

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

**THE CANADIAN GROCER**  
 & GENERAL STOREKEEPER

PUBLISHED  
 WEEKLY  
 \$200 PER YEAR

VOL. VII.

TORONTO AUGUST, 4, 1893.

No. 31

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 & 78

TO THE COURT OF HOLLAND AND THE KING OF ITALY  
 PURVEYORS TO H.R.H. THE PRINCE OF WALES  
 1878  
 CROSS OF THE LEGION OF HONOUR



MADRE E' HIJO (7 SIZES).

EL PADRE AND CABLE.

**S**AFE  
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**NELSON'S**

**Steamship Matches**

Guaranteed equal to any in  
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**REDUCED PRICE**

\$3.10 per Case, Freight prepaid or  
 5 case lots. Special  
 prices for quantities make known on ap-  
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**H. A. NELSON & SONS**  
 TORONTO and MONTREAL



IS THE **MOTT'S** BEST.  
 ASK FOR

**DUNN'S  
 BAKING  
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 THE COOK'S BEST FRIEND  
 LARGEST SALE IN CANADA.

**CHOCOLAT MENIER**



Annual sales exceed 33 million lbs.

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**CHOCOLATE-MENIER**

Sent Free in your own name

To every one of your customers

Apply to **C. Alfred Chouillou, Agent, Montreal**

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

FINE GOODS OUR SPECIALTY.

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

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and Consumers are reached daily and weekly by our Advertisements in the leading newspapers of the Dominion, and are thus being constantly reminded that our . . .

Matches  
Wooden Ware  
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Indurated Ware  
&c., &c.,

Are the **Standard** goods, and the best in the market. It pays to handle **Eddy's** goods.

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THE **E. B. EDDY CO.**

**Mammoth Works** - - - **Hull, Canada.**

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PERKINS,  
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CANAD



“Standard Goods are the best to Handle”

THE STANDARD  
PICKLE



LAZENBY'S

Don't deal in second-rate goods; a reputation for selling the best articles will draw the most trade.

THE  
STANDARD  
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Where you can get Lazenby's Goods :

PERKINS, INCE & CO. }  
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And Many Others.

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# Gillard's New Pickle

Far superior to every other kind.  
The most delicious made.

# Gillard's New Sauce

Is made only from the finest  
ingredients.

Sold retail at 25c. Half Pint Bottle.

Undoubtedly the Best Value offered to Canadian Consumers.

Both these lines are put up by GILLARD & CO., London, England, and sold wholesale by W. H. GILLARD & CO., of Hamilton, who are sole agents for Western Ontario.

A trial of Gillard's New Pickle will convince the most conservative that nothing has been offered that will compare with them in quality and flavor.

**YOU MUST TRY THEM  
TO BE THE JUDGE.**

Once tried, consumers cannot resist the temptation to buy again. Put up 2 dozen in a case, and trial orders filled at the 5 case price.

**Enquiries Solicited. Orders Promptly Executed. Satisfaction Guaranteed.**

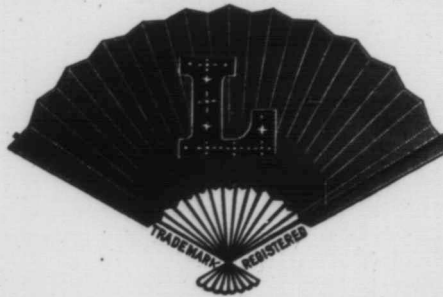
Every retailer in the City of Hamilton is selling these goods. They cost a little more than ordinary goods, but no objection is made on the part of Canadian consumers to pay a fair price for a really first-class article.

**W. H. Gillard & Co.,** Wholesale Grocers, Teas, Spice Dealers, **Hamilton, Ontario.**

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Importers of the Celebrated **"Fan" Brand Teas.**

- Rose's Lime Juice, Qt. Bottles.
- Morton's Raspberry Vinegar, Qt. Bottles
- " White Wine " " "
- " Crystal " " "
- Keiller's Dundee Marmalade, 1 lb. Jars.
- " " " 1/2 lb. Tins.



*New  
Morning  
Congous*

**GILLARDS' LONDON PICKLES. ROBERTS' TABLE JELLIES AND CREAMS**

**BURNHAM'S  
CLAM  
BOUILLON.**

## IT IS A GREAT SUCCESS.

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

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



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# THE CANADIAN GROCER

PUBLISHED WEEKLY.  
\$2.00 PER YEAR

## & GENERAL STOREKEEPER

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

Vol. VII.

TORONTO, AUGUST 4, 1893.

No. 31

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

THE J. B. McLEAN PUBLISHING COMPANY,  
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AND  
TRADE JOURNAL PUBLISHERS.

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The consumption of coffee in Europe and in the United States has been on the whole remarkably steady during the past couple of years. This is evidenced by recent reports. For the year ending June 30 last the United States and Europe combined consumed 10,946,228 bags against 10,804,551 the previous year. Of these totals the latter took 6,547,679 bags in 1893 and 6,392,719 bags in 1892, and the former 4,398,549 bags in 1893 and 4,411,832 bags in 1892. According to these figures the deliveries in Europe were 154,960 bags larger in 1893 than in 1892, while in the United States they were 13,283 bags smaller. In tons the aggregated deliveries in these two consuming centres of the world for the year ending June 30 last were 647,000, while the average for the four years ending Dec. 31, 1892, were 651,384 tons. "It is fair," with these figures as a basis," says the American Grocer, to whom we are indebted for the figures. "to estimate that the world requires an annual supply of 650,000 to 660,000 tons (11,050,000 to 11,220,000 bags), and until the production exceeds this quantity there is not much chance of a return to the low prices of 1886." That the total consumption should be larger in 1893 than in 1892 is somewhat a matter for surprise when the

fact is taken into consideration that during the one high prices ruled and during the other the opposite was largely the case.

The receipts of coffee at Rio and Santos, the two great distributing ports in Brazil, were 6,202,000 bags for the year ending June 30 last, compared with 7,397,000 bags the year before. Notwithstanding this decrease of 1,195,000 bags, the crop was rather above the average—6,008,800 bags—of the past five years. A decrease is also exhibited in the exports from the two ports referred to compared with 1892, but here too the total was above the average of the previous five years by some 275,000 bags.

Brazil produces about 54½ per cent. of the world's supply of coffee, but, how long she will be able to maintain that position is a query. The coffee lands are gradually getting farther away from the shipping ports. This, under any system of transportation would be undesirable, but in Brazil, where the old pack mule is the chief means of bringing the coffee down to the coast, it is all the more so. The longer the journey means not only increased cost of transportation, but also greater liability to damage by exposure. This latter is said to be sometimes no unimportant matter. In fact to it has been attributed, to some extent at least, the scarcity of first class grades of Rio coffee.

The financial situation in the United States shows some signs of an improvement; and it is to be hoped that they will be permanent. While we in Canada are not directly interested we are indirectly so, just as when misfortune strikes one neighbor the sympathies of the other are aroused, particularly if they also have business relationship with each other, as happens to be the case with Can-

ada and the United States. The tonics which are bringing about the healthier conditions are the expectation of the repeal of the silver law and the turn America-wards of the gold tide. President Cleveland is determined upon the unconditional repeal of the silver law. He has placed himself on record to that effect. And while this may delay the repeal in the first instance it is scarcely likely that any time will in the long run be lost. In any case the free silver men will make a long and a bitter fight, and they would be hardly less willing to accept a compromise that did not give them at least nearly as much as was taken from them than they would be to give up all. With public opinion as it is it is evident that Congress dare throw no sop to the free silver men that will be large enough to mollify them. Under such circumstances the wisest thing to do is to adopt the plan of campaign mapped out by President Cleveland. If the advocates of repeal should perchance not succeed, the last condition of affairs in the United States would be worse than the first. It was when the President called for a special session of Congress for August 7 that public confidence began to be restored. If the object for which it is called is not attained that little confidence will sink lower in the financial horizon than ever before. And what that means is obvious. The duty of Congress is to unconditionally repeal the silver law. After that if anything reasonable can be done for the silver men well and good. But until concerted international action is taken the United States cannot do much for either the silver miners or for restoring silver to the place it once occupied as a factor in the currency.

Confidence is one of the most important essentials in the commercial world. As the

We cover the ground from the Atlantic to the Pacific, and have double the circulation of any other journal in Canada.

keel is to the vessel so is confidence to trade. Remove the one or the other and over will go either vessel or trade at the first blast. There have been many instances of this in the United States during the last few months. When the whirlwind that had its origin in unwise silver legislation began to sweep across that country, menacing credit and trade, the nation became alarmed. Some even more so than the conditions warranted. When people lose their heads they are little fit for anything, particularly business, and at the cry of "wolf" will run without stopping to see whether there is a wolf or not. Possessed by this fear the people in some of the Western States have been making runs upon and bearing to the ground banks that, in many instances, were sound. Although some of these banks are resuming business again, much of the injury that has resulted from the runs consequent upon a lack of confidence is irreparable.

Individual merchants as well as people in general can glean lessons from the recent runs on banks in the Western States. To succeed in business a man must have courage. Obstacles surround him on every side. He can not get around them. He has either to surmount them or run away from them. Some choose the latter course. The mole hill they magnify into a mountain and, throwing up their hands in despair they run from it. Their mole hills are sometimes in the shape of accounts falling due, and then in despair, some merchants throw themselves into the arms of an assignee or flee pell-well the country, when infrequently there is no reason for any such action. Instances of this are continually occurring, one only a few weeks ago. In this particular instance the frightened one was a large flour dealer, who, because the markets had gone against him and trade was dull, he, in a moment of weakness, assigned. When his affairs were investigated experts failed to discover any reason why he should have assigned and when the hour set for the meeting of the creditors arrived the insolvent and the assignee were the only ones to put in an appearance. What the business man of to-day wants is a foundation made up of experience, capital, tenacity and continuity. With a foundation such as that confidence will not be wanting when demands are made upon it.

It is often not till after their discontinuance is found to be unprofitable that dis-

honest practices are discontinued. When there were not so many competitors for the European wheat market the exporter was not so particular as he now is about fraudulently mixing different grades with dishonest intent. And when China produced the world's supply of tea she fell into habits dishonest as well as habits careless. Now, as a result partly of the latter and partly because of competition for the consuming markets, she is awakening to the necessity of mending her ways. One of the ways in which she proposes to do so is in regard to the manufacture of what is significantly known as "Lie tea." This tea, it seems, is not made from the genuine leaf, and to this fact is due much of the loss of prestige of China tea. Now that China has fallen back to third place among the tea producers of the world the Government of that country has come to the conclusion that it is time for it to be up and doing something; and one of the ways in which it proposes to do something is by prohibiting the manufacture, sale and purchase of "Lie tea." An edict to this effect has gone forth, and the punishment promised for disobedience is imprisonment for life.

A woman was the other day convicted in London, England, of fraud. In the evidence it came out that she was employed by a manufacturer at wages that were not enough to keep body and soul together. It was to keep the two from going assunder that led her to defraud her employer. An English trade paper in commenting on the same remarked: "However he (the employer) may be blamed this man must not stand alone. To the full the purchasers must share the blame." This line of argument, to our mind, has little or no legs upon which to stand. No man, whether he be saint or sinner, preacher or layman, wholesaler or retailer, manufacturer or consumer, can be blamed if he buys a thing cheap as long as it has not been stolen. The price of an article is not determined by the whim of this or that purchaser. It is the law of supply and demand that is the great governor. If the manufacturers in any given article turn out more than the market can absorb the price will naturally fall, and so will the remuneration of the employee. The same results are obtained if, in the rush to get business, merchants undersell each other. If merchants and manufacturers cut and slash prices the consumer cannot be blamed if he takes advantage of it. To blame the purchaser because Jones the grocer, Brown the tailor, Smith the hardware man, or Johnson the boot and shoe dealer, sell their goods below cost and do not give their clerks sufficient remuneration is unreasonable. Most of the evils, such as inadequate profits, bad debts, etc., that beset business men are of their own making, and it is no use anyone trying to deny it.

#### CHATS WITH BUSINESS MEN.

"The apple crop north," said a traveler to me Saturday, "is a failure. I saw tree after tree that had not a single apple on it. Do you know I think there is money in dried apples. You can buy them at about 4c. and I believe that in the spring you will be able to 7c. for them. But you have got to hold them. That is the worst of it."

• • •

"Homer & Co. of Gravenhurst, and Rosseau are doing an exceptionally fine trade this season," remarked a commercial traveler who has just been up that way. "They are doing a particularly good business at their Rosseau store with the tourists on the different islands. Just now Muskoka is booming as far as the tourists' trade is concerned. By-the-by, I noticed in the papers that W. Hanna & Co. of Port Carling, had been burned out. Well that is only partially true. The fire broke out in the rear of their establishment, and although it destroyed all the trees in their orchard and licked up their stables the store remained intact and business is as brisk as ever; and it is brisk. Yes they had a pretty close shave, closer than they want again you can bet."

• • •

"It's peculiar the excuses that are advanced by some grocers why they cannot close early," said a man to me the other day who is an advocate of early closing. "I heard of one the other day that I'll have to tell you about. A man was carrying a petition up Dundas street the other day asking the storekeepers to close that afternoon. When he went into one grocery store the proprietor replied: 'No, I can't. Look at all those goods there on the floor that I have got to deliver, and I'm short-handed too.' The man carrying the petition then went across the street to get a butcher to sign it, and to him he related the grocers' excuse. 'Just wait,' said the butcher with a laugh. 'In a little while you'll see him put them goods in his waggon and deliver them—at his own back door.' The man waited, and sure enough the grocer did as the butcher said he would."

"Yes, no doubt there is more prejudice against white salmon than there really should be," said a wholesaler to me. "And still I don't know that we could expect much other. Why? Well you see it is like this: There has been a good deal of fraud practiced in regard to white salmon by people putting up as white salmon fish that are not white salmon. I can't for the moment think of the name of the fish. For red salmon they cannot substitute any other fish, and this is a good deal the reason why people have more confidence in red salmon. You know white salmon is all right. As a matter of fact the salmon that come from the Lower Provinces are white, and they are excellent fish you know."

BYSTANDER.

#### HOLIDAY

The members' Association excursion to Most of the boat, but a good and 2 o'clock

All told the or more in the number.

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**HOLIDAYING RETAIL GROCERS.**

The members of the Toronto Retail Grocers' Association and their friends held an excursion to Niagara Falls on Wednesday. Most of the party went over on the first boat, but a good many followed on the 9, 11 and 2 o'clock boats.

All told there were probably eight hundred or more in the party, and I made one of the number.

No class of men stick so closely to business as retail grocers; and no class of men give themselves more up to pleasure when they are out than do they. But then I suppose that is natural. Chain up your dog for a week or so. Then one bright summer's day let him loose and take him into the country; not into your neighbor's garden on any account, for that dog will bark and yell, frisk and tear, roll and scratch in a manner that would be allowable only in a ten-acre field after the kine and the horses had shorn it of the succulent grass and the purpose of the farmer was to give it a treatment of ploughshare and harrows. Of course the grocer does not bark, frisk and tear up the grass like a dog when he is picnicking. But as far as extracting pleasure from moments of freedom is concerned, the grocer is unsurpassed by the canine or in fact anything "on God's green earth," as an old friend of mine used to say, when he wished to be expressive. And that is why I like to be with the retail grocers of Toronto—or of any other city for that matter—when they have one of their periodical worshipping days at the shrine of pleasure. I don't think it can be for any other season, for I am neither a grocer nor the son of a grocer. True I might have inherited the peculiarity from an ancestor of the second or third generation back who did, so I've been told, dabble a little in teas. And then I must not forget that when I was a frisky seven-year-old I used to steal over to the corner grocery and make up cornucopias for lolly-pops. But then I don't think it was that made me like the company of grocers, for it was seldom that I got any reward for my industry. That specie of grocer I have found to be the exception, not the rule. If it was the opposite there would be no good times at grocers' picnics like we had Wednesday. Mean men can't enjoy themselves.

On the trip up the electric railway from Queenston to the Falls those of us who were on the first three or four cars were treated to something besides glimpses of the unsurpassing scenery with which the route abounds. We had about climbed the

heights, and were almost under the shadow of Brock's monument when the power proved unequal to the task of taking us to the table land above. And there we lay with a most delightful piece of scenery stretching away toward Lake Ontario at our feet. In our car was Frank Gallow, and mounting the front platform he for a time entertained us by describing in eloquent terms the surrounding scenery. Then he requested a photographer who was on board to take a snap shot at us, but he excused himself on the ground that good pictures were not obtained from faces upon which patience was so strongly depicted. And so my hopes of being "took" were short lived. Just then somebody suggested that two brindle cows which were working their way through the undergrowth on the hill-side below be harnessed to the car. Somebody else seconded, and we all agreed. But how to get them over or through the barbed-wire fence was the query. And while we were each suggesting ways and means the bovines vanished in the shrubbery. Fortunately, however, at that moment the fellow at the power house put more grease to his elbow and we moved off, but oh, so slow. On the table land it was all right, and we went like the wind; that is as fast as a fifteen or twenty mile breeze. And we all forgot our delay in the thousand and one things that attracted our attention and our admiration. My "better half" whispered in my ear: "Quite a different expression on their faces now, isn't there?" I said "Yes." I always give the kind of answer she wants, but this time the answer she desired was the one I was pleased to give. There was a change indeed.

The Falls were looking their prettiest, and the occasional fleecy cloud that would throw its shadow over them only made them look all the more beautiful afterwards. The arrangements made by the managing committee were admirable, and the pleasures of many an excursionist were greater and their pockets heavier afterwards than they otherwise would have been but for this. The Highlanders' band, which accompanied the excursionists, was posted under the spreading branches of the park trees and dispensed a liberal supply of excellent music during the day.

Who were there? Well, really that is difficult to say. There were a good many retail grocers there that I did not expect to see, while all that I expected to see were there too. The grocers' clerks were there with their best girls, and the grocers were accompanied by their wives and families; and goodness knows some of them are pretty big. I mean the families. Then I noticed a pretty general turn out of the city travellers. Among those I came across were: Frank Gallow, president of the City Travellers' Association; Ben Dack, James Owen, Chas. Shields, J. Mortimer, T. Holman, Bob Woods and Findlay McDonald. The only

wholesalers I saw were J. W. Lang and P. Larkin, although I guess about every house in the trade was represented and that well, too, in some way or other. Of wholesale commission men I saw James E. Bailie and John Hawley. Among the eight hundred were also scattered an odd butcher or so. And by-the-by, I must not forget H. Wright, or that he said he was as pleased with the excursion as he was with the sales of Petti-john's California breakfast foods.

About the success of the picnic there is no doubt. Everybody said so, and to these gentlemen forming the managing committee it is largely due: President Clark, Vice-President Gibson, Secretary Corrie, Treasurer McMillan, A. G. Booth, R. Mills, A. White, H. W. McCulloch, J. S. Bond, F. S. Roberts, W. J. Sykes, H. W. Marmion and A. G. Marmion.

BYSTANDER.

**HINTS FOR BOYS.**

A gentleman advertised for a boy to assist him in his office, and nearly fifty applicants presented themselves before him. Out of the whole number he selected one and dismissed the rest. "I should like to know," said a friend, "on what ground you selected that boy without a single recommendation?" "You are mistaken," said the gentleman, "but he has a great many. He wiped his feet when he came in, and closed the door after him, showing that he was careful; gave up his seat to that lame old man, showing that he was kind and thoughtful; he took off his cap when he came in, answered my questions promptly and respectfully, showing that he was polite and gentlemanly; he picked up a book which I had purposely laid upon the floor, and replaced it on the table, while all the rest stepped over it or pushed it aside; and he waited quietly for his turn, instead of pushing or crowding, showing that he was honest and orderly. When I talked with him I noticed that his clothes were carefully brushed, his hair in nice order, and his teeth as white as milk; and when he wrote his name I noticed that his finger nails were clean, instead of being tipped with jet like that handsome little fellow's in the blue jacket. Don't you call these letters of recommendation? I do, and I would give more for what I can tell about a boy by using my eyes ten minutes than all the letters of recommendation he can give me.—Scientific American.

The Toronto City Travellers' Association have chartered the steamer Chippewa for a promenade concert on the night of August 21. The band of the Highland regiment has been secured for the occasion.

A despatch to the Empire says that the run of salmon in British Columbia has increased, and the pack promises to be the largest on record.

### A DAY WITH LONDON GROCERS.

Whew! but we had a giddy time. Everybody that was anybody was at the annual picnic of the London Retail Grocers last week. I was there. Even now I lay awake at night thinking of it. The fun began at early morn and lasted till dewey eve. It started with a hip, hurrah, zest, spirit, and go that characterizes the London retail merchant. Nothing tended to mar the joyousness of the event. The elements smiled propitiously and the citizens lent an unstinted patronage. Business in all its branches was, to a great extent, suspended, in order that both employers and employees might take part in the general festivities. Fully 5,000 people congregated on the grounds and a more happy and good-natured assembly could not be readily imagined.

From the shady recollection which now dawns upon me I remember of landing in the market square at about ten o'clock a.m. The din, rush and bustle made by gaily decorated grocery wagons and their drivers preparing for the great procession was bewildering. All rushed around madly as if their life depended on their touching every point of the compass every two minutes. Finally, by the herculean efforts of the worthy president and vice-president, Mr. W. H. Ferguson and Mr. John Moule, the wagons and carriages formed up in procession. The Seventh band led, playing sweet music, and then came the decorated delivery wagons, with the cabs and carriages behind, in which were seated the men who made the picnic what it was. Every cab in the city was out; all were filled, and if there was a solitary grocery store unrepresented it would be difficult to recall it. The decorations of the delivery wagons were very gay and tasteful. Messrs. A. McCormick & Sons' wagon, drawn by two handsome mules, occupied the place of honor after the band. W. H. Ferguson's, the Queen's grocery, was conspicuous because of a large portrait of Her Majesty. "Sterling" soap had a big floral horse; shoe over the horse's back. Sanborn's had a lot of boys and a big water-melon. Ald. John Moule had a four-in-hand that attracted much admiration. Lawrason's wonderful soap was represented by a gorgeously decked wagon in which a number of colored gentlemen made fun for the crowd. Fitzgerald's wagon was topped with "Little Billee," a pretty live figure that invited everyone to "come out and spend the day with Willum." Piper Geo. Angus occupied a prominent place in the procession. W. J. Reid & Co. had a fine display of wares from their annex store. McLeod's Branton's, T. A. Rowat, Wilson & Ranahan's C. J. Wall's, Shea's McCutcheon's, R. A. Jones, Harley's, The

Bee Hive, and Shoebottom & Corrigan, all were represented with handsomely decorated wagons.

The prize for the best decorated wagon fell to A. McCormick & Sons, James Annett's second, William Ferguson's third, Frank Harley's fourth, H. Branton's fifth and McLeod's sixth. The judges were Messrs. Thomas Gillean and John Fairgrievies.

After reaching the park the first thing on the programme was the baseball match, Wholesale vs. Retail, for a prize of \$20, which was won by the retailers by one run. I think I hear them arguing that ball game yet. The wholesalers say the retailers cannot play ball a little bit, and the retailers claim they can knock the tar from out the wholesalers any time. However, they both play well.

By the time the baseball match was ended the grand stand had filled up, and the games commenced. The games and races were very efficiently managed by the committee, Messrs. W. H. Ferguson, C. J. Wall, John Moule, Vanston, D. Mackenzie, John Fairgrievies, T. Gillean, Frank Barnard, Jessie Symmonds and others. A good word must be said for the prizes offered. They were valuable, and of excellent quality, running up to \$5, \$6, \$10, and even \$12 to the winner in the principal events. Here are the results of the different contests:

Young men's race, 18 years of age and under, open to grocers' sons and employees—J. Gibbons, 1; W. Munn, 2; John Connor, 3.

Fat men's race, 200 lbs. or over to qualify—J. C. Trebilcock, 1; R. Woods, 2; E. McCormick, 3.

Bicycle race, one mile—H. K. McCormick, 1; E. Ramsay, 2; Ed. Russell, 3. Time, 3.42.

200 yard flat race—A. B. Caswell, 1; C. E. Caswell, 2.

Young ladies' race, 18 years and over—Miss Carrie Gieves, 1; Miss Chantler, 2.

Horse race for grocers' horses, walk half a mile, trot half a mile, and go as you please half a mile. Annett's Lamp-lighter won the race by fast walking in the first half, getting so far ahead of the others that they could not come near him when they got a chance to trot. Wood's Dollie B. and Annett's Telephone Girl had a nice race for second place, which fell to Woods.

The wheelbarrow race, 100 yards and return, passenger and driver changing at the turn, was a laughable contest. Bockers and Jennings, 1; Caswell Bros., 2; Bennett and Altman, 3.

Sack race—B. Lewis, 1; R. Gould, 2; M. Tierney, 3.

Running race, half mile heats, best 2 in 3—Murphy's colt, 11; Ranahan's Nettie, 22; Murphy's Nettie, 33. Time, 1.30, 1.28 1-2.

Trotting race, mile heats, best 2 in 3—Turville's Charley, 11; Annett's Telephone Girl, 322; B. Wood's Jack, 233.

Annett's won the last heat from Wood's and second prize. Time, 3.12, 3.11, 3.14.

Leap frog race—Griffith and Lea, 1; Moore and Ranahan, 2; Lewis and McCormick, 3.

Committeemen's race—R. Woods, 1; C. J. Wall, 2; —, Ranahan, 3.

Race for drivers of delivery wagons—B. Lewis, 1; R. Maxwell, 2; James Baskerville, 3.

Sailor's hornpipe and sword dance—Hugh Galbraith, 1; Edith Patton, 2; Geo. May, 3.

Butcher boys' race, in costume, one mile dash—The first and second horses were Mitchelltree's and the third Murphy's.

Bicycle race, handicap—Glover, 1; Bennett, 2; Manville, 3.

Boot and shoe race, where the runners had to stop at 50 yards and take off their boots, and on returning put them on again—Caswell, 1; Leys, 2; Tierney, 3.

Married clerks' race—Henry Ranahan, 1; T. Hurley, 2; J. Rolston, 3.

Cigar race, in which the runners had to take off and put on their coats and vests and light a cigar—E. Altman, 1; William Bennett, 2; A. B. Caswell, 3.

Egg and spoon race, in which the contestants had to carry a spoon in their mouths and balance an egg on it—Henry Branton, 1; James Jupp, 2; C. E. Caswell, 3.

Obstacle race—H. Backus, 1; Allen Leys, 2; C. E. Caswell, 3.

Members' race—R. W. Rolston, 1; John Murphy, 2.

Menagerie race—Driving a chicken with a string around its leg. It was very funny. A big white rooster ran away ahead, then turned and ran back again, a slow old hen trotting in first. The race illustrated the contrariness of feathered bipeds. Branton took first, Rolston second and Leys third.

The reporters' race fell to a fleet-footed correspondent of Ayer's Almanac. A gentleman who writes shorthand with a coupling-pin came second, but he was ruled out in favor of a handpress kicker, who got second prize.

The eating match made the people shriek with laughter. Slices of bread dangling on the ends of strings were attacked by the boys with hands tied behind them, and it took some of them five minutes to get a bite. Vic Chamberlain got through first, Frank Stenson second, and W. Burrows third.

Little 4-year-old Susie McGill gave an exhibition dance for a special prize, and did very nicely.

Thus ended the great picnic. Everybody went away happy and satisfied, myself among them. One thing I admired about the London trade is the manner in which they pull together. All seem intent upon helping each other. I have to thank the managing committee for their courtesy and attentions, par-

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ticularly the president, Mr. Fergusson, who is a whole-souled, genial gentleman, proud of his Irish ancestry, and proud to proclaim Canada his home. "My boy," he says to me, "Canada is the greatest country under the sun," and I believed him.

John Moule was happy the whole day long, and tried to make everyone else so. The only thing that Mr. William Horner regretted was that he was too fat to run in the fat man's race. Mr. A. MacCormick, one of the oldest grocers in London, and past-president of the association, kept his eye open to see that everything was going right, and the secretary, E. Sutton, has a life job if he will only keep it.

THE HUSTLER.

### THE REWARDS OF INDUSTRY AND ECONOMY.

Circumstances may to some extent assist or retard the progress of the individual along the road that leads to wealth and influence, but it is entirely a question of personal character as to whether success is ultimately attained or not. Luck cuts no figure in the problem, and the sooner the young aspirant for business honors disabuses his mind of the notion that success is dependent upon luck, the sooner will he rise above his present position. "If only I had So-and-So's luck," is an exclamation often uttered by young men, who lack everything perhaps that is requisite to success except ambition and good health. With the most favorable circumstances this class of young men would miss their aims, because they either do not know how to proceed, or are incapable of the sacrifice of ease or comfort, and therefore allow whatever ambition they possess to exhale itself in sighs and plaints. The instances of remarkable material success attained by men with very unpromising beginnings, are sufficiently numerous, one would suppose, to convince doubting Thomases that success in business is dependent upon one's own exertions. Perhaps a good many young men in subordinate positions are well aware of this truth, yet imagine that no special effort save economical living is demanded of them until they have succeeded in entering business on their own account. This is as gross a delusion as the notion that luck is a factor in the problem of how to achieve success. The individual who has never distinguished himself by faithful and assiduous devotion to duty, as an assistant in the store would hardly make a shining success of the business if it should ever pass into his own hands. A habit of hard work must be formed, skill acquired by close attention to the business, and sound business principles instilled, if the clerk is ever to be worth his salt as a merchant. The clerkship period is the period for the formation of character, provided the

individual enters upon his duties immediately after leaving school, and is, therefore, the most critical time in the future merchant's life. Slothful or dissipated habits formed then may be impossible to ever shake off. Unfaithful conduct to one's employer may sap the integrity which should form no small item in the capital of the merchant that is to be—in fact, the injury inflicted on the interests of the employer is far less serious than that which the lazy, inefficient and faithless clerk suffers by his own acts.—*Merchants' Review.*

### SUGAR CONSUMPTION.

It is a most remarkable fact that since 1880 sugar consumption has increased on this continent from forty-three pounds to sixty-nine pounds per capita. It is said that the amount of sugar consumed by a people is in direct ratio with their civilization. In view of this theory, it is interesting to observe that Italy, Turkey and Norway use eight pounds per capita yearly; Russia, Greece and Spain use ten pounds; Austria uses fifteen pounds; Germany and Sweden, twenty-three pounds; Holland, twenty-seven; France, twenty-nine pounds; Switzerland, twenty-three pounds; England, seventy-nine pounds.—*The Sugar Bowl.*

### NEW PACK TOMATOES.

New pack canned tomatoes will be coming forward in moderate quantities during the next week or ten days. Some have already been received and dealt out to the retail trade at about \$1.25 per dozen. After the middle of August there is likely to be a good supply from deliveries on "future" contracts made early in the season at a cost of about 90 to 95c. laid down here for standard 3-lb. goods. On Saturday some spot stock was offered at \$1.15, and early future shipments at \$1 in Baltimore, which would indicate that prices are gradually getting down to a normal level. That really cheap tomatoes can safely be calculated upon is, however, rather doubtful. In any event it is a well established fact that the new season opens with unprecedented light stocks in the hands of packers and jobbers, and to all accounts retailers have less than their usual quantity. Regarding the coming crops and the pack there is a great deal of uncertainty. The crop thus far is backward, but may ultimately afford sufficient supply for a good pack. Cannerymen are inconvenienced somewhat by general financial conditions, but to what extent their operations may be restricted thereby is extremely problematical. The important fact remains, however, that not only the very heavy pack of last season, but a considerable "carryover" from previous seasons, to

say nothing of stock brought from Europe, Canada, and the Pacific Coast, has been practically all used up. There is nothing to indicate that the consumption will be smaller during the next 12 months.—*N.Y. Journal of Commerce.*

### TEMPERATURE AND CANNED FOODS.

Concerning the keeping qualities of canned foods when exposed to extremes of heat and cold, U.S. Adjutant-General Williams, in a recent army circular, published the following information:

"Apples, peaches, pears, rhubarb, green peas, green corn, onions, potatoes and tomatoes were all subject (at Lady Franklin Bay) to extreme temperatures (over 60 degrees below zero), and were solid for months at a time. The second summer they thawed, the following winter they froze solid again. All the articles named presented the same appearance as though freshly canned, and their flavor was as good when the last can was eaten as in the first month. It should be understood that these were first-class canned goods and from dealers of standing and reliability. Cranberry sauce, preserved damsons, preserved peaches, and fruit butters suffered certain changes from candying, etc., which detracted somewhat from their flavor, though not materially so. Dealers in such preserves predicted that such conditions and changes would occur. I had also canned turnips, squash, beets and carrots, as well as pineapples, cherries, grapes, clams, shrimps and crabs, which, although not subjected to such extreme temperature as the foregoing, yet froze and thawed repeatedly without injury. No can of any kind except a few, say half a dozen of fruit butters, was ever burst by action of cold or heat."

Dr. Simson Pratt of the British army says:

"Taking my experience in India and the late Nile expedition, in which the test of tinned provisions was exceptionally severe from continued exposure to the powerful direct rays of the sun, I have found that tinned provisions, meat and vegetables put up separately or combined in the form of soups, are practically undamageable by any climatic heat.

"The only class of provisions that, in my experience, suffers from great heat is that of uncooked articles, such as butter, cheese and some forms of potted meats."

A little boy once defined "salt" as the "stuff that makes potatoes taste bad when you don't put any of it on!" This delightful definition suggests that what not to do is as important a question in developing a success as the question of what to do, and suggests also that the negative qualities in a merchant's equipment may be as necessary to consider as his positive requirements, says *The Keystone.*

### THE QUESTION OF TEA TARES.

DEAR GROCER,—When the truth is told fearlessly and abuses are exposed and brought to light sometimes it hurts persons, and makes them feel sore. I am pleased to know that my letters are not passed by unread; and there is at least one of your readers who notices them and deems it necessary to expose his ignorance in not knowing that some wholesale dealers are not infallible. He seems to lament the fact that they are found willing to acknowledge this, a virtue which your correspondent D. G. Whittaker evidently does not possess, and his views regarding journalistic etiquette must have originated somewhere in the backwoods, probably in the neighborhood of Elora or Hogshollow.

He admits that some grocers do not weigh their teas, a fact which my statements showed, and my warning to them therefore was a good one. I have much sympathy for a man or firm who may deceive and cheat his or their customers either by "dosing" a tea or in shipping a tea not according to sample shown, or in robbing a dealer of four lbs. tare on each package, or not allowing tares at all, because in so doing they are on the sure road to ruin.

I have no desire in vieing Mark Twain or his readers as a humorist, but facts are stubborn things, and if THE GROCER will promise to publish them, I will furnish enough evidence to verify my statements and the names and persons shall be vouched for, as they can be seen in business, and their names found in the city directory, and are known to be genuine and not counterfeits, unlike your correspondent's name, which cannot be found either in business nor in the city directory. I did not claim to give two pounds more tare on packages of tea than anybody else—excepting those who rob their customers—but I am proud to say that the firm which I represent gives to their customers just and proper tares at all times and in all cases, and my former statements showed this to be true.

Regarding the latter portion of your correspondent's remarks, where he tries to cover up his own baseness in altering the meaning of my remarks to suit his own iniquitous desires, let me state that I did not accuse young men of "getting ahead of their customers," but I drew attention to those persons calling themselves "tea experts" and "brokers" and those "wholesale grocers" who practice such deceptions, that they should set a better example before their employees than cheating in weights, and in giving short tares and dosing teas with foreign matter that no less an amount than \$8 was demanded and had to be allowed on one package of Indian tea, it having being "dosed" to that extent.

If any errors of mine in life (for there have been many) will prove to be a warning to others in leading them from indulging in

wrong doing, I shall not lament the fact on their part, but I shall feel thankful—not for my errors—but that I had courage and manhood enough to quit foolishness and turn from error and folly in learning to do good, realizing my individual responsibility for all my acts, and I am accountable to none but to Him who seeth and knoweth all things and who demandeth restitution to be made by man to man as far as in him lies. I am proud of the name which my parents gave me, and I have no desire with all its ugliness to dishonor them by changing or bartering it away for a spurious nom-de-plume. Shakespeare says, "He that steals my purse steals trash, but he that robs me of my good name enricheth not himself but maketh me poor indeed." How much poorer then, is a man when he stoops to rob himself and belies the name of his father who gave it him.

Respectfully yours,

STEPHEN HUSTWITT,

46 Front street east.

Toronto, July 22, 1893.

### TARIFF CHANGES.

The Customs Department has decided that brass pumps, whether hand or stationary, are dutiable at the rate of 35 per cent. Hitherto there has been a lack of uniformity.

The attention of the Customs Department has been called to the practice which obtains at some ports in the case of goods of small value imported by express, of ignoring for the purposes of duty any parcel of a less value than fifty cents, and of charging duty on a value of one dollar upon all parcels of a value of fifty cents or over. This practice not being sanctioned by law, collectors have been instructed that for the future all parcels coming by mail or express must be entered at the exact cost to the importers for the same, and duty must be collected on such fractional parts of a dollar in each case.

### WHEN TO BUY.

This question is a matter hard to determine. When in need of goods, necessity compels buying at once, but if prices are not known to be right, the quantity bought may be regulated to present needs. We have known dealers to buy goods in July for September delivery, and have awakened to the fact that a good profit had been lost by buying too soon, and again we have known times when July prices could not be duplicated in September. While considerable reliance may be placed upon the representation of an honorable salesman, as to the probable advance or decline in prices, yet, generally speaking, the best results come from the merchant's own careful consideration and conclusions. Before it is necessary for him to buy in quantity it is advisable to ask different houses for discounts, or best net prices, upon the receipt of which he will know how to intelligently handle the quotations given him by the salesman. However,

better prices from the house than the salesman can quote are a rarity. He not only knows the lowest margin his house will accept, but is thoroughly posted on the prices of his competitors. As a rule, it is safe to place your order in his care, and it should be attended to at a time in advance of actual need as will admit of some little delay, without creating the annoyances and vexations incident to hurried orders when the trade is on.—L. S. Bonbrake, in Business.

### HINTS FOR SAUSAGE MAKERS.

The best way to color polonies is to fill a large tub with boiling water, to every 10 gallons of which should be added 1 ounce of camwood extract. The polonies should be placed in this coloring immediately after being removed from the boiler. Half a minute will be found sufficient to color them thoroughly. They should be well stirred round with a stick during their immersion in the coloring matter, and on being removed should be spread out on clean straw to dry.

Polony Seasoning No. 1.—4 lbs. best ground white pepper, 6 ozs. ground mace, 8 ozs. ground coriander, 4 ozs. cayenne, 10 lbs. salt. To be well mixed.

No. 2.—2 lbs. ground white pepper, 3 ozs. cayenne, 8 ozs. ground Jamaica mace, 2 ozs. cinnamon, 3 ozs. ground ginger, 6 lbs. salt. To be well mixed.

No. 3.—3 lbs. ground white pepper, 3 ozs. ground mace, 3 ozs. cayenne, 7 lbs. salt. To be well mixed.

No. 4.—6 lbs. ground white pepper, 12 ozs. ground coriander, 8 ozs. ground Jamaica ginger, 2 ozs. ground cloves, 8 ozs. cayenne, 14 lbs. salt. To be well mixed.

No. 5.—2 lbs. ground white pepper, 3 ozs. ground mace, 1½ ozs. ground nutmeg, 1 oz. ground cloves, 1 oz. cayenne, 5 lbs. salt. To be well mixed.

It is to every maker's interest to use nothing but the best camwood extract for the coloring of polonies, as it keeps its color for a considerable time, whereas all substitutes invariably turn the article almost black in the course of a few hours.—National Provisioner.

S. S. Warrimoo, of the Canadian-Australian line, sailed for Sydney via Honolulu and Brisbane last night. Some hours before sailing every available inch of cargo room was filled up, and she had to refuse a quantity of lumber and other freight. She has in all over 1,000 tons aboard, the cargo for the different ports consisting of the following: For Honolulu—50 tons coal, 500 bbls lime, 600 bundles shingles, and a quantity of lumber; for Brisbane—600 bundles shingles, 4 tons dried salmon; for Sydney—4 carloads of agricultural implements, 100,000 feet of lumber, 250,000 laths, 6 tons of dried salmon, and between 50 and 60 tons of general merchandise. The cold storage chamber is filled with salmon. She will also take on at Victoria 100 cases of salmon for Australia. Besides this she has a quantity of samples on board. She took 14 sacks of mail, and had 19 saloon and 9 steerage passengers.—News-Advertiser, Vancouver.

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# JELLY made with PLYMOUTH ROCK

Phosphated Gelatine, will tone up, invigorate the system and prevent DYSPEPSIA. For Snow Pudding, Jellies, Creams, Blanc Manges, etc., it has no peer.

Try a Sample Dozen from our Travellers.

**LUCAS, STEELE & BRISTOL,  
HAMILTON**

ALL LOVERS OF A REALLY GOOD CUP OF TEA

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Wholesale Agents, JAMES TURNER & CO., Hamilton.

Extra values in New Season's Japan Teas.

Extra values in New Season's Congous.

Extra values in Ceylons and Assams.

Extra values in Dargeelings.

Extra values in Blue Mountain Coffee.

Write us for samples.



**BALFOUR & CO.,** Wholesale Grocers and Importers of Teas, **Hamilton**



## The "Monsoon" Brands

Of Indian and Ceylon Teas have proved themselves to be what the Canadian public want. They are RICH, FLAVORY Teas of GREAT STRENGTH. They defy competition with any other brand now offered to the trade.

In cases of 60 1 lb. or 120 1-2 lb. packets. Cases can be assorted ones and halves and Indians and Ceylons.

We are the only wholesale house in Canada that devotes its attention exclusively to Indian and Ceylon Teas.

**STEEL, HAYTER & CO.,** Growers,

11 and 13 Front St., Toronto.

### COD LIVER OIL FOR GROCERS.

THE GROCER has more than once of late urged the trade to pay more attention to patent medicines, at the same time urging that as much care should be exercised in selecting them as in ordering a bill of goods that are more strictly speaking groceries. One article that the grocer or general merchant can handle with safety is a good brand of cod liver oil, such, for instance, as that which is now being put up by Stewart Munn & Co., of Montreal. It is known as "Munn's Genuine Cod Liver Oil," and is recommended by the highest medical authorities and druggists. Lyman Sons & Co., for instance, write: "We have pleasure in stating that your Frozen Process Cod Liver Oil has given good satisfaction to the trade generally throughout the country, and is estimated by many equal to the Norwegian oil. There is no sediment in the lots we have had, and it stands the cold test." The trade would do well to look into the matter.

### WILL JAPAN TEA GO UP?

Despite the present dullness of tea in Montreal and elsewhere there are many dealers on that market who claim that it would not be surprising if higher instead of lower prices ruled in the near future. In the first place they point to the fact that the Canadian Pacific Company has advanced their rate of freight one-half cent on tea, which is bound to have its effect on the spot prices in Montreal and elsewhere in Canada. In addition to this the rate of exchange, which has advanced 4d. in the last month, will also have to be calculated on in the case of sales at Montreal and other Canadian points. Besides these two facts, which they hold are influential enough in themselves to affect prices materially, advices from Japan do not seem to bear out the talk about low prices that has been going on. Circulars of the date of the first of July are to the effect that there has been an advance of from \$1 to \$2 per picul, while they add also that there has been considerable skirmishing around for tea. This fact Montreal importers hold is worthy of consideration, that is, those bullishly inclined, for, although a fair quantity of tea is coming here, the stock at present in Canada, they claim, is not anything like what it was at the same time last year. In fact, some of them place it all the way from 18,000 to 20,000 packages less than at the corresponding period last year. And, finally, owing to the peculiar monetary conditions south of the line, there has been no speculation in the U. S. at all, all the stock that has come in or is coming forward being on account of legitimate orders, which is another fact worthy of consideration in their opinion. All in all they make a pretty good case for themselves, and we outline it for what it is worth.

### SAYS IT IS NOTHING NEW.

"Say, Bystander," writes a city drummer, "that city traveller you met last week who told you how disappointed and perplexed he was because a certain well to do grocer on Queen Street west did not keep his word in sampling teas as he had promised to do, but put him and others off until a more convenient season, must surely be a greenhorn or a newcomer to work the city. Why the "boys" could tell you that it was never known during the twenty years which that retailer has been in business for him to fulfil a promise which he made with travellers until he had kept them running—fore-and-aft—for about a week or more. Even then they get no satisfaction for the cause of the delay. But if sugar or fruits had advanced suddenly  $\frac{1}{4}$  to  $\frac{1}{2}$  c. per lb. quite unexpectedly, the telephone would be brought into play right off, asking the wholesale houses 'if your city traveller—Charley or Bob—was in. I want to see him about that sugar on those Valencia raisins which he was showing me yesterday.' The city is full of 'em, Bystander. Thank your lucky stars that you are not a city drummer."

### PERSONAL MENTION.

Chas. Nairn, of Goderich, has returned from the World's Fair.

R. T. Macdonald, with Eby, Blain & Co., has again returned to duty after his holidays.

Captain Sloan of the Governor-General's Body Guard, has been promoted to the rank of major.

H. J. Irwin and — Colwill, merchants, of Arthur, have started out on an extensive holiday trip.

W. Dallas, of New York, was in Toronto this week. He reports an improvement in the Japan tea-market.

Mr. Gladstone dined yesterday evening with Mr. Colman at Belgrave-mansions.—London, Eng., Daily News, July 20.

Joseph Kilgour, of Mount Forest, who has been making an extensive holiday tour, can again be found knuckling down to business.

H. P. Eckardt is enjoying the sea breezes at Ocean Grove. He will be away two weeks, and in his absence his sample room is being looked after by Charles Kyle.

J. F. Eby is again back to business after a sojourn on the upper lakes. His injured limb is much better, and Mr. Eby is now able to go about without the aid of crutches.

J. W. McCabe has bought out J. W. Fortheringham, of Palmerston. Mr. M. was burned out in Elora, then he purchased a bankrupt stock at Mitchell, which he subsequently sold out.

Alex. Colson, son of Mr. C. E. Colson, Montreal, is now visiting Ontario cities, taking for the first time the route his popular governor has gone over for the last thirty years. He has done much bet-

ter than he expected. Speaking of pickles he says that notwithstanding the strong competition they have had this year, the sales of Crosse & Blackwell's goods increased fifty per cent. as compared with a year ago. This shows that Canadians are using larger quantities of imported goods each year.

J. Brownley, with Smith & Keighley, is taking his holidays. He will be away a couple of weeks, and will spend the most of his time in viewing the attractions at the "White City."

Peter Anderson, merchant, of Guelph, returned Friday last from Ottawa, where he has been attending the Oddfellows' convention. It was Mr. Anderson's first holiday for ten years, and he says he had a "high old time."

### A POSTMASTER WHO TUMBLED.

It was in a far west village of about 500 people, and the postmaster was so bland and courteous when the mail came in that I felt it my duty to give him a few words of praise.

"I hev to do it, hev to do it," he whispered in reply. "Come to the door with me. D'ye see them three graves ovey thar?"

"Yes."

"Them's my predecessors in office—three of 'em!"

"Postmasters who hev died, eh?"

"Postmasters who hev been killed, sir—wiped out right here because they didn't tumble to human natur' around a post office!"

"You must have a special brand of human nature in this town?" I queried.

"Exactly sir. Mebbe you noticed old Bill Wheeler? He's never got a letter in his life, and probably never will, but when he asks for mail I go over the hull grist, and do it mighty careful too. If I jest said, 'Nuthin' for you, Bill!' he'd out with a gun and blaze away. Did ye take notice of that one eyed feller—Jim Hastings? Of course I know thar ain't no letter fur him, but I hev to run 'em over and enquire about his health and keep him good natured. He shot the first postmaster here. P'raps you observed the little old woman with a bundle under her arm—John Dawson's wife? Her husband shot the second postmaster because he wouldn't open the office Sunday afternoon.

"And what was the third one shot for?"

"Got too high toned. Uncle Tom Wallace tried to get him out of bed at midnight to see if thar was a letter fur him, but he bucked. Uncle Tom kinder hated to shoot, but he felt that he orter do it fur an example."

"And do you get up nights?"

"I don't hev to. I leave the mail out here in a basket, keep a light burnin' and the door open, and if anyone wants to paw the grist over he's at liberty to do it. It's the same on Sundays, and I guess the folks are purty well satisfied with the way things is runnin'. Leastwise I hain't been shot at in the four months I've had the place, and I take that as a sign." M. QUAD.

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New Morning Congous  
New Medium Japan Teas  
Morton's Fresh Herrings

# DAVIDSON & HAY,

36 Yonge Street, TORONTO

TO OUR Business

We have just issued a new price list, and are sending one to each of our friends.

Drop us a card if you have not got yours.

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**SNOW DRIFT CO.**  
BRANTFORD.

**WINDOW DRESSING MADE EASY.**  
ANYONE CAN DO IT?

\$2.50 for \$1.75 Post-Paid, Entire Outfit.  
Book of 283 pages, 150 illustrations showing how to do the work. Sells at \$1.75, including Harman's Handy Hammer.  
"New Ideas," 40 pages, especially interesting to grocers. Sells at 50 cents.  
"Bon Ami," a cleaner that cleans anything and everything, from the kitchen to the finest plate glass. Sells at 25 cents.

HARRY HARMAN,  
The Window Dresser, Decorator and Supplier,  
Room 1204, Woman's Temple, Chicago.

**LAWSON BROS.** Manufacturers of . . .

Rolled Oats, Rolled Wheat, Flake Peas, Flake Hominy, Flake Barley, Wheatlets, Etc., Put up in bulk, boxes, barrels, and packages.

The Best Goods in the Dominion.

259 and 261 King St. W., Toronto, Ont.

**X. L. C. R. SOAP**

\$2.25 per 1/2 Gross. For cleaning Silver, Nickel Steel, and Household Utensils generally.

Has no equal in the market.

L. E. LAWSON,

261 King St. West - - TORONTO, ONT.

## THE CANADA MEAT PACKING CO.,

MONTREAL,  
BEEF AND PORK PACKERS,

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

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

WRITE FOR QUOTATIONS.

### Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



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

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

A STEADY SELLER.

## Keen's Oxford Blue

When ordering supplies, don't forget to add some of this WORLD-RENOWNED Brand of Laundry Blue. Its superior quality will Secure you New Customers and retain your present ones.

ALL WHOLESALEERS KEEP FULL LINES.  
LBS. and 1-2 LBS.--SAME PRICE. . . . .



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

W. Brethour of Vallentyne purposes selling out in the fall.

The value of the yield of the fisheries for the past year amounts to \$18,941,171.

J. Dawkins, grocer, Bethany, who was burned out, is looking for a stand elsewhere.

The average sum per week paid out for cheese boarded at Napanee is a little over \$16,000.

The will of the late Alex. Harris, grocer, Belleville, has been administered. Estate \$3,449.

In Windsor the bakers' combination has gone to the wall and bread is now selling at 5 cents a loaf.

C. Deverell of Ravenshoe has commenced business as general merchant in opposition to R. S. Webster & Co. at Udora.

B. A. Belyea, dealer in groceries, boots and shoes, etc., Southampton, has found business considerably ahead of last year.

John Orange, a London grocery keeper, was charged with selling liquor without a license. He pleaded guilty, and was fined \$50 at the Police Court.

Six carloads of sugar from the Redpath refinery, Montreal, are awaiting shipment at Point Edward for Winnipeg on the next trip of the steamer Monarch.

The total of duties collected at the port of Toronto for the month of July, 1893, was \$392,134.63. For the same month in 1892 the total was \$398,830.50, showing a decrease of \$6,695.81.

The cheese exhibit at the recent Winnipeg summer fair was regarded as excellent, especially in the Stilton variety. The very hot weather caused the show of butter to be rather small.

The Ontario Liquor Co., Ltd., with a capital stock of \$75,000, the Katrine Lumber Co., Ltd., and the Vale Barrel Machine Co. of Hamilton, Ltd., capital, \$50,000, have been incorporated.

The creditors and shareholders of the defunct Commercial Bank are uniting for the protection of their interests. A circular letter has been addressed by a committee to all shareholders and depositors.

The store of Botkin & Co., at Delaware, was entered by burglars on Saturday night. Entrance was effected by means of a rear door, and the necessary tools were procured

from a near-by carpenter shop. A hole was drilled in the safe, and about half a pound of powder placed therein, when it appears the burglars found the key and opened it without further trouble. About \$15 in small change was all they got, and few articles were taken out of the shop.

The U. S. canned beef combine that was to be, has not materialized thus far. List prices for the various brands are unchanged, but special prices to favored customers are frequent enough to be at least suggestive.

The Carberry cheese factory has closed down for want of patronage. If Mr. Irish would move his plant in this direction we think he would not have to close his doors for want of sufficient milk.—Neepawa Register.

R. N. McDonald, H. H. Banks, W. E. Bremner, Albert Lawlor, Wm. Wheatley, C. S. Lane, T. H. Francis, all merchants of Halifax, were fined the other day for obstructing the sidewalk with merchandise.

John Morrison, grocer, Bay and Main streets, Hamilton, cashed a \$10 cheque signed Wm. A. Howell for a sleek-looking man last week. The cheque turned out to be a forgery, and the detectives are now looking for the sleek-looking man.

As considerable curiosity has been exhibited as to the meaning of the names of the two steamships of the Australian line, it may be stated that the Warrimoo means the Eagle and the Meowara the Emu, the two greatest and strongest Australian birds.

The Dominion Express Co., in alliance with the C. P. R. Pacific Steamship Co., has extended its connections to the Sandwich Islands and Australia. Canadians can now send express and freight over exclusively Canadian lines with the most rapid despatch to the furthest ends of the world.

An order-in-council has been passed amending order-in-council of June 26, respecting the importation of petroleum in tank cars, by adding to the list of places where petroleum may be so imported, the towns of Windsor and Gananoque in Ontario and Newcastle, N.B.

One thousand ladies and gentlemen spent Friday last at Wilson, N.Y., at the invitation of W. J. Forrestall, western agent of the Sterling Soap Co., St. John, N.B. The excursionists were taken over by the Garden City, and a pleasant day was spent. A band accompanied the party, and at Wilson both refreshments and amusements were provided in abundance. The excursion was free.

A consular report respecting the trade of the district of Antwerp states that the value of the fresh fruit alone sent to United Kingdom during the season may be put at over £100,000. The number of eggs exported to Great Britain may be calculated at over 218,000,000, of an estimated value of £680,000. It should be added that all these eggs are not laid by Antwerp hens. They are collected

from a great many continental countries, and sent to this port for convenience of shipment. None the less, one cannot help thinking that these figures are a practical reproach to us for our backwardness and want of enterprise in the direction of poultry farming.

Bruce Davis, of St. Thomas, has this season shipped 80 carloads of potatoes. The total outlay has been \$19,577, as follows: The potatoes cost \$16,298; freight, \$2,710; telegraphing, \$210; railroad travel of 7,000 miles, \$200; other traveling expenses, \$159; total, \$19,577. The lowest price paid during the season was 47½ cents per bag of 90 pounds, and the highest 95 cents per bag. The season for handling has been a remarkably good one until the last month.

There are now more than half a million almond-trees bearing in the United States; there are hundreds of thousands of bearing cocoanut trees; there are more than a quarter of a million olive-trees, producing fruit equal to the best Mediterranean varieties. There are more than half a million bearing banana-plants, 200,000 bearing lemon-trees, 4,000,000 orange-trees, and 21,000,000 pine-apples. And the value of tropical and semi-tropical fruits grown under the American flag is nearly \$20,000,000.

There is in the prison at Wilmington, Pa., a man called Louis Davis who is serving out a term of life imprisonment for murder; he has been seven years in jail, and has behaved himself so well that he is now permitted to sell cigars and tobacco to the rest of the prisoners, and goes down town to purchase his stores and returns alone. This is probably the most unique retailer of cigars and tobacco in the profession. He is locally recognized by the euphonious name of "stripes."—Tobacco.

Germany is the largest potato producing and consuming country in the world, with an average production of nearly 900,000,000 bushels per annum, and in years of large production exceeding 1,000,000,000 bushels, says an exchange. Russia comes next with a crop of 464,000,000 bushels, closely followed by Austria-Hungary and France. The crop of the United States is small in comparison with that of Europe, averaging only 170,000,000 bushels, which is considerably less than that of the United Kingdom.

The chief of the U. S. Bureau of Statistics in his statement of the exports and imports of gold and silver reports that the exports of gold from the United States during the twelve months ending June 30, 1893, amounted to \$108,680,844, and the imports to \$21,174,381; excess of exports, \$87,506,463. During the corresponding period of the preceding year the exports were \$50,195,327, and the imports \$49,699,454; excess of exports, \$495,873. The exports of silver during the twelve months ended June 30, 1893, were \$40,737,319, and the imports \$23,193,252; excess of exports, \$17,544,067. During the corresponding period of the pre-

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For sale i



# A Leader in Japan Tea

We have secured a couple of lines of Japan Teas, which are exceptionally cheap. The style is good and cup quality excellent. Price, 12 and 12½c.

Samples on application.

Send along your orders.

**H. P. Eckardt & Co.,** WHOLESALE GROCERS **Toronto**

**FOOD  
FOR  
INVALIDS**



**STERILIZED.**

Doctors recommend it for the sick, as it is

**Easily  
Digested.  
A PERFECT FOOD.**

**DELAFIELD, MCGOVERN & CO.,**

91 Hudson St., **Sole Agents.**  
NEW YORK.

33 RIVER STREET,  
CHICAGO.

215 CALIFORNIA ST.,  
SAN FRANCISCO.

For sale in Canada by

**JAMES TURNER & CO**

Hamilton, Ont.

**Todhunter, Mitchell & Co.,**

—DIRECT IMPORTERS OF—

**HIGH GRADE COFFEES,**

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

Grocers draw trade by selling their FAVORITE EXOELBIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

**TORONTO.**

**We Offer to the Trade :**

**GREENBANK** Double Concentrated Lye, solid and powdered, in tins.

**GREENBANK** Caustic Soda, in barrels, 98 %.

**GREENBANK** Chloride of Lime, in metallic tins of ¼, ½ and 1 lb.

**L. CHAPUT, FILS & CIE,** WHOLESALE GROCERS **Montreal**

**ARRIVING THIS WEEK :**

From the Finest Gardens in Ceylon.

Chests, Choicest Tippy Pekoes.

ALSO

Half Chests, Choicest Pekoe Congous.

Caddies, Choicest Scented Orange Pekoes.

Caddies, Choicest Formosa Oolongs.

**REGAN, WHITE & CO.** - - - **Montreal**

**CAVERHILL, HUGHES & CO.**

**IMPORTERS**

**AND**

**WHOLESALE GROCERS**

309, 311 and 313 Commissioner  
Cor. St. Peter Street.

**MONTREAL**

ceding year the exports were \$32,810,359; and the imports were \$19,995,086; excess of exports, \$12,855,473. For the six months ended June 30, the exports of gold amounted to \$73,717,938, an increase of \$32,148,788 over the corresponding period of the preceding year. The imports were \$11,759,043, an increase of \$3,723,435.

"I have a great scheme to increase business," said the retired journalist to his new employer. "What is it?" asked the grocer, for such was the new employer's avocation. "We'll give a Jamaica ginger coupon with each watermelon."—Indianapolis Journal.

No matter how hard you try to drive it into the craniums of some business men, you can't make them believe that millions of dollars are invested annually in advertising. Here are a few facts and figures that can be easily verified: For instance, there is Harper's Magazine, which derives a yearly income of \$350,000 from its advertising patrons in its twelve issues. Pears' Soap pays \$9,000 a year for a single page in the Century. Enoch Morgan's Sons spend annually \$300,000 to keep "Sapolio" before the public. As for John Wanamaker, it has long been known that he pays a man \$10,000 a year only to write his advertisements. In 1888 no less than \$110,000,000 went into newspaper advertising. Perhaps advertising does pay after all.—Ex.

We are in receipt of the following extract from letter dated June 6, 1893, from one of the largest butter shippers of Melbourne, Australia: "Our season is favorable both for supply and price prospects. To give you an idea, there is plenty of feed and the cows will not, as last year, get out of condition. There is also an increase in number. Milk in June, 1892, was 5¾d. per gallon, and butter selling at 1s. ½d, while to day it is 3¾d. per gallon and butter selling at 1s.; so you can judge what it will be in Septem-



TO YOU IT IS

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

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

ber (our spring) when we begin to ship. Now according to the English 'Grocer,' the imports began early in November and ended in April. The total, 1892-3 was 246,735 boxes (56 lbs.); 1891-2, 151,761 boxes; 1890-1, 69,036 boxes; 1889-90, 51,460 boxes; so that this trade appears in its infancy, and owing to the mildness of our winter, is practically unlimited."

The British trade statistics for the first half of 1893 contain several matters of interest in the United States. The importation of wheat was almost exactly the same as in the first half of 1892, the increase being 364,393 hundredweight. The importation from the Atlantic States fell off more than a million hundredweight, and from the Pacific Coast it increased three million hundredweight, the total increase from the United States being 1,722,442 hundredweight. There was also an increase from a mere trifle to more than three million hundredweight from Russia, and an increase of nearly two million hundredweight from Argentina, and a small increase from Australasia. There was a decrease of 75 per cent. from the British East Indies, and material decreases from Chili, British North America and Turkey, Roumania and Egypt.

First Traveler—"What is your business?"

Second Traveler (haughtily)—"I am a gentleman, sir."

First Traveler—"Indeed, how long have you been out of work?"

"Have you any gretna greens?" inquired the facetious customer, with a basket on his arm. "No, sir," answered the grocer; "nearest I can come to 'em is parlor matches. Anybody waiting on you ma'am?"—Chicago Tribune.

#### A DEAD LETTER.

Several years ago there was formed in our city an association of "Retail Grocers" for the better protection of trade interests in the way of regulating prices and advancing their mutual concerns upon a fraternal basis. At the opening prospects were bright for concentrated action and universal agreement; but the old story of "one black sheep" spoiling the flock is illustrative of what followed. According to the by-laws of their constitution, their meetings are called for the third Monday in each month; last month there was no meeting at all, and the month previous only about a dozen attended.

The president and secretary are both capable business men, and it must be a source of annoyance and disappointment to them to feel that their efforts are so little valued. Last week we took the chance of speaking to a member of the association in regard to his non-attendance, and he laughingly said: "Yes, I've been a member ever since the association was formed, and I've only been to one meeting."

That man should be ashamed of himself, and yet he is one of the well to do grocers

of the south end. What are the grocers of the city making on sugar at present refining prices? One-half cent gross per pound. Is there any business in that? There is no excuse to offer for it selling at that margin except that every man is paddling his own canoe and does not propose to allow his competitor any chance of taking his trade by underselling him. We are satisfied that all would like better profits, and will confess that they are not making anything out of sugar at present, and still they keep weighing it out at 6 cts. when they might have 7 cts. or at least a dollar for 15 lbs.

The experience in other American cities has been that an association is among the positive necessities of the grocer. Aside from the regulation of price many valuable ideas are disseminated at these fraternal meetings, and instead of competitors on opposite corners being antagonists, they work together to their mutual benefit and advantage. We trust it will not become our duty to record the further deterioration of this very necessary fraternity, who seem to be standing in their own light and are only partially aware of it.—Maritime Grocer, St. John, N. B.

#### WHY IT REFUSES.

The English Postmaster-General informed merchants a couple of months ago that the importation of dutiable articles by mail was contrary to law—a violation of the regulations of the Universal Postal Union—and that while it had been tolerated for many years, the abuses under the practice had led the Government to decide on the rigid enforcement of the law. English merchants urged the extreme convenience of being allowed to receive samples by mail, and under date of July 14 the Postmaster-General announced the decision of the Government to limit to tobacco alone the prohibition previously announced against the transmission of dutiable articles to Great Britain by sample post; only bona fide trade samples, however, are to be admitted through this channel. In an earlier communication the Secretary of the General Post Office wrote: "This department is not without hope that it will hereafter be possible to arrange with the United States Post Office for the exchange of parcels, the attempt, which has several times been made, having lately been revived under more favorable auspices than formerly." Our postal authorities, says formerly." Our postal authorities, says N.Y. Journal of Commerce, have pushed the parcels post system with the West Indies and countries south of us, because it promotes the importation by those countries from us of minor merchandise; for a like reason, that it would facilitate the importation of gloves and other minor merchandise by this country from Europe, our postal authorities of both parties have declined to enter into a parcels post convention with England.



J. F. EBY

HUGH BLAIN



Note what the great Elgin Butter Co. (whose butter commands the highest price in America) says regarding the English High Grade Salts for butter :

ELGIN, ILL.

MESSRS. F. D. MOULTON & CO.  
New York.

DEAR SIRs,—We are **going back** to Ashton's salts. It has been a long road since we left it but the turn is short. Lower prices for year after year, have compelled us with other factory men to look about for cheaper supplies, and we have used at different times probably every brand of so-called dairy salt in the market, including Genessee and Michigan Salt Association. As a result of our experience, we are convinced that we were mistaken in our ideas of economy, and that **only the best is the cheapest**. Want of uniformity and reliability as evidenced more especially in a failure to preserve and keep butter intended to be held, have at last forced us to abandon the use of what we believe to be the best of American salts, and go back to Ashton. We want a salt that will hold up butter, and keep and preserve it, and we know that yours will. So you may send us a car of large sacks at your earliest convenience, and make the price us low as you do to anybody.

Yours truly,

THE ELGIN BUTTER CO.

(Signed) W. H. HINTZ, President.

Every wise merchant reads this **once** and orders Ashton's or Higgin's "Eureka" Salt. "They are English and the best."

# Ammonia Soap

Pays you a good profit  
and keeps trade.

" The Soap for Monday  
The Soap for Tuesday  
The Soap for Wednesday  
The Soap for Thursday  
The Soap for Friday  
The Soap for Saturday  
The Soap

for

**EVERY DAY**

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



Our  
Sterling  
Brand

IS

Unexcelled for a good  
cool, sweet

SMOKE



Do you  
Sell it?

Send for Price List.

EMPIRE  
TOBACCO  
Co.

MONTREAL

#### PERSIAN DATES.

The experiment of a first direct steamer with new crop Persian dates is, we understand, about to be repeated again this year, and the probable result is a subject of discussion among the trade. Though the fruit has been disposed of after a fashion during the past two years, the method adopted for finding sale has not been in accordance with strict business principles, hence considerable dissatisfaction has been expressed in the past, and the courts have been appealed to for the adjustment of differences that have arisen in the trade. In previous years the new crop was permitted to reach this market through the recognized London channel. London merchants have always controlled this trade, there being no representative in this city of Bussorah houses, and in supplying the necessities of the American people the crop was loaded at the above port, thence taken to London, and from there sent forward to this country upon consignment. In the business considerable rivalry has always existed, but it was not until 1891 that the competition was pushed to the extent that prompted the idea of a direct steamer, leaving Bussorah at about the same time that other vessels were despatched to London. When this idea was conceived by a prominent London house, the experiment was regarded as rather hazardous, and considerable doubt was expressed as to the financial results, a number of the trade here, and also in London, being free to state their belief that a full cargo, especially of first fruit, could not be taken care of here upon terms that would make the venture a profitable one to the shipper. The notice of a boat with the first tide for America, served to spur other London merchants to greater effort, and prices were freely quoted here for first shipments via London that were considerably below the open quotations made for the direct steamer for America, accompanied with the statement that the difference in time between the two deliveries would be so slight as to make the purchase of goods by the direct steamer, at a premium, a rather unprofitable venture for those who contracted. To counteract this influence it was found necessary to form a pool for the handling of the direct invoice, but those in the ring were to stand in the background and permit the cargo to go to public sale, thus giving the impression that the goods had not passed from first hands; at the same time the rightful owners were to stand by and protect the stock, seeing that the bids from outside parties were sufficiently high to yield them a profit over the contract price. With the arrival of the cargo, the invoice was put immediately under the hammer, all arrangements having been made for what was supposed

would be one of the biggest things upon record for the combine, but, to cut the particulars somewhat short, the sale fell flat, many in the trade having been made aware through the columns of this paper of the feast that had been provided. A second sale was advertised and held, and poorer results were realized, therefore it was found to again stop the auction. A third attempt finally disposed of the greater portion of the fruit, much to the relief of the owners, who were then placed in a position to view what to them were not very satisfactory results. Last year the experiment of importing a first direct cargo was again tried, but an entirely new system was adopted. A canvass of the large buyers was made, and the proposed plan of sale was secretly explained. The goods were to be placed in the auction room upon arrival, and the sale to the outside public was to be conducted in the ordinary way, but those on the inside were informed that should they take blocks of three, five, or ten thousand boxes they were to be granted a rebate on the quiet of an eighth to a quarter cent. per pound, as to the quantity selected, thus giving to several of the trade a positive advantage that was not to be publicly announced at the time of the auction. This time the sale moved with lubricated wheels, but the friction came after when it leaked out that the sale was of the "fake" character, and that better terms were secured by some than were granted to others. What scheme has been engineered for this year has not thus far developed, but the trade can rest assured that if the goods are placed in the hands of the leading fruit auctioneers the entire terms of the sale will be given to the public, and that nothing will be kept back that will throw discredit upon the way that fruit is disposed of at public sale in this city. From London we are advised that another effort will be made this season to shorten the time of delivery of fruit other than sent by direct steamer. There is talk of shipping via Genoa per direct express service, and also via Southampton per the American Line, either of which propositions, if carried out, would land the fruit in this market in much shorter time, thus lessening materially the time between the direct steamer and the shipments via other ports. The shipment from Bussorah this year will be a trifle later than usual, the first tide in September, when the goods are sent out, not occurring until the 25th. Prices are now being cabled from London for first shipments, but the same are not given serious consideration, they being accepted here in the light of speculative offers. Of old goods there is yet a considerable quantity remaining upon the market, a portion of which is said to consist of remnants from the first cargo last year.—N.Y. Journal of Commerce.

Grocer—"I need a boy about your size, and will give you \$3 a week." Applicant.—"Will I have a chance to rise?" Grocer.—"Yes; I want you to be here at 4 o'clock every morning."—Ex.

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**FOR DAIRY**  
**BUTTER**  
**OR DRESSED**  
**POULTRY**  
**PARSONS**  
**PRODUCE CO.**  
 WINNIPEG—MANITOBA

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

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

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

**LAURENCE GIBB**  
 Provision Merchant,  
 83 COLBORNE STREET, - TORONTO  
 All kinds of Hog Products handled. Also Butter  
 Cheese, Poultry, Tallow, Etc  
 PATENT EGG CARRIERS SUPPLIED.  
 Good Prices paid for Good Dairy Butter.

THE  
 Winnipeg Produce and Commission Co. Ltd.  
 Commission Merchants and  
 Manufacturers' Agents.  
 WINNIPEG, - - MANITOBA.  
 Consignments and Correspondence Solicited.  
 Good Warehouse Facilities.  
 Agencies Wanted.

**Strang & Co.**  
 WHOLESALE COMMISSION  
 AND MANUFACTURERS' AGENTS  
**WINNIPEG, MAN.**  
 Correspondence and Agencies Solicited.  
 We are open for a first class Canned Goods  
 Agency.



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

ESTABLISHED 1874.  
**JAMES E. BAILLIE**  
**PORK PACKER**  
 AND WHOLESALE PROVISION MERCHANT  
 66 Front St. East, Toronto.

Mess Pork, Bacon, Hams, Lard, Cheese.  
 Cold Storage for Butter and Eggs.  
 Country Consignments Solicited.  
 Prompt Returns Made.

**WILLIAM RYAN,**  
**PORK PACKER**  
 Toronto, Ont.

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

**PARK, BLACKWELL & CO.**  
 (Limited.)  
 — SUCCESSORS TO —  
**JAS. PARK & SON.**  
**TORONTO.**

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

**W. A. McClean & Co.**  
 OWEN SOUND.  
**PORK PACKERS**  
 CURERS OF THE  
**Diamond A Hams**

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

Write for Quotations.

Butter in good demand; large rolls, pails,  
 crocks, and best store-packed tub sell-  
 ing 15 to 16c.; choice dairy tub, 17c.,  
 no stock on hand. Eggs, 12c. We  
 charge five per cent., and prompt re-  
 turns by registered letter.

**JOHN HAWLEY,** Provisions and Commission  
 88 FRONT ST. EAST.  
 Established 1870. Egg Trade a Specialty.

**S. K. MOYER,**  
 Commission Merchant,  
 76 COLBORNE ST.,  
 TORONTO.

— DEALER IN —  
 Bananas, Pine Apples, California, Messina  
 and Valencia Oranges, Lemons  
 dates, Figs, Fresh Fish, etc.  
 Orders Solicited.

GEORGE McWILLIAM. FRANK EVERIST.  
**McWILLIAM & EVERIST**  
 Fruit and Commission Merchants  
 25 and 27 Church street,  
 TORONTO, ONT.

We are receiving direct shipments every week  
 of BANANAS, TOMATOES, POTATOES, CAB-  
 BAGE, Etc. in their season, also all kinds of  
 small fruits. A full line of Lemons and Oranges  
 now in stock.  
 All orders will receive our best attention.

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

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

Having largely increased their capacity. We ad-  
 vise all dealers to see their price list before plac-  
 ing their orders for Jams, Jellies, Canned Fruits,  
 and Canned Vegetables.  
 Besides their regular brands of Ground Coffee,  
 now so favorably known they quote:  
 Blend No. 1 at 35c., either ground or whole roasted  
 " 2 at 33c., " " "  
 " 3 at 30c., " " "  
 Their Flavoring Extracts are of the choicest  
 quality.

McLAREN'S



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

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



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

### TORONTO MARKETS.

TORONTO, Aug. 3, 1893.

#### GROCERIES.

No strikingly new features have developed during the week. Trade continues much about the same—fairly good. There is nothing approaching activity in any one line, and what is doing is of a hand to mouth character, but a steady stream of orders are being received and in this way the aggregate volume of business is of a good average character. Some complaints are heard regarding the movement of sugars not being as large as we anticipated. But there are a good many small orders being filled at last week's reduction. Coffees continues much as before. In fruits the market is quiet and unchanged. Teas are a little steadier and a fair business is reported in some kinds. The demand for canned goods is light. Payments are fair.

#### COFFEE.

The market is a little better in Rio, owing, it is said, to trouble being expected on account of the crop being marketed in too green a condition. In New York the market for Rio has been a little off, but there is now an improvement. On the local market the demand continues limited and prices unchanged. We quote as before: Rio, 19½ to 21½c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 21 to 22c.; Java, 30 to 32c.; Mocha, 26 to 27c.; Maracaibo, 21 to 23c.

#### DRIED FRUIT.

Nothing new has developed in this line. Valencia raisins are quiet, and the little that is doing is principally in selected, on account of the better quality; off-stalk range in price from 3½c. up, layers at 6 to 6½c., and selected fruit at 6½ to 7½c. Compared with last year there is likely to be a scarcity of large and layer raisins. Advices state that scalding is likely to begin a week earlier than last year, as the grapes are already ripening. Sultana raisins are in light demand only, but the market is steady at 6 to 6½c. for good, 7½ to 7¾c. for fine, 8 to 8½c. for choice. The market has advanced about ¼c. per lb. in New York, where some large round lots have been sold. Stocks there are light. The crop is likely to be a week or two later than last year owing to the late spring, and C. Whittall & Co. of Smyrna look for an abundant crop and lower prices. The same firm also advise that the yield of Malaga raisins will turn out smaller than expected owing to the intense heat prevailing, which is causing damage. So far the injury can be appreci-

ated to the extent of 20 per cent. The better class of currants are steady, while for the weaker grades the market is rather easier. Later reports indicate that the currant crop will after all be a good one, the peronosporos having only attacked the leaves. Some authorities estimate the new crop in Greece at 170,000 tons. The idea here as to price is still 5½ to 6c. for provincials, 7½ to 8½c. for Patras, 8 to 9c. for Vostizzas. Prunes dull and unchanged, with 7 to 7½c. still the ruling figures. There are good prospects for the crop in this line. There is a little demand for cooking figs at 4½ to 5½c., but of other kinds there are none in stock here. The crop of Eleme figs will be from 15 to 20. per cent. smaller than last year, but advices state that the quality will be better and that prices will rule about the same as last year or lower. Dates dull and unchanged at 5 to 5½c.

#### NUTS.

Trade in this line remains quiet and prices unchanged. Advices report that crop of Jordan and Valencia almonds is larger than last year and that shipments will begin about the end of August.

#### RICE AND SPICES.

There is nothing new in rice. Demand continues fair and prices unchanged at 5½ to 6c. for finest brands, and 3½ to 5¾c. for B. quality Japan rice. There is the usual quiet seasonable trade doing in spices at previous prices. Whole ginger is quoted at 20 to 25c., pure white pepper at 20 to 28c. and pure black at 14 to 16c.

#### SUGAR.

The Toronto market is fairly steady at the decline, and a moderate business, particularly in granulated, is being done. There is a scarcity of bright sugars, and demand is running a good deal on this article, although mediums are also receiving considerable attention. The feeling is that there will be no further decline in prices till after the usual big demand of August and September is satisfied. The ruling price for granulated is 5¾c., with 5½ to 5¾c. as the range, but the inside figure is for the Nova Scotia article. Yellows run from 4½ to 5¼c. for dark to bright. Raws are dull with 4 to 4¾c. as the range of prices. Raws are a little better outside within the last few days, both in New York and in London, and some are reported to be storing raws rather than accept present prices, expecting to get more money the latter part of August or in September. The Trust is reported to have been a buyer at the lower prices.

Willett & Gray, New York, in their Statistical, say: The week—Raws declined 7-16½c. Refined declined ¼c. Receipts, 19,180 tons. Meltings, 25,000 tons. Total stock in all the principal countries, 839,859 tons, against 1,066,816 tons at same dates last year. Exports to the United States from all countries estimated, 50,000 tons, against 70,000 tons last year.

Raws—This has been a week of panic in the sugar markets in Europe and a week of serious depreciation of values at home. The "inevitable collapse," to which we called attention in our Statistical of June 8, came somewhat earlier than generally anticipated. Beet sugar rapidly declined from 17s. per cwt. f.o.b. to 15s. 10½d. rallied to 16s. 3d. and declined again to 15s. 6d. rallying at the close to 15s. 7½d. The lowest point in Europe brought the parity of Centrifugals to 3¾c. per lb. and a few parties, rather than store their sugar, accepted this price, which is a remarkable decline of 7-16c. per lb. and ¾c. per lb. between sales; one or two car-

goes sold early in the week, having been fixed at 4¼c. Muscovados made even greater decline, having been placed at 3¼c. for 89° test, and molasses sugar at 3c. per lb. for basis of 89° test. The financial panic has grown much more widespread and severe in the United States, and until it runs its course neither sugar nor stocks, nor merchandise of any kind, can help participating. When it is over, the course of the sugar market should again be upwards to some extent on a legitimate healthy basis, but it is probably too late in the season, and holders have become too much disheartened to warrant expectations of a large recovery of the lost ground. The money stringency is also so violent that demand for refined is curtailed and requirements for raws lessened, still August should prove a more favorable month in which to sell raws. The decline in raws is favorable to refiners' interests, inasmuch as they changed on July 1 to a hand-to-mouth basis policy, as stated by us at the time, and now are in fine position to take advantage of the decline. This they have done to-day by very considerable purchases on the low basis of 3¾c. for Centrifugals and 3¼c. for Muscovados.

Refined—Two declines of ½c. each have been made in refined during the week, in harmony with the raw market, and there is not likely to be another decline unless the raw market recedes again from its present level. The demand is only for imperative needs on the hand-to-mouth basis, but as the invisible stocks are mostly disposed of, the meltings are increased again to such basis.

#### SYRUPS AND MOLASSES.

Demand for syrups is almost nil, and 2½ to 3c. are the ruling prices. Molasses dull, with 32½c. the idea for half-barrels and 30c. for barrels.

#### TEAS.

The feeling in steadier in regard to teas, and the fair trade doing, as announced last week, has been maintained. Demand is principally for Japans, Monings and Ceylons. A large number of samples of new Japan tea ex S.S. Empress of India are arriving this week, and the bulk of the tea is expected in a few days. Medium Japan teas at 18 to 20c. are showing excellent value. Some excellent value is being offered in old seasons Japans, holders being anxious to clean up their stocks. Low grade Ceylons continue to advance.

Latest advices from London report that the market continues firm for all descriptions of low grade teas, and at present shows no signs of easing down. Last season's Pekoe Congous show excellent value. New season's Kaisows have been sold on that market and show good quality, but have only arrived in small quantities as yet. Last mail advices from Hankow report a continued strong market for common Monings, of which supplies have been coming forward

(Continued on page 20.)

## FRESH FRUIT

Consignments

Carefully

PROMPT

RETURNS

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## CLEMES BROS.

Phone. 1766

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Reference—Bank of Toronto.



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**UNPRECEDENTED**  
.. SALE ..

Of "KENT" bottled Pickles this Spring and Summer testifies in the most gratifying way to their merit and growing popularity with the trade. Packed 2 doz. in a Case. Order a sample case from your wholesale grocer.

THE KENT CANNING & PICKLING CO.  
CHATHAM, ONT.

**THE "Lion Brand"**

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

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Canning Factories.  
PICTON and DEMORESTVILLE.  
**W. BOULTER & SONS,**  
PROPRIETORS,  
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**LYTLE'S**  
**PICKLES**



**ARE THE BEST.**  
Try them and be convinced.  
Once used, will have no other.

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

**PUT**  
**TEXAS BALSAM**  
**IN STOCK**

The Great Healer for all kinds of wounds on Horses and Cattle. \$3.00 worth only costs you \$1.80. Express prepaid. Cash with order.  
C. F. SEGSWORTH,  
6 Wellington St. East,  
Toronto.  
Sample 25c. postpaid.

**Lakeport**  
PRESERVING CO.

New Season's Pack **GREEN PEAS** NOW READY  
**THEY HAVE NO EQUAL.**

**FACTORIES:**  
LAKEPORT AND TRENTON, ONT.

**CARD'S CELEBRATED**  
**Canadian Tomato Chutnee.**

IMPARTS A  
Delicious flavor to Hot and Cold Meats, Gravies, Soups, Curries, Etc.  
As used on the table of the late Sir John A. Macdonald, (Ernscliff), Albany Club, Queen's Hotel, Walker House, Toronto, etc.

On sale by all Wholesale Grocers.  
PREPARED ONLY BY  
**M. P. CARD,**  
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Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

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

Boy  
Brand  
Corn  
UNBLEACHED



**DAILEY'S**

Boy  
Brand  
Tomatoes



Please try them.  
Can be obtained at  
all Leading Wholesale  
Houses.  
Kingsville  
Preserving Co.,  
(LIMITED.)  
KINGSVILLE, ONT.

**Keep your**  
**EYE**

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and your mind on the fact, that every can of goods put up by us, has printed in large letters the name describing the contents of the can truthfully, and Delhi Canning Company, Delhi, Ont., which is a guarantee that the contents are just as represented and strictly first-class. Yours truly,



TRADE MARK

**DELHI CANNING CO.**

## CANNED GOODS.

TORONTO.

Taken on the whole trade is quiet, and increasingly so. The over production of canned fruits of past years seem to have taught packers a lesson, for this season they are reputed to be putting up less fruit in the way of strawberries, raspberries and cherries. In fact in regard to the last named a scarcity is threatened. There is less disposition to sell futures than a week ago, and no one seems anxious to buy. There is nothing new to report in tomatoes, although there seems to be more lying around at 80c. The ruling prices are 80 to 85c. Much the same applies to peas and corn. Peaches are dull and stocks light, with prices unchanged at \$2.10 to \$2.35 for 2's and \$3 to \$3.25 for 3's. Apples are getting pretty well cleaned, and prices are as before at \$2 to \$2.25 for gallons and 85c. to \$1 for B's. There is a plentiful supply of plums, but there is not much demand and prices are unchanged at \$1.45 to \$1.55. Pumpkins are slow at 80 to 85c. Salmon continues in good demand for the better brands. Stocks are light; \$1.52½ is the idea for talls and \$1.70 to \$1.80 for flats. These prices are for first-class goods, while salmon can be got as low as \$1.20, but the quality is undesirable. Lobsters are still selling well at \$1.85 to \$2 for talls and \$2.25 to \$2.50 for flats. Meats continue in seasonable demand at unchanged prices. Sardines are in moderate demand only. The fishing season in France opened well, but it is not turning out so well as expected, but it will not be till September that anything at all definite regarding the pack can be known.

## MARKETS—Continued

slowly. It is now evident that the crop will be considerably short of last year's. Exchange on London, four months' credit, £3 11s.

## BUTTER AND CHEESE.

Receipts are more liberal, but as all offering is wanted prices are firm and rather higher than a week ago. Views of dealers here and holders outside are somewhat apart. The export demand is not so free as it was. Dairy tubs are quoted at 17 to 18c. for good to selected and pails at 16 to 17c. Fine dairy crocks are worth as much as tubs. Good store-packed tub, sweet and uniform in color, would fetch 16c., and bakers' butter is worth 14c. and is scarce at that price. There is not a large supply of creamery tubs on this market and demand is limited. Jobbers are paying 20 to 21c. for creamery tubs, and selling at 21 to 22c. There is fair enquiry from retailers for creamery pound prints at 18 to 19c.

## A Pure Soap At Moderate Price.



100 Cakes in Each Box—\$5.00.

The St. Croix Soap Mfg. Co.,

Branches :

St. Stephen, N.B.

MONTREAL : 17 St. Nicholas St.

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

WINNIPEG : E. W. Ashley.

On the cheese market buyers and sellers are apart, and prices are somewhat unsettled. Bids of 9¼c. were refused at some factories, while in other instances sellers at 9c. do not seem to have found buyers. The price is held to be below the export basis, and a good deal of cheese is being stored. In a jobbing way 9¼ to 10c. is the idea as to price.

## COUNTRY PRODUCE.

BEANS—No change; Jobbers are paying \$1.25 to \$1.35 for hand-picked and selling at \$1.40 to \$1.50; medium are selling at \$1.10 to \$1.20.

DRIED APPLES—No material change. Sales of job lots of 20 barrels are reported at 4c., but 4½ to 4¾c. is quoted ordinarily. Jobbers are offering 3½ to 4c.

EVAPORATED APPLES—Dull and unchanged at 8¼ to 9c., with quarters selling at 7c.

EGGS—Are plentiful at 11½ to 12c., but there is not much doing.

POULTRY—Dull. We quote chickens at 50 to 60c. and ducks at 40 to 60c.

POTATOES—The market is easier. On track \$1.75 per barrel is quoted by the carlot, but otherwise \$2.25 per barrel is the idea; bags \$1.40 to \$1.50.

HONEY—Unchanged at 5 to 8c. for extracted; new season's section, 20c.

ONIONS—Unchanged at \$2 to \$2.25 for Egyptians.

HOPS—Quiet and unchanged at 16 to 17c. for small lots and 15 to 16c. otherwise.

## HOGS AND PROVISIONS.

There are no dressed hogs of any account on the market and they are not wanted; prices nominally \$7.50 to \$8. Demand continues good for hogs products particularly smoked meats. Barrel pork is scarce. There are no changes in prices.

BACON—Long clear, 10½ to 11c. Smoked backs 12½c., bellies, 13½ to 14c. rolls 10½ to 10¾c.

HAMS—In good demand and firm at 13 to 13½c. for smoked.

LARD—Pure Canadian is 13c. in tubs, 13¼c. in pails and 12¾c. in tierces. Compound 10 to 10½c.

BARREL PORK—Canadian heavy mess \$21, Canadian short cut \$22, shoulder mess \$19.50.

DRESSED MEATS—Beef fores are 5 to 5½c., hindquarters 9½ to 10c., mutton 7 to 9c., lamb 15 to 17c.

## GREEN FRUIT.

Trade continues seasonably good. Demand for oranges is slow, but lemons are going out well at steady prices. Watermelons are scarce and prices higher. Peaches of common early Canadian varieties are coming in and they are selling at 75 to 85c. per basket. Demand for bananas is brisk. Small fruits are selling freely, but in California fruits there is not much doing. We quote: Oranges—Messinas. ½ boxes of 80's, \$2.50; ½ boxes of 100's, \$2.50 to \$2.75; lemons, \$4.50 to \$5.50; bananas, \$1.25 to \$1.75; raspberries, 5c to 7c.; cherries 90 to \$1.25 per basket; red currants 65 to 75c. per basket; black

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ESSENCES

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# RETAIL GROCERS

WILL FIND IT  
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## BRANTFORD STARCHES

The Purest and Best in the Market.

*British America Starch Co., Ltd.,*

BRANTFORD, ONTARIO.

### The Imperial Rubber Stamp Works

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

Estimates given. Orders by mail promptly attended to.

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### The Norton Manufacturing Co.

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MANUFACTURERS OF

## TIN CANS

By Automatic Machinery.

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

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

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## BELLEVILLE CANNING CO.

PACKERS OF THE

### "Queen Brand"

Fruits and Vegetables.

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

.. THE QUEEN BRAND ..

Every Can Guaranteed.

## BASKETS

Shipping Baskets. Lunch Baskets. Field Baskets.

FULL LINE

PROMPT SHIPMENT.

Walter Woods & Co., Hamilton.

## GRIMBLE'S English Malt

Six GOLD Medals VINEGAR

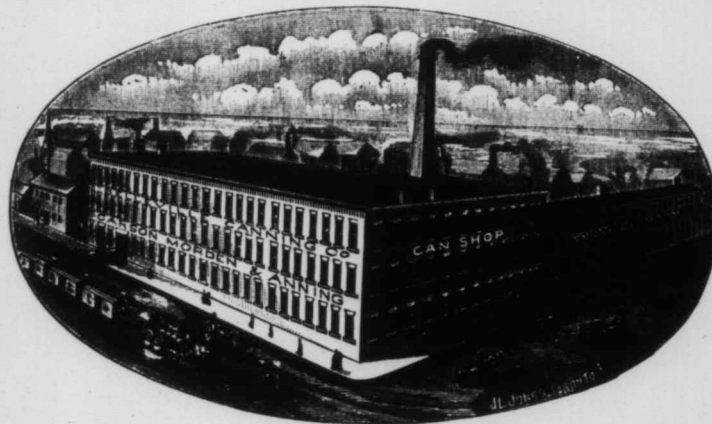
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

## GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.

GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of  
Wholesale Grocers in the Dominion.



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

## MARKETS—Continued.

currants, \$1.30 to \$1.40; peaches, 75 to 85c. per basket; Canadian tomatoes 75c. per basket; huckleberries, 75c. to \$1; cucumbers, 75c. per basket; beans, 35c. per basket; gooseberries, 75c. per basket; cabbage, \$1.50 to \$2 per bbl. for Canadian; watermelons, 25 to 30c.; California fruit—Apricots, \$2.25; peaches, \$2 to \$2.25; pears, \$3 to \$3.50; plums, \$2.50 to \$3.

## FISH.

The market is a little quieter, although the demand is still fair. Supply is not equal to the demand. We quote as follows: Fresh sea salmon, 15c.; skinned and boned codfish, 6½c.; Labrador herring, \$3 per half barrel; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12½c.; boneless fish, 4c.; boneless cod, 7 to 8c.; blue back herring, \$1 to \$1.50 per hundred; blue pickerel, 4 to 5c. a lb.; yellow ditto, 7 to 8c. a lb.; salmon trout and white fish, 7c.; eels, 6 to 8c. a lb.

## HIDES, SKINS, TALLOW, WOOL.

**HIDES**—There is not much change since our last report. There continues a small demand for short hair fresh hides, for which 4¾c. is being asked; in long-haired winter hides there appears to be no sale at any price.

**SKINS**—In calf skins there is nothing doing. There is a moderate supply coming into the market, and dealers are taking them at fair quotations. Lamb skins have advanced 5c. during the week. They are now standing at 45c., at which price they are likely to continue for some time, as, for the first time in many years, there is a suitable quantity coming into this market from the United States, where just now, owing to the financial disturbance, markets are dull. Sheep skins are away down in prices.

**TALLOW**—Tallow is a little weak; as poor grades are not wanted at any price sales are slow. Many of the soap factories are closing down, and as they are the principal consumers, the demand is slacking off.

**WOOL**—In fleece wool there are few or no transactions reported. Dealers are not anxious to buy, and market holders of wool are still asking figures far beyond value. In foreign wools there is very little doing.

## MARKET NOTES.

H. P. Eckardt & Co. are offering special value in corn at low figures.

Sloan & Crowther are offering some extra good value in pure spice, whole and ground.

Eby, Blain & Co. are offering excellent value in new season's Japan tea at 16c. a pound.

Sloan & Crowther are in receipt of samples of shipment of Japan tea ex-Empress of India.

T. Kinnear & Co. are offering 1-lb. block cod fish at reasonable figures. This market is somewhat bare of this commodity.

Sloan & Crowther have just received a shipment of extra fine, dried cured Gaspe cod fish in quintals.

Perkins, Ince & Co. are in receipt of the first samples of new season's green teas. The bulk is expected to arrive in a few days.

The Plymouth Rock now gelatine, being offered by Lucas, Steele & Bristol, will prepare a delicious lemon or other jelly by simply

using sugar, water and essence. No lemon juice is required. It can be made over gas, lamp or flame.

Eby, Blain & Co. report large sales of Sterling soap, and they anticipate, from present indications, a big business in these goods.

The Delhi Canning Co. are reported to be making good sales of strawberries, raspberries and black currants jam in glass; also of the epicure brand of catsup.

Custard Powder, an egg saver, and Fruit Saline, are finding ready sale with Lucas, Steele & Bristol. They are seasonable goods for the grocer to handle.

Would the Knight of the Grip who wrote from Owen Sound branch of the C. P. R. mind calling on the editor of THE GROCER. He would confer a favor by so doing.

Mr. Ellis is thus advised by Robert Ward & Co.: Just now the salmon run is somewhat slack. Still we expect that in a few days they will be coming in the usual quantities. The lateness of the season is, in our opinion, a fair sign.

Attention is called to the special arrangements made by Gowans, Kent & Co. for the quick receiving and shipping of fruit jar orders, as stated in their advertisement on the back page cover. Through having agents in London and Hamilton orders can be sent through very promptly from these points, and customers be in receipt of their goods in the shortest space of time after ordering, which is the one thing necessary in an article like fruit jars at a season of the year when it is an impossibility to say just what the demand will be.

Williams, Brown & Co., of San Francisco, thus report regarding salmon: The situation is strong. Columbia River will soon cease packing, and it is now positively assured that there will be a shortage on that river of possibly 150,000 to 200,000 cases. The run has not yet commenced on the Fraser River to any extent. There has been a slight spurt, but during the last two days the run has virtually ceased. It is now time for the run to commence in earnest in that locality, and the next ten days or two weeks will tell the tale as far as the pack in that locality is concerned.

## FLOUR AND FEED.

## TORONTO.

Dullness continues to be the predominant feature of the flour market. Both buyers and sellers are holding off, and quotations are largely nominal. Feed is in good demand and oats are steady.

**FLOUR**—City millers' and dealers' prices are: Manitoba patents, \$4.20 to \$4.25; strong bakers' \$3.75 to \$3.90; white wheat patents, \$3.50 to \$3.90; straight roller, \$3.15 to \$3.20, low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.15 to \$3.40.

Car prices are: Toronto freights—Manitoba patents, \$4.00 to \$4.05; Manitoba strong bakers', \$3.65 to \$3.70; Ontario patents, \$3.50 to \$3.60; straight roller, \$2.85 to \$3.10; extra, \$2.70 to \$2.80; low grades, per bag, 90c. to \$1.00.

**MEAL**—Oatmeal is \$4.20 to \$4.40. Cornmeal is \$3.25 to \$3.50.

**FEED**—Bran (ton lots) \$12.00, do (on track) \$10.50 to \$11.00, shorts (ton lots) \$16, ditto (on track) \$00.00 to \$14; mixed feed \$20 to \$22, feeding corn 57 to 58c., oats 40 to 41c. on track.

**HAY**—Baled timothy quiet and unchanged. We quote \$10 to \$10.50.

**STRAW**—Demand poor and prices unchanged at \$5.50 to \$6.

## MONTREAL.

The flour market is very dull at present. There is a small local movement reported at easy prices, but there is practically nothing doing on export account. We quote:—Winter wheat, \$3.90 to \$4.10; Manitoba patents, best brands, \$4.10; straight rollers, \$3.15 to \$3.25; extra, \$2.90 to \$3.05; superfine, \$2.60 to \$2.90; Manitoba strong bakers', \$3.65 to \$3.80; Manitoba strong bakers', best brand, \$3.75 to \$3.80.

## Toronto Salt Works,

128 Adelaide East,  
TORONTO

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

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

## ENOCH MORGAN'S SONS'



**SAPOLIO**

CLEANS  
WINDOWS,  
MARBLE,  
KNIVES,  
POLISHES  
TIN-WARE,  
IRON, STEEL, &c.

Is now \$11.30 per gross, ex store, in any quantity, whether large or small. Terms, cash, 10 days, less 3 per cent. discount; or 30 days, less 2 per cent. discount. This brings the price to the retailer down to about \$11.00 per gross, net, and he can sell Sapolio at 10 cents per cake, with a fair profit.

Depots at MONTREAL, QUE.  
and at ST. JOHN, N.B.

**EMIL POLIWKA & CO.,** Selling Agents

ENOCH MORGAN'S SONS' CO., 38 Front St. East, TORONTO, ONT.

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The Western Milling Company  
(Limited.)

**REGINA, ASSA.**

Manufacturers of all kinds of  
High Grade Flours,  
Hungarian Patent,  
and Strong Bakers.

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

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

Correspondence Solicited.

**OATMEAL**

**Dominion Mills,  
LONDON.  
Excelsior Mills,  
MITCHELL.**

Write or wire for Thomson's Brands  
ROLLED OATS PINHEAD & STANDARD MEALS  
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.  
All kinds of Chop and Mill Feed.

**GENERAL GRAIN DEALER.**

Highest price paid for Oats and Peas in car lots

**WALTER THOMSON,** London and Mitchell.

**Embros  
Oatmeal  
Mills**

D. R. ROSS, EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

**Oatmeal**

IN BARRELS, HALF BARRELS OR BAGS.

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

**R. & T. WATSON, Manufacturing Confectioners,**

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

SEND FOR PRICE LIST.

**75 Front Street East,**

KOFF NO MORE.

**WATSON'S COUGH DROPS**

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

**TORONTO.**

Established in Paris, 1770. 40 Prize Medals

THREE LEADING FACTORIES—

Paris, London, Strasbourg

**Compagnie  
Francaise**

Purveyors by Special Appointment to  
H. R. H. the Princess of Wales.

SUPERIOR CHOCOLATE  
(Yellow Wrapper.)

PURE COCOA POWDER,  
½-lb. and 1-lb. Tins.

CHOCOLATE WAFERS,  
A delicious eating Chocolate.

HIGH LIFE BONBONS,  
The most tasteful Dessert Sweetmeat.

**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.



WE MAKE THE  
**FINEST TEA CADDIES IN CANADA**

Spice, Baking Powder, Tobacco Tins and  
**TIN SIGNS, Lithographed or Japanned.**

In 3 and 5 lb. Lithographed Tea Caddies we can make an  
original design for each customer.

**TRY THIS PLAN FOR INCREASING SALES.**

Write our nearest house for Prices and Catalogue.

**THE McCLARY M'FG COMPANY**

London Toronto Montreal. Winnipeg.

**WILLIAM  
ARCHER, Carpenter and Store Fitter**  
VALUATOR,

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

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

**COWAN'S  
COCOAS AND  
CHOCOLATES**

Are Standard, and sold by  
all grocers.

**SAFE WANTED**

Large Fire Proof Safe Wanted  
at once. State dimensions  
and price. Address H. M.,  
GROCER, Office, Toronto.

## MONTREAL MARKETS.

MONTREAL, Aug. 3, 1893.

## GROCERIES

The grocery trade has undergone no particular change during the week and business in the whole has ruled moderate. Sugar is not quiet so active as it was before the decline, but it still furnishes the bulk of the business. Advices on raws continue easy, owing to the improved position of crop affairs in Europe. Syrups and molasses are about as last quoted, coffees being a little easier and spices about steady. In dried fruit business has been fair and offers of new crop Valencias have been made on a pretty low basis.

## SUGAR.

The sugar market has not developed any new feature since our report of a week ago. Advices from primary points continue easy, but no further declines are noted. The local demand is slower since the reduction in price which has given buyers the impression that values are going lower and they are holding off for more concession as a rule. Still despite this, sugar is the article which has furnished most of the movement in groceries during the week. We quote as before, granulated  $5\frac{3}{8}$ c. and yellows unchanged at  $4\frac{3}{8}$ c. and upward according to grade.

## SYRUPS AND MOLASSES.

The demand for syrup is slow at unchanged prices, and only a fair movement is noted in molasses. Considering the large receipts Barbadoes here during the spring and summer, stocks have been worked off very well, and while the demand is not brisk prices hold steady. The combine is still asking 33 to 34c. for Barbadoes, while outsiders are moving round lots at 30 to 31c. Canadian syrup has sold at  $1\frac{3}{4}$  to  $2\frac{3}{8}$ c. in the wood.

## TEA.

The tea market is dull at the moment, and present low prices seem to be no inducement to buyers, although, as will be seen elsewhere in the course of a special article, there are some who take a different view of the situation. Japans are quoted as follows: Common, 11 to 13c.; medium, 15 to 17c.; fine, 18 to 21c., and choicest 23 to 30c.

## COFFEES AND SPICES.

A fair demand exists for coffee and a moderate business has been put through. We quote: Jamaica, 17 to 19c.; Maracaibo, 19 to 22c.; Rio, 19 to 20c.; Java, 24 to 28c.; and Mocha, 25 to 28c.

In spices business is quiet and prices as follows: Jamaica ginger, 16 to 18c. for common and 20 to 23c. for fine; black pepper, 8 to 9c.; pimento,  $6\frac{1}{2}$ c.; nutmegs, 50 to  $52\frac{1}{2}$ c. and \$1.

## DRIED FRUIT.

Valencia raisins off-stalk are in fair demand, with sales reported at 3 to  $3\frac{1}{4}$ c. for good common stock. New crop is offered laid down in Montreal at 16s. 6d. In currants the market is quiet at  $4\frac{3}{4}$  to  $5\frac{1}{4}$ c.

## RICE.

There is a fair demand for rice at unchanged prices.

## GREEN FRUIT.

In green fruit the week has furnished a fair business with nothing very special. Lemons are easier at \$2.75 to \$3.50 for

choice and \$1.25 to \$2.50 for common to good. Oranges are quiet, as follows: Boxes \$2.50 to \$4 and half boxes \$1.50 to \$1.85. Receipts of raspberries have been liberal and sales fair at 7 to  $9\frac{1}{4}$ c. per box, while pails bring 75c. Peaches are scarce and firm at \$1.75 to \$2. Pears meet, with a fair sale at \$1.95 to \$2 per box. Bananas are plentiful at 50c. to \$1.25 per bunch. Melons sell at 25 to 35c., and blueberries 70 to 75c. per pail.

## BEANS.

The market is steady and we quote prices as before, hand picked \$1.40 to \$1.50, ordinary \$1.25 to \$1.30, and inferior 90c. to \$1.10.

## HOPS.

The market retains the steadier tone noted in our last, and prices are more firmly held at 18 to 20c. for good to choice yearlings, and 6 to 10c. for old.

## POTATOES.

Old potatoes are about finished. New potatoes are coming in freely and sell at \$1.75 to \$2.

## PROVISIONS.

The provision market is dull and neglected. Pork is moving slowly at unchanged prices, and smoked meats are only in fair enquiry. Whether the disturbance in Chicago will have any appreciable effect on this market remains to be proved. We quote:—Canadian short cut, per brl., \$21 to \$21.50; mess pork, western, new, per brl., \$22.50 to \$23; hams, city cured, per lb., 12 to  $13\frac{1}{2}$ c.; lard, Canadian, in pails, 11 to 12c.; bacon, per lb.,  $11\frac{1}{2}$  to  $12\frac{1}{4}$ c.; lard, com., refined, per lb.,  $9\frac{1}{2}$  to 10c.

## EGGS.

There is no change in the position of the egg market, which rules steady. Receipts are moderate and the demand fair. We quote prices steady at 11 to  $11\frac{1}{2}$ c.

## CHEESE AND BUTTER.

The cheese market rules steady. There is not much to note. Some 4,000 French country cheese sold at a range of 9 to 9 1-16c. Finest Ontario colored,  $9\frac{3}{8}$  to  $9\frac{1}{2}$ c.; finest Ontario white,  $9\frac{1}{2}$  to  $9\frac{1}{4}$ c.; finest Townships,  $8\frac{7}{8}$  to 9c.; finest French colored,  $8\frac{7}{8}$  to 9c.; finest French white,  $8\frac{3}{4}$  to  $8\frac{7}{8}$ c.; under grades,  $8\frac{1}{2}$  to  $8\frac{3}{8}$ c.; cable, white, 45s. 6d.; cable, colored, 46s. 6d.

Butter remains much the same. Creamery is held pretty firm on the whole at quotations. Dairy stock is steady also. We quote:—Creamery, 21 to  $21\frac{1}{2}$ c.; Townships, 19 to 20c.; Western dairy, 17 to  $17\frac{1}{2}$ c.

## THOSE SMALL ACCOUNTS.

It would be impossible to so disturb credit and confidence as to bring on conditions of stagnation and panic if every man and woman owing small bills to the grocer, the doctor, the milliner, the baker, the butcher, the carpenter, and the hundreds of persons in other callings who minister to our daily wants, should make prompt payment, says Philadelphia Record. If the ten dollar debt owing to the grocer should be paid to him he could settle his debt due to the doctor, and the doctor's wife could pay her milliner, the milliner the baker, and so on. The ten dollars once started on its errand of liquidation might satisfy hundreds of dollars of indebtedness as fast as it could be passed from debtor to creditor. The man who thrusts it in his

pocket, and lets his creditor wait, contributes his share towards augmenting business distress. When thousands of men, actuated by fear or careless disregard of obvious duty, begin to hoard money instead of paying their debts, distress must result. When millions lose confidence, and only pay as they are forced to do it, further business is impossible. All the wealth of the millionaires thrust into the breach could not make good popular default. As this is the season of the year when it is the practice of tradesmen and professional persons to send bills to those who are indebted to them for goods or services, we trust some heed will be given to our advice to promptly pay up. Two or three large houses in this city have adopted the Record's advice by settlement with all small creditors. If the small indebtedness of every household should be paid when due the ups and downs of large speculative ventures would be comparatively harmless. It is when everybody's pocket-book is turned into a bank of deposit, every sixpence going in and nothing coming out, that financiers are at their wits' ends and despair of finding a remedy.

## A NEW SUBSTITUTE FOR SUGAR.

Pasch's has recently given some attention to the properties of this new sweetening agent, and comes to the conclusion with reference to its relative value as compared with sugar that it cannot be denied that sucrol fully accomplishes one object for which sugar is used, viz., that of sweetening food and drinks. It has a pure sweet taste, has no disagreeable taste accompanying or following its use, and does not spoil the food to which it is added. Coffee, tea, and lemonade that are sweetened with sucrol taste very good; their sweet taste never becomes disgusting or sickening. Sucrol is best used for sweetening liquids that have a comparatively high specific gravity. Those that are lighter and bitter will not have this taste covered by sucrol, on account of their want of viscosity and the small quantity of sucrol necessary for sweetening. Something similar is known to be a fact with sugar; a purely bitter taste will not even be neutralized by much sugar (viz., quinine); it is only combined with the sweet. How much sweeter sucrol tastes than sugar cannot be stated exactly; according to his gustatory experience with aqueous solutions and with various foods and drinks, he believes it is about 200 times as sweet as sugar, maybe more. At all events, the quantity of sucrol necessary to sweeten a liquid is much too small to give it the same density as it possesses when sugar is employed. This shows very markedly in tea or coffee.—American Druggist.

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**JAMES A. SKINNER & CO.**

Toronto and Vancouver.

IMPORTERS OF

Crockery, China,  
Glassware, Lamps,  
and Fancy Goods.

Our importations this fall will comprise almost every line that is entirely new.

SPECIAL ATTRACTIONS IN  
LAMPS AND FANCY GOODS.

No trouble to show you through our spacious Sample Rooms. Send for a package of our Columbian or New Era assortment of Glassware. —GREAT VALUE.

ESTABLISHED 1851.

WE OFFER

**.. TOMATOES ..**

In 3 lb. Tins

Quality Guaranteed,  
at 80c. per doz.

**N. QUINTAL & FILS,**

WHOLESALE GROCERS,

274 St. Paul Street, Montreal.

**SHOULDERS - -**

Close and neatly trimmed SUGAR CURED, equal in quality to our celebrated "STAR" HAMS. We recommend these as being the CHEAPEST and MOST PROFITABLE line for you to handle.

WRITE FOR QUOTATIONS.

**F. W. FEARMAN,**  
HAMILTON, ONT.

**J. W. LANG & CO.**

Tea, Sugar .  
Syrup . . .  
Canned Goods

Wholesale Grocers,

59, 61, 63 Front Street East  
TORONTO

We can now fill small orders for "Fresh Herrings" in cans, if received promptly.

We hope soon to have some interesting quotations for one of the finest brands of this season's pack of B. C. Salmon.

**SLOAN & CROWTHER,**

WHOLESALE GROCERS,

19 Front St. E., Toronto.

**Canned Goods**

We are offering three pound Peaches, Apples, Pumpkins, also Corn at bargain prices. It will pay to get our prices before purchasing elsewhere

**WARREN BROS. & BOOMER,**

35 and 37  
Front St. East, TORONTO

WE ARE OFFERING—

**Selected Valencias**

In 14 lb. Boxes.

Very Fine Quality.

Also **A SNAP** in off-stalk.



May 29th, 1893.

Smith and  
Keighley

9 Front St. E., Toronto.

**JUST TO HAND.**

—NEW SEASON'S

**YOUNG HYSONS.**

Send for Samples  
and Quotations.

**PERKINS, INCE & Co.,**

41-43 Front Street East, Toronto.

**JOHN BURGESS & SON**

**SAUCE**

AND

**PICKLE**

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

Vide Sir Walter Scott's "St. Ronan's Well," Chaps. XVI. and XXX.

Lord Byron's "Beppo," VIII.

**SEELY'S Flavoring Extracts**



have stood critical tests for 31 years

Their—

Purity, Strength  
and Rich Flavor

have made them the  
**STANDARD GOODS  
OF AMERICA.**

The most attractive line  
in the market.

Send for our Illustrated  
Price List.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

**Victoria Tea.**

Just to hand, large consignment of this special blend. CEYLON TEA in 1 lb. and ½ lb. packages.

**T. KINNEAR & CO.,**

WHOLESALE GROCERS,

49 Front St. E., TORONTO.

**Elliott, Marr & Co.,**

Importers of Teas

—AND—

Wholesale Grocers.

**LONDON, ONT.**

**GOOD RETAILING.**

The successful business man is he who is willing to commence at the bottom and work his way up, by steady, unremitting attention to every detail of his business, and to be able to do that he must, before he thinks of engaging in business for himself, have a thorough knowledge of the grocery trade.

In selecting your location, be sure and have it the best you can afford. You will have to pay more rent, but that will cut a very small figure in comparison to the extra trade you will attract. When you have secured your place of business, the next thing to do is to place yourself right, before the public, financially and morally. First, go to one of the prominent mercantile agencies and make a fair, square and honest statement of the business you intend to engage in, the amount of cash capital you have to invest, what your position has been and what you anticipate doing. Then you make a resolution, and stick to it, that you will be strictly temperate, and never "play the races," or any other chance game.

When you get ready to purchase your stock, have a memorandum made out, and allow so much money for each stock, or each class of goods, and keep as near the limit as you can. Don't overload yourself with first purchases; get the very best cash discounts; you will find there is considerable money saved during the year by discounting your bills.

When business begins to slack up, do not sit down and wait for the return of fall or spring trade, but get up some good scheme that will bring you more prominently before the people, and at the same time bring you profit.

The arrangement of fixtures is something that would be considered as much as anything. Make everything as convenient as possible, and you will find your clerks will wait on more customers, make more sales, and cause much less trouble to themselves and less annoyance to those whom they are serving.

Stocks should be so arranged that customers purchasing one thing will have something else suggested to them by its being convenient, and the clerk will then have no trouble in introducing and selling it.

Employers should show an interest in their employees, from head clerk down to errand boys, as a kind word and a pleasant suggestion from the proprietor

will do a great deal more good than an hour's scolding would do.

About salaries, you should never cut a man's wages. If he is not worth what you engaged him for, let him go, for if he was worth little before you "dock" him, he will be worth less than nothing afterwards, as nine men out of ten will then try to injure you.

Then, on the other hand, if you have a good man, and you see he has your interest at heart, do not wait for him to come and tell you he has an offer from the house across the street. Just surprise him by putting an extra dollar or two in his envelop on Saturday night, and take my word for it, you will find you have made a good investment.

As you get people you can depend on, keep them, for you can rest assured that the better you treat your assistants, the harder they will work for you.

The saying is: "Goods well bought are half sold," but if they are only half sold, that will not help to discount your bills. Therefore, you must keep pushing all the time to keep your stock moving. You will pick up some "stickers" no matter how careful you are. As soon as you discover them, put them on the counter, cut the price in two, and get rid of them. You will then try and get something in their place that will sell and that you can make money on.

Advertising, in smaller cities and towns, is what makes the business today. No man can expect to be fairly successful without it.

I have watched every kind of an ad, and find the best results come to the man who makes a statement in a plain, straightforward manner, not crowding in too much reading matter in too small a space, but giving room for display lines.

No beginner, or even a man who has an established business, should be without a good trade journal.—Excelsior in Commercial Enquirer.

**OIL OF PEPPERMINT.**

More than one half of all the oil of peppermint, spearmint and tansy used in the world is said to be procured and distilled in Michigan. The centre of the industry is St. Joseph County. Peppermint plants to the weight of 15,000 tons when dried are cultivated every year in the state. From these essential oils are distilled. Early in spring the roots are planted in furrows from two to three feet apart. In a day a good workman will plant an acre with them. A few weeks later the rows meet and cover the entire ground. In September the plants mature. They are then covered with

fragrant purple blossoms and the time has arrived for mowing. After laying in the sun to dry they are raked into heaps and taken to the distilleries, of which there are about 150 in the State. It is estimated that 250 pounds of dried peppermint plants produce one pound of oil. The yield per acre is 15 pounds of oil. Distilled peppermint brings from \$1.25 to \$5 per pound in the home market. The industry was originally established in Mitcham, Eng., about 150 years ago. Early in the present century a beginning was made in this country in Wayne County, New York, and in St. Joseph, Mich. To-day nine-tenths of the entire product of the world is made in the United States. The rich, alluvial soil so abundant in Michigan, together with its desirable climate, has enabled the State to take precedence over any State or country in this industry.—New York Post.

**WILL SOON BE READY AGAIN.**

The Windsor Patent Brush Co., of Windsor, whose factory was destroyed by fire a few days ago, write that they are getting their business together again, and hope to be able to fill orders inside of two weeks. They wish to thank their customers and friends for past favors.

**EPPS'S COCOA**

¼ lb. packets, 14 lb. boxes secured in tin  
Special Agent for the Dominion:

C. E. Colson, Montreal

**MUNN'S  
GENUINE COD LIVER OIL**

PURE and UNADULTERATED

Made on the most improved Norwegian process from the choicest Newfoundland Oil.

**ALMOST TASTELESS**

Handsomely labelled, in 8 oz., 12 oz.  
and 16 oz. Bottles.

Send for Samples and Price List.

Stewart, Munn & Co.,  
MONTREAL.

KEPT IN STOCK

**AMMONIA SOAP**

:-

By the Wholesale Trade from Halifax to Victoria

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It is a cooling  
nourishing  
It is far more  
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DAVIDSON  
EBY, BLA  
H. P. EC  
T. KINNE  
PERKINS,  
SLOAN &  
WARREN

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**ENORMOUS SALES - -**

and Constantly Increasing.

**PETTIJOHN'S  
California Breakfast Food**

It is a cooling, refreshing, and nourishing food for summer use.

It is far more delicious and wholesome than oat meal.

Every Retailer should carry it in stock.

The following Wholesale Grocers will supply you :



DAVIDSON & HAY,  
EBY, BLAIN & CO.,  
H. P. ECKARDT & Co.,  
T. KINNEAR & Co.,  
PERKINS, INCE & Co.,  
SLOAN & CROWTHER,  
WARREN BROS. & BOOMER

Toronto: } Hamilton:  
W. H. GILLARD & Co.,  
LUCAS, STEEL  
& BRISTOL.,  
JAS. TURNER & CO.  
Montreal: GEO. CHILDS & CO  
London: EDWARD ADAMS & CO.

Write for samples and particulars.

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

**. GOODS .**

that  
are

**Always Reliable.**



Wholesale Grocers  
Sell Them.



Write us for samples  
and particulars.

**WRIGHT & COPP,** DOMINION AGENTS **TORONTO**



A Popular Table Luxury,  
A Culinary Article,  
AND  
A Perfect Infant Food.

COMPLETELY STERILIZED

FOR SALE BY ALL WHOLESALE GROCERS

.. PREPARED BY ..

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

WRIGHT & COPP, Toronto

**BATTY'S**

**BATTY & CO.**  
London, Eng.

**Pickles, Sauces, Jams, Jellies,  
Marmalades, Etc.**

Wholesale Grocers Sell Them.



**WRIGHT & COPP,** Dominion Agents, **TORONTO**

## DRY GOODS.

## MONTREAL MARKET.

Business in dry goods has been quiet, but most of the houses report the receipt of fair orders on fall account and sorting orders for summer goods as well.

Nothing further has been done in the matter of the cutting on Canadian staples by Toronto firms, but according to a member of a leading firm here the matter is remedying itself. This, it is said, is largely due to the action of a Toronto house, not one of the offending firms, which got real mad, and to meet the actions of its competitors instructed its travelers to sell at cost right and left. They did so for a few days with effective results.

Mr. A. F. Gault, of Gault Bros., has not yet returned from Europe.

Caverhill, Kissock & Co. have received and are still receiving an extensive line of ladies' fall cloakings in German woollens.

S. Greenshields, Son & Co. have put into stock a heavy line of domestic fine grey wool flannels which they have been working on.

Jas. Johnston & Co. received last week a fine assortment of velvet shawls. It is anticipated that the most popular shade will be "ombre."

The two little stuffed kids which figured so prominently in the St. Jean Baptiste celebration were loaned by Thouret, Fitzgibbon & Co. They represent the well known trade mark of "Jammet" gloves.

Jas. Johnston & Co. opened up an extensive line in velvets last week, and have already shipped several good orders from the lot.

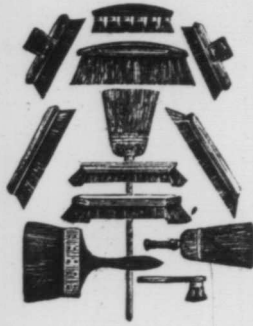
Gault Bros' travellers report an encouraging demand for general fall supplies, tweeds, overcoatings and cloakings, and their conclusion is that the stocks in country dealers' hands is small.

Wm. Agnew & Co. received last week an extensive line of black and colored henriettes in all shades, also a large line of China silks in all the popular colors, in 22 and 30 inch. They expect a good demand for sealettes and black and grey curl cloth also again this fall for jackets.

Thouret, Fitzgibbon & Co. are now carrying full stocks of the now well known brand of "Jammet" French kid gloves, the agency for which is under their control, the late firm of Jammet, Frere & Pewny having dissolved and the original Jammet make being handed over to Thouret, Fitzgibbon & Co. In the latter firms hands the goods have this season doubled in sale, evidently they are becoming known and appreciated.

## TORONTO MARKET.

The past week has been a very quiet one with the jobbers. Very few lines have been active for present delivery and sorting orders have totalled but a meagre volume. Still this volume has been fully equal to that of



The Windsor Patent Brush Co. Ltd.

WINDSOR, ONT.

Make a Full Line of Saleable

**BRUSHES, WHISKS AND BROOMS**

For the General Trade.



former corresponding seasons, and every person concerned is cheerful. What little sorting trade is being done is chiefly through letter orders, as the house trade is almost a non-entity. City retailers order daily sorting parcels, and pick up many clearances.

July closed with a big total of fall shipments, but only the men who are considered safe beyond a doubt, have been thus favored. At present wholesalers are holding back any heavy shipments of fall goods until the 4th of August is past and its lessons revealed. Brisk shipping of fall goods will recommence about the tenth and will be continued at an accelerated pace until all fall orders are filled. Reports from travellers show that the trade is buying cheerfully but not heavily. The tone of the buyers is hopeful, although not speculative.

John Macdonald & Co. have just opened up ten cases of plain silk surahs including all the new scarce colors. A shipment of shot surahs in two qualities is also to hand.

Gordon, Mackay & Co. offer in their staple department English sheetings (plain and twill) at prices that they claim are much under market value.

Alexander & Anderson show a large range of fancy flannels in floral designs. These goods are especially adapted as material for house gowns.

Caldecott, Burton & Spence are opening up a large shipment of velveteens comprising staple shades, navys, browns, greys and fawns, etc., also the newer and novel shades, such as Humboldt, Eveque, Emeraude, Moss, and Tabac.

W. R. Brock & Co. are showing a great display of large buttons suitable for mantles, ulsters, and overcoats in pearl, pearlettas, buffalo horn, vegetable ivory, and composition. They are the newest and most fashionable goods in the market. Their travellers carry a full range of the samples.

Gordon, Mackay & Co. have opened another shipment of their famous 796 black venetian finish worsted. Their sales on this cloth must have reached very respectable figures.

Evening wraps and boating shawls have not been in such demand for many years as they are this season. Anticipating this fact W. R. Brock & Co. make unusually large purchases, and are thus enabled to offer un-

precedented value at popular prices; their No. 53 Honeycomb to retail at 75 cents, and their "Dollar" to retail at that price have been so much in demand that already they have been compelled to place several cable repeats. They have all colors in stock in various lines of honeycombs and fancy knitted.

John Macdonald & Co. are showing in their silk and dress room the largest assortment of silks, ribbons, hosiery, gloves, dress goods, veilings, ladies' underwear and knitted and fancy shawls that they have ever offered to the Canadian trade.

Wyld, Grasett & Darling have just received a shipment of horsecloths for fly nets. This is double width, extra value, and quite seasonable. Some very fine lines of white quilts of American and English manufacture in very nice designs and at popular prices.

Gordon, Mackay & Co. have made a special effort this season on stylish dress fabrics, and report most gratifying results. In many ranges repeat orders were found necessary to keep their assortment unbroken.

John Macdonald & Co. have some special lines of ladies' metal belts. These are the rage at present and this lot will be offered at much below regular prices. A full stock of "Safety" hooks and eyes is to hand in their haberdashery department. Dress shields in stockinettes, sateens, satins and silks are again in full range.

Wyld, Grasett & Darling, in their men's furnishing department, are busy filling fall orders, and their stock of general furnishings is now about complete. Their specialty in neckwear is neat patrons and quiet colorings, which, they claim, pleases a larger proportion of their patterns than the louder and bolder designs. They have had an unusual run on melton and flannel shirts for the fall trade, both in men's and boys' sizes.

Military and hercules braids in wide numbers are in great demand at present. Gordon, Mackay & Co. are in receipt of a shipment of these scarce goods which made their range of widths complete. Their "special" unlaundried shirt at \$7.20, which has made a name for itself the country over, they can now do in all sizes from 14 to 17 inch.

Alexander & Anderson are opening up their fall dress goods. They show great range in hopsackings, plain checks and shot effects; whipcords in plain, shot and broche effects; serges in all colors, and hopsack tartans in silk and wool especially for blouses and trimmings. They have also a large range of high-class tweed effect suitings. Plain cloth suitings are shown in all colors. Shot velvets and shot velvet cords are something new and special as a trimming for the fall trade.

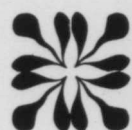
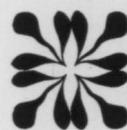
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# KEEN'S MUSTARD



CELEBRATED  
FOR ITS . . .  
UNEQUALLED  
FLAVOR . . .

CHRIST<sup>Y</sup> JAMES & CO., LONDON,  
ENGLAND.

MAKERS OF THE LEADING

## Pickles, Marmalade, Sauces

In order to introduce the Imperial pint bottles of PICKLES put up by this celebrated firm.

I will, for 3 months, sell them to retailers at \$2.40 per doz.

These Pickles are equal if not superior to those for which \$3.20 is paid.

A jobber wanted in each city in the Dominion to handle these goods.

M. F. EAGAR, General Agent, HALIFAX, N. S.

FAC SIMILE OF PACKAGE.



CHAS. SOUTHWELL & CO., LONDON,  
ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.

SPECIALTY IN CLEAR JELLY MARMALADES

"Scotch Home Made,"

"Perfection."

"Lemon Jelly Marmalade,"

} Made from Seville Oranges.

"Messina Lemons."

PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

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

FULL PRICE LIST ON APPLICATION.

WORKS: DOCKHEAD, LONDON, ENGLAND.

**CONSUMMATE MEN OF BUSINESS.**

The following paper from the pen of a practical grocer was recently published in the Michigan Tradesman:

Consummate business men or consummate men of business—either seems to answer the text.

Owen Feltham said that man is but the lower part of the world that is not brought up to business affairs.

Hazlett represents the man of business as a mean sort of a person, yoked to a trade or profession, keeping in a beaten track, and letting his affairs take their own course. With this sentiment we disagree. We know there are narrow-minded men of business, as there are narrow-minded literary men and legislators; but there are also business men of large and comprehensive minds, capable of action on the very largest scale. Burke once said that he knew statesmen who were peddlers and merchants who acted in the spirit of statesmen. We should take into account the qualities necessary for the conduct of a successful business. It requires special aptitude, promptitude of action in emergencies, capacity for organizing, great tact, knowledge of human nature, constant self-culture and growing experience in the practical affairs of life. The school of business is by no means as narrow as some would have us believe.

The truth is well spoken when we say that consummate business men are rare—almost as rare as veritable saints and martyrs. The path of success in business is invariably the path of common sense. A good deal is said about lucky hits, but the best kind of success in every man's life is not that which comes by accident. Every youth should be early made to feel that if he would get through the world usefully and happily he must rely upon himself and his own energies. Teach him to understand that he has his own way to make, and that it depends solely upon his own exertions whether he starve or not.

An eminent judge once said, when asked what contributed most to success at the bar: "Some succeed by great talent, some by high connections, some by miracle, but the majority by commencing without a shilling." It seems to be a fact that the men who are most successful in business are those who begin the world in their shirt sleeves, whereas those who begin with fortunes frequently lose them.

Business is employment; serious engagement; something to be transacted; something required to be done. Every human being has his duties to be performed, and therefore has need of cultivating the capacity for doing them. Attention, application, accuracy, method, punctuality, and dispatch are the principal qualities required for the efficient conduct of business of any kind. These

may be thought to be small matters, yet they are essential; and when men have broken down in business it will almost invariably be found that it was due to the neglect of little things. It is the result of everyday experience that steady attention to matters of detail lies in the root of human progress, and that diligence, above all, is the mother of good luck. Accuracy is also of much importance and a mark of good business training, accuracy in observation, accuracy in speech, accuracy in the transaction of affairs—what is done in business should be well done. It is much better to accomplish perfectly a small amount of work than to do much more imperfectly. Method is essential, and enables a larger amount of work to be got through with satisfaction; method is like packing things in a box—a good packer will get in as much again as a poor one.

Be prompt; do instantly whatever is to be done, and take the hours of recreation after business—never before it. If that which is first in hand is not instantly, steadily and readily despatched, other things accumulate behind it until affairs begin to press all at once, and no human brain can stand the confusion.

Economy of time is another essential for the perfect business man. Men often say, "Time is money," but it is much more the proper improvement of it in self-culture, self-improvement, and in growth of character. Fifteen minutes a day devoted to self-improvement will be felt at the end of the year. An economical use of time is the true mode of securing leisure. It enables us to get through business and carry it forward, instead of being driven by it. A great man once said: "I owe all my success in life to having been always a quarter of an hour before my time." Punctuality is the duty of gentlemen and the necessity of business men. Nothing begets confidence in a man sooner than the practice of this virtue, and nothing shakes confidence sooner than the want of it. He who keeps his appointments and does not keep you waiting, shows that he has regard for your time as well as his own. The person who is careless about time will be careless about business, and is not to be trusted with matters of importance. It will generally be found that the men who are habitually behind time are habitually behind success.

"Honesty is the best policy" is an axiom which is upheld by the daily experience of life, integrity being found as successful in business as anywhere else. Integrity of word and deed ought to be the corner stone of all business transactions to the tradesman, the merchant, and manufacturer. It should be what honor is to the soldier and charity to the Christian. We may succeed for a time by fraud, by surprise, by violence, but we can succeed permanently only by

means directly opposite. Trade tries character more severely than any other pursuit in life. It puts to severe tests honesty, justice and truthfulness; and men of business who pass through such trials unstained are worthy of great honor. It is possible that the scrupulously honest man may not grow rich so fast as the unscrupulous and dishonest one, but the success will be of a truer kind, earned without fraud or injustice; and, even though a man should be for a time unsuccessful, still he must be honest. Better lose all and save character, for character is itself a fortune.

**HINTS FOR CREDIT GIVERS.**

Is he married or single?

Does he gamble or speculate?

Satisfy yourself in regard to the habits of his private life.

Is he extravagant or disposed to live up to or beyond his means?

Is he prompt in settlement, and how does he stand in his own trade?

Record and standing as man and merchant should also be considered and thoroughly investigated.

Ascertain if there is anything which would lead him to spend more money than his business can afford.

Has he ever failed? And if he has, under what circumstances and what was the character of the settlement made, if any?

Banks are excellent references. They won't tell you what a man's balance is, but they will tell you, as a rule, in plain English, what they think of him.

If you can give a hint or clue to your commercial agency don't fail to do it. It often opens up new developments which the creditor may be seeking to hide.

The amount of credit given should be governed primarily by the amount of capital invested in the business for which the credit is sought and by the outside resources of the person or persons conducting the same, providing, of course, that such outside resources are in the name or names of the party or parties in interest.—Ex.

**PROUD OF HIS CLEAN SHOP.**

The Chicago Helper publishes a letter from one of its subscribers, this extract from which is worth more than a passing notice:

"I found this shop just as 'rocky' as many others where I have been, but now I keep it open for inspection to anyone caring to come in. I am proud of my clean shop. In my spare time, instead of playing cards and reading novels, I clean up; and, if I do say it myself, it is always clean, and the boss has a good trade."

In replying to this letter the Helper says that there are those who will see no connection whatever between the features just alluded to ("always clean"

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and "open for inspection"), and the significant remark with which the extract closes, "The boss has a good trade." Possibly in this case there may be no connection; it may be simply a coincidence. But there are some craftsmen who will see in the clean shop a good trade, a very close and direct connection; some will even go so far as to think of them and speak of them as direct cause and effect, and these latter have very good reasoning and dead loads of experience to substantiate their claim. Another point worth noting in the words of our friend is the encouragement this incident gives to men whose change of situation brings them into badly arranged and unclean shops, and sometimes into contact with bosses who don't care a cent whether the shop is clean or not. It suggests possibilities within the reach of a determined man that means a great deal. This man's boss, unless he be a freak, cannot help seeing the difference in his shop, and if he has any sense will see how much more valuable to him is a clean workman than a slouch.

# A Customer's Life . . .

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

## The Northern Queen . . .

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

**TAYLOR, SCOTT & Co.,**  
TORONTO



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

### DO YOU?

WISH THUS TO BUILD,  
an advertisement  
in the  
**CONTRACT-RECORD,**  
TORONTO  
will bring you  
tenders from the  
best contractors.



# STERLING SOAP

Best  
and  
goes  
farthest.

Manufactured by

**Wm. Logan**

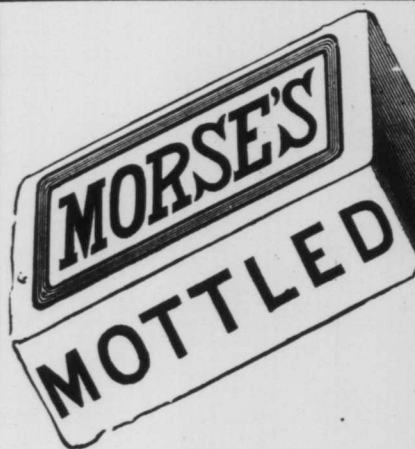
ST. JOHN, N.B.

Toronto Agents:  
F. W. HUDSON & CO.

## GROCERY BROKERS

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

AGENTS FOR  
THE ST. LAWRENCE SUGAR REFINING CO.,



**Apted Bros.**



**54 Yonge St.**

TORONTO

## BUSINESS CHANGES.

## ASSIGNMENTS, DIFFICULTIES, COMPROMISES

John J. Brown, a Barrie grain dealer, has assigned.

Gervais & Jasmin, grocers, Montreal, have assigned.

C. J. Poile, boots and shoes, Chatham, has assigned to C. B. Armstrong.

W. L. Sterns, general merchant, Souris, P.E.I., is offering to compromise.

F. K. Marr, shoe uppers and leather, Barrie, has assigned to O. H. Lyon.

Guenther & Schmidt, grocers, etc., Milverton, have assigned to C. B. Armstrong.

John Watt & Co., general dealers, Uxbridge, have called a meeting of their creditors.

J. McManus & Co., general merchants, Sherbrooke, Que., are offering to compromise at 25c. on the dollar cash.

John H. Blackely and W. I. Hubley, Halifax, have been registered to carry on business as grocers under the firm name of Hubley & Co.

P. E. Venner, general merchant, St. Saver, Que., has assigned at the instance of Hamel Bros. Assets, \$23,000; liabilities, \$16,500.

Eljah Bond, proprietor of the Globe hotel, St. Thomas, has made an assignment to W. Bromell, sr. Liabilities, \$5,400, including a mortgage of \$2,500; assets, \$4,000.

H. Tolchard, grocer, 495 Yonge street, Toronto, has assigned to Henry Barber & Co. His liabilities are about \$7,000 and assets \$1,000 less. F. X. Marrin, grocer, of Barrie, has also assigned to Mr. Barber.

## SALES MADE OR PENDING.

The stock of Joseph McClintock, grocer, Toronto, has been sold.

Robert Manson, butcher, Toronto, is advertising business for sale.

S. G. Johnson, grocer, Amherstburg, is advertising his business for sale.

The estate of J. B. L. Jones, general merchant, Victoria, B.C., has been sold to Walter Jones.

John L. Alphon, fruit and confectionery, Brockville, is advertising his retail business for sale.

The estate of A. McDougall & Son, wholesale liquors, Halifax, has been sold to A. McDougall & Co.

The stock of A. Lindsay, general merchant, Southampton, is advertised for sale by auction August 4.

Assignee Langley has been instructed to sell the assets of the insolvent estate of Fortier Bros., boots and shoes, Toronto.

A. N. Christopher, banker, bought O. J. Mitchell's bankrupt stock of furniture at Ingersoll at 59 cents on the dollar.

The stock, etc., of Boucher & Co., manufacturers of boots and shoes, Montreal, has been sold to Henry Porter, at 54c. on the dollar.

## PARTNERSHIPS MADE AND DISSOLVED.

The Thompson Shoe Co., of Montreal, is applying for incorporation.

Flatt & Baker, general merchants, Greenway, Man., have dissolved. James Flatt continues.

McNabb & Boland, general merchants, Eganville, have dissolved. John D. McNabb will continue.

Severin St. Jean has registered to carry on business as grain and hay dealer under the firm name of D. Parent & Co., Montreal.

Pierre Lasalle and Odille Lasalle, grocers, are partners, and doing business under the firm name of P. Lasalle & Cie, Montreal.

Thomas Deery and Joseph Nantel have become partners in Montreal to carry on the fruit business under the name of Deery & Nantel.

Charles Bouchard and Joseph Bouchard have registered as partners under the firm name of Bouchard & Fils, as provision merchants, Montreal.

Jules Lachapelle and Cyrille Lachapelle, have registered as collectors and commission agents under the firm name of Lachapelle & Frere, Montreal.

Henry Middleton Dinning and Henry Lawrence Dinning are partners as tea and commission merchants, under the name of H. M. Dinning & Co., Montreal.

## CHANGES.

J. Morin, boots and shoes, Hamilton, is giving up business.

H. A. Allen, banker, Port Elgin, has sold out to Alex. Miller.

J. Webb & Co., provision merchants, Sydney, N.B., have sold out.

A. Steel & Co., grocers, Toronto, have assigned to E. R. C. Clarkson.

C. M. Arkell, liquors, St. Thomas, has been succeeded by Ordish & Barnes.

A. Desbray, grocer, New Westminster, B.C., has sold out to Parnell & Gunn.

Robert Swine, general merchant, Doaktown, N.B., has been succeeded by Swine & Co.

Patrick McCarey, grocer, Halifax, has registered consent for his wife to carry on business in her own name.

Mrs. J. DeFoe, of Pefferlaw, has removed to Zephyr, where she is keeping the

hotel formerly occupied by Thomas Shepard. Mr. Wright, of Cannington, is running the Pefferlaw hotel.

## FIRES

E. J. LeBlanc, general merchant, Bouchouche, N.B., has been burned out.

The Canada Patent Brush Co., Ltd., Windsor, Ont., has been burned out.

On Tuesday morning last Way's grist mill at Pefferlaw was burned to the ground. Loss, \$12,000; insured for \$5,000. Cause unknown.

The Gotham cheese factory, about three miles north of Freeborn, was destroyed by fire Saturday.

The Westport cheese factory has been destroyed by fire, together with about \$600 worth of cheese. The building was owned by E. G. Adams; the stock and machinery were owned by the Patrons. No insurance.

## DEATHS.

T. T. Coleman, salt wells, Seaforth, is dead.

S. W. Flager, general merchant, Wellington, is dead.

## PUBLIC TASTE AND INDIAN TEA.

The arrival of the Moyune on Tuesday with three and a half million pounds of new season's Congou on board gives the trade an opportunity of judging what the first shipment of the new crop is like. Among the cargo were some very superior Ningchows that fetched 1s. 10d. at the first day's sale, though the demand was very slow. Kintucks and Oanfas showed nothing special, and Monlgs might be included in the same statement. The Coromandel's cargo of scented Capers showed very good quality, and though not in great demand, yet a fourth of the 14,000 boxes found buyers at an average of about 11d. The fact is the public taste has now been so thoroughly educated to Indians and Ceylons that there is not much demand for Chinese sorts, and what there is is steadily declining. Too late John Chinaman has learned the folly of abusing a good market, and though there will always be those who prefer the delicate flavor of high-class Chinese teas, and commoner sorts will be in request for blending purposes, yet the tea of the million will be supplied from our British possessions. Every patriot will be pleased with that fact.—Grocers' Chronicle, London.



## TRAINED.

MURPHY—"What's all that fuss in yure yard?"

KINEELY—"Corny th' goat got th' buttin' habit on him an' th' ol' woman's foolin' him inter batin' th' bist-room car-rpet."

Sold  
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Dealers  
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Is put up in  
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Sold  
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**Silver Star .  
. Stove Polish**  
Has No Equal.

Is put up in two sizes of fancy tin boxes, packed in 2 gross cases, making a handsome package. The sale of it is on the increase. Where once tried, always used. This polish saves labor. It makes neither dust nor dirt. It gives a beautiful bright black polish. No mixing required. Always ready for use. Ask your wholesale or hardware house for it; they all keep it.

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

We also make a polish for stove mounter's use; put up in bulk only.

**ARE  
YOU  
OUT**

It does not pay to be out of Adams' Tutti-Frutti Chewing Gum. To be out of a popular, good seller, is to be out of money.

Always order ahead, and if you put Adams' Tutti Frutti Chewing Gum where your customers see it, they want it!

**ADAMS' & SONS CO.**

11 AND 13 JARVIS ST., TORONTO



**You Can't Beat It**



Sold only in Cans by the Live  
Wholesale and Retail  
Trade

and Manufactured by

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



The **HEADQUARTERS** for

**. T E A .**

Of Every Description —————

**Lightbound, Ralston & Co.**

Seeing is believing.

Send for Samples.



**MONTREAL**

**E. BROWN & SON'S**

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

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

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

**A WATCH  
OR A TURNIP?**

The Watch given with Somerville's MEXICAN FRUIT and PEPSIN Chewing Gums, IS A WATCH. Nice size. Good looking. Splendid time keeper. Over fifty have already been sent out, and expressions of satisfaction from our customers are very pleasant to hear. . . . .

COSTS YOU NOTHING TO GET ONE!

G. R. SOMERVILLE, London, Canada.



**Licorice  
Lozenges**

Manufactured exclusively by

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

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

**MUNN'S FAMOUS BONELESS CODFISH.**

NEW and GENUINE. NOW ARRIVING.

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

**MUNN'S BONELESS CODFISH.**

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

Orders can be filled at short notice after this.

**STEWART, MUNN & CO., Montreal.**

By Royal Warrant, Manufacturers To Her Majesty, The Queen.

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

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

**Nixey's  
Black NO DUST  
Lead**

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

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

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

Always Bright & Beautiful. In Large Packets 1d. & 2d. each.

**NIXEY'S  
"SOHO SQUARE" BLUE**

THE PUREST—BEST—NO SEDIMENT. ONLY HALF THE USUAL QUANTITY REQUIRED.

Eight 1-oz. squares in Box for 6d. Of all Grocers and Oilmen; or write to 18, SOHO SQUARE, LONDON, ENGLAND

**NIXEY'S  
"CERVUS" KNIFE POLISH.**

FOR KNIVES, FORKS, BRASS and STEEL WORK, Etc., Etc. Won't Wear the Blades like others. 6d. and 1s. Tins.

OF ALL STOREKEEPERS EVERYWHERE. Wholesale: W. G. NIXEY, London, England.

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

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Biscuit M

HUNT given to an tions since awarded th Trade and following b "Unri production

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# English Biscuits

All Grocers should keep a supply of Genuine English Biscuits . . . . .

MANUFACTURED BY

## HUNTLEY & PALMERS

Biscuit Manufacturers to Her Majesty the Queen, Etc.



Reading AND London England

FOR WHICH THERE IS AN EVER INCREASING DEMAND

HUNTLEY & PALMERS have obtained the highest awards given to any English House for Biscuits at all the leading Exhibitions since 1851, and at the Paris Exhibition in 1878 they were awarded the "Grand Prix," the only Grand Prize given to the Biscuit Trade and the highest distinction the Exhibition could confer. The following being the terms of the award :

"Unrivalled House known throughout the world for its enormous production and for the excellent quality of its Manufactures.

For Price List and Terms Apply to :

HUNTLEY & PALMERS, Reading, and 162 Fenchurch St., London, E.C., England.

or to their Representative

MR. EDWARD VALPY, 28 Reade Street, New York.

### THE CANADIAN GROCER PRICES CURRENT.

TORONTO, August 3, 1893.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities 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
9 oz. cans, 2 and 4 doz. in case	2 40
6 oz. cans, 2 and 4 doz in case	1 90
4 oz. cans, 4 and 6 doz in case	1 25
Per doz	
Dunn's No. 1, in tins	2 00
" " " " "	75
Cook's Gem, in 1 lb pkgs	\$1 75
" " " " " 7 oz pkgs	85
" " " " " 2 oz " "	40
" " " " " 5 lb tins	65
" " " " " bulk, per lb.	12



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

#### COOK'S FRIEND. (in Paper Packages.) Per doz

Size 1, in 2 and 4 doz boxes	\$2 40
" 10, in 4 doz boxes	2 10
" 2, in 6 " "	80
" 12, in 6 " "	7c
" 3, in 4 " "	45
Pound tins, 3 oz in case	3 0c
12 oz tins, 3 oz in case	2 40
5 oz tins, 4 " "	1 10
5 lb tins, 1/2 " "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
" " " " " 1 lb, 4 " "	1 30
" " " " " No. 1, 2 " "	1 90
" " " " " 1 lb, 2 " "	2 2c
" " " " " 5 lb, 1/2 " "	9 60



#### DIAMOND BAKING POWDER.

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

#### BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

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

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

#### BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " " " "	2 10
" " " " "	1 10
Spanish, No. 3	4 50
" " " " "	5 00
" " " " "	9 00
Japanese, No. 3	4 50
" " " " "	7 50
Jaquot's French No. 2	3 00
" " " " "	4 50
" " " " "	6 00
" " " " "	9 00
" " " " "	7 50
1-gross Cabinets, asst.	9 00
Egyptian, No. 1	4 50
" " " " "	4 50

P. G. FRENCH DRESSING (LADIES.) For ladies' and children's boots and shoes.

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

#### P. G. FRENCH BLACKING.

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

#### BLACK LEAD.

Refined in 1d., 24, 4d. and 1s. packages, (9 lb. boxes)	7s 6d \$2 50
Jubilee in 1 oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d 2 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 2d. pkts, 1 gross	7s 6d 2 00
Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.: 1/2 gro, 2 oz, or 1/2 gro., 4 oz.	

F. F. DALLEY & CO.

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

#### BLUE.

Reckitt's Pure Blue, per gross	10
NIXEY'S	
Soho Square in 8 lb. boxes, of 16x6d. boxes, London	6s 0d
Soho Square in 8 lb. boxes, of 16x6d. boxes, Canada	\$2 25

#### CORN BROOMS.

CHAS. BORECKH & SONS, per doz	
Carpet Brooms—	net.
"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. 8, 4 strings	3 30
Do. do. 7, 4 strings	3 10
Do. do. 6, 3 strings	2 90
"Standard," select, 8, 4 strings	2 90
Do. do. 7, 4 strings	2 75
Do. do. 6, 3 strings	2 60
Do. do. 5, 3 strings	2 40

#### CANNED GOODS.

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

MOLASSES

We make low prices. Delivered, freight and duty paid per Imperial gallon to any point in Canada.

Samples upon application.

N. W. Taussig & Co.

96 Wall Street, NEW YORK

Atlantic Sugar House, BROOKLYN.

Cable Address, "Taussig, New York."

CANADIAN AGENTS:

R. S. McINDOE, Toronto.

JAS. SIMPSON & SON, Hamilton.

L. H. DOBBIN, Montreal.

J. WINFIELD, Quebec.

M. F. EAGAR, Halifax.

Prices Current Continued-

Table listing various food items like Corn, Peas, Pears, Pineapple, Peaches, Plums, Pumpkins, Raspberries, Strawberries, Succotash, Tomatoes, Lobster, Mackerel, Salmon, Sardines, etc. with prices.

Table listing Sandwich Ham or Tongue, Ham, Chicken and Tongue, etc. with prices.

CHEWING GUM.

Table listing chewing gum brands like Tutti Frutti, Orange Blossom, Monte Cristo, Sappota, etc. with prices.

C. R. SOMERVILLE.

Table listing various products like Mexican Fruit, Pepsin, Sweet Sugar Cane, Celery, Cracker, etc. with prices.

CANNED MEATS.

CANADIAN

Table listing canned meats like Corn Beef, Roast Beef, Par Ox Tongue, Ox Tongue, etc. with prices.

CHOCOLATES & COCOAS.

Table listing chocolates and cocoas like French, Caraccas, Premium, etc. with prices.

FRY'S

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

Table listing Fry's products like Chocolate, Carracas, Vanilla, etc. with prices.

JOHN P. MOTT & CO'S

Table listing John P. Mott & Co's products like R. S. McIndoe, Mott's Broma, etc. with prices.

COWAN COCOA AND CHOCOLATE CO.

Table listing Cowan products like Cocoa, Hygienic Cocoa, etc. with prices.

WALTER, BAKER & CO'S

Table listing Walter, Baker & Co's products like Chocolate, Baker's Vanilla, etc. with prices.

MENIER FABRICANT DE CHODOLAT.

Table listing Menier products like Paris et Noisiel, Yellow wrapper, etc. with prices.



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

Vertical text on the right edge of the page, including 'Toronto' and various small notices.



# JUMBLES

A Biscuit that is having a great run just now. 11c.  
Get them while the craze is on.

WATCH THIS SPACE  
FOR NEW LINES . . .

Toronto Biscuit & Confectionery Co., 7 Front St. East, Toronto

Prices current, continued—

**CLOTHES PINS.**

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

**CHAS. BECKH & SONS, per box**

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

**COFFEE.**

<b>GREEN</b>		c per lb
Mocha	28	33
Old Government Java	25	35
Rio	21	22
Plantation Ceylon	29	31
Porto Rico	24	28
Guatemala	24	26
Jamaica	23	23
Maracaibo	24	26

**TODHUNTER, MITCHELL & CO.'S**

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

**DRUGS AND CHEMICALS.**

Alum	lb	\$0 02	\$0 03
Blue Vitriol		0 06	0 07
Brimstone		0 03	0 03 1/2
Borax		0 12	0 14
Campbor		0 80	0 85
Carbolic Acid		0 30	0 50
Castor Oil		0 07 1/2	0 08
Cream Tartar		0 28	0 30
Epsom Salts		0 02 1/2	0 02 1/2
Paris Green		0 16	0 17
Extract Logwood, bulk		0 13	0 14
" boxes		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 30	0 35
Saltpetre		0 08 1/2	0 09
Soda Bicarb, per keg		2 50	
Salt Soda		1 00	1 25
Madder		0 12 1/2	

**DURABLE PAILS AND TUBS**

WM. CANE & SONS, MANUFACTURING CO  
NEWMARKET.

Steel hoops, painted and grain'd	Per doz.	2 20
Brass hoops, oiled and varnish.		3 25
No 1 tubs		9 50
No 2 "		8 50
No 3 "		7 50

**EXTRACTS.**

Bailey's Fine Gold, No. 8, p. doz	\$0 75
" " " " 1 1/2 oz.	1 25
" " " " 2 1/2 oz.	1 75
" " " " 3 1/2 oz.	2 00
(SEELY'S FLAVORING) per doz	
Concentrated, 2oz. full measure	1 75
4 oz.	3 00
In Lemon, Vanilla and Assorted Flavors. Less 10 per cent. discount in gross quantities or more	

**FLUID BEEF.**

JOHNSTON'S, MONTREAL, per doz

Cases, No. 1, 2 oz tins	\$2 75	\$3 00
" No. 2, 4 oz tins	4 50	5 00
" No. 3, 8 oz tins	8 00	8 75
" No. 4, 1 lb tins	12 60	14 25
" No. 5, 2 lb tins	25 00	27 00

**FRUITS.**

<b>FOREIGN.</b>		c. per lb
Currants, Provincial, bbls	5 1/2	6
" Filiatras, bbls	5 1/2	6
" " " bbls	5 1/2	6
Currants, Patras, bbls	6 1/2	6 1/2
" " " bbls	6 1/2	6 1/2
" " " cases	7 1/2	7 1/2
" Vostizzas, cases	7 1/2	9
" " " cases	7 1/2	10
" 5-crown Excelsior (cases)	8	8 1/2
" " " case	8 1/2	8 1/2
Dates, Persian, boxes	5 1/2	5 1/2
Figs, Elemes, 14oz., per box	10	10 1/2
" 10 lb boxes	10	11
" 30 lb bxs. 7 crown	14	14 1/2
Gold medal washed Turkey, bgs abt 5lbs, finest grade grown	10 1/2	
Prunes, Bosnia, casks	7 1/2	9
" " cases, new	7 1/2	9
Raisins, Valencia, offstak old	6 1/2	6 1/2
Selected	6 1/2	6 1/2
Layers	6 1/2	7
Raisins, Sultanas	6 1/2	10
" Elame		
Malaga:		
London layers	3	25
Loose muscatels, Califor	1 60	1 70
Imperial cabinets	3 50	3 50
Connoisseur clusters	3 50	4 50
Extra dessert	4 50	
" " qrs.		
Royal clusters		
Fancy Vega boxes	3 40	3 50
Black baskets		
" " qrs		
Blue		
Fine Dehesas		
" " qrs		
Lemons, Jamaica	3 00	3 50
Oranges, Valencia	2 75	3 00
" Florida	4 50	
" " Florida	3 00	3 50
" Seedlings		
" Navels		

**DOMESTIC**

Apples, Dried, per lb.	0 05
do Evaporated	0 09
<b>FISH.</b>	
Oysters, per gallon	
" select, per gallon	
Pickled	per lb
Pike	do
White fish	do
Manitoba White fish	do
Salmon Trout	do
Lake herring	p. 100
Pickled and Salt Fish:	
Labrador herring, p. bbl	
Shore herring	
Salmon trout, per 1/2 bbl	
White Fish, 1/2 bbl	
Dried Fish:	
Codfish, per quintal	
" cases	
Boneless fish	per lb
Boneless cod	
Smoked Fish:	
Finnan Haddies, per lb	0 07 1/2
Bloaters	per box
Digby herring	0 12
Sea Fish: Haddock, per lb	0 05
Cod	0 05
B.C. salmon	0 13
Market Cod	0 05
Frozen Sea Herrings	2 65



BREAKFAST FOOD.

Per case, 3 doz. 2 lb pkg in case \$1 40

**GRAIN.**

Wheat, White	0 60	0 61
" Red Winter	0 00	0 60
" Goose	0 60	0 60
Wheat, Spring, No 2	0 60	0 61
" Man Hard No 1	0 81	0 82
" " No 2	0 79	0 80
" " No 3	0 73	0 74
Oats, No 2, per 34 lbs	39	41
Barley, No 1, per 48 lbs.	45	
" No 2	40	
" No 3	32	33
Rye	55	56
Peas	57	59
Corn		

**HAY & STRAW.**

Hay, Pressed, "on track	10 00	10 50
Straw Pressed.	5 50	6 00

**HARDWARE, PAINTS AND OILS.**

<b>CUT NAILS, from Toronto</b>		
50 to 60 dy basis		2 30
40 dy		2 35
30 dy		2 40
20, 16 and 12 dy		2 45
10 dy		2 50
8 and 9 dy		2 55
6 and 7 dy		2 70
5 dy		2 90
4 dy A P		2 90
3 dy A P		3 30
4 dy C P		2 80
3 dy C P		3 90

**HORSE NAILS:**

"C" 60 and 10 to 60 and 10 and 7 1/2	
<b>HORSE SHOES:</b>	
From Toronto, per keg	3 65
<b>SCREWS: Wood—</b>	
Flat head iron 7 1/2 p.c. dis	
"Round " 7 1/2 p.c. dis.	
Flat head brass 7 1/2 p.c. dis	
"Round head brass 70 p.c.	

**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 35
2nd " (26 to 40 inches)	1 55
3rd " (41 to 50 " )	3 40
4th " (51 to 60 " )	3 70
5th " (61 to 70 " )	4 00
<b>ROPE: Manila</b>	0 11 1/2
Sisal	0 09 1/2
New Zealand	0 08 1/2
<b>AXES: Per box, \$6 to \$12.</b>	
<b>SHOT: Canadian, dis. 12 1/2 per cent.</b>	
<b>RINGS: Heavy T and strap</b> .04 1/2 05	
" Screw, hook & strap	.03 1/2 04 1/2
<b>WHITE LEAD: Pure Ass'n guarantee ground in oil.</b>	
25 lb. irons	per lb
No. 1	4 1/2
No. 2	4 1/2
No. 3	4

**TURPENTINE Selected packages, per gal**

Selected packages	0 45	0 17
LINSEED OIL, per gal, raw	0 50	0 52
Boiled, per gal.	0 63	0 65
GLUE: Common, per lb.	0 10	0

**INDURATED FIBRE WARE.**

1/2 pail, 6 qt.	\$4 0
Star Standard, 12 qt.	4 5
Milk, 14 qt.	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	15 50
" 2	13 25
" 3	11 00
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 75
Water Closet Tanks	18 00

**JAMS AND JELLIES.**

DELHI CANNING CO

Jams assorted, extra fine, 1's	2 25
Jellies, extra fine 1's	2 25
<b>TORONTO BISCUIT &amp; CONFECTIONERY CO</b>	
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	0 10

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

**Marmalade—orange** 0 12

**KNIFE POLISH.**

NIXEY'S

"Cervus" boxes of 1 doz.	
6d. London 5s., Canada	\$2 00
"Cervus" boxes of 1 doz.	
1s. London 10s., Canada	\$4 00

**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
"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 Waters, 5 lb cans per can	2 00
Licorice Lozenges, 5 lb glass jars	1 75
Licorice Lozenges 5 lb cans	1 50
"Purity" Licorice, 200 sticks. 100	1 45
Imitation Calabria, 5 lb bxs p lb	0 25

**MINCE MEAT.**

J. H. WETHEY'S—ST. CATHARINES

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

ELLIS & REIGLEY'S.

Durham, Fine, in 1/2 and 1 lb tins	per lb.
" Fine, in 1 lb jars	25
" Fine, in 4 lb jars	70
" Ex. Sup. in bulk, per lb	30
Superior in bulk, p. lb	20
Fine	15

Prices current, continued.

**CHERRY'S IRISH**

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

**NUTS.** per lb

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

**PETROLEUM.**

5 to 10 bbl lots, Toronto	Imp. gal	0 12 1/2
Canadian	0 12 1/2	
Carbon Safety	0 10 1/2	
Canadian Water White	0 17	
Amer'n Water White	0 18 1/2	
Photogene	0 22	
For prices at Petrolia, see Market Report.)		

**PICKLES, SAUCES, SOUPS.**  
 THE T. A. SNIDER PRESERVE CO., CINCINNATI.  
 Wright & Copp, Agents, Toronto.

Snider's Tomato Catsup	qts 5 50	pts 3 50
" "	1/2 pts 2 00	1/4 pts 4 50
" Chili Sauce	1/2 pts 3 25	1/4 pts 3 25
Snider's Soups (in 3 lb cans)		3 50
Tomato		4 50
Chicken, Mock Turtle, Cream of Peas, Cream of Asparagus, Cream of Celery, Cream of Corn, Oxtail.		4 50

Chicken Gumbo, Mulligatawny, Mutton Broth, Beef Vegetable, Printanier, Julienne, Vermicelli, Noodle. Assorted—Consomme, Bouillon, Pea.

Worcester Sauce, 1/2 pts	63 60	63 75
" pints	6 25	6 50
Pickles, all kinds, pints	3 25	6 00
" quarts	3 25	3 25
Harvey Sauce-genuine—hlf. pts	3 25	3 25
Mushroom Catsup	3 25	3 25
Anchovy Sauce	3 25	3 25

**PRODUCE.**

**DAIRY.** Per lb

Butter, creamery, tubs	18 00	21 00
" dairy, tubs, choice	16 00	17 00
" " medium	14 00	15 00
" low grades to com		
Butter, pound rolls	17 00	18 00
" large rolls	14 00	17 00
" store crocks	15 00	16 00
Cheese	0 09 1/2	0 10 00

**COUNTRY**

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

**PROVISIONS.**

Bacon, long clear, p lb	0 10 1/2	0 11
Pork, mess, p. bbl		0 21
" short cut	21 00	21 50
Hams, smoked, per lb	13	0 13 1/2
" pickled		0 12
Bellies		0 13 1/2
Rolls	0 10 1/2	0 10 1/2
Backs		0 13
Lard, pure, per lb	0 13	0 13 1/2
Compound	0 10	0 10 1/2
Tallow, refined, per lb	0 05 1/2	0 06
" rough		0 02

**RICE, ETC.** Per lb

Rice, Aracan	3 1/2	3 1/2
" Patna	4 1/2	4 1/2
" Japan	5	5
" Imperial Secta	5 1/2	5 1/2
" extra Burmah	3 1/2	4
" Java extra	6 1/2	6 1/2
" Genuine Carolina	9 1/2	10
Grand Duke	6 1/2	6 1/2
Sago	4 1/2	5 1/2
Tapioca	5	5 1/2
Goathead (finest imported)	5	6 1/2
Crystal, 25 lb sacks	81 35	
" 50 " bags	2 60	

**SAPOLIO.** In 1/2 or 1/4 grs. boxes, per gross \$11 30

**ROOT BEER.** Hire's (Liquid) per doz \$2 25

**SPICES.** Per lb

Pepper, black, pure	10 15	10 15
" fine to superior	20 28	20 28
" white, pure	20 25	20 25
" fine to choice	25 27	25 27
Ginger, Jamaica, pure	16 18	16 18
" African	18 25	18 25
Jassia, fine to pure	12 15	12 15
Cloves	30 35	30 35
Allspice, choice to pure	75 1 20	75 1 20
Cayenne	1 00	1 25
Nutmegs	30 35	30 35
Mixed Spice, choice to pure	25 32	25 32
Cream of Tartar, fine to pure		

**STARCH.** BRITISH AMERICA STARCH CO BRANTFORD.

1st Quality White Laundry—3 lb. cartons, boxes, 36 lbs.	5 1/2
Ditto—brls., 175 "	5
Ditto—kegs, 100 "	5
Canada Laundry, boxes, 40 lbs.	4 1/2
Brantford Gloss—1 lb. fancy boxes, cases, 36 lbs.	7 1/2
Lily White Gloss, kegs, 100 lbs.	6 1/2
" 1 lb. fancy cartons, cases, 36 lbs.	7
6 lb. draw-lid bxs, 8 in c'te, 48 lbs.	7
Brantford Cold Water Rice Starch—1 lb. fancy boxes, cases, 28 lbs.	9
No. 1 Pure Prepared Corn—1 lb. packages, boxes, 40 lbs.	7 1/2
Challenge Prepared Corn—1 lb. package, boxes, 40 lbs.	7

KINGSFORDS OSWEGO STARCH.

Pure Starch—

40-lb boxes, 1, 2 and 4 lb pack'g's	8
36-lb " 3 lb. packages	8
12-lb "	8 1/2
38 to 45-lb boxes	8 1/2
Silver Gloss Starch—Less trade dis.	
40-lb boxes, 1, 2 and 4 lb. pack'g's	9
40-lb " 1 lb. package	10
40-lb " 1/2 lb. package	9 1/2
40-lb " assorted 1/2 and 1/4 lbs.	9 1/2
6-lb " sliding covers	9 1/2
38 to 45 lb boxes	9 1/2
Oswego Corn Starch—for Puddings, Custards, etc.—	
40-lb boxes, 1 lb packages	8 1/2
20-lb "	8 1/2

ST. LAWRENCE STARCH CO.'S

Culinary Starches—

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

Laundry Starches—

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

**SUGAR.** c. per lb

Granulated	5 1/2
Paris Lump, bbls and 100 lb. bxs	6 1/2
" 50 lb. boxes	6 1/2
Extra Ground, bbls Iceing	6 1/2
" less than a bbl	6 1/2
Powdered, bbls	6 1/2
" less than a bbl	6 1/2
Extra bright refined	5 1/2
Bright Yellow	4 1/2
Medium	4 1/2
Brown	4 55
Dark yellow	4 1/2
Raw, brl.	4 1/2

**SALT.**

Bbl salt, car lots	1 00
Coarse, car lots, F.O.B.	0 65
" small lots	0 85
Dairy, car lots, F.O.B.	1 00
" small lots	1 25
" quarter-sacks	0 40



WIN

Prices current, con

Common, fine c small Rock salt, per t Liverpool coar

HIGGINS' F.o.b. Montre Full sacks, 22 1/2 Quarter sacks, Sacks con'g 16-

F.o.b. Toront Full sacks, 22 1/2 Quarter sacks, Sacks con'g 16-

SYRUPS A D. M. B. V.B. E.V.B. E. Superior. XX. XXX. Crown.

Trinidad, in y bb " 1/2 t New Orleans, l Porte Rico, h bar " 1/2 b

Ivory Bar, 1 Do. 2, 6-16 a Primrose, 12 c John A. 10 oz Mayflower, 12 Gem, 3 lb bar " 13 oz, 1 Queen's Law Sapolio, per g

Eclipse Ruby, 10 oz. Monster, 8 oz Detroit, 14 oz Lily White Everyday Queen City, I Mottled in 5 l Electric Hard Water Royal Laun Octagon.

Royal Magn Anchor, Ass Cat Nurse's Assc Morse's Ros " Wir Cast Bouquet, pa Prize Magni

Sweet Briar Extra Perfum Old Brown White Lavr

**COFFEE**  
 In Large Variety  
 FINEST IMPORTED  
 OLD GOVERNMENT JAVA,  
 ARABIAN MOCHA, JAMAICA,  
 EAST INDIA, MARACAIBO  
 And SANTOS.

Orders for these Goods Receive our Personal Attention.

THE  
**Pure Gold Mfg. Co.**  
 TORONTO.

**Kingsford's Oswego STARCH.**

**STRONGEST. PUREST. BEST.**  
 "THE ORIGINAL" FOR THE TABLE.

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

FOR SALE BY ALL LEADING JOBBERS IN CANADA.

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 OSWEGO, N.Y.



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 1-2 and 3 Cwt. Drums, and 400 lb. Casks Net Weights.

Orders for direct Importation from the Wholesale Trade Only.

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

Prices current, continued—

Common, fine car lots	0 75
" small lots	0 95 1 00
Rock salt, per ton	12 00
Liverpool coarse	0 75 0 80

HIGGINS' EUREKA SALT.

F.o.b. Montreal—	Per Sack.
Full sacks, 22 1/2 lbs.	\$2 30
Quarter sacks, 56 lbs	0 61 1/2
Sacks con'g 16-14 lb. p'kts.	2 75
F.o.b. Toronto—	
Full sacks, 22 1/2 lbs.	2 60
Quarter sacks, 56 lbs.	0 67 1/2
Sacks con'g 16-14 lb. p'kts.	3 00

SYRUPS AND MOLASSES.

SYRUPS.	
Per lb.	Per gal.
bbls. 1/2 bbls	bbls. 1/2 bbls
D.	2 1/2
M.	2 1/2
B.	2 1/2
V.B.	2 1/2
E.V.B.	2 1/2
E. Superior	2 1/2
XX	2 1/2
XXX	2 1/2
Crown	3 3 1/2
MOLASSES.	
Trinidad, in puncheons	0 32 0 35
" bbls	0 35 0 37
" 1/2 bbls	0 40 0 40
New Orleans, in bbls.	0 30 0 52
Porto Rico, hdds.	0 35 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.	48
John A, 10 oz. cake, per doz.	50
Mayflower, 12 oz. cake, per doz.	48
Gem, 3 lb bars per lb.	4
" 13 oz, 1 and 2 lb. bars	4
Queen's Laundry, per bar.	7
Sapolo, per gross.	11 30
Eclipse	Per lb 0 53 1/2
Ruby, 10 oz	0 42
Monster, 8 oz	0 30
Detroit, 14 oz	0 48
Lily White	0 90
Everyday	0 80
Queen City, 14 oz	0 72
Mottled in 5 box lots, 100 bars	5 25
" 60 bars	3 20
Electric	2 25
Hard Water Electric	2 50
Royal Laundry	3 10
Octagon	4 50
Royal Magnum	Per doz 0 30
" 25 doz per box.	0 25
Anchor, Assorted	0 45
" Castile	0 50
Morse's Assorted	0 50
Morse's Rose	0 50
" Windsor	0 50
" Castile	0 50
Bouquet, paper and wood.	0 80
Prize Magnum, White Castile	0 72
" Honey	0 72
" Glycerine	0 72
" Oatmeal	0 72
" Honeysuckle	0 72
Sweet Briar	0 85
Extra Perfume	0 55
Old Brown Windsor Squares	0 30
White Lavender	1 00

White Castile Bars	Per doz 0 75
White Oatmeal	0 75
Persian Bouquet, paper	2 50
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood	0 50
Heliotrope paper	1 50
Carnation	0 60
Rose Bouquet	0 60
Cocoa Castile	0 50
Arcadian	0 45
New Arcadian, per gross	5 00
Ocean Bouquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 00
Magnolia	1 20
Oatmeal	0 85
Unscented Glycerine	0 90
Grey Oatmeal	0 60
Plain Honey	0 75
Plain Glycerine	0 75
Plain Windsor	0 75
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20
Surprise (10 cakes)	5 00
Sunlight	3 50



TEAS.	
CHINA GREENS	
Gunpowder—	per lb
Cases, extra firsts	42 50
Half chests, ordinary firsts	23 38
Young Hyson—	
Cases, sifted, extra firsts	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts	22 38
" " seconds	17 19
" " thirds	15 17
" " common	13 14
PING SUEYS.	
Young Hyson—	
Half chests, firsts	28 32
" " seconds	15 19
Half Boxes, firsts	28 32
" " seconds	16 19
JAPAN.	
Half Chests—	
Finest May pickings	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	19 20
Good common	16 18
Common	13 15
Nagasaki, 1/2 chests Pekoe	16 22
" " Oolong	14 15
" " Gunpowder	16 19
" " Siftings	7 11
CONGOU—BLACK.	
Half Chests Kaisow, Mon-	
ing, Pakling	12 60
Caddies, Pakling, Kaisow	18 50
INDIAN.	
Darjeelings	35 55
Assam Pekoes	20 40
Pekoe Souchong	18 30
CEYLON.	
Broken Pekoes	35 42
Pekoes	20 40
Pekoe Souchong	17 35

TOBACCO AND CIGARS	
British Consols, 4's; bright twist,	67c
5's; Twin Gold Bar, 8's	64
Ingots, rough and ready, 8's	57
Laurel, 3's	55
Brier, 7's	50
Index, 7's	58
Honeysuckle, 8's	54
Napoleon, 8's	55
Royal Arms, 12's	53
Victoria, 12's	50 1/2
Brunette, 12's	51 1/2
Prince of Wales, in caddies	51
" " in 40 lb boxes	51
Bright Smoking Plug Myrtle, T &	
B, 3's	60
Lily, 7's	55
Diamond Solace, 12's	50
Mvrtle Cut Smoking, 1 lb tins	70
1 lb pg, 6 lb boxes	70
oz pg, 5 lb boxes	70
EMPIRE TOBACCO COMPANY.	
CUT SMOKING.	
Golden Plug, 2 oz. pkg boxes, 5	65
lbs	60
Uncle Ned, 2 oz. pkg, bxs 5 lbs	61
Gem, 2 oz. packages, 5 lb boxes	70
Gem, 5 oz tins in 6 lb cases	70
PLUG SMOKING.	
Golden Plug, 3 x 6, 3s. caddies	56
Uncle John, 3 x 6, 3s. caddies	51
16 lbs	51
St. Lawrence, 3 x 3, 7s. caddies	51
about 17 lbs.	48
Banner, 2 x 3, 7s. caddies about	48
17 lbs.	46
Sterling, 2 x 3, 7s. caddies about	46
17 lbs.	46
Louise, Solace, 12s. caddies about	46
16 lbs.	42
Florence, Solace, 12s. caddies	42
about 17 lbs.	46 1/2
Something Good, 6s. butts 21 lbs	46 1/2
FANCY SWEET CHEWING	
Good Luck, spun roll, 16 boxes	65
4 lbs.	61
Empire, 3 x 6, 4s. spaced 8s. bxs	61
Top, 15 oz. spaced 8s. boxes 4 lbs	60
Joy, 3 x 12s, 14 1/2 oz. Spaced 6s.	52
Rough and ready. Butts 25 lbs	52
Judge, 2 x 3, 8s. Flat. Caddies	50
about 20 1/2 lbs.	49
Currency, 3 x 3, 7s. Rough and	49
ready. Caddies about 21 lbs.	50
Kentucky, 1 1/2 x 3, 12s. Caddies	50
about 21 lbs.	49
Kentucky, 1 1/2 x 3, 7s. Caddies	49
about 21 1/2 lbs.	47 1/2
BLACK SWEET CHEWING.	
Lord Stanley, 1 x 3, Navy, 12s	47 1/2
caddies about 22 lbs	47 1/2
Lord Stanley, 2 x 3, Solace, 12s	47 1/2
caddies about 22 1/2 lbs	47 1/2
Lord Stanley, 2 x 6, Navy, 3s	47 1/2
caddies about 22 lbs	47
Lord Stanley, Narrow, 12s butts	47
about 24 lbs	
CIGARS—S. DAVIS & SONS, Montreal.	
Sizes.	Per M
Madre E' Hijo, Lord Landsdown	\$60 00
" " Panetelas	60 00
" " Bonquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins	55 00
El Padre, Reina Victoria	55 00
" Reina Vict., Especial	50 00
" Conchas de Regalia	50 00
" Bonquet	55 00
" Pins	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine	35 00

Cable, Conchas	30 00
Queens	29 00
Cigarettes, all Tobacco—	
Cable	7 00
El Padre	1 00
Mauricio	15 00
DOMINION CUT TOBACCO WORKS, MON-	
TREAL.	
CIGARETTES. Per M.	
Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby	4 25
B. C. No. 1	4 00
Sweet Sixteen	3 75
The Holder	3 85
Hyde Park	10 50
CUT TOBACCO'S. per lb	
Puritan, tenths, 5 lb. boxes	75
Old Chum, ninths, 5 lb. box	70
Old Virgin, 1-10 lbpg, 10 lbxs	52
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.	68
" " " 8s. " 16	68
" " " 8s. R. & R. 12 1/2	68
" " " chew 7s. R. & R. 14 1/2	58
" " " 7s. Solace 14 1/2	58
" " " 8s. R. & R. 16	58
" " " 8s. Solace 16	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
WOODEN WARE. per doz	
Pails, 2 hoop, clear No. 1	\$1 70
" " " " " " " " " "	1 90
Pails, 2 hoops, clear No. 2	1 60
" " " " " " " " " "	1 80
" " " " " " " " " "	1 80
Tubs, No. 0	9 50
" " " " " " " " " "	8 10
" " " " " " " " " "	7 00
" " " " " " " " " "	6 00
Washboards, Globe	\$1 90
" " " " " " " " " "	1 40
" " " " " " " " " "	2 25
" " " " " " " " " "	1 70
" " " " " " " " " "	1 60
" " " " " " " " " "	1 50
" " " " " " " " " "	1 30
" " " " " " " " " "	1 85
" " " " " " " " " "	2 75
" " " " " " " " " "	2 25
" " " " " " " " " "	2 00
" " " " " " " " " "	1 80
" " " " " " " " " "	1 75
" " " " " " " " " "	1 30
Matches, 5 case lots, single case	
Parlor	1 75
Telephone	3 40
Telegraph	3 60
Safety	4 20
French	3 60
Railroad (10 gro. in case)	
Single case and under 5 cs.	\$3 70
5 cases and under 10 cases	3 60
Steamship (10 gro. in case)	
Single case and under 5 cs.	3 50
5 cases and under 10 cases	3 40
Mops and Handles, comb	
per doz	1 25
Butter tubs	\$1 60
Butter Bowls, crates ast'd	3 60
YEAST.	
BARM MFG. CO. per box	
1 box containing 2 doz. 5c. pkgs.	0 50
1 " " 2 doz. 10c. " "	1 00

THE ST. LAWRENCE SUGAR REFINING CO'S  
 GRANULATED,  
 YELLOWS  
 and SYRUPS  
 ARE PURE.

**NO BLUEING** Material whatsoever is used in the

Manufacture of **OUR GRANULATED**

THE CANADA SUGAR REFINING CO'Y [LIMITED],  
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Manufacturers of Refined Sugars of the well-known Brand

*Redpath*

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

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

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

**Extra Granulated**, very Superior Quality.

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

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

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

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



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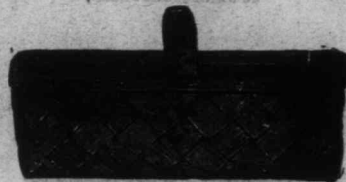
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- Butcher and Crockery baskets.
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THE MOST DELICIOUS SAUCE  
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ENRICHES HOT  
JOINTS, STEWS, & BLENDS  
ADMIRABLY WITH ALL GRAVIES.  
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LEEDS, ENGLAND.

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Manufacturers of Emery, Black Lead,  
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