacturing Co. has placed on the market within the last few days, and large sales have already been made.

Davidson & Hay have to hand their first shipment of new season's French prunes in cases, put up in four different grades. They have also in stock a shipment of new season's Patras currants in half-barrels.

The potato crop in Ontario, which a few weeks ago was thought to be rather slim, has, owing to the recent rains helping the late varieties, turned out much better than was expected both in quality and quantity.

Those having any choice winter apples are invited to write White & Co., Toronto, stating price and varieties. See White & Co.'s weekly price list in another column. The firm also invites parties having butter, eggs, apples or onions, to write or consign to it.

#### MONTREAL MARKETS.

MONTREAL, October 4th, 1894.

#### GROCERIES.

THE grocery market has been characterized by a great deal of activity during the week, the strong disposition of values on many of the leading staples, no doubt, inducing buyers to take hold with a fair degree of freedom. The result has been a satisfactory week for the jobbing houses. The most active lines have been tea, low grade yellow sugars, new crop dried raisins and currants to arrive, and canned goods. Values on all these are firm. In sugars no yellow can now be had under 3¼c., while in dried raisins jobbers have been asking ¼c. advance. In teas the scarcity of low grade Japans continues a leading feature, while in canned goods corn and tomatoes are firm with a higher disposition and the same tendency characterizes B. C. canned salmon with the result of improving values on held stocks of old on spot.

**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.

If you want FIRST CLASS POTATOES  
in car lots, write or wire us for prices, F. O.  
B. or delivered.

**WM. HANNAH & CO.**

78 Colborne St., Toronto.  
Commission Merchants.

**HUGH WALKER & SON,**

FRUIT AND COMMISSION MERCHANTS,  
GUELPH.

**Graham, McLean & Co.**

Produce and Commission Merchants  
77 Colborne St. TORONTO.

Butter and Eggs specialties. Egg carriers  
supplied; returns made weekly; consign-  
ments of all kinds of produce solicited.

**Keep It In Mind**

THAT  
THE DOVER APPLE CO.  
OF PORT DOVER

Are manufacturers of the best  
and cheapest

**Cider and White Wine Vinegars**  
ON THE MARKET.

Quotations promptly sent on application.

**RUTHERFORD & HARRISON**

Wholesale Produce and Commission Merchants  
76 FRONT ST. EAST, - - - TORONTO.

We are open to buy large or small  
quantities of

**BUTTER AND EGGS**

Write us particulars.

Correspondence invited. Consignments  
solicited. Egg Carriers supplied.

Liberal Advances Made on Consignments

**DOMINION PRODUCE CO.**

Commission Merchants, TORONTO

Apples, Onions,

Beans, Eggs,

and Poultry

In good demand. Egg Cases supplied.

THE ...

**STRATHROY CANNING  
AND PRESERVING CO.**  
(LIMITED.)

Packers of all kinds of

**Fruits ...  
Vegetables and Meats**

All goods guaranteed first-class.

Office and Factory:

STRATHROY, ONTARIO.

**LION "L" BRAND**

REGISTERED  
TRADE  
MARK.



PURE GOODS.  
JAMS,  
JELLIES,  
VINEGARS,  
PICKLES.

The largest  
factory of the  
kind in the Do-  
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DIPLOMA  
AND MEDAL  
Toronto Exhi-  
bition, 1893.

MICHEL LEFEBVRE & CO., Montreal & Toronto.  
Beet Sugar Factory at Berthierville, P. Q.

**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.



**W. A. McCLEAN & CO.**

Pork Packers - Owen Sound

CURERS OF THE FAMOUS—

Diamond A Hams,  
Breakfast Bacon,  
Spiced Rolls,  
Long Clear Bacon,  
and Pure Leaf Lard

WRITE FOR QUOTATIONS

**We Have Moved**

Owing to increased business, we have been obliged to  
remove to larger and better premises, at No. 1 Jarvis  
Street. Our improved machinery and increased accom-  
modation now enables us to fill all orders—large or  
small—on the shortest notice, and we will always supply  
the purest and best goods at closest price. We continue  
to manufacture **Barton's Baking Powder.**

**G. F. Marter & Son**

SUCCESSORS TO BARTON, SON & CO.

Phoenix Coffee and Spice Mills  
Cor. Jarvis and Esplanade

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## MONTREAL MARKETS—Continued

**SUGAR**—The leading feature in the sugar market locally is the activity and firmness in low grade yellows, and both refineries are refusing orders for any grades below the value of 4½c., being sold completely out of them. Jobbers' stocks also are small and the result is that from sheer force of necessity demand has increased for higher priced sugars, giving the market generally a very firm tone. The demand for granulated has also ruled fairly active with good price movement, both from first and second hands, at steady prices. The tactics of the Sugar Trust in New York are attracting some attention here, but whether its manipulation of the New York market will have any radical effect on the market in Canada is at best problematical. We quote spot prices at the refineries 4¼ to 4½c. for granulated and 3¾ to 3½c. for yellows with positively nothing lower than the inside price.

**SYRUPS**—There has been no special change in the syrup market. A fairly good demand has been experienced, and as stocks in first hands, as previously noted in these columns, continue light, values are held firm. Sales have taken place freely at the refineries at 2 to 2½c. for bright and 1¼ to 1½c. per lb. for dark domestic syrups. The supply of American offering is light, and prices on it are more or less nominal at 17¼ to 23c., as to grade.

**MOLASSES**—There is only a moderate demand to note for molasses, and business is confined mainly to jobbing sales. During the past eight or ten days only a few wholesale lots have changed hands, the basis on which they took place showing no change. We quote round lots ex store 27½c., car lots 29c., and single puncheons 30c.

**TEA**—The activity in teas that we have recently noted continues, and a good volume of trade has been put through since our last report. No special change is to note in the tendency of values, but they are firmly maintained, and advices from primary centres are as stiff as ever, late cables from Japan reporting that supplies are small and prices advancing. The demand is still principally directed to Japans, round lots of which have changed hands at 14 to 17c. for medium grades. In black teas some fair-sized lots of Ceylons and Indians have left first hands at 13 to 16c. In low grade Japans prices are nominal, as there are only a few lots available. We quote Japans as follows: Low grades, 11 to 13c.; medium, 14 to 17c.; fine, 18½ to 23c.; choice, 24 to 31c.

**COFFEE**—The coffee market is without special change, but values are well maintained on the whole. The only large business has been in some good sized lots of Maracaibo at quotations. Demand for other goods, however, is of a steady character. We quote: Maracaibo, 18¼ to 21c.; Rio, 19 to 21c.; Java, 24 to 30c., and Mocha, 23½ to 29c.

**SPICES**—The spice market has been fairly active since our last during the few cold days that have intervened, and prices rule steady to firm. Cloves are strong in tone, and sales of Amboina have been made at full figures. We quote mill prices as follows: Penang black pepper, 6 to 7½c.; white pepper, 10 to 12½c.; cloves, 8 to 12c.; cassia, 9 to 10c.; nutmegs, 60 to 90c.; Jamaica ginger, 15 to 22c.

**DRIED FRUITS**—The firmer tendency noted in dried fruit last week is well maintained, and a good fair business has been transacted. The actual volume of trade, however, in a wholesale way has not been so large, as jobbers having provided themselves pretty well ahead are now disposed to hold off until after the arrival of the first direct steamer. There is nothing to add to the tenor of advices from primary centres to which we have referred before. It is felt, however, that the damage to the growing crop of raisins will lead to offers of large quantities of inferior fruit, and this fact also has its influence in making buyers proceed cautiously. To arrive by the first steamer raisins have been selling from the jobbing houses at rather firmer prices, and we quote a higher range in consequence as follows: Ordinary off stalk, 4½ to 4¾c.; fine off-stalk, 4¾ to 5c.; selected, 5½ to 5¾c.; layers, 6 to 6¼c. In currants values are also firm, and a fair volume of trade has been transacted at steady prices, viz., 3¼c. in barrels, 3½c. in half-barrels, and 3¾ to 4¼c. in cases, as to quality to arrive ex Dracona. Some moderate sized lots of old prunes have been offering this week at 4½ to 6½c., as to quality. There are no definite advices yet with regard to new crop. Several of the importing houses have consignments of figs on the way, but no definite particulars are yet to hand regarding them as they are so far off. They cannot be laid down, however, allowing for the increased duty on the higher goods much under a range of 10 to 13c. as to quality.

**RICE**—There has been a fairly active business in rice at steady prices. No special feature is to report. We quote: Standard, \$3.45 to \$3.70; Japan, \$3.95 to \$4.25, and Patras, \$4.25 to \$4.75.

**CANNED GOODS**—There has been no important change in the ruling conditions of the canned goods market. Canned vegetables, as we have already noted, are firm on some of the staple lines, notably corn and tomatoes. An order for a 1,000-case lot of

the former was accepted at 85 to 87c., but an offer of 85c. was refused for a good sized lot of a leading brand of the latter. Demand from second hands is not specially active. In canned fish salmon continues to be the strong line, and it is doubtful if any held goods could be had this week for less than \$1.25, as the very firm feeling regarding new pack salmon has stiffened up holders' ideas. We quote: Lobster, \$6 to \$8 per case; sardines, \$8.50 to \$9.50; salmon, \$1.25 to \$1.35 per doz.; tomatoes, 95c. per doz.; peaches, \$2 to \$2.10 per doz.; corn, 95c. to \$1 per doz., and marrowfat peas, 85 to 90c. per doz. Australian canned meats: Boiled mutton, \$1.86 to \$1.90 per doz. 1-lb. tins, and \$3.10 to \$3.15 per doz. 2-lb. tins; roast mutton, \$2.05 to \$2.10 per doz., 1-lb. tins, and \$3.35 to \$3.40 per doz., 2-lb. tins; corned mutton, \$2.05 to \$2.10 per doz., 1-lb. tins, and \$3.35 to \$3.40 per doz., 2-lb. tins.

**FISH**—Owing to the large arrivals of North Shore and Cape Breton herrings during the past week, which amounted to 1,000 barrels, by schooner and train, the market has been weak and prices have declined 50 to 75c. per barrel, sales of round lots of North Shore herring having been made at \$4.50 and Cape Breton at \$5.55, and in a jobbing way at \$4.75 for the former and \$5.50 for the latter. The arrivals of green cod have also been larger, and as the demand is limited the market is weak, and prices are 50c. lower at \$4.50 to \$5 for No. 1. Fresh haddock are scarce, owing to the recent stormy weather which has prevailed in Halifax, and some dealers have not been able to get their orders filled; consequently prices are firm at 4 to 4½c., and cod at 4c. Bloaters, 60 in a box, are selling at \$1.20 to \$1.25 per box.

**CANNED GOODS**—In this line business has been quiet. Tomatoes in a jobbing way are 5c. higher at 85 to 90c., but some sales of 500-case lots have been made from canners at 77½c.

## GREEN FRUIT.

**APPLES**—The receipts of fall apples have been very large of late, and as the demand for them has only been limited there is a glut of stock on the market at present; consequently prices are very irregular as dealers state buyers can secure stock pretty much at their own figures. The general feeling is weak and the impression is that values for good winter fruit will go still lower. Private cable advices from Liverpool to-day were steady with no change in prices to note. We quote: Fancy snows at \$2.50; St. Lawrence's at \$2.25; fameuse at \$1.50 to \$3, and fall stock at \$1.25 to \$1.60 per barrel. The next car of California fruit will arrive here on Thursday, consigned to Messrs. John Barry & Son, who will dispose of it by auction at the Montreal Fruit Auction Company's rooms.

**ORANGES**—The principle supplies here are Jamaica fruit which are selling fairly well at \$5.25 to \$5.50. A few Rodis yet remain and are held for \$4.50 per case.

**LEMONS**—There is a fair demand for lemons at steady prices. Common fruit are selling at \$1.50 to \$2, and good to fancy, \$2.50 to \$3.50 per box, as to grade.

**GRAPES**—No fresh supplies of new Almeria grapes are to note. The lot we referred to last week has been almost all turned over at \$5 to \$5.25. Niagaras are selling steadily at 2½c., and Concordats at 2 to 2¼c., while Rogers are moving at 2½c.

**CRANBERRIES**—These are not a plentiful article, and prices are firmly held in consequence at \$10 to \$10.50 per bbl.

**SPANISH ONIONS**—New Spanish onions are selling well at a rather higher range, viz., 90c. to \$1 per crate as to quality.

## COUNTRY PRODUCE.

**EGGS**—Demand for eggs is well maintained, and prices have advanced ½ to 1c. since our last report, and a large volume of business is doing. We quote 12½ to 13c. for round lots and 13 to 13½c. for smaller quantities.

**GAME**—The demand for partridges is good, and all the offerings so far received have been taken at 50c. for No. 1 and 30c. for No. 2 per brace.

**ONIONS**—Receipts of onions have been liberal, but they have met a fair enquiry, and prices, though rather lower than last quoted, are steady at \$1.50 to \$1.75 in round lots and \$1.75 to \$2 in smaller quantities.

**SWEET POTATOES**—Receipts of these have been fair and they are selling fairly well at \$2.75 to \$3 per bbl.

**POTATOES**—Receipts of these have been large, but the quality is not very choice. Prices are rather firmer on the whole for good stock, and we quote 50 to 60c. per bag.

**BEANS**—Only a small business is doing at \$1.20 to \$1.45 for fair to choice stock.

**HONEY**—Demand is quiet at 7 to 7½c. for extracted and 11 to 14c. for new comb stock.

**HOPS**—Sales of new early varieties have been made at 9 to 10c. but this is no fair criterion of the actual position of the market.

(Continued on page 82.)

Established 1850

Along with the Endless Variety of "Low Priced" and "HIGH GRADE" stock of China, Crockery, Glassware, Lamp Goods, and Plated Ware.

We carry a good assortment of Low Price

**Table Cutlery**

From the most Celebrated English Cutlers. It will pay you to inspect our samples and prices.

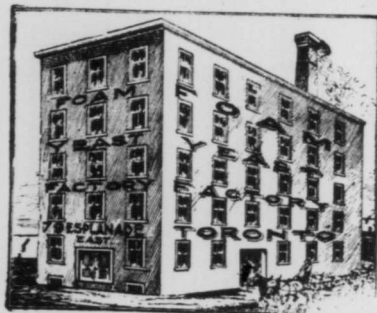
**JAMES. A. SKINNER & CO.**

Toronto, Ont. Vancouver, B. C.

**J. Hunter White**

No. 3 North Market Wharf, ST. JOHN, N. B.

Manufacturers' Agent, Fruit and Produce Broker, Commission Merchant, etc. SPECIALTIES—Cheese, Butter, Eggs and Fruit. Consignments Solicited.



**FOAM YEAST**

A NEW DISCOVERY. TRY IT.

Put up in attractive tin boxes with hinged lid, keeping the yeast dry and in good condition 3 or 4 months longer than in wood.

36 packages to a box, price \$1.00.

A sample box sent to any address. Acknowledged by all who have tried it, **THE BEST.**

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**WILSON'S PURE MALT VINEGAR**

BAY ST., TORONTO

This is the only licensed malt vinegar works in Canada.

**EQUAL TO IMPORTED**

**"EXCELLENCE"** "The secret of our success."



INDIVIDUAL Packed as desired \$1.00 Per Doz. SMALL 2 Doz. in Case \$2.40 Per Doz. MEDIUM 1 Doz. in Case \$4.50 Per Doz. LARGE 1 Doz. in Case \$9.00 Per Doz.

**A. F. MacLAREN & CO.,**  
51 Colborne St., Toronto.

**Special Notice to you who Sell Oysters in Bulk . . . . .**

This season we are giving away to every purchaser of 1,000 oyster pails a very handsome window display card with the words "Bulk Oysters for sale here," printed in gold leaf on heavy morocco board, size 10x12, or a handsome chromo lithographed in fifteen colors. The retailer will find it greatly to his advantage to use these cards as a notice to the passing public that he is in the oyster business.

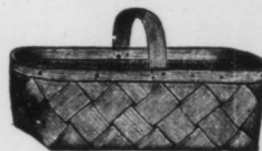
We are offering this special inducement to obtain your trade, as our facilities are 60,000 per day, and every pail guaranteed uniform, perfectly liquid tight and second to none on the market. Our prices are as low as any. Send in a trial order for your pails and get one of these cards.

**Dominion Paper Box Company**

36 and 38 Adelaide St. W., TORONTO.

**THE Oakville Basket Co.,**

MANUFACTURERS OF



- 1, 2, 3 bushel grain and root baskets.
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For sale by all Woodenware Dealers

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**Embros Oatmeal Mills**

D. R. ROSS, - - - EMBRO, ONT  
A CHOICE QUALITY OF

Rolled, Standard and Granulated  
**Oatmeal**  
IN BARRELS, HALF BARRELS OR BAGS.

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

**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.



# FLOUR AND FEED

**F**LOUR has been quiet, and a little improvement is reported in cereals. Oats, in the retail business, have been moving fairly well. Hay and straw are quiet. Collections are reported poor. A good demand is being experienced for bran, shorts and screenings.

## THE MARKETS.

### TORONTO.

**FLOUR**—Business is quiet. No change is reported in prices. We quote as follows: Manitoba wheat patents, \$3.45 to \$3.55; strong bakers', \$3.20 to \$3.25; Ontario, \$3 to \$3.15; straight roller, \$2.80 to \$2.90.

**WHEAT**—The market is reported steadier. Red wheat is quoted at 53c. and white at 54c. per bush.

**HAY**—Business quiet, and the prices quoted are \$7.50 to \$9. Car lots of baled, \$7.50 to \$9 per ton.

**BARLEY**—The market has been dull. That which has changed hands through the week has been quoted at from 42 to 44c. per bushel.

**OATS**—Business is quiet. Sales during the latter end of the week are reported at from 30 to 30½c. per bushel.

**BRAN**—The demand is still greater than city mills are able to supply. Good bran is selling at \$13 to \$14 per ton.

**SHORTS**—A good business is reported. Mills are offering at \$16 to \$16.50 per ton.

**SCREENINGS**—The lack of good screenings and the increased demand has caused an advance in price, and they are now quoted at from \$13 to \$13.50 per ton.

### MONTREAL.

Considerable enquiry from abroad for flour, and several sales have been made, including one of 3,000 sacks by the Lake of the Woods Milling Co. The demand from local and country buyers was good for car lots, and a fairly active business was done in this way at steady prices. Winter wheat, \$3.25 to \$3.40; spring wheat, patents, \$3.25 to \$3.40; Manitoba patents, best brands, \$3.45 to \$3.55; straight roller, \$2.80 to \$2.90; extra, \$2.55 to \$2.60; superfine, \$2.40 to \$2.50; Manitoba strong bakers, \$3.20 to \$3.30; Manitoba strong bakers', best brands, \$3.30 to \$3.35.

The demand for feed was good, and the market rules active and firm. Bran, \$16 to \$16.50; shorts, \$18; mouillie, \$22 to \$24.

A fair jobbing trade was done in oatmeal at unchanged prices. Standard, brls., \$4; granulated, brls., \$4.05 to \$4.10; rolled oats, brls., \$4.05 to \$4.10; pot barley, brls., \$3.40; split peas, brls., \$3.40.

### ST. JOHN, N.B.

In flour the feeling is unsatisfactory, prices ranging very low except in feed flour, of which enough cannot be got, the almost entire demand for cornmeal having been turned to a demand for feed flour. Demand for cornmeal is light. Oatmeal is easy. Middlings are in good supply. Beans continue firm, but advance slowly. Timothy seed is higher. Oats are firm, and an advance would not be a surprise. Hay easy. We quote: Manitoba, \$4.20 to \$4.25; best Ontario, \$3.40 to \$3.55; medium, \$3.25 to \$3.35; oatmeal, \$4.20 to \$4.30; cornmeal, \$3.10 to \$3.15; middlings, on track, \$22 to \$23; beans, \$18 to \$19; cottonseed meal, 30c; N.B. oats, 37 to 38c; P.E.I., 41 to 42c; Ontario, 38 to 40c., all on track; beans, hand-picked, \$1.65 to \$1.70; prime, \$1.55 to \$1.60; split peas, \$3.65 to \$3.85; pot barley, \$3.85 to \$4; round peas, \$3.65 to \$3.75; hay, on track, \$10.50 to \$11; timothy seed, American, \$3.10 to \$3.25; red clover, 11½ to 12c.; alsike, 13½ to 15c.

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(Concluded from page 79.)

**PROVISIONS**—A fair amount of business is transacted in provisions, and the market is moderately active and firm. Canadian short cut, heavy, \$21 to \$22; Canadian short cut, light, \$19 to \$20; hams, city cured, per lb., 10 to 13c; lard, Canadian, in pails, 9½ to 10c; bacon, per lb., 10 to 12c; lard, com. refined, per lb., 7¼ to 7½c.

**BUTTER**—The butter market is fairly steady. Last Saturday the first scramble for September creamery set in, some pretty full figures being paid, as high as 20½c. in the country being quoted. It would be unwise, however, to accept these transactions as the basis at which business in a general way is possible on spot. Finest fall made creamery, 20¼ to 20½c.; earlier makes, 18½ to 19½c.; finest Townships, 16 to 17c; finest Western dairy, 15½ to 17c.

**CHEESE**—There is no great change in the cheese market, and the business that is put through is generally on a steady basis. On the street there is not much doing, but at the wharf on Monday 5,000 boxes were offered, and they were sold at 10¼ to 10¾c. This is about steady as compared with last week's prices. Shippers did not speak of much encouragement, while the public came on Monday at a decline of 6d. to 50s. 6d. It is now within one shilling of where it stood at the same time last year, viz., 49s. 6d. Reports generally regarding the fall make now in progress state that it is good. Finest Ontario Fall made, 10¾ to 10¾c.; finest Ontario Augusts, 10½c.; finest Townships, 10¾c.; finest Eastern, 10¼ to 10¾c.; cable, 50s. 6d.

**ASHES**—There is no change, the market being quiet and prices firmer under light offerings. We quote: First, \$4.25 to \$4.30; seconds, \$3.85 to \$3.90, and Pearls \$8 per 100 lbs.

#### MONTREAL TRADE NOTES.

Gillepie & Co.'s cables from Denia do not note any further change in the raisin market, but state that the firm tone is fully maintained.

Advices to canners' agents here hold that the crop of tomatoes and corn in Ontario is only half what it was last year, and that the pack of it will be so much lighter in consequence.

"If the Trust closes down as it threatens to do in New York," said a sugar broker, "the Canadian market may feel the influence of an American demand."

Both the refineries here report that they are practically sold completely out of any yellow sugars under 3¾c., which is their best figure now.

Latest advices to J. Alex. Gordon & Co. state that teas are scarce and advancing in Japan.

Stewart Munn & Co. received the first cargo of Newfoundland shore herring last Saturday consisting of 600 brls. They are selling it in wholesale lots at \$4.50. The quality is much better than last year.

Laporte, Martin & Co. have received this week some choice consignments of leading brands new crop Valencia raisins. They request their patrons to inspect them.

There are only two firms who have any prunes on this market at present—Lightbund, Ralston & Co. and Geo. Childs & Co.

Caverhill, Hughes & Co. received invoices this week of full lines of all leading brands of new crop currants and raisins, which they now have on the way ex Dracona.

Some good round orders for Batcher's well-known peels have been booked during the week by Rose & Laflamme for Toronto account.

W. R. Wonham & Sons have booked some very large orders in Toronto and Hamilton during the week for Marshall's Scotch salt herrings as well as quite a number on local account.

#### NEW BRUNSWICK MARKETS.

THE OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., October 4, 1894.

**B**USINESS is not as active as it should be at this time of year. Markets are easier, and wholesale houses are not buying largely. Collections outside the city are better than those inside. In flour the feeling appears rather easier, except feed flour, which cannot be supplied in quantities large enough to meet the demand. The demand for cornmeal is light; mills here are practically closed down. Valencia raisins are being offered from New

York spot goods, but by the time this report is being read, our own direct importations will be to hand at a very much lower price than we can get via New York. The quantity of flour arriving via Boston is on the increase, but, except for the lower rate of freight, these shipments are not so satisfactory.

**SPICE**—As reported last week, markets are firm. Nutmegs, mace, pepper and cloves are all higher when bought on importers' account. Prices remain firm at quotations: Cream of tartar, brls., 17½ to 18½c.; boxes, 20 to 25c.; nutmegs, 60 to 90c.; cassia, 18 to 20c.; cloves, whole, 15 to 20c.; ground, 20 to 25c.; ginger, 18 to 22c.; pepper, 12 to 16c.; bicarb. soda, \$2.30 to \$2.38; sal. soda, 1 to 1½c.

**SALT**—The stock, which has been light, has been replenished this week, some three cargoes, amounting to about 15,000 sacks, having been discharged, prices from ship side to the trade in wholesale quantities being about 43c. for coarse and 80c. for fine, factory filled. Demand is good, merchants being again able to ship to American ports, if salt is for use of fishermen in their business. Coarse, ex store, 50 to 52c; factory filled, \$1 to \$1.10; American wood boxes, 20 lb., 20c., 10 lb., 12c.; Canadian, brls., 5-lb. bags, \$3.25; 10-lb. bags, \$3.10.

**CANNED GOODS**—Some Canadian factories, which are represented here, and which are not in the association, are holding prices rather above the association price, so that these brokers find it impossible to make sale. The new goods will open at about as follows: Tomatoes, \$1.05 to \$1.10; corn and peas, 95 to \$1. Corn and tomatoes are at present scarce. Salmon are higher, and a further advance is expected. Some brands of tomatoes and peas were advanced on the 1st inst. We quote: Corn, 95c.; peas, 95c.; tomatoes, \$1; corned beef, 1 lb. tins, \$1.75; 2-lb. tins, \$2.75; oysters, 1's, \$1.30; 2's, \$2.25; salmon, \$1.30 to \$1.35; lobsters, \$1.75 to \$2.

**DRIED FRUIT AND NUTS**—New Valencia raisins are now here, both direct and via New York. Quality of fruit is good. Prices are firm, and orders cannot be repeated at former prices. Efforts are being made to sell new California loose muscatels, but the price is against them. Malaga, dried, have not yet been quoted. Sultana raisins, 7 to 7½c.; London layers, \$2 to \$2.10; loose muscatels, 6½ to 6¾c.; prunes, 5½ to 6c.; currants, 3½ to 4c., brls.; cases, 4 to 5c.; evaporated apples, new, 10 to 10½c.; figs, 10 to 12c.; onions, Canadian, \$2.50 to \$2.75; new Valencia, off stock, 5c.; layers, 6c. Dried apples are somewhat in demand, but none are yet in the market.

**GREEN FRUIT**—Except for Gravenstein apples there is little or no demand, and even they feel the influence of the large auction sales daily held. When winter fruit comes and the present over stock of soft gets out of the market a better feeling is expected. Ontario grapes are to hand in large quantities, and are low. Plums are not in as large supply, but there are enough for demand. Apples it is hard to put a price on. No. 1 Gravensteins sell as high as \$2.50 to \$2.75, but quantities of other grades can be bought from \$1 up. Plums, 35 to 50c.; peaches, per basket, \$1.75 to \$2; lemons, \$4.50 to \$5.50; Messina oranges, \$5.50; bananas, \$1.50 to \$2; grapes, 45 to 60c. per basket; Bartlett pears, \$7 to \$7.50; sweet potatoes, \$4 to \$4.50; Jamaica oranges, \$6 to \$7 per brl.; per box, \$4.

**DAIRY PRODUCTS**—Cheese continues in good demand at firm prices. Little later makes than July's have yet gone into consumption, buyers not being willing to pay prices asked for them. Eggs are in very light demand, quality being but fair. Butter is in demand at firm figures, though for creamery since advance of price it is not as great as it was. Cheese, 10½ to 11c.; creamery butter, 23 to 25c.; eggs, 11 to 12c.

**MOLASSES**—Very firm at quotations of last week. Stocks not large; good demand. Barbadoes, 27 to 28c; fancy Port Rico, 43c.; choice, 35c.; Antigua, 27 to 28c.; St. Croix, 27 to 28c.; syrup, 35c.

**SUGAR**—Is rather easier, with light demand, and prices as last week. Granulated, \$4.30 to \$4.75; white extra C, 3½ to 4c.; bright yellow, 3¼ to 3¾c.; yellow, 3½ to 3¾c.; dark yellow, 3¾ to 3½c.; Barbadoes, 3½ to 3¾c.

**FISH**—Prices are rather easier, large cod being a little off. Arrivals of dried have been large, 200 barrels Shelburne are to hand. Fresh fish are not moving in as large quantities as last week. We quote: Large codfish, \$4.10 to \$4.25; medium codfish, \$4 to \$4.10; small, \$3.25 to \$3.35; haddock, \$1.75; pollock, \$1.70 to \$1.75; shad, \$5 to \$5.50; bay herring, half-brls., \$1.35 to \$1.45; kippling, \$1.75; wolves, \$2 to \$2.25; cans, brls., \$5.25; golden finnan haddies, \$1.40 to \$1.50; medium smoked herring, 9 to 10c.; lengthwise, 8 to 9c.

**PROVISIONS**—Demand is beginning to be felt, though little is yet being done. Smoked meat will soon again be a feature. P.E.I. mess is higher; the rest remains unchanged, though feeling is not as firm as it was. Clear mess, \$21 to \$21.50; P.E.I. mess, \$17.50 to

18; prime mess, \$13.50 to \$14.50; plate beef, \$13.50 to \$14; extra plate, \$13.75 to \$14.25; pure lard, 10 to 11c.; compound, 8 1/2 to 9 1/2c.; cottolene, 10 1/4 to 11 3/4c.

ST. JOHN TRADE NOTES.

There is talk of the Grand Manan men shipping their fish direct to the West Indies.

In future Tuckett's Mahogany chewing tobacco will be sold in 8's rather than 7's, also in 12's.

Large shipments of lambs are reported from Woodstock. One man shipped four cars one week and five the next.

F. S. Simms, the well-known brush and broom manufacturer, is just home from the west, where he bought some 17 cars corn.

Speculation is ripe in Nova Scotia over apples, one firm near Wolfville having bought, it is said, \$100,000 worth.

Two new brands of soap have made their appearance here, Richards' Pine and Telephone, the first selling at \$5 per box, the other at \$4.

Jardine & Co., agents for The Ireland National Food Co., report increasing demand.

F. H. Estabrooks landed this week 150 sacks finest selected Venezuela coconuts, which he is prepared to sell right.

Some 2,500 barrels flour have lately been landed here via Boston. Though this way is cheaper, it is not as satisfactory as all rail. Your correspondent talking to a large biscuit house here was

told that they would not again import in that way, as barrels were not fit for refilling. There are also frequent delays.

A new bedding for horses is now in this market called Peat Moss. It is put up in St. George, N.B., in bales of about 175 lbs., and sells at \$15 per ton.

Fairbank's Gold Dust paking powder has made its appearance here. It sells at \$4.75 per case, and can be got from C. & E. Macmichael.

The demand for boneless codfish is on the increase. It is reported that there is nothing better than the brands bearing the name of John Sealy.

Another new article of merit in the market is Paterson & Son's Worcestershire Sauce. In this both price and quality are such as suit. C. & E. Macmichael are again to the fore.

Maconachie's pickles, although only in this market for a short time, are rapidly coming to the front. J. Hunter White is the agent. Merchants here are pleased again to be able to ship salt to American ports after a few days' suspense, salt for fish being free as before. Our merchants regularly have cargoes coming that way.

Somewhat of a disappointed feeling is the outcome of a better understanding of the tariff arrangements with the Spanish West Indies, it now being understood that only codfish is free while our ports are more interested, and very largely interested, in other grades, such as hake haddock and smoked fish. It is expected the Government will at once take steps towards the effecting of better concessions from a Canadian point of view.

# CASH PAID FOR DRIED AND EVAPORATED APPLES

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

## CURRENT MARKET QUOTATIONS

TORONTO, Oct. 4 1894  
This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.

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

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

BAKING POWDER.

Pure Gold, per doz	5 lb. cans, 1 doz. in case	19 80
4 lb. cans, 1 doz. in case	16 00	
2 1/2 lb. cans, 1 and 2 doz. in case	10 50	
16 oz. cans, 1, 2 and 4 doz. in case	4 60	
12 oz. cans, 2 and 4 doz. in case	3 70	
8 oz. cans, 2 and 4 doz. in case	2 40	
6 oz. cans, 2 and 4 doz. in case	1 90	
4 oz. cans, 4 and 6 doz. in case	1 25	
Dunn's No. 1, in tins	2 00	
" " " " " "	75	
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
No 10— doz cases	\$0 75
1-lb. 3 doz cases	1 20
No 1 (14oz) 2 doz case	1 80
1-lb. 2 doz in cases	2 00
3-lb. 1/2 doz. in cases	5 75
5-lb. " " "	9 00
5-lb. " " "	9 60

W. H. GILLARD & CO., PROPRIETORS.

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

BARTON'S BAKING POWDER.

1 lb. sealer jars, 2 doz. in case	2 25
1 1/2 lb. jelly jars, 2 " "	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 lb. " " " "	1 30
1 lb. " " " "	0 75

BISCUITS.

TORONTO BISCUIT & CONFECTIONERY CO	
Abernethy	8
Arrowroot	10 1/2
Butter	6
" 3 lb pks	20
Cottage	8
Coconut	11
Garibaldi	8 1/2
Gingerbread	10
Ginger Nuts	9
Graham Water	9
" 2 lb. pks	20
Jam Jams	11 1/2
Jumbles	11
Lemon	9 1/2
Lunch	9
Molasses Snaps	5 1/2
Moss Wafers	11 1/2
Napoleon	12
Nelson Tarts	11 1/2
Oyster Crackers	6
" Square	6 1/2
" Pearl	6 1/2
Peach Cake	12
Pearl Wafers	13
People's Mixed	10
Pilot Family	5
Queen's	12
Reception	14
School Cake	11
Soda	5 1/2
" 3 lb pks	18
Sultana	9 1/2
Tea	10
Variety	12
Village	7
Wine	8

BLACKING.

Spanish, No. 3	4 50
" " 5	8 00
" " 10	9 00
Japanese, No. 3	4 50
" " 5	7 50
Jaquot's French No. 2	3 00
" " 3	4 50
" " 4	6 00
" " 5	9 00
" " 1-gross Cabinets, asst.	7 50
Egyptian, No. 1	9 00
" " 2	4 50
P. G. FRENCH BLACKING, per gross	
1/2 No. 4	\$4 00
1/2 No. 6	4 50
1/2 No. 8	7 25
1/2 No. 10	25
P. G. FRENCH DRESSING, per doz	
No. 7, 1 or 2 doz. in box	\$2 00
No. 4	1 75
RALSTON'S FRENCH	
No. 1	\$9 00
" 2	4 80
" 3	3 60
" "	4 50

BLACK LEAD.

NIXEY'S	
Refined in 1d., 2d., 4d. and 1a. packages, (9 lb. boxes)	7s 6d \$2 25
Jubilee in 1 oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d 9 00
Silver Moonlight, Plum-bago Stove Polish (13 1/2 lb. boxes)	
6 1/2 lb. in large 1d. pkts, 1 gross	4s 3d 1 50
13 lb. in large 1d. pkts, 2 gross	8s 6d 3 00
13 lb. in large 1d. pkts, 1 gross	7s 6d 2 50
13 lb. in large 1d. pkts, 1/2 gross	7s 6d 50

Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz., 1/2 gro., 2 oz., or 1/4 gro., 4 oz.	
Per gross	
Silver Star Stove Paste	9 00
Matchless silver polish	24 00
MATCHLESS STOVE PASTE POLISH	
No. 1	9 00
" 2	7 90
" 3	4 80

BLUE.

NIXEY'S	
"Soho Square" in 8 lb. boxes, of 16x6d. boxes, London	6s 0d
"Soho Square" in 8 lb. boxes, of 16x6d. boxes, Canada	Per gross \$2 25
"Cervus" bag blue, 1 size	7 50
" " " " " "	1 25
KEEN'S OXFORD, per lb	
1 lb packets	0 17
1 lb "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

KNIFE POLISH.

NIXEY'S	
"Cervus" boxes of 1 doz. 6d.	London 3s., Canada, \$1 15
"Cervus" boxes of 1 doz. 1s.	London 6s., Canada, \$2 30
For 5 gross and upward	

CORN BROOMS.

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

# OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for  
Cleaning Cutlery.

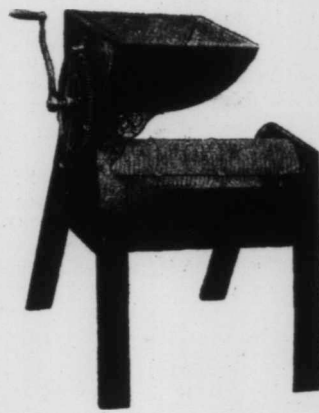
**JOHN OAKEY & SONS, LIMITED,**

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.**



## YOU ARE ALWAYS LOOKING FOR SOMETHING NEW. HERE IT IS! THE GROCER'S FRUIT IMPROVER

The only machine that will clean and polish new Currants,  
Raisins or Prunes as rapidly as old ones. It pleases the  
Housekeeper and wins trade. Buy no other! If our tra-  
vellers don't reach you in time, write direct. Any Boy  
can operate it.

**PRICE, \$16.00.**

Manufactured and Sold only by

**BEAMER & RYAN  
Brampton, Ont.**

Prices Current Continued—

"Standard," select, 8, 4 strings.	2 90
Do. do. 7, 4 strings.	2 75
Do. do. 8, 3 strings.	2 60
Do. do. 5, 3 strings.	2 40

Soups, assorted.	1	50
" " " "	2	25
Soups & Bouilli.	2	80
" " " "	6	4 50

Cocoa, Homopate's, 1/2's, 8 & 14 lbs	30
" Pearl " " " " "	25
" London Pearl 12 & 18 " " "	22
" Rock " " " " "	30
" Bulk in bxs. ....	18
Per doz	
Royal Cocoa Essence, packages.	1 40

Green .....	0 50	0 56
Lilac.....	0 58	0 66
Bronze.....	0 65	0 74
White Glace.....	0 73	0 83
Premium.....	0 88	0 43

**CANNED GOODS.**

Apples, 3's.....	\$1 00	\$1 10
" gallons.....	2 65	2 80
Blackberries, 2's.....	1 75	2 00
Blueberries, 2's.....	1 00	1 10
Beans, 3's.....	0 85	0 95
Corn, 2's.....	0 90	0 95
" Epicure.....	1 15	
Cherries, red pitted, 2's.....	1 85	1 90
Peas, 2's.....	0 85	0 95
" Sifted select.....	1 45	
Pears, Bartlett, 2's.....	1 75	
" Sugar, 2's.....	1 50	
Pineapple, 2's.....	2 25	2 75
Peaches, 2's.....	2 00	2 25
" 3's.....	3 00	3 25
Plums, Gr Gages, 2's.....	1 85	2 00
" Lombard.....	1 50	1 60
" Damson Blue.....	1 60	1 60
Pumpkins, 3's.....	0 90	1 00
" gallons.....	2 10	2 25
Raspberries, 2's.....	1 75	1 85
Strawberries, choice 2's.....	1 90	2 10
Succotash, 2's.....	0 85	0 90
Tomatoes, 3's.....	1 35	1 40
" "Thistle" Finnan haddies	2 25	
Lobster, Clover Leaf, flat.	1 85	1 90
" Bishop (tall).....	1 85	1 90
" Impr'l Crown flat	1 90	2 00
" tall.....	1 00	1 10
Mackerel.....	1 25	1 35
Salmon, talls.....	1 35	1 40
" flats.....	1 35	1 40
Sardines Albert, 1/2's tins.....	13	
" 1/4's " " " " " "	20	
" Sportsmen, 1/2's genu-		
" ine French high grade, key		
" opener.....	12	12 1/2
Sardines, key opener, 1/2's.....	10 1/2	
" Exq. fine Fr'ch. k.op. 1/2's.....	11	11 1/2
" " " " " " " " " " " "	18 1/2	19
" " " " " " " " " " " "	18 1/2	19
" Other brands, 9 1/2's tins.....	11	16 1/2
" P & C, 1/4's tins.....	23	25
" " " " " " " " " " " "	33	36
" " " " " " " " " " " "	6 1/2	8
Sardines Amer 1/4's " " " " " "	9	11
" Mustard, 1/4's size, cases		
" 50 tins, per 100.....	11	00

**MARSHALL & CO., SCOTLAND.**

Fresh Herring, 1-lb.....	1 10	1 15
Kipperd Herring 1-lb.....	1 85	1 90
Herrings in Tomato Sauce	1 85	1 90
Herrings in Shrimp Sauce	2 00	
Herrings in Anchovy Sauce	2 00	
Herrings a la Sardine.....	2 40	
Preserved Bloaters.....	1 85	1 90
Real Finndon Haddock.....	1 85	1 90

**CANNED MEATS.**

CANADIAN)	
Comp. Corn Beef 1lb cans	\$1 50 \$1 60
" " " " " "	2 60 2 65
" " " " " "	4 4 4 50
" " " " " "	6 7 50 7 75
" " " " " "	14 17 25 17 50
Minced Collops, 2lb cans.....	2 60
" " " " " " " " " " " "	2 60 2 65
Lunch Tongue.....	3 40 3 50
" " " " " " " " " " " "	2 3 50
English Brown.....	2 75 2 80
Camb. Sausage.....	2 50
" " " " " " " " " " " "	4 00

**CHEWING GUM.**

ADAMS & SONS CO.	
To Retailer	
Tutti Frutti, 36 5c bars.....	\$1 20
Pepsin Tutti Frutti, 235c. packets	0 75
Nerve Food Tablet, 36-5c. bars	1 20
Orange Blossom.....	150 pieces 1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Flirtation Gum (115 pieces).....	0 65
Monte Cristo, 180 pieces.....	1 30
(with brilliant stone ring)	
Mexican Fruit, 36 5c. bars.....	1 20
Sappots, 230 " " " " " "	0 90
Sweet Fern, 115 " " " " " "	0 75
Black Jack, 115 " " " " " "	0 75
Red Rose, 115 pieces.....	0 75
Magic Trick, 115 " " " " " "	0 75
Oolah, 115 " " " " " "	0 75
Puzzle Gum, 115 pieces.....	0 75
Bo-Kay, 150 " " " " " "	0 90
Red Spruce Chico 300 " " " "	1 00
Automatic.....	800 pieces. 6 00
Tutti Frutti Girl.....	6 00
Sign Box (new).....	6 00
Tutti Frutti cash box 800 " " "	6 00
Glass Jar with Pepsin Tutti Frutti, 115-5c. pkgs, per jar.....	3 75

**C. R. SOMERVILLE.**

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

**CHOCOLATES & COCOAS.**

CADBURY'S.	
Per doz	
Cocoa essence, 3 oz. pkgs.....	\$1 65
" " " " " " " " " " " "	per lb
Mexican chocolate, 1 1/2 lb pkgs	0 40
Rock chocolate, loose.....	0 37 1/2
" " " " " " " " " " " "	1 lb tins..... 0 40
Cocoa nibs, 11 lb. tins.....	0 30
TAYLOR BROS.' CHOCOLATE & CHICORY	
Per lb	
Soluble chocolate, 1 lb packets	0 30
Granulated chicory.....	0 10
Powdered.....	10 1/2 to 11

**TODHUNTER, MITCHELL & CO'S**

Per lb	
Chocolate—	
French, 1/4's.....	6 and 12 lbs. 0 30
Caraccas, 1/4's.....	6 and 12 lbs. 0 35
Premium, 1/4's.....	6 and 12 lbs. 0 30
Sante, 1/4's, 6 and 12 lbs.....	0 26
Diamond, 1/4's, 6 and 12 lbs.	0 22
Sticks, gross boxes, each.....	0 00

**Cocoa—**

Case of 112 lbs each.....	0 35
Smaller quantities.....	0 37 1/2
FRY'S	
(A. P. Tippet & Co., Agents)	
per lb	
Chocolate—	
Carracas, 1/4's, 6 lb. boxes.....	0 40
Vanilla, 1/4's, " " " " " "	0 40
"Gold Medal" Sweet, 6 lb bxs.	0 30
Pure, unweetened, 1/4's, 6 lb bxs.	0 40
"Fry's" Diamond 1/4's, 6 lb bxs.	0 25
"Fry's" Monogram, 1/4's, 6 lb bxs.	0 25
Cocoa—	
Concentrated, 1/4's, 1 doz in box...	2 40
" " " " " " " " " " " "	4 50
" " " " " " " " " " " "	8 75
Homopathic, 1/4's, 14 lb boxes.....	0 34
" " " " " " " " " " " "	1/2 lbs, 12 lb boxes... 0 34

**JOHN P. MOTT & CO'S**

R. S. McIndoe, Agent, Toronto.)	
Mott's Broma.....	per lb \$0 30
Mott's Prepared Cocoa.....	28
Mott's Homopate's Cocoa (1/2)	32
Mott's Breakf. Cocoa (in tins)	45
Mott's No. 1 Chocolate.....	30
Mott's Breakfast Chocolate..	28
Mott's Caraccas Chocolate....	40
Mott's Diamond Chocolate....	22
Mott's French-Can Chocolate	27
Mott's Navy or Cooking Choc	35
Mott's Cocoa Nibs.....	5
Mott's Cocoa Shells.....	90
Vanilla sticks, per gross.....	31c-43
Mott's Sweet Choc. Liquors 19c-30	

**COWAN COCOA AND CHOCOLATE CO.**

Hygienic Cocoa, 1 lb tins, per	doz.....	\$3 75
Cocoa Essence, 1 lb. tins, per doz	2 25	
Soluble Cocoa, No. 1 bulk, per lb	20	
Diamond Chocolate, 12 lb boxes,	1 lb. cake, per lb.....	22 1/2
Royal Navy Choc., 12 lb. bxs, 1 lb.	cake, per lb.....	30
Mexican Vanilla Chocolate, 12	lb. boxes, 1/2 lb. cake.....	35

**WALTER BAKER & CO'S**

Chocolate—		
Premium No. 1, bxs 12 lbs each.....	45	
Baker's Vanilla in bxs 12 lbs each	60	
Caraccas Sweet bxs 6 lbs each.....	40	
Best Sweet in bxs, 6 lbs. each.....	28	
Vanilla Tablets, 416 in box, 24 bxs	in case, per box, net.....	4 28
German Sweet Chocolate—		
Grocers' Style, in bxs 12 lbs each	28	
Grocers' Style, in boxes 6 lbs each	28	
8 Cakes to the lb., in bxs, 6 lbs ea.	28	
Soluble Chocolate—		
In canisters, 1 lb., 4 lb., and 10 lb.	55	
Breakfast Cocoa—		
In bxs 5 & 12 lbs., each, 1/2 lb., tins	52	

**MENIER FABRICANT DE CHOCOLAT.**

Paris et Noisel.	
Per 120 lb. Per 12 lb.	
case lot.	box.
per lb.	per lb.
Yellow wrapper.....	\$0 34
Chamois.....	0 43
Pink.....	0 50
Blue.....	0 58

**Fancy Chocolates.**

Fingers—	
20 in a box ...per box }	\$0 36 \$0 40
40 " " " " " " }	
Pastilles—	
Yellow wrapper per lb	\$0 40 \$0 45
Pink " " " " " " }	0 55 0 60
Green " " " " " " }	
Each case contains 54 1 lb packages	
or 108 1/2 lb packages.	

**CLOTHES PINS.**

5 gross, single & 10bx lots	0 60	0 65
Star, 4 doz. in package ..	0 85	
" " " " " " " " " " " "	1 25	
" " " " " " " " " " " "	0 90	

**COFFEE.**

GREEN	
c. per lb	
Mocha.....	28 33
Old Government Java.....	25 35
Bio.....	30 22
Platation Ceylon.....	29 11
Porto Rico.....	24 28
Guatemala.....	24 26
Jamaica.....	22 20
Maracaibo.....	24 24
Caffaroma, 1 & 2 lb. tins asstd.....	33

**TODHUNTER, MITCHELL & CO'S**

Excelsior Blend.....	34
Our Own ".....	32
Jersey ".....	30
Laguayra ".....	20
Mocha and Java.....	35
Old Government Java.....	30 32 36
Arabian Mocha.....	35
Maracaibo.....	30
Santos.....	27 28

**DRUGS AND CHEMICALS**

Alum.....	1b \$0 02 \$0 03
Blue Vitriol.....	0 06 0 07
Brimstone.....	0 08 0 09 1/2
Borax.....	0 12 0 14
Camphor.....	0 65 0 70
Carbolic Acid.....	0 80 0 50
Castor Oil.....	0 07 1/2 0 08
Cream Tartar.....	0 25 0 28
Epsom Salts.....	0 02 1/2 0 02 1/2
Paris Green.....	0 16 0 17
Extract Logwood, bulk	0 13 0 14
" " " " " " " " " " " "	0 15 0 17
Gentian.....	0 10 0 13
Glycerine, per lb.....	0 17 0 20
Hellebore.....	0 16 0 17
Iodine.....	5 50 6 00
Insect Powder.....	0 26 0 30
Salpetre.....	0 08 1/2 0 09
Soda Bicarb, per keg.....	2 50
Sal Soda.....	1 18 1 25
Madder.....	0 12 1/2

**EXTRACTS.**

Dalley's Fine Gold, No. 8, p. doz	\$0 75
" " " " " " " " " " " "	1, 1 1/2 oz. 1 25
" " " " " " " " " " " "	2, 2 oz. 1 75
" " " " " " " " " " " "	3, 3 oz. 2 00

Prices cur  
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Stamin  
Fluid B  
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# Peach Cake Jelly Wafers Reception

Three of our leading Biscuits. They are not equalled anywhere.

Imitators are plentiful, but we still are leading.

Watch this space for new Biscuits.

The Reception is the finest Biscuit ever produced.

HENRY C. FORTIER.  
CHARLES J. PETER.

## The Toronto Biscuit and Confectionery Co.

7 FRONT STREET EAST.

Prices current continued—

### FLUID BEEF.

JOHNSTON'S, MONTREAL.

per doz	
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—30 oz. bottles	15 00
Milk Granules in cases 4 doz	6 00
Milk Granules with Cereals— in cases 4 doz	5 00

### FRUITS

FOREIGN c per lb

Currants, Provincials, bbls.	84 4
" " 4 bbls	38 44
" Filistras, bbls	4 44
" " 4 bbls	4 44
Currants, Patras, bbls.	5 54
" " 4 bbls.	5 54
" cases	5 64
" Vostizas, cases.	6 74
" cases	6 74
" 5-crown Excelsior (cases)	8 84
" 4 case	8 84
Dates, Persian, boxes	5 54
Figs, Elemes, 10 lb. boxes	00 00
7 Crown	00 00
Natural Figs, 28 lb bxs	00 00
Prunes, Bosnia, casks	4 44
" cases	5 44
" bags	0 6
" Anchor C,	0 6
" E,	0 54
G & J, cases	0 54
Raisins, Valencia, off-stalk	5 4
Fine off-stalk	6 4
Selected	7 4
Layers	8 4
Raisins, Sultanah	5 84
" Cal Loose Muscatele 50 lb. boxes	7
" Malaga:	per box
London layers	2 25
Imperial cabinets	2 25
Royal clusters	2 25
Fancy Vega boxes	2 25
Black baskets	2 25
Blue	2 25
Dehesa boxes	3 75
Lemons, 30's, fancy Rodhi	5 00
" 380's	5 00
" 380's, Palmero	5 25
Oranges, Sorrento, 300's, per box	5 00

### DOMESTIC

Apples, Dried, per lb.	6 64
do Evaporated	9

### FISH.

Pike	per lb.	0 00	0 05
White fish		0 07	0 07 1/2
Salmon Trout		0 06	0 06 1/2
Lake Erie herring, per 100		1 75	2 00
Smoked Fish:			
Finnan Haddies, per lb		0 08	0 08
Bloaters, per box		1 50	
Digby herring		0 14	0 15
Lab. herring, No 1, brls		6 00	6 25
" " kegs		2 50	
" " half kegs		3 50	

### Sea Fish:

Express Haddock per lb.	0 06 1/2
Cod	0 05 1/2
B.C. salmon	0 15
Oysters	\$1 35 to \$1 40

### FOOD

per brl	
Split peas	\$3.75
Pot barley per 49-lb. packet	3.75
Pearl barley, XXX	\$2.25

### ROBINSON'S BARLEY AND GROATS.

per doz.	
Patent barley, 1/2 lb. tins	\$1 25
Patent groats, 1/2 lb. tins	1 25
" "	2 25

### HARDWARE, PAINTS AND OILS.

#### CUT NAILS, from Toronto

50 to 60 dy basis	1 85	1 90
40 dy	1 90	1 95
30 dy	1 95	2 00
20, 16 and 12 dy	2 00	2 05
10 dy	2 05	2 10
8 and 9 dy	2 10	2 15
6 and 7 dy	2 25	2 30
5 dy	2 45	2 50
4 dy A P	2 45	2 50
3 dy A P	2 85	2 90
4 dy C P	3 35	3 40
3 dy C P	3 05	3 10

#### HOESE NAILS:

Canadian, dis. 60 to 60 and 2 1/2 per cent.	3 80
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#### HOESE SHOES:

From Toronto, per keg	3 80
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#### SCREWS: Wood—

Flat head iron 80 p.c. dis	1 10	1 15
Round " 75 p.c. dis	1 30	
Flat head brass 7 1/2 p.c. dis	2 90	
Round head brass 1 1/2 p.c.	3 20	
3rd " (41 to 50 " )	3 50	
4th " (51 to 60 " )	3 50	
5th " (61 to 70 " )	3 50	

#### 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 10	1 15
2nd " (26 to 40 inches)	1 30	
3rd " (41 to 50 " )	2 90	
4th " (51 to 60 " )	3 20	
5th " (61 to 70 " )	3 50	

#### ROPE: Manila

Sisal	0 08	0 10
New Zealand	0 08 1/2	0 09

#### AXES: Per box, \$6 to \$12.

#### SHOT: Canadian, dis. 1 1/2 per cent.

HINGS: Heavy T and strap 33-5	0 42
" Screw, hook & strap. 02 1/2	0 31

#### WHITE LEAD: Pure Ass'n guaranteed ground in oil.

25 lb. irons	per lb	4 1/2
No. 1	"	4 1/2
No. 2	"	4 1/2
No. 3	"	4 1/2

#### TURPENTINE Selected packages, per gal

Selected packages	per gal	0 40	0 41
LINSEED OIL: per gal, raw		0 53	
Boiled, per gal		0 56	
GLUE Common, per lb.	0 07 1/2	0 08	

### INDURATED FIBRE WARE.

1/2 pail, 6 qt	\$4 00
Star Standard, 1 1/2 qt	4 50
Milk, 1 1/2 qt	5 50
Round bottomed fibre pail, 1 1/2 qt.	5 50
Tubs, No. 1	15 50
" " 3	13 25
" " 4	11 00
Fibre Butter Tubs (30 lbs)	4 50
Nests of 3	3 40
Keelers No. 1	10 00
" " 2	9 00
" " 3	8 00
" " 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" " round	3 50
Handy dish	3 50
Water Closet Tanks	18 00

### Round tins—

F.D. 1/2 lb. tins	0 25
" 1 lb. tins	0 27 1/2
" 1 lb. jars, per jar	0 65
" 1 " "	0 25

### KEEN'S.

per lb	
Square tins—	
D.S.F., 1 lb. tins	\$0 40
" 1/2 " "	0 42
" 3/4 " "	0 45

### Round tins—

F.D. 1/2 lb. tins	0 25
" 1 lb. tins	0 27 1/2
" 1 lb. jars, per jar	0 75
" 1 " "	0 25
" 1 lb. tins, decorated, pr. tin	0 80

### NUTS.

Almonds, Tarragona	12 1/2	14
" Formigetta	25	30
Almonds, Shelled Valencia	25	30
" " Jordan	40	45
" " Canary	20	23
Brazil	11	11 1/2
Cocoanuts, per 100	\$4 50	\$5 50
Filberts, Sicily	9 1/2	10 1/2
Pecans	10 1/2	11
Peanuts, roasted	11	12
" green	8	10
Walnuts, Grenoble	13	14
" Bordeaux	11	12
" Naples, cases		
Marbots	11	12

### RICE, ETC.

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

### SPICES.

GROUND		Per lb.
Pepper, black, pure	\$0 12	\$0 14
Pepper, white, pure	20	28
" fine to superior	10	15
Ginger, Jamaica, pure	25	7
" African	16	18
Jassia, fine to pure	20	25
Cloves	18	25
Allspice, choice to pure	12	15
Cayenne	30	35
Nutmegs	75	1 00
Mace	1 00	1 25
Mixed Spice, choice to pure	30	35
Cream of Tartar, fine to pure	25	30

### STARCH.

KINGSFORD'S OSWEGO STARCH.



SILVER	{ 40-lb bxs., 1-lb pkgs., new wrappers	8 1/2
GLOSS	{ 6-lb. bxs., sliding covers (12 bxs. each crate)	9

### JAMS AND JELLIES.

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

### DELHI CANNING CO

Jams, absolutely pure—apple	\$0 06
Family	0 07
Black and Red currant Rasp- berry, Strawberry, Peach and Gooseberry per lb.	0 12
Plum	0 10

### Jellies—pure—all kinds.

Jellies—pure—all kinds	0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.	

### Marmalade—orange

Marmalade—orange	0 12
------------------	------

### SOUTHWELL'S GOODS

Clear jelly marmalades	per doz.	\$2 40
Whole fruit jams		2 40
Other		2 10
Black currant jelly		3 20
Red		3 20
All the above in 1 lb. clear glass pots		3 20

### LICORICE.

#### YOUNG & SMYLLIE'S LIST.

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

### MINCE MEAT.

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

Square tins—	per lb.
D.S.F., 1 lb. tins	\$3 40
" 1/2 " "	0 42
" 3/4 " "	0 45

# G. J. Hamilton & Sons

... Manufacturers of ...

## FINE BISCUITS AND CONFECTIONERY

Represented in Ontario by  
**F. J. CHARLTON,  
BRANTFORD.**

**PICTOU,  
N. S.**

Prices current, continued—

PURE 36-lb. bxs., 12 3-lb. bxs.	7 1/2
OSWEGO 40 lb. bxs., 1-lb	8
CORN STARCH pkgs.	8
For puddings, custards, etc.	
ONTARIO 36-lb. to 45-lb. bxs.,	6 1/2
STARCH 6 bundles	
STARCH IN Silver Gloss	8
BARRELS Pure	7

ST. LAWRENCE STARCH CO.'S

Culinary Starches—	
St. Lawrence corn starch	7 1/2
Durham corn starch	6 1/2
Laundry Starches—	
No. 1, White, 4 lb. Cartons	5 1/2
" " Bbls	4 1/2
" " Kegs	4 1/2
Canada Laundry	4 1/2
Ivory Gloss, six 6 lb. boxes, slid-	
ing covers	7
Ivory Gloss, fancy picture, 1 lb	7
packs	
Patent Starch, fancy picture, 1	
lb. cartons	7 1/2

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartons	5 1/2
Canada Laundry	4 1/2
Silver Gloss, 6-lb. draw-lid bxs	7
Edwardsburg Silver Gloss, 1-lb.	
chromo package	7
Silver Gloss large crystals	6 1/2
Benson's Satin, 1-lb. cartons	7 1/2
No. 1 White	4 1/2
Culinary Starch—	
W. T. Benson & Co.'s Prepared	
Corn	7 1/2
Canada Pure Corn	6 1/2

Rice Starch—	
Edwardsburg No. 1 White, 1-lb.	
cartons	7 1/2
Edwardsburg No. 1 White or	
Blue, 4-lb. lumps	7 1/2

SUGAR. c. per lb

Granulated	4 1/2
Paris Lump, bbls and 100 lb. bxs	5 1/2
Extra Ground, bbls icing	5 1/2
Powdered, bbls	4 1/2
Bright yellow refined	4 1/2
Bright Yellow	3 1/2
Medium	3 1/2
Dark yellow	3 1/2
Raw	3 1/2

SALT.

Bbl salt, car lots	0 93
Coarse, car lots, F.O.B.	0 58
" small lots	0 75
Dairy, car lots, F.O.B.	1 25
" quarter-sacks	0 40
Common, fine car lots	0 50
" small lots	0 75
Rock salt, per ton	10 00
Liverpool coarse	5 75

SYRUPS AND MOLASSES.

SYRUPS. Per gallon

Dark	25 30
Medium	30 35
Bright	35 40
Very Bright	50 60
Redpath's Honey	40
" " 1/2 gal. pails	1 25
" " 3 gal. pails	1 50

MOLASSES. Per gal

Trinidad, in puncheons	0 32	0 35
" " bbls	0 36	0 37
" " 1/2 bbls	0 40	0 40
New Orleans, in bbls	0 30	0 32
Porto Rico, hdds.	0 38	0 40
" " barrels	0 42	0 44
" " 1/2 barrels	0 44	0 46

SOAP.

Ivory Bar, 1 lb. bars	per lb	6
Do. 2, 6-16 and 3 lb bars		5 1/2
Primrose, 12 oz. cake, per doz		8

MORSE'S MOTTLED

Per box—in 5 box lots

100 bars	\$4 75
----------	--------



Eclipse, 3 lbs.

Everyday, 12 oz.	\$4 50
Morse's Best, 12 oz.	4 50
Queen City, 14 oz.	3 60
Detroit, 12 oz.	2 40
Empire, 12 oz.	2 40
Ruby, 10 oz.	2 10
Monster, 8 oz.	1 50

Sweet Briar	0 85
Extra Perfume	0 55
Old Brown Windsor Squares	0 30
White Castile Bars	0 75
White Oatmeal	0 75
Persian Bouquet, paper	2 50
Carnation	0 60
Rose Bouquet	0 60
Oriental, per gross	5 00
Ocean Bouquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 00
Oatmeal	0 85
Unscented Glycerine	0 90
Grey Oatmeal	0 60
Plain Honey, Glycer., Windsor.	0 75
Morse's Toilet Balls	3 90
Turkish Bath	0 60
Infants' Delight	1 20
Home Comfort	0 85
33% Glycerine	1 25
Floral Bouquet	0 50
Stanley	1 00
Heliotrope, wrapped, 1/2 doz.	1 50
" " in gross lots	15 00



SURPRISE SOAP,

1 Box Lot	5 00
5 Box Lot	4 90
Freight prepaid on 5 Box lots.	



SUNLIGHT SOAP.

1 Case	3 30
5 Case lots	3 20
Freight prepaid on 5 cases.	

TOBACCO AND CIGARS

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

MCALPIN TOBACCO CO.

White Burley Chewing—	
Duty paid per lb	
Beaver, 12 oz., smooth, 3x12, 5c	
and 10c cuts, 12 lb butts	61c.
Do, 8 oz., R & R 2x12, 5 and 10c	
cuts, 12 lb butts	61
Do, 16 oz., R & R, 10c cuts, 2x12,	
18 lb butts	61
Jubilee, 7 1/2 to lb, chocolate, 15 lb	58
butts	58
Prince George, 8x 21 lb caddies	47
Teumseh, 9 to lb (fancy chew's)	65
Extra Black Chewing—	
Gold Shield, 16 oz., 7 to lb, 20 lb	
butts	47
Black Chewing—	
Standard, 3rds, 4ths, 7s and 12s,	
20 lb. pkgs.	45
Plug Smoking—	
Woodcock, 18 lb caddies, 7s.	50
3rds	50
Sunny South, 6s and 7s, 18 lb	
caddies	46
Solid Comfort, 6s, 18 lb butts	44
Special, 7 to lb, 18 lb caddies	42
Cut Tobaccos, Smoking—	
Silver Ash, 1-8ths, 5 lb boxes	62
Fuck, mixture, 1-8ths, 5 lb boxes	70
Cut Cavendish, 1-8ths, 5 lb boxes	65
Fine Cut Chewing—	
Standard Kentucky, bright, 5 lb	
pails	80
Apricot, dark sweet, 5 lb pails	65
Terms, 30 days, less 2 per cent.	

CIGARS—S. DAVIS & SONS Montreal.

Sizes	Per M
Madre E' Hijo, Lord Lansdown	\$60 00
" " Panetelas	60 00
" " Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins	55 00
El Padre, Reina Victoria	55 00
" " Reina Vict., Especial	60 00
" " Conchas de Regalia	60 00
" " Bouquet	55 00
" " Pins	50 00
" " Longfellow	80 00
" " Perfectos	80

Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	29 00
Cigarettes, all Tobacco—	
Cable	7 00
El Padre	1 00
Mauricio	15 00

DOMINION CUT TOBACCO WORKS, MO

TRIAL.

CIGARETTES. Per M	
Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby	4 25
B. C. No. 1	4 00
Sweet Sixteen	3 75
The Holder	3 55
Hyde Park	10 50

CUT TOBACCO'S. per lb

Puritan, tenths, 5 lb. boxes	75
Old Chum, ninths, 5 lb box	70
Old Virgin, 1-10 lbpg, 10 lb bxs	62
Gold Block, ninths, 5 lb boxes	73

CIGARETTE TOBACCO.

B. C. N. 1, 1-10, 5 lb boxes	83
Puritan, 1-10, 5 lb boxes	83
Athlete, per lb.	1 15

PLUG TOBACCO'S.

Old Chum, plug 4s. Solace 16 lbs.	58
" " " 8s. " 16	68
" " " 8s. R. & R. 12 1/2	68
" " " 7s. R. & R. 14 1/2	58
" " " 7s. Solace 14 1/2	58
" " " 8s. R. & R. 16	58
" " " 8s. Solace 15	58
O. V. - plug 8s. Twist 16	58
O. V. - " 3s. Solace 17 1/2	58
O. V. - " 7s. " 17	55 1/2
Derby, - " 12s. " 17 1/2	51
Derby, - " 7s. " 17	51
Athlete, - " 5s. Twist 9	74

WOODENWARE. per doz

Pails, 2 hoop, clear	No. 1	\$1 50
" " " " "	No. 2	1 70
Pails, 3 hoops, clear	No. 2	1 40
" " " " "	"	1 80
" " " " "	"	1 60
Tubs, No. 0		8 50
" " " " "		7 00
" " " " "		6 00
" " " " "		5 00

On sales amounting in value as per

above list to less than \$20 there shall

be an advance of 10c. per doz on pails

and lard tubs, and of 50c. per dozen on

wash tubs.

Washboards, Globe
 \$1 90 | 2 00 |

" " Water Witch
 1 40 |  |

" " Northern Queen
 2 25 |  |

" " Planet
 1 70 |  |

" " Waverly
 1 60 |  |

" " X X
 1 50 |  |

" " Single Crescent
 1 30 |  |

" " Double
 2 75 |  |

" " Jubilee
 2 25 |  |

" " Globe Improved
 2 00 |  |

" " Quick and Easy
 1 80 |  |

" " World
 1 75 |  |

" " Rattler
 1 30 |  |

per case.

Matches, 5 case lots, single case

Parlor
 1 70 | \$1 75 |

Telephone
 3 30 | 3 50 |

Telegraph
 3 50 | 3 70 |

Safety
 4 00 | 4 20 |

French
 3 00 | 3 10 |

Steamship (10 gro. in case)

Single case and under 5cs.
 3 10 |

5 cases, freight allowed
 3 10 |

per doz

Mops and Handies, comb
 1 25 |

Butter tubs
 \$1 60 | \$3 60 |

Butter Bowls, crates and 1/2
 3 60 |

**Silver Gloss**  
STARCH

ASK FOR  
**BENSON'S**  
CANADA PREPARED  
**CORN**

**Satin Starch**



**Pure Rice Starch**

**Pulverized Starch**



SOLELY MANUFACTURED BY

**THE EDWARDSBURG STARCH CO.**  
LIMITED  
CARDINAL, ONT.

*Beware of Imitations*

*Every package bears our name*

**SKINNER'S**  
**QUEENSLAND TURTLE SOUP**  
A FINISHED SOUP All Pure Swift, made at Skinner's Factory from Finest Green Turtle  
READY FOR THE TABLE

**FAT AND DIRECT FROM THE SEA**

**SKINNER'S TURTLE FOR INVALIDS**

Patronised by the Governors, Clubs, and leading Men of the Colonies for the last Ten Years.

IN 1/2 PINT & PINT TINS

Savoury Meals, Poited Ducons, and all kinds of Soups, Sausages, Brawn & Pineapples, Cape Gooseberries, Guavas, Peaches, Quinces, Rosellas, and Jams of these fruits, Beche de Mer Soup.

**B. SKINNER,**  
O'Connell Town,  
**BRISBANE.**

A stock of these goods always on hand, also

**Australian Preserved Meats**

of all descriptions and . . . .

**AUSTRALIAN WINES :: :: ::**

Samples and Prices on application to

**Burns, Philp & Co.**

LIMITED

AUSTRALIAN MERCHANTS

**HEAD OFFICE:**  
Sydney, N.S.W.

**VANCOUVER BRANCH:**  
Hastings St., Vancouver, B.C.

35 00  
30 00  
29 00  
7 00  
1 00  
15 00  
MO  
or M  
\$7 50  
6 25  
5 75  
4 25  
4 00  
3 75  
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4 80  
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3 10  
per doz  
1 25  
\$1 60 \$3 60  
3 60

Do you buy  
SALT ..  
By the Carload ?

WE CAN SUPPLY  
YOU WITH

**WINDSOR**  
..SALT..

IN  
ASSORTED  
CAR LOTS

Toronto Salt Works  
128 Adelaide St. E., TORONTO.



**CHOCOLAT MENIER**

Is Now For Sale  
Everywhere  
in the  
United States  
and  
Canada  
as its use as a table be-  
verage  
in place of

Tea, Coffee or Cocoa  
has become quite universal.

It Nourishes and Strengthens  
If served ICED DURING WARM WEA-  
THER it is most

Delicious and Invigorating

Ask your Grocer for  
**CHOCOLAT  
MENIER**  
Annual Sales Exceed  
33 MILLION POUNDS

If he hasn't it on  
sale send his name  
and your address to  
**C. ALFRED  
CHOUILLOU**  
12 St. John Street,  
Montreal, Que.

**Tetley's Teas**

**HAVE NO EQUAL**

**To prove this . .**

**TEST THEM**

469 St. Paul St.  
**MONTREAL**  
30 Front St.  
**TORONTO**

From  
the **Atlantic**  
to  
the **Pacific**



THE FAME OF

"KENT" CANNED GOODS  
is spreading.

"KENT" Tomatoes are the acknow-  
ledged standard, and the words "as  
good as Kent" are often heard when  
a comparison of qualities is made. No  
progressive retailer can afford to be with-  
out these goods on his shelves. Their  
fine flavor, uniformity of quality and  
solid packing recommending them to  
the consumer, who, having once had  
them, will be sure to ask for them again.

**The Kent Canning  
& Pickling Co.**  
CHATHAM,  
ONT.

ESTABLISHED 1855

**TAYLOR'S**  
DOUBLE TONGUE & GROOVE  
**SAFES**

145  
&  
147 FRONT ST. EAST. TORONTO.  
THOMAS WEST, ROBERT McCLAIN.



THE  
**Confederation Life**  
**Association**

COMMENCED BUSINESS  
OCTOBER 31st,  
.. 1871 ..

OF TORONTO

**BEST GUARANTEE FOR THE FUTURE**

IS AN

CAPITAL AND ASSETS

**\$5,500,000.00**

INSURANCE AT RISK

**\$26,000,000**

Managing Director:  
J. K. MACDONALD



Since organization  
returned to  
Policy-holders in  
Cash, over

**\$3,000,000.00**

Actuary:  
W. C. MACDONALD

**Unexcelled Record in the Past**

**Do You Know? The Unconditional Accumulative Policy**

ISSUED BY THIS ASSOCIATION

Full Information . . .

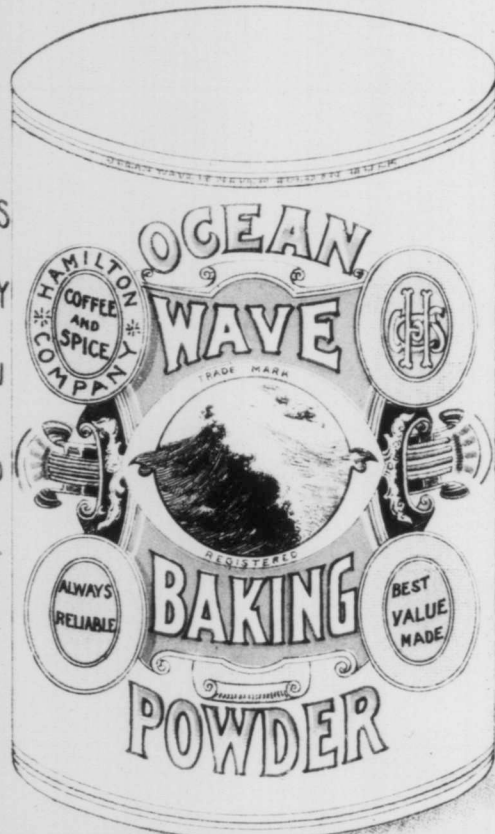
Furnished on application to the  
Head Office or to any of the  
Company's Agents.

Furnishes immediate, complete,  
and unquestionable protection  
from date of issue. . . . .

EVERY CAN IS AN ADVERTISEMENT

WHERE PROPERLY USED  
NEVER SOLD IN BULK

PLEASES  
EVERYBODY  
PAYS YOU  
A GOOD  
PROFIT



IF YOU  
HAVE NOT  
GOT IT IN  
STOCK, WRITE  
TO THE MAKERS  
FOR A CAN  
FULL AND  
HAVE YOUR  
WIFE TRY IT

DOES THE BEST POSSIBLE WORK  
FOR THE MOST REASONABLE PRICE

SOLD BY THE WHOLESALE GROCERY TRADE  
AND THE MANUFACTURERS

THE HAMILTON COFFEE & SPICE CO  
HAMILTON

CHOCOLAT MENIER



FINE GOODS OUR SPECIALTY.



LEADING  
3lb. BAR  
MANUFACTURED ONLY BY  
**JOHN TAYLOR & CO.**  
MORSE SOAP WORKS, TORONTO.

CASTILLE SOAP  
CROSS BRAND  
**C. ALFRED CHOUILLOU, MONTREAL**  
GENERAL IMPORTER OF FRENCH GOODS.

MUNGO CIGARS, EXCEPTIONALLY FINE.