

# THE CANADIAN GROCER

VOL. VIII

TORONTO, APRIL 27, 1894.

No. 17

## IF YOU KNOW COLMAN'S MUSTARD

# IS

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



AND HAVE NOT ORDERED "COLMAN'S"

YOU HAVE LOST  
THE ADVANTAGE OF YOUR KNOWLEDGE

IF YOU WISH TO INCREASE YOUR TRADE  
AND GIVE SATISFACTION TO YOUR CUSTOMERS  
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## ENGLISH BISCUITS

KNOWN IN ALL PARTS OF THE WORLD FOR THE EXCELLENCE  
OF THEIR QUALITY AND GREAT VARIETY

MANUFACTURERS TO HER MAJESTY THE QUEEN, ETC.

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

FINE GOODS OUR SPECIALTY.

MUNGO CIGARS, EXCEPTIONALLY FINE.

MADRE E' HIJO (7 SIZES).

EL PADRE AND CABLE EXTRA.

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

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Best for wash day

# SURPRISE SOAP

Good for all uses.

This soap is sold over all Canada, and we have yet to hear anything but words of the highest praise from consumers and grocers alike.

It yields a good profit and gives the best satisfaction.

THE ST. CROIX SOAP MFG. CO.

BRANCHES—MONTREAL: 17 St. Nicholas St.  
TORONTO: Wright & Copp, 40 Wellington St. East. ST. STEPHEN, N.B.  
WINNIPEG: E. W. Ashley.

“Standard Goods are the best to Handle”

FOR  
**PURITY**



FOR  
**STRENGTH**

This brand is always reliable. Made only by

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CANADIAN AGENTS:

**ARTHUR P. TIPPET & CO.,** Montreal, Toronto, and St. John.

**Pure Epsoms**

To obtain these specify

**BRAMWELL'S**

They are the purest that can be made.

No Dirt.

No Moisture.

**Pure Sulphur**

BEARS THIS



It contains no foreign matter and is packed in bags or barrels.

**Pure Castile**

**SOAP**

**Red Lion Brand**

QUALITY NEVER VARIES.

If your regular suppliers do not keep these, write us, and we will send you the address of the nearest place to procure them.

**Fry's** **Cocoas**  
AND  
**Chocolates**

**Diamond Chocolate.** The finest low priced Chocolate made.

**“Gold Medal” Sweet.** The favorite in sweet Chocolates.

**Pure Concentrated Cocoa.** The highest grade of Cocoa manufactured.

**Homœopathic Cocoa.** The best value of the kind.

**STANDARD QUALITY. PROFITABLE LINES.**

**NO STOCK COMPLETE WITHOUT THESE GOODS.**

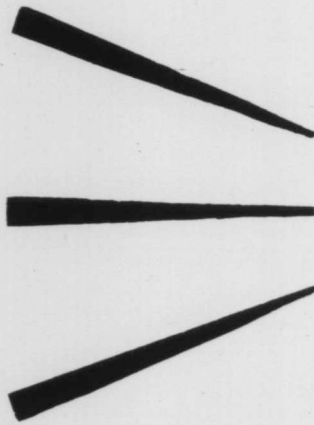
**ARTHUR P. TIPPET & CO.,** Agents, Ontario and Maritime Provinces.

**EDDY.**

Established 1851

Incorporated 1886

## The Wholesale Grocer and Jobber



Who does not deal in **EDDY'S MATCHES** might as well be without a stock of tea and sugar.

In addition to their merits they are extensively advertised in the leading newspapers throughout Canada, and have made a reputation for themselves that extends from the Atlantic to the Pacific.

**AND SO PRODUCE THE RESULT WANTED . . .**



It pays to handle them.

### BRANCHES

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### AGENCIES

Quebec, - - - F. H. Andrews & Son  
Hamilton, - - Alfred Powis  
Kingston, - - J. A. Hendry  
St. John, - - A. P. Tippet & Co.  
Halifax, - - John Peters & Co.  
Winnipeg, - - Tees & Persse  
Vancouver, - Jas. Mitchell  
St. Johns, N.F., E. A. Benjamin

IN LEAD PACKETS.

**TETLEY'S  
TEAS**

FROM INDIA & CEYLON.

469 ST. PAUL STREET, MONTREAL, or 30 FRONT ST., TORONTO.

**YOUNG & SMYLLIE'S**

**LICORICE LEADS**

The increasing consumption of Pure Licorice in the Dominion, proves that a good thing is always quickly recognized. Don't forget Y. & S. when getting your supplies.

**SEE QUOTATIONS.**

**Our New Picture**

Is now ready for shipment. If you have not placed your order, do so at once and procure one of our handsome oilographs. We pay freight on five (5) boxes of

**AMMONIA SOAP**

(NO INCREASE IN PRICE)

And send you **FREE** our new picture beautifully framed. You can get the Ammonia Soap through any wholesale grocer in Canada, or from our travelers.

**MAIL ORDERS...**  
Receive prompt attention

**W. A. Bradshaw & Co.**  
48 & 50 Lombard St. TORONTO, ONT.

Have you any of this?

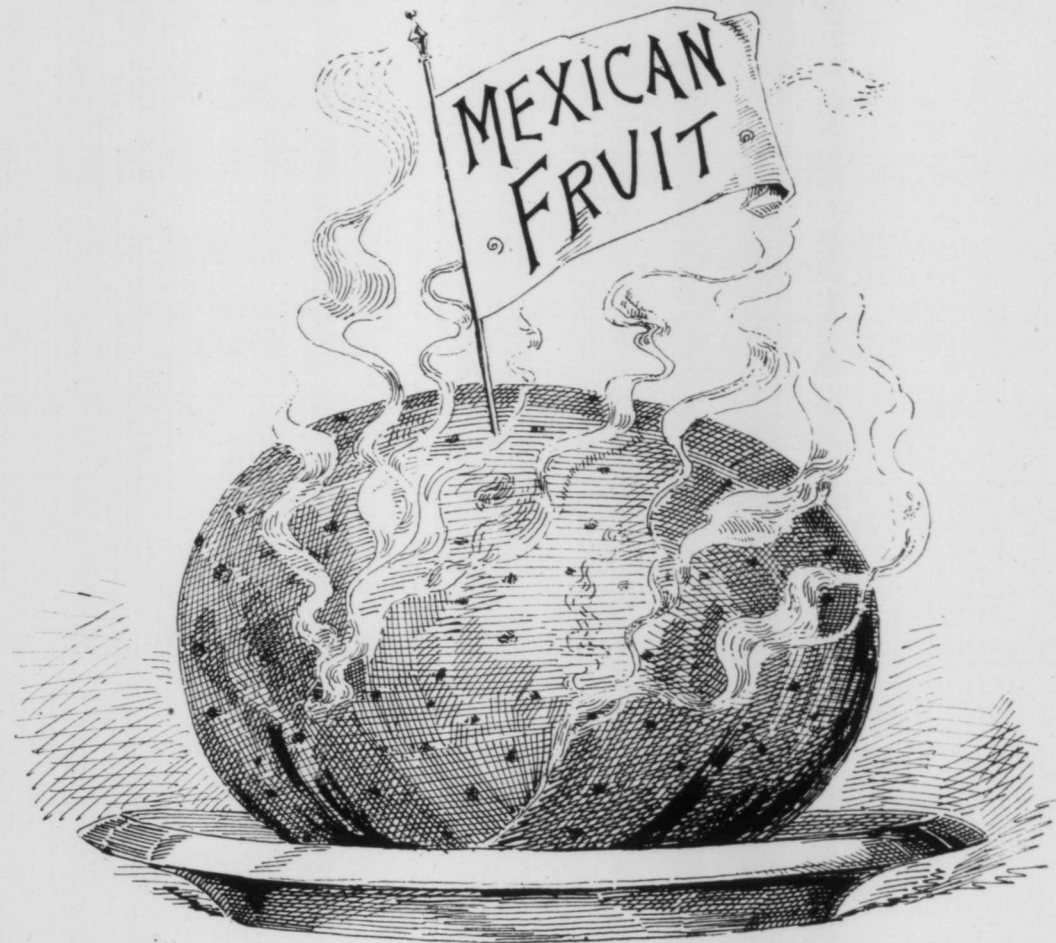


Retails at

**5 cents.**

**London Soap Co.**  
LONDON, ONT.

The proof of this PUDDING  
is in the "CHEWING" of it.



Somerville's "Mexican Fruit" and "Pepsin"

## CHEWING GUMS

Do you keep it in stock?

See our  
Watch Coupons  
in every box.



If used as a dessert (for 20 minutes after eating)  
will aid **Digestion**, prevent **Dyspepsia**, and  
make you feel that your meal has done you  
good. Sold everywhere.

C. R. SOMERVILLE, - London, Ont.

# Watson's Mexican Sweet Chocolate

Is absolutely pure, nothing whatever being added but sugar and flavor. For icing cakes or making a cup of Good Chocolate it has no equal.

**TRY IT.**

Put up in 5c. Tablets.

## 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.



## W. A. McCLEAN & CO.

Pork Packers - Owen Sound

CURERS OF THE FAMOUS—

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

WRITE FOR QUOTATIONS



# CHAS. SOUTHWELL & CO'S

High-class **JAMS** (Kentish Fruit)

**JELLIES**

**MARMALADES**

SPECIALTY IN

Clear Jelly Marmalades, Orange, Lemon, and Citron Peels

ORDERS CAN BE BOOKED THROUGH

**New Season's Marmalades**  
**Now Ready** . . . . .

Messrs. Frank Magor & Co., 16 St. John St., Montreal  
Chas. Southwell & Co., Works, Dockhead, London, England

## Marshall's Choice

# SCOTCH

Fresh Herrings  
Kippered Herrings  
Herrings in Tomato Sauce  
Herrings in Shrimp Sauce  
Herrings in Anchovy Sauce  
Herrings a-la-Sardine  
Preserved Bloaters, Etc.

# FISH

Warranted SOLELY from the  
FAMED ABERDEEN FISHERIES.

**ARE THE BEST TO BE HAD**

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

SALT HERRINGS, in tins and kegs,  
and RED HERRINGS, in tins.  
"CROWN" BRAND.

# DELICACIES

Specially adapted for family use. No household should be without them.

FOR SALE BY ALL LEADING GROCERS.

**Marshall & Co.**

Spring Garden Works, ABERDEEN, SCOTLAND.

**WALTER R. WONHAM & SONS,**

Sole Agents for Canada, MONTREAL,

**SPARKLING.****EFFERVESCENT.****A SUMMER SUGGESTION**

If you want to make money during the summer months **KEEP YOUR CUSTOMERS** cool and pleasant by supplying them with that delightful and refreshing beverage

**NEW YORK GINGER ALE****In Quart Bottles.****Retails at \$1.00 per doz.**

We are by appointment the only selling agents in Canada for these goods. Last summer, in two months, we shipped over 5,000 cases, many of our retail friends handling from 20 to 40 cases a month. No sale of less than 5 cases.



**W. H. Gillard & Co.,** Wholesalers only **Hamilton, Canada.**

JOHN MOUAT, Northwest Representative, WINNIPEG, MAN.

**PICKING UP DOLLARS**

IS JUST LIKE  
SELLING OUR

**CANDIES**

Anywhere from 30% to 150% profit to the Retailer.

**AN IMMENSE ASSORTMENT.**

Write for Catalogue.

**WM. PATERSON & SON****BRANTFORD, ONT.**



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

# THE CANADIAN GROCER

Vol. VIII.

TORONTO AND MONTREAL, APRIL 27, 1894

No. 17

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

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

HEAD OFFICE: - - 10 Front St. E.  
MONTREAL OFFICE: - 148 St. James St.  
E. Desbarats, Manager.

NEW YORK OFFICE: Room 41, Times Building,  
Roy V. Somerville, Manager.

EUROPEAN BRANCH:  
Canadian Government Offices,  
17 Victoria St., London, S.W.  
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

## 10,000 COPIES

of this issue have been printed and distributed.

CERTAIN rules has Nature laid down for the government of all things material. Trade and commerce are not exempt from their operation. This fact is sometimes overlooked. If it is not overlooked, efforts are at least made to suspend or nullify the operation of natural laws in their application to trade and commerce. There are many evidences of this. The attitude assumed by the Patrons of Industry towards the legitimate mercantile interests of the country is one of them. The Patrons were persuaded that they could supervise the retail stores of the country, together with a manufacturing industry here and there, in addition to working their farms and raising families. In pursuance of this policy they started stores in this and that place, and where they did not start stores they got, or tried to get, merchants under their thumbs, pressing them into doing business on the plans or on the percentage of profits stipulated by them.

Just as sure as water will find its own level will business turn into its legitimate

avenues. Arguing from this premise THE GROCER has again and again asserted that, although much evil might be wrought in the meantime, the policy of the Patrons toward the regular merchants of the country must eventually collapse. And these prognostications are being verified. In as far as where and how he shall buy, the Patron is becoming less and less influenced by his lodge. In other words, he is gradually returning to the regular merchant for his supplies. This fact is patent even in the centres of Patron influence.

\* \* \*

Since the Patrons began to meddle with the business of storekeepers much harm has undoubtedly been done. In many instances merchants who did not as well as merchants who did comply with the conditions that the Patrons of Industry had set up were driven into bankruptcy and out of business. And many more thought that a like fate awaited them. In fact the advent of Patrons and Patron stores created almost as much alarm in the breasts of some as would have the appearance of an invading army. Some went so far as to urge that the Government should interfere to prevent the spoliation of their business. But what the Government could not do is being accomplished by the cooperation of a series of natural events. It is only to be regretted that so many merchants have been sacrificed to a whim of an aggregation of ill-advised men. But "there's a better day coming on," let us hope, when storekeepers will not be deterred by Patrons or any other outside influence from making a reasonable profit out of what they buy and sell.

\* \* \*

At its wits' end seems to be the Government in regard to the duty on rice. In the

changes that were brought down March 27, uncleaned, unhulled or paddy rice was fixed at 5-10c. per pound and cleaned rice 1c. per pound. Under the old tariff the duties were 17½ per cent. and 1¼c. per lb. respectively. With the old tariff in force 3,543,568 pounds of cleaned rice valued at \$73,140 and 24,318,460 pounds of uncleaned valued at \$306,309 were entered for home consumption last year. Of the cleaned rice we got 561,627 lbs., procured from the following countries: Brazil, 1,500 lbs., China, 2,309,373 lbs., Holland, 53,447 lbs., Japan, 346,678 lbs., Norway and Sweden, 50 lbs., United States, 270,800 lbs. Of uncleaned rice 10,785,960 lbs. came from British East Indies, 2,308,018 lbs. from China, 8,917,736 lbs. from Japan, 30,379 lbs. from Siam, 1,200 lbs. from the United States. The duty of 1¼c. per pound had naturally been a handicap upon the importation of cleaned rice. When the change was made importers thought that where they had not been able to import profitably rice in certain instances they would now be able to do so. They accordingly made arrangements to receive consignments. But their calculations were knocked on the head, when, on the 5th inst., the Finance Minister announced another change, whereby the duty on cleaned rice was raised to the old figure—namely, 1¼c. This was looked upon as a final settlement of the matter, but lo, and behold! twenty days later, on Friday last, the Government decided to change the duty on uncleaned, unhulled or paddy rice, from 5-10c. per pound to 3-10c. per pound. As the tariff now stands—or rather at the time of writing—the duty on cleaned rice is about 65 per cent., and on uncleaned, 30 per cent. The only difference then in the old tariff on rice and the present is in regard to the uncleaned article.

**REVISION OF THE TEA TARIFF.**

**A** CHANGE has been announced in the tariff on tea. As brought down in the budget speech, on March 27, the clause governing the importation of tea read:

"Tea, when not imported direct without transshipment from the country of growth and production, 10 per cent. ad valorem."

The revised clauses relate to tea as well as to coffee. They read:

"Tea and green coffee, n.e.s., 10 per cent."

"Tea and green coffee imported direct from the country of growth and production, free. This item shall include tea and coffee purchased in bond in any country where tea and coffee are subject to customs duties, and providing that there is satisfactory proof that the tea or coffee so purchased in bond is such as might be entered for home consumption in the country where the same is purchased."

These changes put the tariff in regard to teas in much the same position as before the budget was brought down last month, except in one important particular: It imposes a duty of 10 per cent. on teas which are not such as might be entered for home consumption in the country where the same is purchased.

In England many teas are refused entry for home consumption because the official analyst decrees that they are either adulterated or are not of good quality. These teas are, however, allowed to be entered "for exportation only." And it is specially against these teas that the duty of 10 per cent. is levied.

Canada is now as free as before to purchase teas on the London market, England, as everyone knows, imposing an import duty on tea. Teas purchased in the United States are still, however, subject to a duty of 10 per cent., they being on the free list in that country.

Merchants in this part of the country were on the whole, satisfied with the tariff on tea as changed March 27, and they seem to be still more so with the latest revision, provided the United States does not put a small import duty on tea for the purpose of qualifying itself to send tea into this country duty free.

But there does not appear to be much room for the fear that some entertain in this respect. In the first place any suggestion pointing to an import duty on tea for the purpose of getting into the Canadian market free of duty, would scarcely find favor with the masses on the other side of the line. Then again they are scarcely likely to tax all the tea they import for the purpose of escaping the duty on the comparatively small quantity they would

sell in Canada. It would scarcely pay them. But in any event it is likely the Dominion Government has provided for such exigencies.

**WITHIN RETAIL CIRCLES.**

**M**CEACHREN & CARR, merchants, Trout Creek, are making extensive alterations in their premises. A warehouse is being erected adjoining the store which will be unusually commodious and complete, and a neat office is being put in at the back of the store. The work is nearly finished. Business, under the supervision of Manager Frank Nye, is good.

Moore & Vandusen, general merchants, Lion's Head, have brought in a floating saw mill to replace the mill destroyed by fire a short time ago. The past winter's trade with Moore & Vandusen was satisfactory, and the outlook for spring and summer trade is good.

Chisholm & Gautin, the well known grocers, Lion's Head, have just wound up one of the most successful winter seasons they ever had.

Isaac Wenger, of Ayton, has just made some additions to his creamery, making it one of the best in the province. The creamery at Fergus is also owned by Mr. Wenger.

W. Pattison, general merchant, Fergus, leaves next month for a trip to the Old Country.

George Martin, Hespeler, has purchased a carload of sugar which he is putting on the market at low prices.

Donald McEachren, of Clifford, is a more than usually important man just now. The reason thereof is that he has been elected president of the Ayton Fishing Club, an organization which affords much fun for the "boys" annually.

Danford Roche has bought out the grocery stock of the Maddock Dry Goods Co., Newmarket, at 70c. on the dollar. The latter firm succeeded Brunton Bros. a short time ago.

A Yonge street grocer has this placard hung up in his store: "In God we trust; we give no credit." Another has this on some fruit displayed: "God helps those who help themselves, but God help anybody helping himself."

**THANKS AWFULLY!**

DEAR GROCER.—Enclosed please find four dollars as renewal for your two valuable publications, THE GROCER and THE DRY GOODS REVIEW, which I find increase in interest and value to me. There is something new and some valuable pointers in every issue.

I am yours sincerely,

M. TISDALL,

Novar.

**REGARDING VALENCIA RAISINS.**

**W**E are in receipt of a circular from William Rogers & Co., of Denia, regarding the Valencia crop of 1893.

It contains much that is interesting, especially in view of the present strong position of the Valencia raisin market.

Referring to the crop, the circular says: "A too powerful sun somewhat prejudiced the size of the crop, which only yielded 24,830 tons as against 29,544 tons last season. All raisins were safely housed and the quality on the whole has been good. Shipments commenced a fortnight earlier than usual and prices opened nominally at four dollars but quickly declined to three, when a fair demand took place. Subsequently shipments became rather slow until the latter part of September when, owing to prices having fallen to \$2.50, nearly 6,000 tons were shipped. Demand was steady at this low price and no rise took place until the beginning of this year when the remainder of the crop was disposed of at three dollars."

The total quantity of Valencias exported last year was 496,634 cwts., of which Canada took 30,345 cwts. The total quantity exported in 1850 was 191,764 cwts.

**CONFESSIONS OF ADVERTISERS.**

HAMILTON, April 21, 1894.

We got an opening order a few days ago. The buyer (we did not know him before) stating, that in looking over THE CANADIAN GROCER for a house to do business with he came to the conclusion we were the people, judging from the advertisements.

W. H. GILLARD & Co.,  
Wholesale Grocers.

INGERSOLL, March 10, 1894.

We are particularly well pleased with our advertisement of the past week. It has brought us twice as much as we expected.

O. E. ROBINSON & Co.

This is a letter written by Mr. Rowley to a friend who asked his opinion of THE CANADIAN GROCER:

HULL, April 5, 1894.

MY DEAR MR. —

Although I am exceedingly busy I cannot neglect attending to the request of my friend McLean, who asks me to give you my opinion of his publications, and to show that I have the fullest confidence in what he says and the fullest confidence in your ability to know a good thing when you see it, and to know that there is no humbug or nonsense about what I am writing you, I enclose you a letter he has written to me and have only to say that we have carried for years a full page advertisement in THE CANADIAN GROCER; have paid a good price for it and believe we get thoroughly good value for it, in fact we advertise in all the McLean publications. I firmly believe that you would arrive at excellent results if you advertise with them, for if you get half as good value for what you spend as we do you will not regret taking an advertisement with them.

Yours truly,

W. H. ROWLEY,  
Sec.-Treas. The E. B. Eddy Co.

Here we give you unsolicited opinions of judicious advertisers. We have been tried in the balance and not found wanting. Do you want further proof of the value of THE CANADIAN GROCER as an advertising medium? In this issue you will find proofs from our subscribers.



## OUR PRIZE ESSAY COMPETITION

**The Judges, after perusing the many Manuscripts and carefully digesting their contents, make their Award.**

THE WINNERS ARE:

FIRST PRIZE—ROBERT MILLS, Toronto

SECOND PRIZE—A. J. SHAW, Toronto.

THIRD PRIZE—ROBERT O. FIELDING, Niagara Falls.

MESSRS. R. A. DONALD and Stephen Hustwit, the gentlemen deputed to judge the essays in THE GROCER'S Prize Competition on the subject of BUYING, HANDLING AND SELLING OF TEAS, have completed their task.

Mr. Mills, the winner of the first prize, is a retail grocer of many years standing in the city of Toronto. His place of business is at 389 Church street.

Mr. Shaw, who carries off second honors, is a retailer grocer carrying on business at 884 Yonge street, Toronto.

Mr. Fielding lives at Niagara Falls, and is no stranger to readers of THE GROCER, he having, on different occasions contributed some timely and well-written articles on subjects of interest to the trade.

The task of the judges was no light one in more respects than one. In the first place they had to carefully read a large number of manuscripts, and that, too, after business hours. Then, even after that much time was occupied in re-reading and re-reading in order to a final arrangement of the order of the awards, so close was the competition.

Each judge first read the essays independent of the other, putting on paper the order of merit in which, in his opinion, they stood. Then when the two judges met on Monday night last they compared these slips of paper, and the coincidence presented should satisfy every one as to the justice of their award. The first four names on each slip were the same, the only difference being in the order of arrangement.

The envelopes containing the proper names of the essayists were in possession of the editor of THE GROCER until the judges had allotted the prizes, when they were handed over to them to be opened for identification of the winners.

The five essayists honorably mentioned

by the judges and entitled to THE GROCER for one year are:

W. J. FORMAN ..... Ingersoll.  
H. E. WILTON ..... Springfield.  
E. F. MASON ..... No address given.  
S. A. BRUBACHER ..... Elmira.  
WM. RYAN ..... Brampton.

There were among others who contributed essays: A. J. Lawrence, Windsor, Nova Scotia; Marion Harrison, Brandon, Man.; H. Tindale, Arthur, Ont.; J. M. Weeks, Dartmouth, N.S.; Charles Mock, Montreal; Marion H. Bigger, Niagara Falls; W. P. Anderson, Guelph; George A. Wiltse, Athens, Ont.; H. T. Barker, address not given; A. B. H. Carl, Norland; Cyrus T. Throop, Port Hope; R. Hutchison, Lis-towel; W. H. Reed, Belleville.

There were two ladies among the contributors, and both bore the name of "Marion."

### JUDGES' REPORT.

Report on Essays submitted in competition for THE GROCER'S Prizes:

First Prize, \$25—KEE-MUN.  
Second Prize, 10—POOBONG.  
Third Prize, 5—CEYLINDO.

Five Prizes of Annual Subscriptions—  
SCHUICKEL FRITZ, GEE WHONG, CEYLON,  
ONWARD, SEDAINUM.

The general tone of the essays submitted is a matter of congratulation to the members of the grocery trade. Throughout there is breathed a spirit of interest in the tea department which bodes ill for the packet introducer, and well for independent effort in handling. Everywhere dirt exposure and cheap goods are severely condemned, and cleanliness, promptness, and straight business methods extolled. "Goods well bought are half sold" is so well known a motto that almost every essayist reiterates it. All these things, we say, are matters for congratulation among well-wishers of the trade, and we anticipate great good from a publication and consequent perusal of these essays by the grocery men throughout Canada. The readers and critics will please notice the great stress laid on complete isolation of teas in general stores. We thoroughly believe that even those who have written these essays are not too particular regarding exposure of teas to foreign odors, dust and evaporating influences. We say to all, practice what you preach in this matter.

You cannot be too particular, for success will only come to the careful handling of these sensitive goods

While everyone cannot hope to win a prize, there is room to believe that every one of the competitors will ultimately succeed. All of the essays contained ideas of more or less importance, and we much mistake the editor of THE GROCER if he does not in the near future select and embody in a short, pungent article the whole of the many good points made by those who are not prize winners.

RICHARD O. DONALD.  
STEPHEN HUSTWITT.

### FIRST PRIZE ESSAY.

Of the many articles handled by the grocer, none is so important as that of tea. This importance arises from its value as a profit producing article, and also from its effectiveness in retaining and increasing the general trade when supplied of such quality as to give continuous satisfaction to the general public and to the regular customer.

Notwithstanding its importance, it may be stated (of our own country at any rate) that there is no other article the quality and value of which are so little understood.

Various circumstances have largely contributed to this ignorance on the subject.

Our country being a new one has in many districts been rapidly opened up, and into such fields many with little or no previous business training have been tempted to embark.

Until within a comparatively recent period, also, we have been largely a green tea drinking people, when the demand was for something sharp, pungent and of pleasing appearance, and the selection of such teas required much less judgment and discrimination than has since become necessary, when the public taste has turned so largely to black teas. In Great Britain, where young men have been compelled to serve a long apprenticeship, such has generally been undertaken with houses fully acquainted with every part of the business, and the results have been widely different. Her people too have long been a black tea loving people, and on her markets, also, the productions of every tea-growing country had to find their place of sale, and here also, the excellencies of new producing districts received early recognition, the result of all these advantages being that with her the manipulation of tea has developed into a science.

Our own taste having largely turned to black teas, it now requires much greater discrimination than was formerly necessary, and the advent of Indian and Ceylon teas has still further complicated our position.

Assailed as the grocery trade is now from so many quarters, the necessity for better

knowledge and attention is apparent, if those engaged in that calling and to whom it of right belongs are not to witness the almost entire withdrawal of this article from their realm of business.

To understand the buying, handling and selling of tea, is to be possessed of an enviable knowledge and experience, and while such proficiency is not possible to every one, the study of these points in any measure will be both profitable and entertaining. It may be said that such study will take up too much valuable time, and that it is much better to buy from others having the knowledge, capital, and experience; but even should this method of doing the trade be the one adopted, the great necessity for a better acquaintance with all these matters must be plain to every one.

#### BUYING TEA.

Every grocer should be provided with small kettle and apparatus for boiling water as conveniently and as quickly as possible, proper scales for weighing small samples of tea, pots for drawing and cups for tasting same, and so be ready to start from the beginning. This process of drawing samples is so generally known that it need not be particularized.

Samples of kind of tea wished for having been procured from various houses, should be drawn and tasted, and examination made of leaves of each, their color, size and smell being closely noted. In such a draw there will in all probability be some teas in competition that may safely be placed aside from having some objectionable characteristics. Those remaining should then be carefully placed in order of esteem, but should any difficulty be experienced in giving a decision between several samples that are deemed to rank above the others, then the draw should be repeated, these alone this time being considered, thus narrowing down the examination.

Where it may be difficult to trace any difference in drawing qualities of such samples, then the style or make of leaf, and their weight, bulk for bulk, should be carefully looked into. These are matters for careful consideration in any event, and will generally be found helpful in making required decision. This having been obtained, however, the tea esteemed most may be higher in price than others approaching it very nearly in drawing qualities and style, and should this be the case, and it is found that it cannot be purchased excepting at a considerably higher figure than some approaching it closely in every respect, then all points considered, it may be better to purchase a tea ranking second or third in "draw."

It is a good plan always to have a sample of tea wished to be replaced, and which has been known from experience to have given satisfaction, placed in competition with these others, and should it prove to be better than any of them, then it will be advisable to procure other samples, and that the whole process be repeated until something equal to, if not better, may be secured.

Samples of teas of various districts, and others known to have been good value, should always be kept handy for reference, and in good sized air-tight tins, properly labelled with their character and year of production. These are exceedingly valuable to any one when in the market buying or replacing tea.

Purchases of tea should be confined to houses of good standing and of enterprise. They are the most likely to have the right article, and confining your trade generally to

them, they will learn your taste and wants. will take an interest in your business in this line, and will be sure to bring under your notice at any time samples having, in their estimation, special value. Having good judgment themselves and having in their employ those who are experts, and giving their whole time to the study of the question, their advice or suggestions will be exceedingly valuable.

It is impossible here to specify the kinds of tea to buy; they are of almost infinite variety and flavor, and must only be touched on in the most general way. The first pickings of any variety are generally the most desirable. They are superior in flavor and in keeping and blending qualities. The new season crop should also receive preference—tea losing its goodness by keeping, the delicate aroma gradually passing off. Certain districts are famed for fine teas, but this should not always be relied on, the quality sometimes differing very much with character of season.

Japans and green teas are in great demand in some sections, and may be more easily judged than other varieties. They are all more or less colored, and great attention should be paid to this point, and if to a large extent, should be discarded.

Indians and Ceylons are now obtaining a very large sale, and require special attention, as they vary much in flavor. Their peculiar sharpness and great strength, together with their moderate price, make them desirable goods to handle.

With these and China blacks, some of which are justly esteemed, there is a wide field for selection, and an acute sense of taste and smell will especially be required when these are to be purchased.

Musty, unclean, minty, or earthy teas and those having rank and peculiar flavors, should be studiously avoided; a very small portion of any such will spoil the best tea combined with them.

The character of water prevailing where tea is to find its market should not be lost sight of. So much stress is paid to this in Great Britain that London tea houses are said to procure samples of water used in those places to which their travelers are to be sent.

As a general rule it may be stated that North China teas, classed as black leaf Congous (Monings), are adapted for hard-water districts, South China or red-leaf Congous (Kaisows) drawing to best advantage with soft waters. Indians and Ceylons do not show quite as much difficulty in this respect.

Scented orange Pekoe and capers should be used, if at all, very sparingly, and, at any rate, they are in much less demand than formerly.

Teas already blended and in bulk form are now being extensively offered, and where a small business may be done, or where there is neither time nor ability to perform this properly, it is a good plan to buy such teas. With a properly prepared article there is some chance of giving satisfaction, but with one put up at haphazard there is almost none whatever. If this course is adopted there will still be the necessity for testing the various blends, the same as the simpler forms, especially to see that uniformity is being maintained.

Packet teas are also being offered under different names, and while many are good, it is not to the grocer's advantage to help to introduce an article liable to be handled by these in other lines of business.

#### HANDLING TEA.

The utmost care is necessary to prevent tea acquiring foreign flavors. It should therefore, if possible, be kept by itself in a moderately warm room. If this cannot be done, great care should be taken to keep it out of reach of all strong smelling articles, as soap, oranges, apples, etc.

When any of the packages are opened and the contents not all removed, great pains should be taken to replace lead lining and cover so as to exclude dust.

Tea should never be exposed in window or at shop door, as is so often done, where the air, light and dust, quickly and surely destroy all semblance to the original, delicately flavored article.

The practice of blending teas has obtained very largely, more especially since Indian and Ceylon's have made their appearance, and for the successful carrying on of the trade is now absolutely necessary. To do so, however, requires an intimate acquaintance with the various productions, and also a knowledge of the manner in which teas affect each other in combination. The reason for blending is that different teas possess varying qualities and characteristics. Some teas possess fine flavor, others strength, and others body or thickness; no single variety has all these qualities to any marked degree.

The object therefore sought by blending is to bring these various attributes together in such proportions as will satisfy the greatest number of consumers, and at the smallest possible cost. The taste for tea prepared in this manner being an acquired one, the process must be performed with exactness and uniformity, a record being always kept of the component parts of each mixture and a sample carefully preserved for future reference. In blending process, teas should always be carefully weighed, not measured. Certain teas are improved when combined with other varieties, but impaired when others are substituted in blend.

This fact has been the stumbling block in the way to success to many grocers. They have mixed indiscriminately, and the ever varying qualities of their goods have resulted from ignorance of this fact and want of exactness in manipulation.

A common tea should never be mixed with a fine one in order to reduce cost. The flavor of the former will most certainly prevail, and the good qualities of the other be entirely lost. A tea mill and cutter are almost a necessity for the proper preparation of any mixture, the cutter giving an even appearance to it, and making available leaf of large make but good quality.

All teas handled in this manner should be placed in bins excluding air as much as possible and kept for some time before being used. The various parts will influence each other or be "assimilated," and in process be greatly improved. There is infinite variety of combination possible, and it is well, especially in high class and medium blends, to cultivate a peculiarity of flavor that shall distinguish and place them above all other preparations. In Great Britain, where competition is exceedingly keen, many grocers prefer to do all this work themselves, claiming it to be impossible for any blending firm to please all sections of their country, and also claim that those purchasing from such make a serious mistake by sacrificing their individuality, and losing touch with their customers. "This," it is remarked, "emphasizes the necessity of every dealer study-

# TEAS

If you require any "quality" or "kind" please examine Travelers' Samples. We are to-day showing the best values we ever had - -

WITHOUT  
DOUBT

## Lucas, Steele & Bristol

Wholesale Grocers,

HAMILTON.

**J**UST RECEIVED car load Arguibau Extra Selected Valencia Raisins. Also new Turkey Prunes in cases. Fine quality Patras Currants, barrels and halves. We are showing great values in all grades of Teas—bought away down—including our own blend "Kohinoor." This is the gem of India and Ceylon teas. "Viking"—a rich Ceylon tea, in half chests. "St. Olaf"—the finest Ceylon tea, in half chests. "St. Magnus"—the leading 25c. Japan tea; price, 18c. Agents in Canada for "Le Roy" Salt, "Lovejoy's" Breakfast Flakes, "Cherry's" Pure Mustard, Mrs. Lazenby's Pickles, Soups and Jellies. The best goods of their kind in Canada.

## BALFOUR & CO. Wholesale Grocers, Hamilton.

### JAMES TURNER & CO., HAMILTON.

**EVERYBODY**



**RAM LAL'S**

- - DRINKS - -



**AND EVERYBODY LIKES IT.**



ing the wants of his neighborhood and of placing his tea trade upon an independent basis."

#### SELLING TEA.

Having succeeded in procuring teas that may be expected to please, a most important consideration is how best to bring them to notice of customers and the public generally. Treat them not as a well-known "staple" but as if a new article requiring special effort for introduction.

A prominent display in half-chests and smaller packages should always be seen inside of store, as also samples of various district productions convenient for examination, some specially attractive display occasionally being made in window with handsomely put up packages of your blends.

Outside, the sign boards and wagon must also impress every one with the speciality of this brand of business. All bags should be of fine quality, great care being taken to obtain neatness of appearance in all tea parcels. Nothing gives so bad an impression to customers as the careless and slovenly parcelling so often seen. Let all tea bags and papers be neatly printed. Have a special name for your blend, this appearing prominently on them, as also instructions for its proper making. Small handbills, short, pointed and catchy may be placed in every purchase leaving premises. Sugar bags should have special notices, and will reach many who only deal with you in sugar. Salesmen should talk tea as often but as judiciously as possible.

Ascertain where customers in other lines get this one, what kind and what price they use, and if possible a sample of it. Examine this carefully and be prepared to show that you can not only match it but are able to do better in both quality and price. Give them some to prove this.

If a customer drops off, quickly notice this and find the reason of it, thus showing him your anxiety to retain custom and your willingness to remedy any dissatisfaction. Sample your neighborhood occasionally with neat parcels of fine deemed suitable for locality.

The grocer has long loaded his teas with excessive profit, endeavoring to make up here for small returns on other goods. Change your ideas on this point considerably.

Handle high-grade goods, striving always to show that the finer kinds are really the most economical.

This kind furnishes better profit to the seller and more satisfaction to the consumer, and the tendency of such kinds is to make talk on the subject and to win increasing trade.

KEE-MUN.

#### SECOND PRIZE ESSAY.

The tea plant, or the sinensis, we are told, was used by the Chinese as far back as the sixth century, and it is believed that in China the habit of infusing and drinking the liquor of the leaves of this plant was first known. According to a Chinese legend the virtues of tea were discovered by the mythical Emperor Chinnung, 2737 B.C., to whom all medical and agricultural knowledge is traced. It is also stated that in the thirteenth century seed was brought to Japan from China and planted in the southern island, Kuishui, whence the cultivation spread northward and southward. Till well into the nineteenth century it may be said that China and Japan were the only two tea-producing countries, and that the

product reached the western market only through narrow channels and under the most oppressive restrictions. In 1826 the Dutch established tea-gardens in Java. In 1841 seed was procured in China and brought to India, and with it some Chinese workmen to conduct the operations of tea-cultivation on the Himalayas. In 1876 the coffee-leaf disease induced planters to give serious attention to tea cultivation in Ceylon. Since then the tea industry has made vast strides and has every prospect of taking first place among the Singalese productions. China tea first began to be drunk in England about the middle of the seventeenth century. In 1836 there was one pound of indigenous leaves sent from India to London, in 1837 there was 5 pounds of Assam tea, in 1838 the quantity was 12 small boxes, in 1839 there was 95 boxes, and in 1893 the quantity of tea from India and Ceylon received into Great Britain was: From India, 113,539,000 lbs.; from Ceylon, 68,892,000 lbs., and from Java, 3,833,000 lbs.; making a total of 186,264,000 lbs., against 56,118,000 lbs. from China and Japan in the same year—a marvellous change having taken place in a few years in the growth and consumption of British grown teas. In the United States and Canada the consumption of Indian and Ceylon teas is continually increasing, particularly so in Canada, while China teas appear to be decreasing, particularly the green teas. Japan teas are increasing, and the demand is becoming more marked for medium and better grades. Cheap, poor teas should be avoided, and no retailer should be tempted to introduce them if his trade does not call for cheap stuff. Always bring your teas to the front by displaying the packages in some conspicuous part of the store, piled up neatly with the facings to the front. Have some special tickets displayed about the store and windows referring to your teas, their special value and fine flavors, etc. It is a good thing to have some special line offering, say one week a Japan, the next a Young Hyson, the next India and Ceylon, and so on, always keeping your teas to the front and before the public. Advertise your teas freely but wisely: if in a district where black teas are chiefly used, put emphasis on the British-grown production; in this way we help to cement the connecting links of a great empire of which we as Canadians form no mean part. Let your place of business be kept clean and everything in order, well ventilated and your goods displayed with taste. Your assistants polite and obliging, having a knowledge of the business in which they are engaged, they should use their talents in trying to understand human nature and be able to read the thoughts of their customers so as to throw in their influence to obviate doubt and suspicion arising in the minds of customers when they are selecting and buying goods. This applies particularly to teas where these opportunities are continually offered, and should not be lost sight of but always embraced when showing teas. In this way a salesman proves his ability to compete with difficulties arising too often in the minds of intending buyers of tea.

In buying teas I have always avoided being prejudiced against the introduction of new teas, because I firmly believe that some peoples' tastes change quite as often as the seasons change in the year, therefore, I must keep continually posted on all kinds of tea as they are shown and introduced to the trade, and as I am doing a general grocery business I cannot afford to let anything pass me which is likely to take and suit the public.

This applies to all kinds of goods, but more particularly to teas, as they are the salt of the retail trade, and to my mind tea is the most particular and most profitable article sold in the retail grocery business. While I acknowledge all this to be true, yet I must use caution and prudence lest I get imposed upon by unscrupulous and over ambitious, so called wholesale dealers who are continually introducing something new, particularly in teas. For example, let us take packet teas, and who in the trade can deny but that the introduction of these teas is doing harm to the trade generally. How many there are who by being led into trying packet teas have lost nearly all their tea trade, and perhaps may never recover it again, because they have driven their customers away from buying their own special teas through pushing packet teas which they have been induced to buy through unfair and false representations being made to them by some of the packet tea men, and to get rid of it they have been tempted to recommend it to their customers, and then not willing to exchange it when they found it did not please, and in this way it has done harm to very many retailers. I experienced some of this trouble, but only slightly I am glad to say, and you could not now pay me to buy, handle, or sell packet tea to anyone. My experience was not dearly bought, but it cost me sufficient anxiety and trouble for a little while until I found out the cause which will prevent me from ever attempting to introduce another man's teas upon my own responsibility, and staking my long standing for teas against an unknown reputation, and speculation in an article called Ceylon tea when perhaps half of the mixture is a poor China Congou ingeniously smothered up by an Indian or Ceylon tea, and hidden from view or from being examined by being closed up in a lead package. In buying bulk teas my first duty is to select those teas most suitable for the locality in which I do business. I must also understand the character of the water chiefly used by the people to whom I sell teas, and I must also regard their likes and dislikes about different kinds of teas which they may use, and be able to inform them of the different characters and peculiar flavors and quality of teas generally. The water used for infusing teas is an important part of the business, and more depends upon this knowledge than most dealers are inclined to believe. I must also understand the characters and retain a knowledge of the different qualities of teas most suitable for the varied waters of different districts. There are some districts where Japan tea is principally used by the consumers, and

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Any merchant can sell a large quantity of this line. Put up in assorted packages only.

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TORONTO, ONT., VANCOUVER, B.C.

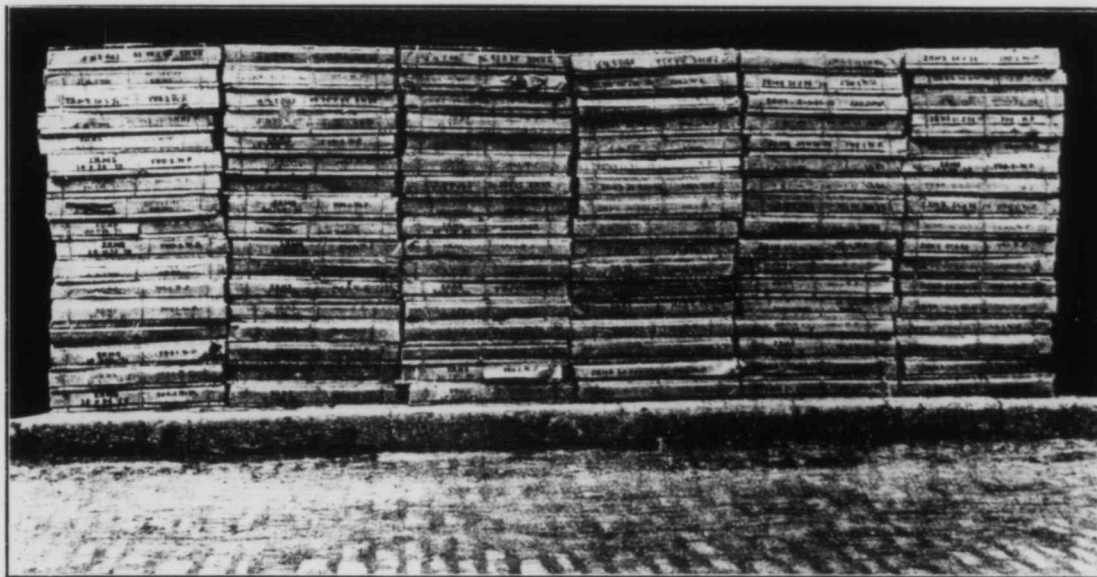
scarcely any other teas are sold; another district a mixture of China, Young Hyson and Japan, and perhaps China Gunpowder; in another, nearly all black teas are used, principally China blacks; in others perhaps Indian and Ceylon teas predominate. In Toronto it is estimated that 90 per cent. of the tea drunk is black tea, and of this 60 per cent. is Indian and Ceylon. Of course, there is a wide difference of opinion among city dealers as to the buying, handling and selling of these particular teas. In some old-established stores they sell nearly all China Congous, chiefly Moning Congou, and perhaps a fair proportion of Young Hyson and Gunpowders as green teas. Others have gone altogether over to Indian and Ceylon black teas, and with them China Congou is almost a thing of the past. There are a great many stores where blended black teas have become popular with their customers. These blends are composed of India, Ceylon and China teas, and which, in my opinion, are the cheapest, most suitable, economical and most serviceable teas for

Darjeeling Indian tea, which is more scarce, perhaps, than the fine Keemun Congous. When buying teas I always encourage competition, and prefer to get samples before buying from both the wholesale grocer and the wholesale tea merchant, for it is value I want to get in buying, and I am not so particular about the name of the firm I buy from so long as their reputation is one of honesty and good business principles. I desire, also, to have both samples and brands or number of teas left me from whom I purchase, and I always make it a rule to test my teas on arrival with the samples which I buy from. I do this to satisfy myself that the teas are the same as bought, and also to save the salesman or the firm which they represent from any blame. In this way I have no excuse, and cannot accuse them of misrepresenting a tea to me, in case my customers should by any means complain of my teas not suiting them.

In handling teas, of course, care must be taken not to expose them to any dampness,

my trouble, except it be the satisfaction of knowing that I got the weight of tea charged to me. In testing Indian and Ceylon tea in particular, I find it almost impossible to get a tea having both flavor and heavy liquor, so I have to select generally two teas or more to meet my wants for blending purposes. In testing Young Hyson, Gunpowders and Japans, I always prefer the early picked teas, and judge them principally by their color and aroma. I prefer the liquor of these teas to be a palish green, which I think indicates that they are early teas; the later pickings are usually of a darker color and somewhat brownish in liquor, although the style of leaf may be the same as the early-picked teas.

In the selling of teas of course I must first seek to know what kind of tea my customers are in the habit of using, and if I find them settled on any particular kind of tea, then I proceed to please them by giving the best value I can afford of that particular kind of tea which they desire to buy if they be suited and satisfied. For instance, sup-



This is a photograph of a carload of paper manufactured expressly by the E. B. Eddy Co., Hull, for THE CANADIAN GROCER. Weight, 20,000 pounds; value, \$1,300. We merely show this as another proof of the size of our circulation and the size of our business.

the consumers to buy and the most profitable for the retailer to handle. My experience has proven this, and therefore I express it with emphasis. The teas used for these blends are varied according to the taste of the blender, and are composed of what is commonly called Assam, Darjeeling, Kangra Valley, Pekoes, Pekoe Souchong, in Indian teas, and also Ceylon broken Pekoe, Pekoe, Pekoe Souchong of different characters; the China kinds used are principally Monings, Kaisows, Panyongs, Packlings, Packlums, Saryunes and Pekoe Congous, with Formosa Oolong, Scented Orange Pekoes and Capers as flavorings. In buying my teas I always endeavor to buy the best value, judging the value of each particular kind of tea by its cup qualities, of course giving care also for style and color of leaf. If I wanted to buy a black tea to sell as a fine lone tea I should select an early-picked mountain-grown Moning Congou from the Keemun District. These teas, in my opinion, are rich and bright in color, of a mellow character, with a fineness of flavor surpassed only by a delicate high-grown

nor allow them to get chilled by extreme cold, nor must they be allowed to come in contact with any deleterious smells, which is too often the case in very many stores. My plan is to keep my bulk teas by themselves in a clean, dry, warm room, or in some separate part of the warehouse; and any teas which I may want opened I put in large canisters or lead-lined chests, with lids to cover them from getting any dust or dirt mixed with the tea. I make it a rule to mix my teas every two weeks (that is, the blacks), and I mix sufficient to run me a month or more. By this means I have my black teas blended fully two weeks or more before using them; this helps me not only to please myself, but also my customers, because of the uniformity of my teas, and it also helps me to unravel any mystery from complaints which may be made from my customers regarding my teas. I perhaps should mention just here that I have made it a rule for years to weigh and tare every package of tea I buy, and, in all justice to the trade, I must say that I have not lost anything, and I have not gained much for

pose a customer had been drinking Japan tea for years, it would be foolish for me to recommend my specially blended tea because I thought it the best value I had in the store. The same reason applies to any other kind of tea. But supposing I had a customer that wanted a black tea, and did not know just what kind of a black tea he or she wanted, then I should talk up my special blends and endeavor to press home the fact which I conscientiously believe to be true, that my blended teas are the best of teas, and that they are positively sure to please if a fair trial were given them. In doing this with such a customer, I not only get my blended teas introduced and tested, but if they be liked I shall see that customer again, and be able to hold him or her against all competitors because of the secret flavors of my teas which they cannot purchase elsewhere; and next to all this, I am especially pleased because my profits on these particular teas are larger than on the ordinary kinds. This is most gratifying to me—in particular because in these times of close competition and price-cutting, we retail gro-

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cers require some little recompense for our labor and careful study of buying, handling and selling of teas. POOBONG.

### THIRD PRIZE ESSAY.

#### BUYING.

No article in a grocer's stock has such an important bearing on his business as tea. Tea is relied upon to attract and retain trade for other commodities and at the same time yield a larger margin of profit; yet no food product is so little understood and so difficult to buy with success as tea. The intending buyer should watch the market fluctuations and study the law of supply and demand. Should there be a brisk demand on "first arrivals" high prices prevail for some time, followed by a dull, drooping market, from which no one obtains satisfaction; but should dealers hold off for better prices, the demand on arrival is light, prices quickly descend and continue comparatively steady. The decline generally occurs about September; advantage should then be taken of the capital selections arriving during October and November. This applies more particularly to China and Japan teas. In regard to Formosas the buying should be put off two or three months later, as unlike other varieties the first picking of Formosa is the poorest, the second best, and the third or autumn crop is best of all. This is due to climatic causes which it is unnecessary to enter upon. Ceylon and Indians can be purchased with advantage at almost any time, for the reason that while the first, second and third crops of China and Japans are respectively inferior to each other, there is nothing in either Ceylon or Indian pickings to denote their relationship to any crop or

gathering. It is not advisable to buy heavy of these teas, as owing to the high-firing which they undergo they do not keep well. Never keep old tea. A three months' stock is sufficient for a retailer to have on hand at one time. As soon as teas have ripened they begin to decay, but some teas last longer than others before beginning to deteriorate. "First Crop" teas are the best for blending. As butter is to oleomargarine so is first crop tea to second crop. Oleomargarine may be a very passable and useful article, but to a connoisseur the difference between it and butter is so great that it can hardly be expressed in words. First crop tea is superior to later pickings in flavor, in theine, in keeping powers, in blending properties, in every quality for which tea is considered valuable, excepting, perhaps, thickness. If we were to judge tea by the label on the packages in which they come, all teas are "First Crop." They can only be told by their appearance to the eye, their scent and aroma to the nose, and the taste of the liquor. The influence of climate, temperature, and mode of cultivation is as great upon tea as other vegetation. The season in one province may have been favorable to a large production, although in another the crop is a failure. One year Oonfas may be thick and strong, the next thin and undesirable, while Moy Chow, Knitucks, or some other variety, inferior the first year, may now possess desirable qualities. The advantages of using the first pickings—or, rather, the best crop of the year, making quality and quantity the test—is self apparent. Do not, for the sake of a bargain, be tempted to turn to poor qualities. Good, clean tea can always be bought for a fraction above the rubbish that is sold for "quotation." By the gain of a present cent

or two your future trade is most likely ruined, the public is disgusted, and discredit is cast upon tea as an article of food. The only satisfactory manner of properly choosing teas is by tasting, at the same time not neglecting the sense of smell and the appearance of the leaf to the eye. The method of doing this is familiar to all. The points to be considered are body, color, strength, flavor and aroma. The technical terms used to describe the flavors of tea are: Formosas are "fragrant"; Foochows "mellow"; Amoys "nutty"; green teas "pungent"; Pekoes "piquant"; Congous "fruity"; Souchongs "tarry"; Japans "mealy"; Ceylons "toa ty"; Indians "malty." Avoid Oolongs of an "herby," "weedy" or "wild" flavor, as they are generally mixed with Ankois. For low grade green teas use Moyune, without regard to appearance, as it will give more satisfaction than Pingsueys or Cantons of fine style. Too tarry Souchongs and Congous of a musty, mousey or smoky flavor should be left alone. For scented teas the Foochow varieties are the best. Japans of a fishy, grassy or metallic flavor are dear at any price. Avoid all low grade India, Ceylons or Javans that have the least burnt, sour, baked, uncooked or raw flavor. A perfect looking leaf is commercially more valuable than a broken one, and, if sold by appearances, will decidedly fetch more money, although intrinsically the broken leaf may have the better value of the two—that is, in liquor; but a good leaf with a bad liquor is like a pretty girl with a bad heart, or a grocer who goes to church on Sunday, and tells what he calls trade lies the remainder of the week. A judicious use of these broken teas, when the other teas in a blend are leafy and free from dust, of two pounds in twenty, or two in sixteen, will often give the dealer an

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It is on account of its rare value that "Sunlight" has a sale more than double any other soap in the world.

# SUNLIGHT SOAP

There is no soap cheaper to use, because of the ease with which a little soap will do a big lot of work.

It is always the same in quality, and never disappoints.



advantage of four or five cents per pound, besides greatly improving the blend. Broken Indians and Ceylons are especially useful teas. It is said that "tea is not sold to be looked at," yet the appearance of your tea should not be neglected, many people being prejudiced for and against tea by its appearance. Should a tea of rough, irregular leaf have strength, aroma, or other durable qualities, it should be sifted and cut to gauge by means of a tea-cutter. A book should be kept in which is marked the retail prices of the teas; when a canister is filled, the date and amount of tea should be entered in the book. This gives a pretty accurate idea of the amount of tea sold in a stated time without taking stock, and also the quantity of each kind. It is particularly useful when blended teas are largely sold.

HANDLING.

Upon the arrival of your teas have them piled up in rows with the face outward, each kind by itself. Upon the bottom package of each description nail a small card having the name of the firm purchased from, the number of packages in the lot, the date they were received, and the cost (in private figures) plainly marked on it. Teas rapidly absorb the flavor of any strong-smelling article near which they may be placed, therefore it becomes a point of great moment not to stow them too near any product that emits a strong aroma, such as cheese, soap, spices, fish, coal-oil, etc. Teas should be kept as much as possible from the light and air, particularly in damp or humid weather, as the oxidizing influence of the

atmosphere has a more or less deleterious effect upon them; therefore, it is a foolish practice to open a few chests of tea and place them about the floor of the store or in the window for show, for every hour the tea remains exposed to the air it deteriorates in strength and drinking qualities. If it is desirable to push any particular tea it is much better to obtain a few Russian bowls, which can be had with a holding capacity of from one to ten pounds of tea. I advocate the smaller sizes. Fill the bowls with the particular tea or teas you desire to draw attention to, place them on the counter or other convenient place, with a neat card on them with the price and kind of tea marked on it. These bowls being of handsome appearance are very suitable for window decoration, and can be used for

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Have you any in stock? If not, order a few cases at once.

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to have strong Buckwheat flavor  
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Acknowledged superior to all others.  
Customers who handled large quantities last season are increasing their orders.  
Imitations attempted all over the Dominion, but  
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Have stood the test for years. They are the **ONLY GENUINE.**  
Sure to please your customers.

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..WRITE..

THE COWAN CO., LTD., TORONTO, CANADA.

showing coffee, sugar, spices, etc. Do not stow tea near a stove or hot pipes; a dry, cool atmosphere of moderate temperature is the best. If only a part of a package is used it is much better to put the remainder into an iron bin having a tight fitting lid, than to leave it in the chest with the lead turned down and the cover thrown loosely on it, as it is thus liable to become contaminated by various articles being thrown upon it. Never sell tea out of freshly painted bins or new Japanned tea caddies; in order to "season" these fill them with the commonest tea you have—black for those intended for black teas and green for the green teas—let it remain a few days, then turn it out and put in a fresh supply which also allow to remain a week or ten days, at the end of which time the bins can be used with comparative safety for the finer teas. Tea chests which have a fancy label, and of which there may be a number and which are in a good state of preservation should be carefully opened, the lids nailed on and kept for store or window decoration. The tea lead should be kept in a barrel of which the tare has been taken to save trouble when selling the lead. The matting which comes round the chests can also be profitably used. In England they are sold at so much the pound to market gardeners to wrap their produce in when shipping such as celery, lettuce, radishes, etc., or to cover the tops of barrels containing spinach, cauliflowers or other light vegetables; fishmen also buy them for packing fish in; they are also made into "kneeling mats" which are used by the "maid of all work" when scrubbing out the kitchen or door steps; protecting her dress from the dirt and her knees from the hard floor. The small twenty pound packages are particularly useful to keep for refilling. In sending out tea with other goods it should always be doubly wrapped to prevent contamination by the other articles in the basket. Blended teas should always be mixed a week or ten days before being used in order to procure a thorough assimilation of the different flavors; these are best kept in air tight iron bins.

#### SELLING.

This is a more difficult art even than that of buying, there being so many tastes and peculiarities to cater to. Learn all you can about the article so that you will be able to answer any reasonable question. Ascertain the "likings" of your customers as to the sort of tea, the flavor and strength they prefer, give samples of the different kinds, and when you have struck their fancy make a note of it and always afterwards give the same grade and quality. Blend your teas, particularly blacks. The man who can successfully blend will always lead his competitors in the tea trade; but this is a subject which requires separate treatment and would be out of place here. Always push high-class teas. There is no doubt that an absolute distaste for tea has to a great extent been created by the "rubbish" that has been so extensively sold of late years. Low grade tea has, in part, been imported as the outcome of a demand for a cheap article, so called, although the lowest cost tea must intrinsically be the dearest. Don't throw the whole burden of your loss on sugar, etc., upon tea, but be a man and sell sugar for a profit and give good value for money in tea, it will pay in the end. On an average 35 to 40 per cent. profit is as much as ought reasonably to be expected, and even that I think is too much to work a successful trade. Advertise freely, changing at least once a week. Let your "ads." be novel, and should

you advertise general groceries always contrive to bring tea in at some part of it. It is advantageous to advertise tea one week, the next general groceries with tea, and so on. This is the system I have pursued since taking charge of the tea and coffee department of the firm I am with, the result being that our trade in these two articles has nearly doubled during the past six months. But all the advertising in the world won't sell tea unless the article be high grade. Now and then give a tea exhibit. Fit up a space next the window, which should be trimmed with tea, as a Japanese tea room; make the doorway of two piles of tea chests, of the same mark if possible, bridged over with boards, on which place empty 20lb. tea boxes; cover the boards with draped cheese cloth of various colors, yellow prevailing; hang some Japanese lanterns around, which light up at night; a few fans here and there; on the floor nail some matting from the tea chests. In the interior place a table covered with a white cloth; use thin china cups; have a small gas stove and a kettle holding about one or two quarts of water. Then procure some of Hobb's tea infusers; you will thus be able to make a fresh cup of tea, with fresh water, of any kind the customer desires to taste; or if you desire to push a particular grade, you can infuse that only. At these exhibits use only your best teas, and the common only by way of comparison; you can thus point out the advantages and economy of buying high grade teas. Trim the window occasionally with tea, for which purpose use the Russian bowls, some Japanese fans, some panels with Chinese figures on them; it would also be an advantage to obtain some real tea plants and place them in your window. Above all, let the dressing of the window be as plain and simple as possible, conducive with good taste. The tea plants, or rather seedlings, can be obtained through the Agricultural Department of the Government, and by placing them in a greenhouse for three or four months they will be nice young plants for decoration. Instruct your customers how to make tea; disabuse them of the false notion that tea ought to be stewed, and that green tea is made on copper pans. Talk tea in a sensible and practical manner. Let your scales and scoops be always clean and bright, and used exclusively for tea. I have known customers to be lost through a few grains of pepper or other spices getting into the tea. Keep a few one or two pound tin tea canisters, which might be sold to tea buyers only at a small margin of profit. But all the advertisements and other inducements will be thrown away unless you keep fine grade goods, and don't attempt to get too much profit.

CEYLINDO.

THE GROCER has been so encouraged by the interest that the trade has taken in this competition that the publishers have decided to offer further prizes for competition. Subject and conditions will be announced next week. It is to be hoped that all those who wrote in the recent contest will again be found in the next competition. The subject, "Buying, Handling and Selling of Teas," is one of the most difficult in the grocery trade upon which to write, one only being qualified to do so after years of practical experience, which of course is more easily obtained by those living in cities and larger towns. But those who did not get

into the prize or honor list have no need to lose heart because they did not. In the opinion of the judges the essays were of a surprisingly high order, and they are well qualified to give an opinion on the matter. Mr. Donald is one of the most live and progressive retail grocers in the city, while Mr. Hustwitt, as a tea expert, stands in the front rank. "If at first you don't succeed, try, try again."

London bakers have raised the price of bread from 4 to 5c. a loaf.

GENTLEMEN:

The time is at hand when you should

STOCK WITH BULK EXTRACTS . .

Our supply for Summer is now ready, and we will honor any commands sent direct, or through our travelers. Yours very truly,

THE

**SNOW DRIFT CO.**

BRANTFORD

**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.,

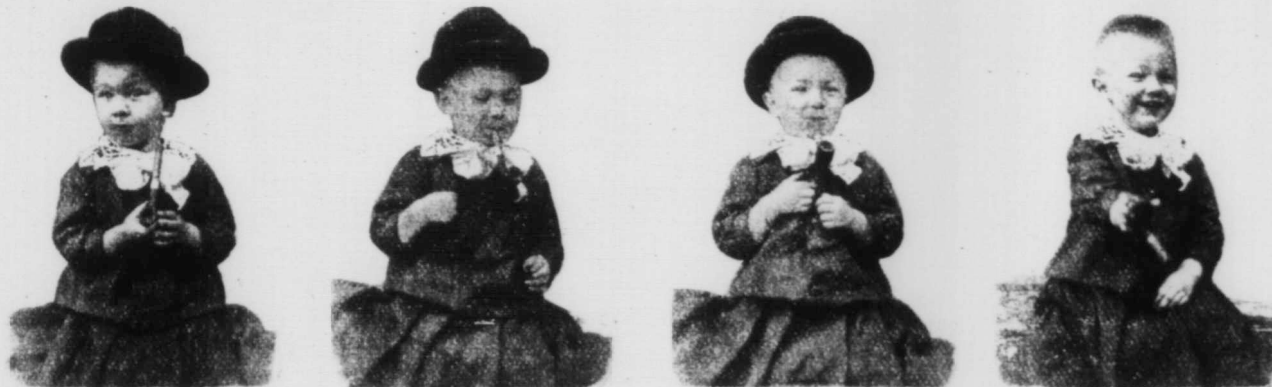
**BUYING,  
HANDLING  
AND  
SELLING  
OF  
TEAS.**

We have published in neat booklet form the prize-winning essays on the above subject. They are written by retailers who have made the buying, handling and selling of teas a special study. Postage prepaid.

Price, 25 cents.

**THE CANADIAN GROCER  
TORONTO**

# Something to Draw



## "A NEW CUSTOMER"

New Customers are regularly coming to the Merchants handling our Standard Lines of Black Teas.

## NO WONDER OUR TEAS ARE A SUCCESS.

FOR uniformity of Drawing Qualities, Richness and Freshness of Flavor, **THEY ARE UNSURPASSED.** They are up to date and Trade Winners everywhere. The satisfactory results justify you in trying.

## We are the Firm

WHO EXCLUSIVELY CONTROL

THE "400 SELECT" TEA

No Blanks.

Every Drawing  
Satisfactory.

DALU KOLA CONGOU

IMPERIAL BREAKFAST CONGOU

RUSSIAN CONGOU

## DRINKING A LUXURY

Which one shall we send you?

W. H. Gillard & Co. WHOLESALE TEAS Hamilton, Ont.

ESTABLISHED 1870

ESTABLISHED 1870

# JONAS' FLAVORING EXTRACTS

"Aromatic plants bestow  
No spicy fragrance while they grow ;  
But crushed or trodden to the ground,  
Diffuse their balmy sweets around."

This is the case, ladies,  
with

## Essences

.. USED TO ..

enhance the deliciousness of



Creams, Blanc Manges  
Custards, Puddings  
Cakes, Etc., Etc.

Remember we refer to

### JONAS' FLAVORING EXTRACTS

### Which Have Enjoyed a 25 Years' Reputation

and are far ahead of any other make on the market.

—MANUFACTURERS OF—



## French Mustards, Sauces, Catsups, Shoe Dressing

BOTTLERS AND IMPORTERS

.. OF ..

### OLIVE OILS, CASTOR OILS

ETC., ETC.



THREE OF OUR SPECIALTIES

Delory's French Peas, French Gelatine,  
Guillauman Mushrooms. . . . .

.. General Grocers' Sundries

# HENRI JONAS & COMPANY

389 ST. PAUL STREET

MONTREAL

# MARKETS AND MARKET NOTES

## TORONTO MARKETS.

TORONTO, April 26, 1894.  
GROCERIES.

THE feature of business this week is the demoralized condition of prices in regard to sugar. In order to induce trade some are making inordinate swathes in prices. Business continues quiet in nearly all lines. Canned goods remain much as before both in regard to price and to business. In Rio coffees the market is practically bare. Demand has slackened a little for syrups, but for molasses there appears to be a little more enquiry than a week ago. People seem desirous of doing business in tea, but they are more or less deterred from doing so, fearing that the last has not yet been heard of the tariff changes in this article. Payments are much as is usual at this time of the year.

### CANNED GOODS.

Nothing materially new has developed in this line during the week. The same reports are heard regarding stocks of tomatoes in jobbers' hands getting light, but some houses, on the other hand, claim to have sufficient for the season's requirements. The idea as to price is still 85c. Stocks of corn are low and the ruling price unchanged at 85c. Peas quiet and unchanged at 80 to 85c. Salmon is in good demand for the season of the year. Prices are unchanged at \$1.10 to \$1.35 for tall tins and \$1.50 to \$1.60 for flats. Demand for lobster is still light, with prices as before, at \$1.90 to \$2 for tall and \$2.40 to \$2.60 for flats. Business is fairly active in canned fruits; demand is principally for preserved apples, peaches, and plums, with strawberries and raspberries next in order. We quote: Peaches, \$3 to \$3.25 for 3's, \$2.10 to \$2.25 for 2's; raspberries, \$1.65 to \$1.80; strawberries, \$1.90 to \$2.10; preserved apples, 3-lb. fancy quarters, \$1.40 to \$1.45; gallon apples, \$2.50 to \$2.60.

### COFFEES.

The market is bare of Rio coffees, but fresh supplies are expected to arrive in a few days. A good deal of dissatisfaction is expressed regarding the latest change in the tariff on coffees. This is particularly so in regard to Java growths, which it is expected will have to pay the 10 per cent. duty, that coffee being purchased in either Amsterdam or Rotterdam and not in the country of production. We quote green, in bags, as follows: Rio, 21½ to 22½c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 21½ to 22½c.; Java, 30 to 32c.; Mocha, 27 to 28c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 22c.

### NUTS.

The conditions are much as before. We quote: Brazil nuts, 11 to 11½c. a pound; Sicily shelled almonds, 25 to 26c. a pound; Terragona almonds, 12½ to 13c.; peanuts, 9 to 10c. for roasted and 7½ to 8½c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½ to 15c.; Marbot walnuts, 12 to 13c.; Bordeaux walnuts, 11 to 12c.; filberts, 9¾ to 10¾c.; pecans, 12½.

### RICE.

Demand is getting fairly active at previous quotations. We quote: "B," 3½ to 3¾c.; Montreal Japan, 5 to 5¼c.; imported Japan, 5¾ to 6¼c.

### SPICES.

Business continues fair for the season. We quote: Pure black pepper, 13 to 15c.; pure white, 20 to 28c.; pure Jamaica ginger, 25 to 27c.; cloves, 14 to 25c.; pure mixed spice, 30 to 35c.

### SUGAR.

Prices are being so badly cut on granulated sugar that it is difficult to give a quotation thereon; 4¾ to 4½c. is supposed to be the price, but it seems seldom that even the inside figure is obtained, some houses freely selling at 4¼c., just the prices quoted at the refineries in Montreal. Yellows on the other hand are held a little firmer at 3¾ to 4c., and the refineries are not anxious to sell ahead on these kinds of sugars, whatever they may be in other respects. In spite of the general quietness and the slaughter of prices some houses report sales of carloads at fair figures this week.

### SYRUPS.

The movement is slow, demand having slackened off, as is usual at this season. Prices, however, are firmer. We quote: Dark, 25c.; medium, 28c. to 30c.; bright, 35c. to 40c.; very bright, 45c. to 50c.

### MOLASSES.

There is a fair business doing, an increased demand having developed during the week. Prices are as before. Ruling prices are: New Orleans, barrels, 28 to 30c.; half barrels, 32½ to 34c.; Barbadoes, barrels, 32 to 35c.; half barrels, 38 to 40c.

### TEAS.

The market is without any special feature. The trade is not yet satisfied that the last has been seen of the tariff changes, and jobbers are a little undecided what to do. The local customs authorities are still exacting a duty of 10 per cent. on tea not imported direct, notwithstanding the changes made in the tariff last week. Demand for tea is at the moment light: Japans, 12½ to 20c.; Indian and Ceylons, 18 to 25c.; Young Hysons, 13½c. up.

### DRIED FRUIT.

A fair trade is reported but enquiries are as a rule for small lots. We quote: Off-stalk, 4¾c.; fine off-stalk, 5½ to 5¾c.; selected, 6 to 6¼c.; layers, selected, 6¾c. Sultana raisins remain as before at 6 to 7½c. Currants are still in fair demand at steady prices. We quote: Provincials, 3¾ to 4c. in brls. and half brls.; Filatras, 4 to 4½c. in barrels, and 4¾ to 4¼c. in half barrels; Patras, 5 to 5½c. in barrels, 5¼ to 5¾c. in half brls., 4¾ to 6¾c. in cases; Vostizzas, 6½ to 7½c. in cases, 6¾ to 7¾c. in half cases; Panariti, 9 to 10c. Prunes continue active, stocks light and prices firm. Stocks are exhausted in New York, and there are not many to arrive. We quote "D" at 5½c. and "B" at 7½ to 8c. Figs continue dull and featureless with quotations nominal. We quote: Small boxes, 7½ to 8c.; 5 lb. boxes, 7½ to 8c.; 10 lb. boxes, 8c.; 28-lb. boxes choice Eleme, 8½c.; 6-crown, 12½c.; 7-crown, 13½c.; bags, 28-lb., 6½ to 7c.; taps, 4 to 4½c.; natural, 5½ to 6c. Dates quiet and easy at 4¼ to 5c.; selected Hallowee dates 8½ to 9c.

### BUTTER AND CHEESE.

Receipts are more liberal, and there is an easier feeling in consequence. Supplies are practically confined to roll butter, the supply of both large and small rolls being sufficient for the demand. As no large lots have been got together yet, there have been no transactions in lots. Jobbers are paying 18c. per lb. outside for large rolls and selling off from 19 to 20c. Creamery butter remains much as before, demand being light and supply of the usual seasonable character. A round lot of fresh pack creamery tub changed hands during the week at 24c. Small lots are going out 1c. less. Demand is fairly good for creamery pound prints.

We quote jobbing prices as follows: Dairy—Choice tubs, 20 to 21c.; medium tubs, 16 to 17c.; low grade, 14 to 15c.; large rolls, 19 to 20c.; pound rolls, 21 to 22c. Creamery—Tubs, fresh, 24 to 25c.; old, 21 to 22c.; pound prints, 25 to 26c.

Cheese is in moderate demand locally at 12c. for September, and 11c. for July.

### HOGS AND PROVISIONS.

Receipts of dressed hogs are confined to a few for retailers' use, and for these \$6.25 is being paid. There is a much firmer feeling in provisions, and further advances are anticipated. Some packers are buyers of short-cut at \$15.75. Lard is lower than it was in consequence of prices being cut by an outside competitor, but the export trade is opening up at, it is said, fairly good prices.

## MARKETS—Continued

**BACON**—Long clear,  $7\frac{1}{2}$  to  $7\frac{3}{4}$ c.; smoked backs, 10 to  $10\frac{1}{2}$ c.; breakfast bacon, 11 to  $11\frac{1}{2}$ c.; rolls,  $8\frac{1}{2}$  to  $8\frac{3}{4}$ c.

**HAMS**— $10\frac{1}{2}$ c. for smoked, and at  $9\frac{1}{2}$ c. for pickled.

**LARD**—Pure Canadian  $8\frac{3}{4}$ c. in tubs, 9c. in pails and  $8\frac{1}{2}$ c. in tierces. Compound,  $7\frac{1}{2}$  to 8c.

**BARREL PORK**—Canadian heavy mess \$16 to \$16.50, Canadian short-cut \$16 to \$16.50, shoulder mess \$14.

## LIVE STOCK MARKET.

There was a good market Tuesday with offerings well taken. Receipts were 40 carloads, including 93 head of sheep and lambs and 1,150 hogs. Cattle in demand with quality rather better. There was some buying on Montreal account, and choice loads for export are worth  $3\frac{7}{8}$  to 4c. The best sold at \$3.85 per hundred and good stockers at \$3.25 to \$3.60. The best butchers' cattle sold at  $3\frac{3}{4}$ c. per lb. for twos and threes, while the best loads brought  $3\frac{1}{2}$  to  $3\frac{5}{8}$ c. Good medium cattle sold at  $3\frac{3}{8}$  to  $3\frac{5}{8}$ c. and inferior at  $2\frac{3}{4}$ c. Calves sold at \$4 to \$6 per head, and milch cows at \$25 to \$50 each. Sheep and lambs are firm. Butchers' sheep sell at \$4.50 to \$5 and heavy exporters at \$5.50 to \$6. Yearling lambs sold at  $4\frac{1}{2}$ c. per lb. Spring lambs somewhat slow, a bunch averaging 40 lbs. sold at \$4 per head. Hogs are in fair demand and firm. The choicest bacon lots sold at \$4.85 to \$4.90 per hundred, good to choice stores at \$4.60 to \$4.75 and rough lots at \$4 to \$4.25.

## GREEN FRUIT.

Oranges are advancing almost daily in price, and there are only a few on the market, while demand is good. The trade is now awaiting the arrival of the first steamers at Montreal with supplies. Stocks here now are largely Florida and California growths. There is an improved demand for lemons and prices are a little steadier in consequence. In bananas there has been a good deal of "chilled" fruit arriving, and these have imparted an easier tone to the market, although the first-class article is still firm in price. Pineapples are improving in quality, and there has been a corresponding response in the demand. Stocks of California dried fruit on the market are nearly all exhausted. There are not many apples offering, and dealers are not getting

as good prices as a week or so ago. We quote: Oranges, Floridas, \$3.50 to \$4.50; Valencias, \$6 to \$6.50 for 420's, and \$7 to \$8 for 714's in cases; Cal. navels, \$2.50 to \$3.50 per box; Messinas, \$3 to \$4; bitter oranges, \$3.50 to \$4. Lemons—Messinas, \$2.75 to \$3 for 300's, \$2.50 to \$3 for 360's; Palermos, \$2 to \$3. Bananas, \$1.25 to \$2; pineapples, No. 1, 13 to 15c.; No. 2, 9 to 10c.; No. 3, 6 to 7c.; extras, 18 to 20c.; cranberries, New Jersey, \$3 per box; Canadian, \$3 per barrel, and \$1 to \$1.25 per box. Apples, good to choice, \$3 to \$5; second quality, \$2.25 to \$3. California dried fruit—Apricots, 19 to 20c. per lb.; peaches, 16 to 17c. per lb.; nectarines, 16 to 17c.

## COUNTRY PRODUCE.

**BEANS**—Remain much as before at \$1.20 to \$1.25.

**DRIED APPLES**—There have been some enquiries but not much business has resulted therefrom. Jobbers are paying  $5\frac{1}{2}$ c. and selling at 6 to  $6\frac{1}{4}$ c.

**EVAPORATED APPLES**—Remain much as before. A round lot sold here at  $9\frac{3}{4}$ c., but demand is on the whole still quiet;  $9\frac{1}{2}$  to 10c. is the ordinary jobbing quotation.

**EGGS**—Are steady at  $10\frac{1}{2}$  to 11c., and demand is fairly good.

**POTATOES**—The market is much firmer in consequence of a falling off in deliveries; 50 to 51c. has been paid on the track during the week, and 55 to 60c. is being asked out of store.

**ONIONS**—Demand is good. Supply of domestic onions is getting short, but shipments of Egyptian growth are expected in a few days, and will likely sell at \$3.50 to \$3.75 per crate.

**MAPLE PRODUCTS**—Demand is not so good as it was while receipts are liberal and in excess of requirements. We quote: Syrup, 65 to 70c. per wine gallon, and 70 to 90c. per imperial gallon, in large tins and in bulk; sugar, 8 to  $9\frac{1}{2}$ c. per lb.

**HOPS**—Market continues dull and weak at 10 to 12c. for '93; package hops, 20c. per lb.

**HONEY**—Supply of comb is equal to the demand, but the supply of strained exceeds requirements. Holders are offering more freely, but buyers few; prices do not appear to be above 7c. for white. We quote: Comb, 14c. for white and 8 to 9c. for dark; strained, 8c. per lb.

## SALT.

Trade is reported good. A fairly good jobbing trade is being done, and some fair sales in car lots are reported at unchanged prices. Dealers are offering dairy at \$1.25; barrel at 90c.; coarse sacks at 58c.; fine sacks at 75c.; Liverpool coarse in car lots, 55c.; Canadian coarse, 56c.; American rock, \$10 per ton.

## SEEDS.

There is no material change in the situation. Market has been remarkably steady during the week, and although orders are getting smaller every day, there is still a fair business doing. Stocks are low. Jobbing prices rule as follows: Red clover, \$6.25 to \$6.50; alsike, \$5.50 to \$8.50; with inferior qualities and really fancy stuff quotable at lower and higher prices respectively.

## FISH.

Demand exceeds the supply. There are a few lake herring and perch coming in, while ciscoes are scarce. Suckers are in liberal supply. We quote: Skinned and boned codfish,  $6\frac{1}{2}$ c.; shore herring, \$4 per brl.; boneless fish,  $3\frac{1}{2}$  to 4c.; boneless cod, 5 to 8c.; blue back herring 4c.; frozen sea herring, \$1.50; blue pickerel, 4 to 5c. lb.; yel. ditto, 7 to 8c. per lb.; salmon trout 7c.; white fish, 6 to 7c.; oysters bulk, \$1.55 for standard and \$1.75 to \$1.85 selected; ciscoes, \$1.35 to \$1.40 per 100; salt mackerel in bulk, 10c. per lb.; pike, 6 to  $6\frac{1}{2}$ c. per lb.; perch, \$1.50 to \$2 per 100; black bass, 10c. per lb.; haddock and cod,  $5\frac{1}{2}$ c. per lb.; steak cod, 5 to 6c.; chicken halibut, 12c.

## HIDES, SKINS, AND WOOL.

**WOOL**—Combing is quoted at 17 to 18c., and clothing 19 to 20c.; extras are bought at 22 to 23c. and are sold at 23 to 24c.; supers are bought at 18 to 19c. and are sold at 19 to 20c.

**HIDES**—Steady at 3c. for No. 1 green and  $3\frac{1}{4}$ c. for heavy steer hides of 60 lbs. and over. No. 1 cured are quoted at  $3\frac{1}{2}$ c.

**TALLOW**—Dealers are paying 5c. for rendered tallow in brls. and  $5\frac{1}{4}$ c. for rendered in cakes. The jobbing price is  $5\frac{3}{4}$ c.

## PETROLEUM.

Trade remains fairly good. The demand for lubricating oils is reported fair. Prices are unchanged. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to  $12\frac{1}{2}$ c.; carbon safety,  $15\frac{1}{2}$  to 16c.; Canadian water white, 16 to 17c.; American water white, 18 to 19c.; photogene 20c.

## MARKET NOTES.

S. K. Moyer has in stock a shipment of Persian dates in fancy boxes, which are said to be taking well with the trade.

Dawson & Co. received a carload of fancy bananas this week.

Davidson & Hay have a line of Ceylon teas arriving this week.

Clemes Bros. are importing a special line of fancy lemons this week.

Gunn, Flavelle & Co. report largely increased sales of long clear, short cut and lard.

Graham, McLean & Co., provision and commission merchants, 77 Colborne street, Toronto, are making a specialty of butter

WE ARE  
PAYING  
CASH  
FOR

DRIED APPLES

W. B. BAYLEY & CO.  
EXPORT BROKERS

42 FRONT ST. E. Toronto

**JOHN HAWLEY, Provisions and Commission**  
88 FRONT ST. EAST.

Fresh Eggs sell at 16c.  
Pickled or Held Eggs, 7c.  
Large Rolls, 18 to 19c.  
Dairy Tub, 19 to 20c.

We charge five per cent., and prompt returns by registered letter.

Established 1870. Egg Trade a Specialty

**WHITE & CO.**

70 Colborne Street Toronto.

General Fruit and Produce  
Commission Merchants.

Write us for Quotations. : Consignments Solicited. Tel. 887.

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.

THE  
**Winnipeg Produce and Commission Co. Ltd.**  
WINNIPEG, MANITOBA.

We handle Grocers' Specialties, etc. Can we sell anything for "you" in this market? Write us. Good connection with Wholesale and Retail trade.

**COLD STORAGE**



And Freezing

Splendid cooling rooms for Summer.

Write for rates.

WE ALSO HANDLE  
**FISH, ORANGES AND LEMONS**

**Aikenhead & Sloan**  
13 Church Street TORONTO

**SPECIAL** Inducements in **LEMONS**  
THIS WEEK ONLY

**CLEMES BROS.**  
TORONTO

and eggs, and as their connection is one of the best in the city, they are meeting with considerable success.

A fresh shipment of Brazil nuts has been received this week by Clemes Bros.

A shipment of medium Ceylon tea has been received this week by Sloan & Crowther.

Assignee Clarkson announces the first dividend in the W. M. Milligan estate. It is 6 1/2 per cent.

M. Masuret & Co. are calling the attention of the trade to their stock of fine raisins—layers, selected and fine off-stalk.

A shipment of fine Bohemia prunes in 60-lb. cases has just been received by Eby, Blain & Co.

Casado's London layers are being offered by Smith & Keighley at \$1 per box. They are said to be in fine order.

German Fancy Baskets—all the best retail stores handle them. M. Masuret & Co. advertise these goods on another page.

Sloan & Crowther are in receipt of a shipment of "Owl" brand canned pineapples from Baltimore. The quality is said to be fine.

Baker & Co., Rat Portage: "Imperial Congou sold by W. H. Gillard & Co., is giving the best of satisfaction, and is a beauty."

M. Masuret & Co. have just received into store a car of Bosnia prunes, and the trade can secure any size packages.

Dried Italian cherries are now in the hands of Lucas, Steele & Bristol's travelers, for sale. This firm have the agency for Eben Roberts' jellies.

Eagle Ceylon and Japan Teas, as imported by M. Masuret & Co. direct, although but a short time on the market, are commanding the attention of the trade.

Eby, Blain & Co. invite the special attention of the trade to the celluloid starch they are offering. "It gives a lasting gloss and yields the retailer a good profit," said a representative of the firm.

A further shipment of Red Label Hillwattee teas is now due with Lucas, Steele & Bristol, and all back orders will be filled. This firm claim to have now the cheapest and best assorted tea stock they ever held.

Fred. Galloway, of F. Galloway & Son, Burlington, says: "Since handling Imperial Breakfast Congou we have sold more black tea and at a better profit than we ever did before. Never had a tea to give such universal satisfaction."

W. H. Gillard & Co. are devoting special attention to fine teas and carry the choicest grades suitable to high class trade. The "400 Select" Congou is the richest blended tea on the market, the firm claim.

Wm. Paterson & Son report a large demand for their high-class pickles both in bottles and kegs. Confectionery is a sideline that pays grocers big profits; many are going into it. Wm. Paterson & Son have endless varieties and are constantly getting out "something new."

**. POTATOES .**

We are always open to buy or sell car lots of potatoes.

**WM. HANNAH & CO.**

78 Colborne St., Toronto

Commission Merchants. Correspondence Solicited

**J. Hunter White**

Manufacturers' Agent, Broker and Commission Merchant

Correspondence solicited. References by permission Bank of New Brunswick, Merritt Bros. & Co. Geo. Robertson, Esq.

61 Dock St., ST. JOHN, N. B.

**W. M. BOWIE** 44 Front St. E., Toronto.

Grocery Broker.

Agent for

Armour Packing Co., Kansas City, U.S.A.  
Canned Meats, etc.

W. Strachan & Co., Montreal, Soap Manufacturers.

**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.

**HUGH WALKER & SON**

GUELPH, ONT.

DIRECT IMPORTERS OF FRUITS

Are receiving Oranges, Lemons, Bananas and Pineapples weekly.  
Write for quotations.

**JOHN WILKINS & CO.**

Wholesale Produce Commission Merchants  
Toronto, Ont.

WANTED—Consignments of Choice Dairy Butter, Creamery Butter, and New-Laid Eggs.  
We are headquarters for Eastern Townships Maple Syrup and Sugar.—Absolute Purity Guaranteed.

**RUTHERFORD & HARRISON,**

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

DEALERS IN

Butter, Eggs, Cheese, Poultry, Lard, Cottolene, Dried Apples, Honey, Hams, Bacon, etc.

Correspondence invited. Consignments solicited. Egg Carriers supplied.

Liberal Advances Made on Consignment

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

**Pork Packers**

AND

Provision Merchants

Toronto, Ont.

Write for Price List.

**MONTREAL MARKETS.**

MONTREAL, April 26, 1894.  
GROCERIES.

**T**HE more active feeling noted in wholesale grocery circles last week has been fairly well maintained. The chief feature in this respect is the large volume of business which has transpired in sugar, lower values on which induced a much freer demand. A fair demand has been to note for Japan teas of medium grades also. Dried fruit has furnished rather more activity in regard to raisins, which are firm, but currants are on the easy side.

**SUGAR.**

The easy tone of the sugar market noted in our last letter continues, and prices in the case of round lots have been stretched a further 1-16c., sales of granulated being made from the refineries on Thursday at 4 3-16c. The demand has been quite active at the decline, and a large volume of business has transpired on both granulated and yellows, which have also been shaded a fraction on the inside figure in the case of round lots. We quote: Granulated, 4 3 16 to 4 1/4c.; bright yellows, 3 3/8 to 3 3/4; and darker grades, 3 1/2 to 3 3/4c. Cables on beet continue easy.

**MOLASSES.**

The week has witnessed no radical change in molasses, business ruling quiet. Free offerings are being made of new stock to arrive from the Islands by sales agents here, and for this reason buyers are in a more or less legitimate indifferent mood, while the speculators have not shown their hand to any great extent as yet this spring. It is said offers of 11 1/2c. at the Islands have been made, while laid down in round lots 29c. has been named. In a small way ex store, the spot basis is 29 to 30c.

**SYRUPS.**

The syrup market has continued fairly active, quite a few fair sized lots being moved during the week. Bright domestic syrups are steady at 2 to 2 1/8c., and lower grades 1 1/4 to 1 1/2c. American is nominally quoted at 17 to 23c.

**TEA.**

The market remains quite on the whole, the sole evidence of life being the moderately fair demand that exists for Japan teas. Goods of this description ranging from 10 to 12c. are wanted in small quantities at present. Congous have also met a fair sale, one lot of 250 packages changing hands at 10 to 11c. Foreign advices, both from India, Ceylon and Japan, incline to steady prices. We quote Japans: 10 to 13c. for common, 14 to 17c. for medium, 18 to 21 1/2c. for fine, and 23 to 28c. for finest varieties.

**COFFEES.**

There has been a moderate business done in coffees during the week, the principal movement in a wholesale way being in Maracaibo stock, ranging from 19 1/4 to 20 1/2c. as to quantity and quality. We quote as follows: Maracaibo, 19 to 21c.;

Rio, 19 to 21c.; Java, 24 to 30c.; Mocha, 25 to 28c.

**SPICES.**

Demand for spices has not been quite so brisk during the past week, a moderate call for pepper, both black and white, being the chief feature. We quote prices steady: Black pepper 6 to 7 1/2c., white pepper 10 to 12 1/2c., cloves 7 1/2 to 9c., cassia 9 to 10c., nutmegs 60 to 90c., and Jamaica ginger, 15 to 18c.

**RICE.**

A fair business has transpired in rice, at steady prices. We quote: Standard \$3.50

to \$3.75, Japan \$3.75 to \$4.25, and Patna \$4.25 to \$4.75.

**DRIED FRUIT.**

There has been no radical change in the dried fruit market during the week, although a little better demand is noted for raisins. There have been some arrivals of Valencias in moderate quantities, but they were quickly absorbed, leaving the market as bare as ever. The basis for the business was 4 1/4c. for ordinary off-stalk, net cash, in round lots, and of course jobbers are firm at the customary advance on this price. Fine off-stalks are firm at 4 1/2 to 5c. in

ESTABLISHED 1855  
**TAYLOR'S**  
FIRE & BURGLAR  
**SAFES**

HAVE MANY PATENTED IMPROVEMENTS  
NOT FOUND IN OTHER MAKES  
THAT WILL WELL REPAY AN INVESTIGATION  
BY THOSE WHO DESIRE TO SECURE  
**THE BEST SAFE**  
J. & J. TAYLOR.  
TORONTO SAFE WORKS.  
TORONTO.  
MONTREAL VANCOUVER  
WINNIPEG VICTORIA

.. **FINEST** ..

# British Columbia Salmon

**TURNER, BEETON & CO., VICTORIA**

OWNERS

Also agents for the following well known and well packed Fraser River Canneries:

The old and celebrated Skeena River brands:

**"Inverness" and "Balmoral"**

The Lulu Island Canning Co. - Empress Brand  
The Pacific Coast Packing Co. - Emblem Brand  
The Terra Nova Canning Co. - Gold Ring Brand

AGENTS

**WATT & SCOTT**  
MONTREAL

**R. B. ELLIS**  
TORONTO

**GRANT, OXLEY & CO.**  
HALIFAX

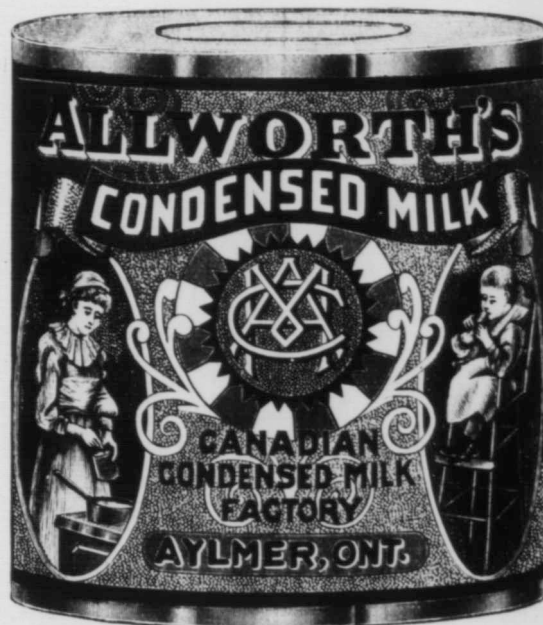


# Allworth's Condensed Milk

Distinguished for its  
Unerring Uniformity.

# Allworth's Evaporated Cream

An Excellent Cream for all Table  
and Culinary Purposes.



Regarded as  
a Household  
Necessity  
None superior

For Coffee, Tea,  
Chocolate and  
Cocoa, Oat Meal  
Porridge, Sauces,  
Puddings, etc.

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

**WRITE FOR SAMPLES AND QUOTATIONS.**

**TRY A SAMPLE ORDER.**

#### AGENTS

HALIFAX, N.S.—H. F. Burton.  
ST. JOHN, N.B.—E. T. Sturdee.

WINNIPEG.—Buchanan & Gordon.  
VANCOUVER.—G. J. Wonder & Co.

## The Canadian Condensed Milk Factory

AYLMER, ONT.

**G. C. ALLWORTH & CO.**

# Try this Cheese IT SPEAKS FOR ITSELF.

The only cheese which scored  
**PERFECTION** (100 Points)  
 AT THE WORLD'S FAIR.

Packed Small	-	-	2 dozen in case.
Medium	-	1	" "
Large	-	1	" "



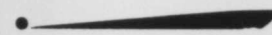
We sell them  
 ....And solicit your orders

TORONTO:  
 Eby, Blain  
 ... & Co.  
 H. P. Eckardt  
 ... & Co.  
 Perkins, Ince  
 ... & Co.  
 Sloan &  
 Crowther.  
 Warren Bros.  
 & Boomer.



MONTREAL:  
 Caverhill,  
 Hughes & Co.  
 Hudon, Hebert  
 & Co.  
 KINGSTON:  
 A. Gunn & Co.  
 HAMILTON:  
 James Turner  
 ... & Co.  
 LONDON:  
 Fitzgerald,  
 Scrandett & Co.

## A Perfect Food



It pleases  
 the palate  
 Nourishes  
 Babies



Delights  
 the  
 Cook.

ALL GROCERS SELL IT.

Though hungry as a

Pettijohn's  
 California



Breakfast  
 ... Food

WILL SATISFY YOU.

FULL PARTICULARS OF ABOVE FROM

Wright & Copp, Agents Toronto

T  
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A  
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Eagle brand Ceylon

ALL SIZE PACKAGES.

Eagle brand Japan

ALL SIZE PACKAGES.

There is a certain satisfaction in the handling of these goods—they are always reliable.

BOSNIA PRUNES

Cases, Hogsheads, Barrels and Kegs. . . . .

RAISINS

In stock. Great value in fine Layers, Selected, and Fine Off Stalk

Baskets

German Fancy

Lunch

Picnic

CHIP

WILLOW

ALL KINDS AND SIZES

MERELY A TIP 

But we have all kinds of

Stationery, School Supplies, Marbles, Balls, Games, Etc.

Brier Pipes. We have the largest assortment of these goods in Western Ontario.

M. MASURET & CO.,

Wholesale Grocers,

London, Ont.



"WE'RE GLAD TO SEE YOUR 'BACK' AGAIN."

## LET ME INTRODUCE

❖ **O**UR STANDARD BLENDS OF TEAS. You've heard of them often haven't you? and you lost sales because you didn't have them; but since you know them now for yourself, of course that makes a difference.

What's that you say about price? Well, we can sell you any kind of tea you choose and at any price you like, but our standard blends range from 20 to 48 cents

per pound. Our blends cannot be surpassed for excellence of quality, and they have been prepared after most careful study of the requirements of our numerous customers. Quantity? Oh, by all means. We can meet your requirements in the matter of quantity too. Just remember these three points: any quality, any price, any quantity.

Yes, we will be delighted to send samples. Let us have some idea of your needs, and we guarantee satisfaction. Well, I must be off now, for I've got to see one or two yet who don't know our blends. Good bye, sir.

**STEEL, HAYTER & CO., TORONTO.**

# SALMON

Grocers take notice that some of this year's British Columbia pack will be put up in the COWAN PATENT BAND attachment self-opening cans. Get prices before concluding your purchases from

**C. A. LIFFITON & CO.**  
Contracting Agents, MONTREAL.

# Dawson & Co.

**FRUIT  
PRODUCE**  
and **COMMISSION MERCHANTS**

**32 WEST MARKET STREET,  
TORONTO.**

Consignments  
Solicited

**GEORGE McWILLIAM.** **FRANK EVERIST**  
**TELEPHONE 645.**

**McWILLIAM & EVERIST**  
GENERAL . . . **FRUIT**  
**Commission Merchants**

**25 and 27 Church street,  
TORONTO, ONT.**

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.  
All orders will receive our best attention.

# AUSTRALIAN MUTTON

We have been appointed sole agents in Canada for the

**Sydney Meat Preserving Co.**

And have just received consignments per steamships "Warrimoo" and "Arawa" of the following:

**Boiled Mutton, 2s. and 1s.**  
**Roast Mutton, 2s. and 1s.**  
**Corned Mutton, 2s. and 1s.**  
**Haricot Mutton, 2s.**  
**Stewed Sheep's Kidneys, 2s.**  
**Irish Stew, 2s.**  
**Sheep's Tongues, 2s.**

A large consignment of Sheep's Tongues, etc., is expected on next steamer.  
Prices to the wholesale trade on application.

**BUCHANAN & GORDON,**  
Winnipeg, Man.

# PORK SHORT CUT MESS . . . SHOULDER MESS

**NEW PACK. FINE STOCK.**

# SHOULDERS

**MILD SUGAR CURED**

Cheapest article in the market to-day.  
Every piece BRANDED and guaranteed.

**F. W. FEARMAN  
HAMILTON**

**MONTREAL MARKETS—Continued**

straight lots, while selected are scarce and firmly held at 5½ to 6c., with layers the same way at 6 to 6½c. The easiness in currants noted in our last is still to note, round lots having changed hands at 3¼ per case, and we quote in brls., 3c.; half brls, 3¼c., and cases, 3¾c. Figs continue dull at 6 to 8c. per lb. Dates are steady, with sales of round lots at 4½c. There have been some good receipts of prunes, and the market is better supplied. Prices are a trifle easier in consequence, at 4½ to 5¼c. per lb.

**NUTS.**

There is no change in nuts. We quote: Sicily filberts, 8½c.; almonds, 11½ to 12c.; Grenoble walnuts, 10 to 11½c., and Bordeaux, 7 to 8c.; shelled walnuts, 16 to 18c., and almonds 23 to 25c.

**CANNED GOODS.**

The chief feature of the canned goods market has been the decided improvement in the demand for canned apples, and with supplies rather light prices are firm, round lots of gallons changing hands at \$2.65 to \$2.75. Prospects for the sale of new pack salmon are backward despite the fact that very low offers are being made. Lobsters are offering freely in a jobbing way at \$6 per case, and this price would be shaded for round lots. We quote as follows: Lobsters, \$6 to \$6.50 per case; sardines, \$8.50 to \$9.50; salmon, \$1.15 to \$1.30 per box; tomatoes, 80 to 85c. per doz; peaches, \$2 to \$2.10 per doz.; corn, 85 to 90c. per doz., and marrowfat peas, 85 to 90c.

**GREEN FRUIT.**

The green fruit market is dull, as buyers generally are holding off, there being two cargoes now on the way to this port, one near at hand and the other will arrive in the course of a week or so. Apples are quiet and steady at \$4 to \$4.50; oranges are moderately brisk at \$3.75 to \$4.50 for Floridas, Valencias \$6, Californias \$2.75 to \$3.25, and Messinas \$3.25 to \$4. There is a fair demand for lemons at \$2 to \$3. Bananas are fairly active at \$1 to \$2 per bunch. Pine-apples are slow at 8 to 20c.

**COUNTRY PRODUCE.**

With steadily increasing receipts the egg market has sagged off during the week to 10½ to 11c. Demand is fair, however. Maple syrup continues fairly active at 50c. per tin and 4 to 5c. per lb., and sugar sells well at 6 to 7c. per lb. Demand for honey is fair at 4 to 5c. per lb. Trade in beans is quiet but prices are steady at \$1.15 to \$1.35 in car lots and \$1.30 to \$1.40 in small lots. Onions are enquired for, selling freely at \$2.50 to \$2.75 per brl. The supply of potatoes is more than equal to the demand, and we quote 45 to 50c. per bag on track and 10c. extra for jobbing lots.

**PROVISIONS.**

Owing to the light stock of Canadian short cut pork, for which the demand has improved considerably of late, the tone of the market has ruled strong, and prices have advanced \$1 per brl., recent sales of heavy having taken place at \$17.50, with holders now asking \$18. Light is also higher at \$17 to \$17.50. We quote: Canadian short cut, heavy, \$17.50 to \$18; do., light, \$17 to \$17.50; hams, city cured, per lb., 9½ to 11c.; lard, Canadian, in pails, 9½ to 10c.; bacon, per lb., 10 to 12c.; lard, common refined, per lb., 7¼ to 7½c.

**BUTTER AND CHEESE.**

The butter market continues much the same. The held stock is as difficult to move (Continued on page 30.)

## Produce Consignments

SOLICITED BY

**WITT, MACAULAY & CO.**

64 Colborne St., TORONTO

HIGHEST PRICES QUICK RETURNS

**LAWSON BROS.** Manufacturers

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.

The College Grounds,  
Adelaide St. West, Toronto, Ont.

**JAMES GOODALL**

Produce Commission Merchant

**GRAIN, SEED, Etc.**

84 Front Street East, Toronto.

**New Crop Clover Seeds and Grasses**

All kinds. Only to the Trade.

PROMPT ATTENTION

# WILLIAM RYAN, PORK PACKER

Toronto, Ont.

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

WRITE FOR PRICES.

# S. K. MOYER,

Commission Merchant,

**76 COLBORNE ST.,  
TORONTO, ONT.**

DEALER IN

Oysters, Oyster Carriers, Fresh and Salt  
Fish, Oranges, Lemons, Dates,  
Figs, etc.

Orders Solicited.

Extract from Letter

DEAR SIRS,—The last meat I received from you was the best sold in this town, etc.  
Yours truly,

**Try for Yourself**

**D. GUNN, FLAVELLE & CO.**

Pork Packers and  
Commission Merchants, Toronto

# FLOUR AND FEED

**W**HEAT in St. Louis is 53c. per bush. Deduct from this elevator charges in the city, the city grain merchants' charges, the freight to the city from the country points at which it was gathered from the farmers, the storage charges at that country point, the charges of the country buyer, interest, insurance, etc., and what is left to the man who tilled the soil, harvested, threshed and marketed the grain? If more than 40c. for every 60 lbs. of wheat, how little more! In some cases less.

These are hard times for the Missouri farmer. The country miller in Missouri, buying his wheat direct from the grower, makes his flour from wheat that costs him in the neighborhood of 40c. per bushel; and further, this wheat is the strongest and best winter wheat grown in America, ranking next in strength to the hard spring wheat of the Northwestern States and Western Canada.

The flour made from 40c. wheat goes east on a through freight, and is delivered in New York and New England at prices that are profitable to the miller, though so low as to be the lowest, and yet there are men in Canada—politicians chiefly, sometimes millers, as well—who claim to believe that if they had the markets of the United States open to them they could grind Ontario wheat, for which the farmer gets 55c. at the lowest, and sell it profitably in New England. This claim, but without statement of particulars, was made in Parliament in Ottawa only last week. The man who made it got his ideas from the olden time reciprocity days, when competitive conditions were as different from those above stated as stage-coach days were different from the railroad days of this year 1894. Or if he did not so gather his basis he spoke only as the politician, so identified with one party as to be incapable of expressing an opinion adverse to that party's policy.

Passing up McCaul Street a few days ago we noticed the flour and feed window of a family grocery—it was a side window, the store being a corner one—so cleanly and tidily and tastefully arranged that it was a temptation to go in and buy some flour or breakfast cereal or buckwheat, though the days are getting warm for pancakes. The same paper sacks of flour were there that we see in many other places, the products of the same mills, but so bright and so free from dust or defilement. That store is certain to have customers in plenty.

## THE MARKETS.

TORONTO.

Good weather all over the Continent, and no very bad weather reported anywhere in the world, has had the effect of taking the life out of the recent boom in prices. Notwithstanding the continued decrease of stocks everywhere, flour remains at the same low level. Mill offal has become still scarcer. Bran is quoted by city mills at \$17 to \$18 per ton, and shorts \$17 to \$19, with the demand exceeding the supply.

**FLOUR**—We quote as follows: White wheat patents, \$3.45 to \$3.60; Ontario family, \$2.95 to \$3.20; straight rollers, \$2.85 to \$3.05; strong bakers', \$3.35 to \$3.45; strong bakers', best brands, \$3.50 to \$3.60.

**MEAL**—Oatmeal is quiet with prices firm at \$4.10 in bags and \$4.20 in barrels; broken lots \$2.25; corn meal (common) \$3.10; Gold Dust, \$3.25 to \$3.20.

**MILLFEED**—Demand for millfeed continues strong. Bran is selling at city mills at \$17 to \$18 per ton; carloads on track, \$16 to \$16.50. Shorts, \$17 to \$19 per ton in small lots, and offering at \$16.50 to \$16.75 per ton carloads on track.

**OATS**—Quiet and unchanged, cars on track selling at 37 to 37½c. per bush.

**CORN**—48 to 48½c. per bush. on track.

**BARLEY**—Dull, farmers' loads on market selling at 42 to 43c. per bush.

**HAY**—Prices are unchanged; farmers' loads selling from \$8 to \$10 per ton, according to quality, with good timothy, baled, on track, worth \$9.25 to \$9.50, carloads.

**STRAW**—Demand moderate, with prices unchanged. Quoted at \$5 to \$5.50 for car lots on track; market prices are \$8 to \$9 for sheaf.

**PEAS**—Steady, with sales on the market at 63½ to 65½c. per bush.

ST. JOHN, N.B.

Market is in flour only fair; there is no change in prices. In beans there has been more demand than for some time; prices are firm. Middlings and bran continue scarce and high, in fact are very hard to get at all. Oats are firm. Owing to quantities being shipped to England from Prince Edward Island, there is a sharp advance in oats from there. Manitoba flour, \$4.35 to \$4.40; best Ontario flour, \$3.50 to \$3.65; medium, \$3.35 to \$3.50; oatmeal, \$4.35 to \$4.40; cornmeal, \$2.55 to \$2.60; Middlings on track, \$21.50; bran, \$20.50; oats, local, 38 to 40c.; P. E. I. and Ontario, 45 to 46c.; on track, small lots, 40 to 48c.; beans, h.p., \$1.30 to \$1.35; prime, \$1.25 to \$1.30; hay on track, \$12 to \$12.50; small lots, \$13 to \$14; timothy, American, \$2.50 to \$2.60; Canadian, \$2.60 to \$2.75; red clover, 11½ to 12c. alsike clover, 13½ to 15c.

NO TROUBLE TO MAKE.  
NO STRAINING REQUIRED  
READY FOR USE IN 24 HOURS

PROMOTES DIGESTION

PREPARED with FLEISCHMANN'S COMPRESSED YEAST  
FULL DIRECTIONS INSIDE.

10c. ADAMS' LIQUID 10c.  
**ROOT BEER!**  
THIS BOTTLE MAKES TWO GALLONS.

ORDER NOW

10 AND 25c. SIZE.

THE CANADIAN SPECIALTY CO.  
DOMINION AGENTS.

38 Front St. East, Toronto, Ont.

# SAPOLIO

The Most Popular  
Scouring Soap  
In the World.

Does not shrink. Does not shrink in sales. Is well advertised. Always gives satisfaction. Sold by wholesale grocers throughout the Dominion.

## EMIL POLIWKA & CO.

DEPOTS AT: MONTREAL, QUE.  
ST. JOHN, N.B.

DOMINION AGENTS,  
For price see Prices Current.

Toronto, Ont.

... WE OFFER OUR ...

# Queen Brand of Flour

TO THE TRADE as the best flour for all purposes ever put on this market, and the most uniform. If anybody, having tried it, questions our claim, we would like to hear from him. **QUEEN FLOUR**—Highest award Chicago World's Fair. No dealer, who aims at the best class of trade, can afford to do without some QUEEN in stock.

M. McLAUGHLIN & CO.

TELEPHONE 636.

Royal Dominion Mills, TORONTO.

**E. D. TILLSON**  
TILSONBURG, ONT.

Pan Dried Oatmeals  
Rolled Oats  
Molina Rolled Wheat  
Flake Barley  
Flake Peas, Flour, etc.

ENGRAVED BY J. L. JONES, TORONTO, CANADA

## Embros Oatmeal Mills

D. R. ROSS, - - EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

## Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

## GEO. ROSSITER,

Brush Manufacturer,  
10 to 14 Pape Avenue, TORONTO

Machine Brushes Made to Order  
SEND FOR PRICE LISTS

## EPPS'S COCOA

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

C. E. Colson, Montreal

## X. L. C. R. SOAP

\$2.25 per ¼ Gross. For cleaning Silver, Nickel Steel, and Household Utensils generally.

Has no equal in the market.

L. E. LAWSON,  
The College Grounds, Adelaide St. West,  
TORONTO, ONT

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# McALPIN TOBACCO Co.

Manufacturers,

Toronto, Can.

## GOLD SHIELD BLACK PLUG

The objection to Black Chewing is that the wrapper is artificially colored with a greasy substance, which a particular man would not knowingly care to chew.

Gold Shield, being a thick plug, has a smaller proportion of wrapper than any other brand of black goods. It is also made of a higher grade of leaf than is usual in Black Chewing, and we can recommend it to Chewers who prefer Black tobacco.

## "BEAVER"

Many Consumers object to a rank, black tobacco in the spring of the year.

Beaver is mild, tough and lasting, and just what they need. Kindly give them all a chance at it and you will find your Beaver trade double in a short time.

See "Prices Current" for our other brands.

**McALPIN TOBACCO Co.**

TORONTO

### MONTREAL MARKETS—Continued.

as ever. New creamery, 23 to 24c.; old, 17 to 18; Townships dairy 20 to 21c.; held, do., 14 to 15c.

The indications all point to a strong opening in the cheese market. The public cable is firm, and both cable advices to-day and mail advices just to hand state that stocks in England are being rapidly absorbed. This probably explains the deal that has just been put through in Ontario, involving all the April make in the various producing districts in that province. All this has now been taken out of the control of factorymen on the basis of 10 to 10½c. in the country. The amount of the April make this spring is variously estimated, but from 6,000 to 7,000 boxes is about the idea.

### MONTREAL TRADE NOTES.

The Canada Sugar Refinery's cables on Tuesday quoted beet sugar easier at 11s. 10½d.

New York purchasers have been taking good sized lots of Congou teas off this market at 10 to 11c. for lots of 250 packages.

There are large offerings of new Barbadoes molasses for delivery shortly at equivalent to 28 to 29c. laid down here. This is making buyers backward.

The scarcity of gallon canned apples which we referred to some time ago has become more marked and stocks in wholesale grocers hands are very light.

Chaput, Sons & Co. report a good fair movement in general groceries since the market boats commenced running. City trade has been fair with them also.

There were receipts of 2,000 boxes of stalk Valencia raisins during the week, which were all absorbed within one or two days of their arrival at 4¼c. nett cash.

At a meeting of tea importers and grocers in Montreal, on Saturday last, a resolution was carried protesting against the recent change in the tariff on tea.

Mr. Vipond, of Vipond, McBride & Co., left for Halifax Tuesday evening to see to the discharge of the ss. Premier's cargo of bananas, cocoanuts, and other Jamaica fruit, which will be sent forward by rail from that port. The entire cargo will be auctioned without reserve.

Rose & Lafamme's "ad." in our last issue expresses their sincere conviction. They believe, with reason, that they hold a winning hand in the grocery specialties which they handle—Ram Lal's Teas, Cream Corn, Paterson's Sauce, Fould's Wheat Germ Meal, and last, but not least, Batger's table delicacies.

The ss. Fremona is expected here by the second week in May. She has a very heavy cargo of oranges and lemons, which are as follows: 49,000 boxes Messina lemons, 5,000 boxes Messina oranges, 5,000 half boxes, making a total of 59,000 boxes from Messina; and 6,000 boxes Palermo lemons, 1,500 boxes Palermo oranges and 2,000 half boxes, making a total of 9,500 boxes from Palermo, or a full cargo of 68,500 boxes. Hart & Tuckwell as usual will do the clerical work of the sale.

Caverhill, Hughes & Co. have always been recognized as one of the enterprising wholesale grocery firms in Montreal. They are demonstrating this fact at present in regard to their tea department, which has always been a specialty with them, but which they are giving even more attention to. It

is under the management of one of the best known and experienced men in the trade—Mr. A. F. White (late of Regan, White & Co.)—and the assortment of fancy teas of all grades is very complete. For the very choicest teas in Formosa Oolongs, Ceylons, Assams, Darjeelings, etc., and all China and Japan teas, the firm hold they have no superior.

Cable intelligence came to hand Tuesday giving details of two more of the direct cargoes of Mediterranean fruit. The Escalona, which has already sailed, brings 1,000 boxes oranges, 5,000 half boxes ditto, and 400 boxes lemons from Catania; and 2,000 boxes oranges, 2,000 half boxes ditto, and 20,000 boxes lemons from Messina, making 30,400 packages of fruit in all. The Avlona, which has just loaded, brings 1,000 boxes oranges, 4,000 half boxes ditto, and 8,000 boxes lemons from Catania; and 1,000 boxes oranges, 400 half boxes ditto, and 7,000 boxes lemons from Messina, making 14,200 boxes of fruit in all. Taking all the cargoes now on the way, there are, in rough figures, 144,000 packages of fruit on the way to Montreal.

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

ST. JOHN, N.B., April 26.

The dealers report a good week's business. The West India steamer brought a large quantity of molasses on her last trip, principally Barbadoes, though there was also a larger lot than usual of St. Croix and a few casks of Demerara. There was also a lot of Bermuda onions and some tomatoes. The West India business with this port shows a continual increase, both in imports and exports. Steamers leaving here, goods have often to be left behind.

CANNED GOODS—The demand during the past week has been fair. In gallon apples the price asked here is as low, and in some cases lower, than they can be placed here from the West. In salmon, though a number of brokers are offering new goods

### Graham, McLean & Co.

Produce and Commission Merchants  
77 Golborne St. TORONTO.

Dealers in all kinds of Farm and Dairy Produce. Liberal advances made on consignments. Consignments Solicited.

### HUNTER & CO.

24 Front Street East, Toronto. Grocery Brokers.  
Agents for

Christ'r James & Co., London, Eng.  
Pickles, Sauces, etc.

Lella & Edwards, Paisley, Scotland,  
British India Chutney Sauces.

TRY

## PHOENIX BRAND

CANNED CORN  
PEAS  
TOMATOES.

Factory, Welland, Ont.

W. E. HARDISON, Manager.



# CAVERHILL, HUGHES & CO.

WHOLESALE GROCERS.

## Royal Arms Cheese

White Porcelain Jars.  
Full Assortment

## Bensdorp's Royal Dutch Cocoa

7 lb., 1 lb., ½ lb., ¼ lb. Tins.

Write for Samples of our

# TEAS

### CHOICE BLENDS.

ABERDEEN  
KANDAH YELLOW  
AND  
KANDAH GREEN.

### SPECIAL BRANDS JAPAN.

RAVEN  
SEAGULL  
BLUEBIRD  
ROBIN CHOP.

Lipton's Gold Medal Teas.

## Diamond Crystal Salt

Table Salt. Butter Salt.  
All sizes.

## Spratt's Patent Dog Cakes

100 lb. bags and 25 lb. boxes.

Large selection of Staple and Fancy  
Groceries and Table Groceries.

309, 311, 313 COMMISSIONERS ST.  
**MONTREAL.**



Packed in pound, half pound, and quarter pound lead packets; pound and half pound fancy figured tins; ten and five pound plain tins.



Packed in chests, half chests, twenty and ten pound boxes.



J. A. MATHEWSON  
W. H. MATHEWSON

**J. A. MATHEWSON & CO.**

S. J. MATHEWSON  
J. A. MATHEWSON, JR.

ESTABLISHED 1834

The Oldest, and one of the most reliable houses in the trade—well known throughout the length and breadth of CANADA.

**TEAS**

of every style, carefully selected from the best markets of the world, and a complete line of **GROCERIES**—staple and sundries.

We have a genial staff of travelers—wait for them before placing **ORDERS**—they carry one of the best lines of samples in the country.

**J. A. MATHEWSON & CO.**

Wholesale Grocers

202 McGill Street

**MONTREAL**

# Diamond Crystal Salt

The Best for Dairy and Table Use

H. P. ECKARDT & Co.

Selling Agents, TORONTO.

## BROOMS ❖

K 1  
K 2  
K 3  
K 4  
K 5

Nothing equal to them in Value

See our samples.

**T. KINNEAR & CO.,**  
49 Front St. E., TORONTO.

## Apples..

**Bowlby's Preserved Apples**  
in heavy syrup are a good selling line at present; also tomatoes in one gallon tins.

**SLOAN & CROWTHER,**  
WHOLESALE GROCERS,  
Toronto.

## Teas

Ceylon, Assam,  
Congou, Hyson,  
Japan.

**J. W. LANG & CO.**  
59, 61, 63 Front St. East, TORONTO

## MOLASSES

Porto Rico, Barbadoes, New Orleans.  
Barrels and Halves.

Choice Quality. Low Prices.

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

1894

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

WHOLESALE GROCERS

Importers of

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

Established 1842

**Elliott, Marr & Co.,**

Importers of Teas

—AND—

Wholesale Grocers.

**LONDON, ONT.**

## Rice

Choicest Quality Imported

**Japan.**

A shipment just to hand

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

WE are now carrying a full line of

Tuckett & Ritchie's

**Tobaccos**

and Davis'

**Cigars and Cigarettes**

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

## ST. JOHN MARKETS—Continued.

for fall delivery at a much lower price than last year, they find no takers. Quite a quantity of lobsters are going forward to the English market. Prices this week are: Corn, 90c.; peas, 90c.; tomatoes, 95c. to \$1; salmon, \$1.40 to \$1.45; lobsters, \$1.75 to \$2; oysters, 2's, \$2.25; 1's, \$1.35; corned beef, 2-lb. tins, \$2.50 to \$2.60; 1-lb. tins, \$1.50 to \$1.60; gallon apples, \$1.40 to \$1.50.

TOBACCO—Values are as last week. McDonald's brands are quoted: Crown 44c., Pilot 46c., Index 45c., Napoleon 49c. McAlpin's Beaver 62c., Tecumseh 65c., Jubilee 59c., Gold Shield 48c., Woodcock 53c., Prince George 49c., Army and Navy, 45c.

SALT—Market dull. Coarse, 48 to 50c.; factory filled, \$1.10; Canadian, 5-lb. bags, \$3.25 per brl.; 10-lb. bags, \$3.10 per barrel; American wood boxes, 20lb., 20c.; 10lb., 12c.

OILS—Quotations are as last week. Best American, 20c.; best Canadian, 19c.; second grade, 13¼c., no charge for barrels.

DRIED FRUIT AND NUTS—It is a great disappointment to many that the duty on peanuts was not changed. The duty at present is much more than the original cost of the nut. The peanut cleaners of Virginia have associated themselves together under the name of Virginia Peanut Association. J. Hunter White has been appointed their representative here. Dried fruits are firm but demand is light. We quote: Sultana raisins, 7 to 7½c.; Valencias, off-stalk, 5 to 5¼c.; layers, 6 to 6¼c.; London layers, \$2.25 to \$2.40; prunes, old, 4 to 4½c.; new, 5½ to 6½c.; California, 11 to 12c.; currants, brls. 3½ to 4c.; cases, 4 to 5c.; dried apples, 6½ to 7c.; evaporated, 11 to 11½c.; dates, 5 to 6c.; figs, 10 to 12c.; onions, \$2.75 to \$3 brl.; Bermuda, \$2 to \$2.25 per crate; French walnuts, 11 to 12c.; Grenobles, 13 to 15c.; almonds, 13 to 14c.; Brazil, 11 to 11½c.; filberts, 10 to 11c.; pecans, 12 to 13c.; peanuts, roasted, 10 to 11c.

FRUIT—A. L. Goodwin was a large buyer in Boston at the sale of two steamer cargoes of fruit during the past week. Oranges are marked higher. Lemons are firm. Bananas are again coming forward in large quantities and are quoted cheaper than last week. A few apples still arrive from Nova Scotia. We quote: Apples, \$3.50 to \$4.50; cranberries, \$10.50; lemons, \$3.75 to \$4; oranges, Floridas, \$4.50 to \$5; Valencias, cases, 420's, \$5.50 to \$6.00; California, \$3.75 to \$4; bananas, per bunch, \$2 to \$2.50.

SUGAR—Demand is good, prices ruling easier. There is a considerable quantity of sugar bought to arrive, and some who have bought at the lower price are taking advantage of their position to break the market. Granulated, 4½ to 4¾c.; white extra C, 4 to 4½c.; yellows, bright, 3¾ to 4c.; yellow, 3½ to 3¾c.; yellow, dark, 3¾ to 3½c.; Barbadoes, 4 to 4¼c.; Paris lump, 6 to 6¼c.; powdered, 6 to 6¼c.

MOLASSES—Demand is good. In Barbadoes there has been a slight advance, but prices here are as last week. Barbadoes, new, 29 to 30c.; old, 28 to 29c.; second grade, 27 to 28c.; Porto Rico, 30 to 31c.; St. Croix, new, 27 to 28c.; Antigua, 27 to 28c. Syrup, 30 to 35c.

DAIRY PRODUCTS—New Canadian cheese is now on the market. It is expected our own province cheese will soon be offered as they are now manufacturing a few in Sussex. Butter it is likely will be high and scarce for some few weeks longer. Butter, 25c., dairy, 23 to 24c.; eggs, 12 to 13c.; cheese, 12 to 12½c.

FISH—Large cod, \$4.10 to \$4.30; medium, \$3.60 to \$3.65; pollock, \$1.80 to \$2; had-

dock, \$2; medium smoked herring, 12c.; lengthwise, 11c.; halibut, 11 to 12c.; gasperaux, 50c. per hundred.

PROVISIONS—Clear pork is marked up 50c., while plate beef is easier. The duty on pork has been made 2c. This in heavy pork will have to be paid as Canadian pork is not heavy enough for some trade. Clear pork, \$18 to \$18.50; American mess, \$16.50 to \$17; P.E.I. mess, \$16 to \$16.50; prime mess, \$14 to \$15; plate beef, \$13.25 to \$13.75; extra, \$14 to \$14.50; pure lard, 10 to 11½c.; compound, 8½ to 10c.; cottolene, 9¾ to 10¼c.

## FORMED A LIFE PARTNERSHIP.

HENRY WRIGHT formed a commercial partnership when he became a member of the firm of Wright & Copp. But the greatest of all partnerships—the marital—he has hitherto neglected. This, however, can no longer be charged against him; and the fair partner whom he has taken "for better or for worse, for richer or for poorer," is Miss Bender, eldest daughter of the late Charles Bender. The interesting ceremony took place Tuesday night at the residence of the bride's mother, 100 John street, Toronto, Rev. Mr. Genzmer tying the nuptial knot. The bride was supported by her sister, Miss Lottie Bender, and H. R. Tilley performed the duties of best man. Mr. and Mrs. Wright left for Detroit on the night train, and on their return will take up their residence in Parkdale. THE GROCER tenders congratulations.

## CONDENSED MILK.

CONDENSED milk, like canned goods, is gradually becoming more widely recognized as a staple article, and, consequently, a necessity in the stock of the grocer and general merchant. G. C. Allworth & Co., of Aylmer, who are manufacturers of this commodity, have done much to cultivate a demand for it on account of the uniformity of quality which their product possesses, and the judiciousness with which they advertise.

## TRADE CHAT.

D. R. SPOULE has prepared a bill amending the Act to prevent the adulteration of food, the object of which is to prevent the making of artificial honey from sugar, and selling it as real honey.

A cheese factory will shortly be started at Souris.

A new cheese factory has been put in operation near Springbrook, Rawdon.

The McLaren cheese factory will be removed from Windsor to Toronto.

These have been elected officers of the Belleville Board of Trade: President, Thomas Ritchie; vice-president, J. G. Frost; secretary, J. Parker Thomas; treasurer, J. P. Thompson; councillors, J. W. Johnson, H. Pringle, W. N. Ponton, W. Alford, J. Brasier, W. W. Lee, H. Corby, J. W. Walker, D. M. Waters, Col. Brown, T. Wills, and Geo. Wallbridge.

T. B. Escott's wholesale grocery warehouse, York street, London, was damaged by fire Saturday last. Loss \$5,000, principally on stock; covered by insurance; origin of fire unknown.

## PERSONAL MENTION.

M. R. W. H. GILLARD, of Gillard & Co., Hamilton, was in Toronto, Tuesday. Mr. Gillard called on some of his confreres in the trade here, talked business, cracked a joke or two, and went away voted a jolly good fellow. And he is.

A. R. Parkes, general merchant, Williamsford, was in Toronto last week, and dropped in to pay his subscription to THE CANADIAN GROCER. He reports a big winter trade, and the future bright. Therefore he was happy.

## BUSINESS CHANCE.

FIRST-CLASS RETAIL GROCERY AND PROVISION business for sale. The stand is one of the best in Toronto, and a business of forty-five thousand per year has been done there. Stock and fixtures can be reduced to about three thousand five hundred. Apply WM. MARA, 79 Yonge Street.



# TALLY HO!

## NO NEED TO GO HUNTING.

We have the best that can be got, and can prove it in a dozen ways. Our "Tally Ho" and "Bourbon" brands of Coffee in one pound tins are themselves the most convincing proofs. Ask our travelers for samples and quotations.

## Todhunter, Mitchell & Co.

TORONTO

J. F. EBY

HUGH BLAIN

# We Have Won

the support and admiration of all lovers of really first-class blended teas. We call your attention to

# The Prize Essay

published in another part of this week's GROCER. No one can read it without gaining valuable information

# ON

# Tea and Tea Blending

the subject of

When you have carefully read the interesting essays write us for samples of our special blends: **Crown, Standard, Recherche** and **Queen's** and our popular 30, 40, 50 and 60c. retailers.

---

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

**BUY RELIABLE GOODS**

.. Quality Is Our Aim ..

**VEGETABLES:**

Tomatoes, Corn, Peas, Etc.

**FRUITS:**

Pears, Peaches, Strawberries, Etc.

**Lakeport Preserving Co.**

LAKEPORT, ONT.

**Repeat Orders****FOR "KENT" PICKLES**

Are coming in daily. Where once introduced they hold the trade. They recommend themselves. They do not cost you more than inferior goods are being sold at. They are thoroughly reliable. Order a sample case or pail from your wholesale grocer.

**The Kent Canning & Pickling Co.**

CHATHAM, ONT.

**IMPROVEMENT THE ORDER OF THE AGE**

—AND—

**The "LION BRAND"****Canned Goods Leads !!**

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

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

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

**W. BOULTER & SONS**

PIGTON, ONT.

**THE Eureka Refrigerator,**

PATENT.

Manufactured by the  
Eureka Refrigerator  
Co., of Toronto.  
54 Noble St.

**Wilbert Hooley**

Manager

This cut shows our grocer  
refrigerator in three sizes.  
We also keep in stock a  
large assortment for family  
use.

Send for Catalogue.

**LYTLE'S PICKLES**

Are Superior to all  
others.

**T. A. LYTLE & CO.,**  
Vinegar and Pickle Manu-  
facturers,

TORONTO.

**LION "L" BRAND**REGISTERED  
TRADE  
MARK.

PURE GOODS

JAMS,  
JELLIES,  
VINEGARS,  
PICKLES.

The largest  
factory of the  
kind in the Do-  
mimon.

DIPLOMA  
AND MEDAL  
Toronto Exhi-  
bition, 1893.

**MICHEL LEFEBVRE & CO.,** Montreal & Toronto.  
Beet Sugar Factory at Berthierville, P.Q.**John Taylor & Co.**

PROPRIETORS

**MORSE SOAP WORKS, TORONTO****SAMPLE LETTER.****Daily Occurrence.**

DELHI CANNING Co.

DELHI, ONT.

Send us immediately

10 Cases Assorted Jams, 7-lb. pails.

5 " " " new jar glass.

5 " Horse Radish.

10 " Pint Catsup at lowest quotations.

We were induced to switch off from your house on a trial order, but our customers seem to be your friends and insist on having 'your goods. Hurry up shipment.

Yours truly,

AN OLD CUSTOMER.

The  
Yankee  
Catsups  
Are  
Not  
In  
It



With  
The  
Pure Gold  
Tomato  
Catsup  
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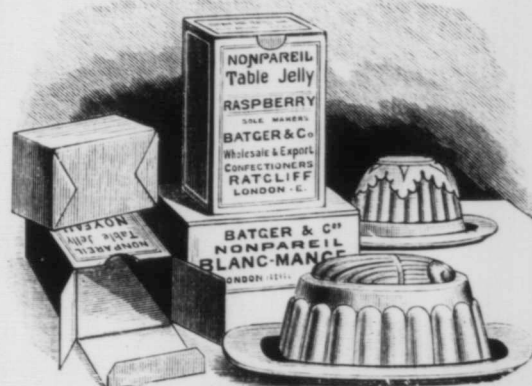
THE  
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THE  
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- AND -

HAVE  
NO  
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THESE



GROCCER  
MUST  
HAVE  
THEM

**ROSE & LAFLAMME, MONTREAL.**

**MUST HAVE BEEN STOLEN.**

J. Pearl, Bedford Park, writes under date of April 20th, as follows :

"I have not received my copy of THE CANADIAN GROCER for the 13th or 20th inst. I assure you it is a fixture that I would not be without."

We are sorry, brother Pearl, but it must have been stolen. Will send you another. No excuse to offer. You know, in the thousands of copies of THE GROCER that go out each week there is bound to be one or two go astray. Bet this is your first complaint?

Small storekeepers should be on the look-out for raised bills, as there are plenty at present scattered around the city, according to what bank officials say. The method is to paste over the number five either the figures ten or twenty, and pass the bill for that amount.—Gazette, Montreal.

According to the Montreal Gazette, "Canada is about the only country of any importance on deck just now that is paying her way and reducing her rate of taxation." In France there is a deficit of about 83,000,000 francs, in England there is one of about £4,500,000, and in the United States the shortage amounts to about \$70,000,000.—Toronto Mail.

Sardine canning factory proprietors at Rimouski are petitioning the Government to make changes in the tariff on tin plates used in making tin boxes for sardines.

**OILS**

Samuel Rogers & Co.  
TORONTO

**Unwritten Law  
in the  
Best  
Society**

For Dinners,  
House Parties, At-  
ternoon Receptions  
and Five o'Clocks,  
the necessary, nay,  
the indispensable  
adjunct to the correct repast is



**Chocolat-Menier**

Only VANILLA CHOCOLATE of highest grade, is manufactured by MENIER—Beneficial even for the most delicate.

Can be taken just before retiring.

Ask your Grocer for  
**CHOCOLAT  
MENIER**

Annual Sales Exceed  
33 MILLION POUNDS

If he hasn't it on  
sale send his name  
and your address to  
**C. ALFRED  
CHOUILLOU**  
12 St. John Street,  
Montreal, Que.

The best families use the . .

**QUEEN BROOM**

The best Grocers sell it

We are the only manufacturers.

There are numerous imitations.

See that our name is on each label.

**Taylor, Scott & Co.**

TORONTO.

*Slee, Slee & Co.*  
makers of



ESTD

1812.

*pure malt vinegar.*

London, England.

Batty & Co have for half a century used  
Slee, Slee & Co's pure malt vinegar in making  
their genuine pickles & sauces.

**ROYAL  
DANDELION  
COFFEE**

We find it necessary to state that the great celebrity our Royal Dandelion Coffee has attained has induced various imitations. We therefore caution the public against allowing themselves to be supplied with a spurious article, that only being genuine which is put up by us. The **ROYAL DANDELION COFFEE CO.**

Henry J. Keighley, Manager,  
468 King st. West. Telephone 1610

**DUNN'S  
BAKING  
POWDER**

THE COOK'S BEST FRIEND  
LARGEST SALE IN CANADA.

The Old "Servant's Friend."  
60 Years! No Complaint!



Samples to be seen at  
G. WILLIAMSON & CO., TORONTO.





# Buttermilk Toilet Soap



Good Profit and Quick Sales.

For Sale by all Wholesalers.

Sales Steadily Increasing.

## THE COSMO BUTTERMILK SOAP CO.

CHICAGO, ILL.

F. W. HUDSON & CO., Canadian Agents

TORONTO

## Jersey

**T**HIS condensed milk is made from full cream milk. Only the best refined sugars used in its preservation. For infants its beneficial advantages are recognized by all leading physicians.



## Brand

FOR ALL PURPOSES

It is guaranteed Pure and Unskimmed.

An excellent Food for Infants or Delicate Persons.

F. W. HUDSON & CO., Agents, TORONTO, ONT.

**A BOOM IN CHEWING GUMS.**

**N**OTWITHSTANDING all that has been said and written against the gum-chewing habit the consumption shows a steady increase from year to year. When we come down to the philosophy of the thing it is difficult to account for it, but the fact itself is patent that all classes of the fair sex chew, and no amount of preaching seems to have the slightest influence in suppressing it. As long as people are thus minded there will always be others to cater to the habit, just as there are tobacco dealers for the smokers. And why should it be otherwise? Tastes, of course, differ, and the manufacturers of chewing gums study them closely; but it would be a mistake to suppose that the present varieties depend on taste alone. In this respect it is with chewing gums as with confections; they are made not only to develop the facial muscles, but also to benefit the stomach and digestive system. Chicle and pepsin are known to possess this virtue, whilst celery is admittedly a tonic to shattered nerves. Thus we have what are known as medicated chewing gums for all kinds of internal ailments, and the manufacturers render valuable service in many of the minor troubles to which all flesh is heir. It may never be known how much money is saved in doctor's fees every year by the extensive chewing habit, but it must be considerable.

**NAME THE PLACE WE DO NOT VISIT.**

Jno. Cameron, representing the five trade papers published by The McLean Company, of Toronto, is in the city, and reports excellent patronage from the business men of Aylmer, Tilsonburg and surrounding towns. Valuable prizes are given to the writers of prize essays for the various publications.—St. Thomas Times.

Jno. Cameron, representing The McLean Company, Toronto, publishers of trade papers, is in the city in the interests of his firm. The papers represented are well and favorably known by the various trades, being THE HARDWARE MERCHANT, THE CANADIAN GROCER, BOOKS AND NOTIONS, THE DRY GOODS REVIEW and PRINTER AND PUBLISHER.—St. Thomas Journal.

Thanks, brother publishers. They cannot keep us down. There is no more room at the top—we are there. The dust of many cities, towns and villages is upon the brogans of our canvassers, and their absence is marked by many moons.

**WANTED.**

TO PURCHASE A SECOND-HAND SAFE, ALSO a cash register. Must be cheap for cash. Apply to R. Allison, Fort William, Ontario. 17

**Keep It In Mind**

THAT

**THE DOVER APPLE CO.  
OF PORT DOVER**

Are manufacturers of the best  
and cheapest

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

Quotations promptly sent on application.

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

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

- HIGH CLASS - - GREAT NOVELTY - - GOOD PROFIT -

**ODART'S PICKLE - AND - ODART'S SAUCE**  
**ODART & CO., PARIS, FRANCE, AND LONDON, ENG.**

**DURING . . .  
HOUSE-CLEANING SEASON**

Promptness counts for a great deal.

You will not have to lose sales waiting for your goods if you order from us.  
Quality and values guaranteed. Prompt shipments.

The Windsor Patent Brush Co., Ltd.

SANDWICH, ONT.

Wholesale Manufacturers of Brushes, Whisks and Brooms.

**GONDENSED MINGE MEAT**

Delicious Mince Pies  
every day in the  
year.

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

Sells at all Seasons.

Will not ferment in  
warm weather.



The best and  
Cheapest Mince  
Meat on Earth.

Price reduced to  
\$12.00 per gross,  
net.

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



**STERLING**

**SOAP**

BEST AND GOES FARTHEST.

Manufactured by

**Wm. Logan**

F. W. HUDSON & CO.,

Agents, TORONTO.

ST. JOHN, N.B.

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**C**HAS. G. DUFFY, grocer, Amherstburg, has assigned to E. Adams & Co., London.

A. Hauld, general store and lumber, Le-ellier, has assigned.

C. J. Wall, London, has assigned to Edward Adams & Co.

Thos. Dawson, general store, Raglan, has assigned to W. Bateman.

Peter Campbell, general store, Archat, N.S., is offering to compromise.

Boursier & Co., general store, St. Martine, are offering to compromise at 40c. on the dollar.

A demand of assignment has been made upon McKenzie Bros., general store, Buckingham, Que.

SALES MADE AND PENDING.

The stock of J. P. Shaw, general store, Emsdale, is advertised to be sold by auction.

The business of C. H. Bradwin & Co., general store, Clifford, is advertised for sale.

The stock of V. Brault & Co., general store, St. Louis de Gonzague, has been sold at 55c. on the dollar.

The stock of the grocery and boot and shoe department of E. A. Woods' general store, Uxbridge, is advertised for sale.

CHANGES.

James Brault, boots and shoes, Truro, has sold out.

Geo. Dinwoody, grocer, Alliston, has been succeeded by W. H. Kirby.

FIRES.

Fire broke out April 20th in the drug store occupied by L. J. Maxwell, Oshawa. Much damage was done his fancy goods by smoke. The fire originated in the cellar. The stock was insured.

At the recent fire at Huntsville, the following merchants were burnt out: John Bishop, flour and feed; J. C. Brain, merchant tailor; F. W. Clearwater, publisher; T. M. Callen, shoemaker; E. J. Eccleston, confectioner; John Ewens, harness; J. L. A. Gareau, tailor; Hutchison & Son, general store; J. N. Mathew, general store; H. S. May, hardware; W. Mayhew, general store; W. H. Pugh, miller; A. P. Sieveright, drugs; J. D. Thomas, confectionery; Geo. Thompson, hotel; John Trussler, butcher; J. Warwood, tobacconist; C. A. Watson, drugs, etc.; White Bros., hardware and furniture; J. Whiteside, general store.

**NOTICE.**

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

VANCOUVER, B.C.

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

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

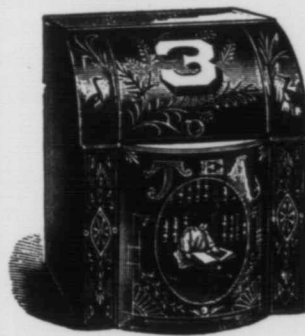
Their Flavoring Extracts are of the choicest quality.

**BRUSHES AND BROOMS**

MANUFACTURED BY

**CHAS. BOECKH & SONS  
TORONTO**

ALWAYS RELIABLE AND AS REPRESENTED.



WE MAKE THE FINEST—

**TEA CADDIES  
IN CANADA**

Spice, Baking Powder, Tobacco Tins and Tin Signs

LITHOGRAPHED OR JAPANNED.

In 3 and 5lb. 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.



**FREE..**  
**Adams' Tutti Frutti**  
**SIGNS**

Send postal card with your address to

**ADAMS & SONS CO.**

11 and 13 Jarvis Street - TORONTO, ONT.



Sold by the  
Wholesale  
Grocery  
Trade and  
the  
Manufacturers,

**THE HAMILTON  
COFFEE AND  
SPICE CO**

**Sales**  
**Increase**  
**Yearly**  
**It Holds Trade**

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

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

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

**The British Columbia Commercial Journal**


Is the universally recognized leading trade and commercial paper west of Toronto. As an advertising medium to reach the B. C. trade it cannot be surpassed.

The Commercial Journal is devoted to the Lumbering, Mining, Shipping, Commercial and Industrial Interests of British Columbia. It is found on the counter in nearly every retail store in the Province. To reach the retailer you must advertise in The Commercial Journal.

SUBSCRIPTION \$2.00 PER YEAR.

Advertising Rates made known on Application

77 JOHNSON ST., VICTORIA, B. C.



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

OTHER SPECIALTIES.  
NOUGAT  
RAHAT LAKUHM  
ALMOND ROCK  
EL MAHNA



**CALLARD & BOWSER'S BUTTER-SCOTCH**  
(The Celebrated Sweet for Children).  
*"Really wholesome Confectionery."* Lancet

MEDALS AND DIPLOMAS.  
PARIS  
SYDNEY  
MELBOURNE

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

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

THE "MOST POPULAR" BLACK LEAD



By Royal Warrant Manufacturers to Her Majesty the Queen.

**NIXEY'S LEAD**

THE "MOST REMARKABLE" POLISH

For KNIVES, FORKS, BRASS and STEEL WORK, Etc., Etc.  
Won't Wear the Blades like others.  
6d. and 1s. Tins.  
**NIXEY'S "CERVUS" KNIFE POLISH.**  
OF ALL STOREKEEPERS EVERYWHERE.  
Wholesale: W. G. NIXEY, London, England.

Canadian Representatives  
Mr. W. Matthews, 7 Richmond St. East, Toronto.  
Mr. Chas Gyde, 33 St. Nicholas St., Montreal.

Sold  
by  
all  
dealers  
everywhere



The Old Reliable

**DALLEY'S  
CRESCENT DRESSING**

For Ladies' Fine Kid Shoes.  
IT EXCELS ALL OTHERS.  
TRY IT.

**DALLEY'S  
RUSSET DRESSING**

For Tan Shoes, and all articles made  
of Russia or Russet Leather it has  
no superior.

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

**-SPRING IS HERE-**

All live grocers find that they have an  
ever increasing trade for Standard Goods.

**Nelson's Gelatine**

Is Superior to all others.

**Cadbury's Cocoa Essence**

Is Absolutely Pure, therefore best.

**FRANK MAGOR & CO.**

16 ST. JOHN STREET, MONTREAL.

AGENTS.

**MUNN'S  
BONELESS CODFISH.**

NEW ARRIVALS.

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

SKINLESS CODFISH in 100 lb. Cases.

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

Stewart Munn & Co.,  
MONTREAL.

PLEASES EVERYBODY  
FOR SALE EVERYWHERE



See prices  
quoted  
in this  
journal.

Robt.  
Ralston  
& Co.

Hamilton,  
Ont.

**CURRENT MARKET QUOTATIONS**

TORONTO, April 26, 1884

This list is corrected every Thurs-  
day. The prices are solicited for pub-  
lication, 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 doc-  
umented by any manufacturing or job-  
bing 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	19 80
5 lb. cans, 1 doz. in case	19 80
4 lb. cans, 1 doz. in case	16 00
2 1/2 lb. cans, 1 and 2 doz in case	10 50
16 oz. cans, 1, 2 and 4 doz. in case	4 60
12 oz. cans, 2 and 4 doz. in case	3 70
8 oz. cans, 2 and 4 doz. in case	2 40
6 oz. cans, 2 and 4 doz. in case	1 90
4 oz. cans, 4 and 6 doz in case	1 25
Ann's No. 1, in tins	2 00
" " 2 " " " "	75
Cook's Friend—	
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
round tins, 3 doz. in case	3 00
oz tins, 3 doz in case	2 40

9 oz tins, 4 " "	1 10
5 lb tins, 1/2 doz. in case	14 00
No 10—4 doz cases	30 75
1-lb. 3 doz cases	1 25
No 1 (14 oz) 2 doz case	1 80
1-lb. 2 doz in case	3 00
3-lb. 1/2 doz. in case	5 75
5-lb. 1/2 " "	9 00
5-lb. 1 " "	9 60
DIAMOND—1 lb. tins, 4 doz cases	0 67 1/2
1-lb. " 3 " " "	1 17
1-lb. " 2 " " "	1 98

**BISCUITS.**

TORONTO BISCUIT & CONFECTIONERY CO	
Abernethy	8 1/2
Arrowroot	10 1/2
Butter	6
3 lbs	20
Cabin	7 1/2
Garibaldi	9
Gingerbread	10
Ginger Nuts	10
Graham Wafer	09
Lemon	10
Milk	9
Nic Nac	12
Oyster	6
People's Mixed	10
Pic Nic	09 1/2
Prairie	8
Rich Mixed	14
School Cake	11
Soda	6
3 lb.	20
Sultana	10
Tea	10
Tid Bits	9
Variety	12
Village	7 1/2
Wine	8 1/2

**BLACKING.**

Spanish, No. 3	4 50
" " 5	8 00
" " 10	9 00
Japanese, No. 3	4 50
" " 5	7 50
Jaquot's French No. 3	3 00
" " 3	4 50
" " 4	6 00
" " 5	9 00
" 1-gross Cabinets, asst.	7 50
Egyptian, No. 1	9 00
" " 2	4 50
P. G. FRENCH BLACKING, per gross	
1/2 No. 4	\$4 00

No. 6	4 50
No. 8	7 25
No. 10	25
P. G. FRENCH DRESSING, per doz	
No. 7, 1 or 2 doz. in box	\$2 00
No. 4	1 25
RALSTON'S FRENCH	
No. 1	\$9 00
" 2	4 80
" 3	3 60
" "	4 50

**BLACK LEAD.**

NIXEY'S	
Refined in 1d., 2d., 4d. and 1s. packages, (9 lb. boxes)	7s 6d \$2 25
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 lb. boxes)	4s 3d 1 50
6 lb. in large 1/2 d. pkts, 1 gross	8s 6d 3 00
13 lb. in large 1/2 d. pkts, 1 gross	7s 6d 2 50
13 lb. in large 1/2 d. pkts, 1 gross	7s 6d 2 50
Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.; 1 gro, 2 oz., or 1 gro., 4 oz.	
Per gross	
Silver Star Stove Paste	9 00
Matchless silver polish	24 00
MATCHLESS STOVE PASTE POLISH	
No. 1	9 00
" 2	7 20
" 3	4 80
BLUE.	
"Soho Squar" in 8 lb. boxes, of 16x6d boxes, London	6s 0d
"Soho Square" in 8 lb. boxes, of	

16x6d. boxes, Canada	Per gross \$2 25
"Cervus" bag blue, 1 size	2 50
" " " " "	1 25
Reckitt's Pure Blue	2 10
KEEN'S OXFORD, per lb	
1 lb packets	0 17
1/2 lb " "	0 17

**KNIFE POLISH.**

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

**CORN BROOMS.**

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

**CANNED GOODS.**

Per doz	
Apples, 3's	\$0 95 \$1 00
" " gallons	2 50 2 60
Blackberries, 2	1 75 2 00
Blueberries, 2	1 00 1 10
Beans, 2	0 85 0 95
Corn, 2's	0 85 0 90
" Epicure	1 15
" Special Brands	1 40 1 50
Cherries, red pitted, 2's	1 85 1 90
Peas, 2's	0 80 90
" Sifted select	1 25
Pears, Bartlett, 2's	1 75
" Sugar, 2's	1 50
Pineapple, 2's	2 25 2 75

# A Nation's Greatness

Depends upon its backbone.  
To Keep it Stiff

USE

# BRANTFORD STARCH

THERE'S NOTHING LIKE IT.

British America Starch Co., Ltd.,

BRANTFORD, ONT.

Prices Current Continued—

Peaches, 2's	1 90	2 00
" 3's	2 85	3 00
" Pie, 3's	1 85	2 00
Plums, Gr Gages, 2's	1 50	1 60
" Lombard	1 50	1 60
" Damson Blue	0 90	1 00
Pumpkins, 3's	2 10	2 25
gallons	1 75	1 85
Raspberries, 2's	1 80	1 90
Strawberries, choice 2's	1 40	1 50
Succotash, 2's	0 85	0 90
Tomatoes, 3's	1 40	1 50
"Thistle" Finnan haddies	2 75	
Lobster, Clover Leaf, flat	2 75	
" Star (tall)	2 00	
" Impr'l Crown flat	2 60	
" tall	1 90	2 00
" Other brands	1 80	2 00
Mackerel	1 00	1 10
Salmon, talls	1 10	1 35
" flats	1 50	0 00
Sardines Albert, 1/4's tins	13	
" 1/2's	20	
Sportsmen, 1/2 genu- ine French high grade, key opener	12 1/2	10 1/2
Sardines, key opener, 1/2	10 1/2	
" Exq. fine Frch, kop, 1/2	11 1/2	11 1/2
" " " " " "	10 1/2	11
" " " " " "	18 1/2	19
" Other brands, 9 1/2	11 16	17
" P & C, 1/2's tins	23	25
" " " " " "	33	36
Sardines Amer, 1/4's	6 1/2	8
" " " " " "	9	11
" Mustard, 1/2 size, cases 50 tins, per 100	11	00

CANNED MEATS.

CANADIAN		
Comp. Corn Beef 1 lb cans	\$1 50	\$1 60
" " 2 "	2 60	2 65
" " 4 "	4 50	5 00
" " 6 "	7 50	7 75
" " 14 "	17 25	17 50
Minced Collops, 2 lb cans	2 60	2 65
Par Ox Tongue, 2 1/2 "	8 50	
Ox Tongue	2 "	
Lunch Tongue, 1 "	3 40	3 50
" 2 "	6 90	
" 2 "	2 75	2 80
English Brawn, 2 "	2 50	
Cam. Sausage, 1 "	4 00	
" 2 "	1 50	
Soups, assorted, 1 "	2 25	
" 2 "	1 80	
Soups & Bouilli, 2 "	4 50	
" 6 "		
Potted Chicken, Turkey, or Game, 6 oz cans	1 60	
Potted Ham, Tongue or Beef, 6 oz cans	1 35	
Devilled Tongue or Ham, 1/2 lb cans	1 40	
Devilled Chicken or Turkey, 1/2 lb cans	2 25	
Sandwich Ham or Tongue, 1/2 lb cans	1 50	
Ham, Chicken and Tongue, 1/2 lb cans	1 25	

CHEWING GUM.

ADAMS & SONS CO.		
To Retailers		
Tutti Frutti, 36 5c bars	\$1 20	
Pepsin Tutti Frutti, 23 5c. packets	0 75	
Nerve Food Tablet, 36-5c. bars	1 20	

Orange Blossom	150 pieces	1 00
(each box contains a bottle of high class perfume. Guaranteed first class)		
Flirtation Gum (115 pieces)	0 65	
Monte Cristo, 180 pieces	1 30	
(with brilliant stone ring)		
Mexican Fruit, 36 5c. bars	1 20	
Sappota, 150 pieces	0 90	
Sweet Fern, 230 "	0 75	
Black Jack, 115 "	0 75	
Red Rose, 115 pieces	0 75	
Magic Trick, 115 "	0 75	
Golah, 115 "	0 75	
Puzzle Gum, 115 pieces	0 75	
Bo-Kay, 150 "	0 90	
Red Spruce Chico 200 "	1 00	
Automatic		
Tutti Frutti Girl, 800 pieces	6 00	
Sign Box (new)		
Tutti Frutti cash box 800 "	6 00	
Glass Jar with Pepsin Tutti Frutti, 115-5c. pkgs, per jar	3 75	

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars	1 20
Pepsin (Dyspepsia), 20-5c. Bars	0 70
Sweet Sugar Cane, 150 pieces	1 00
Celery, 100 "	0 70
Lalla Rookh (all flavors) 100 "	0 70
Jingle Bell, 150 "	1 00
Cracker, 144 "	1 00
O-Dont-O, 144 "	1 00
Little Jap, 100 "	0 70
Dude Prize, 144 "	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 "Little Lord Fauntleroy" clock guaranteed.	3 75
La Rosa (20-10c. pieces)	1 40
Baby (100-1c. pieces)	0 65
Alphabet (100-1c. pieces)	0 65
Keno Prize (14-1c. pieces)	1 00
Love Talk (100-1c. pieces)	0 70

CHOCOLATES & COCOAS.

CADBURY'S.		
Cocoa essence, 3 oz. pkgs	Per doz \$1 55	per lb
Mexican chocolate, 1/2 lb pkgs	0 40	
Rock chocolate, loose	0 37 1/2	
" 1 lb tins	0 40	
Cocoa nibs, 11 lb. tins	0 35	
TAYLOR BROS.' CHOCOLATE & CHICORY		
Soluble chocolate, 1/2 lb packets	0 30	
Granulated chicory	0 10	
Powdered	10 1/2 to 11	
TODHUNTER, MITCHELL & CO'S		
Chocolate—	Per lb	
French, 1/4's, 6 and 12 lbs.	0 30	
Caracas, 1/4's, 6 and 12 lbs.	0 35	
Premium, 1/4's, 6 and 12 lbs.	0 30	
Sante, 1/4's, 6 and 12 lbs.	0 26	
Diamond, 1/4's, 6 and 12 lbs.	0 22	
Sticks, gross boxes, each	0 00	
Cocoa, Homopat'c, 1/4's, 8 & 14 lbs	30	
" Pearl	25	
" London Pearl 12 & 18 "	22	
" Rock	30	
" Bulk in bxs.	18	

EPP'S.		
Cocoa—	per lb	
Case of 112 lbs each	0 35	
Smaller quantities	0 37 1/2	

FRY'S (A. P. Tippet & Co., Agents)		
Chocolate—	per lb	
Carracas, 1/4's, 6 lb. boxes	0 40	
Vanilla, 1/4's, " "	0 40	
"Gold Medal" Sweet, 6 lb bxs.	0 30	
Pure, unsweetened, 1/4's, 6 lb bxs.	0 40	
"Fry's" Diamond 1/4's, 6 lb bxs.	0 26	
"Fry's" Monogram, 1/4's, 6 lb bxs.	0 26	
Cocoa—	per doz	
Concentrated, 1/4's, 1 doz in box	2 40	
" " " " " "	4 50	
" " " " " "	8 75	
Homopathic, 1/4's, 14 lb boxes	0 34	
" " " " " "	0 34	

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)	
Mott's Broma	per lb \$0 30
Mott's Prepared Cocoa	28
Mott's Homopat'c Cocoa (1/2)	32
Mott's Breakf. Cocoa (in tins)	45
Mott's No. 1 Chocolate	30
Mott's Breakfast Chocolate	28
Mott's Caracas Chocolate	22
Mott's Diamond Chocolate	40
Mott's French-Can Chocolate	18
Mott's Navy or Cooking Choc	27
Mott's Cocoa Nibs	35
Mott's Cocoa Shells	5
Vanilla sticks, per gross	90
Mott's Confec Chocolate	21c-43
Mott's Sweet Choc. Liquors	19c-30

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	per doz
Hygienic Cocoa in 1 lb. tins, 12	7 25
24 and 36 lbs in box	
Hygienic Cocoa in 1/2 lb tins, 12	3 75
24 and 36 lbs in box	
Hygienic Cocoa in 1 lb tins, 12	2 25
24 and 36 lbs in box	
Cocoa Essence, pkgs, 2 and 4 doz in box	1 40

WALTER BAKER & CO'S

Chocolate—	
Premium No. 1, bxs 12 lbs each	45
Baker's Vanilla in bxs 12 lbs each	55
Caracas Sweet bxs 6 lbs each	40
Best Sweet in bxs, 6 lbs. each	30
Vanilla Tablets, 416 in box, 24 bxs in case, per box	4 00
German Sweet Chocolate—	
Grocers' Style, in bxs 12 lbs each	30
Grocers' Style, in boxes 6 lbs each	30
8 Cakes to the lb., in bxs, 6 lbs ea.	28
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb. 50	
Breakfast Cocoa—	
In bxs 6 & 12 lbs., each, 1/2 lb., tins 48	

MENIER FABRICANT DE CHODOLAT.

Paris et Noisiel.			
Per 120 lb.	Per 12 lb.	Per 12 lb.	Per 12 lb.
case lot.	box.	per lb.	per lb.
Yellow wrapper	\$0 34	\$0 36	
Chamois	0 43	0 48	
Pink	0 50	0 56	
Blue	0 58	0 66	
Green	0 50	0 56	
Lilac	0 58	0 66	
Bronze	0 65	0 74	
White Glace	0 73	0 83	
Premium	0 28	0 42	

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



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

CLOTHES PINS.

5 gross, single & 10 box lots	0 60	0 65
Star, 4 doz. in package	0 85	
" 6 " " "	1 25	
" 4 " cotton bags	0 90	

COFFEE.

GREEN		
Mocha	28, 33	
Old Government Java	25, 35	
Rio	21 22	
Plantation Ceylon	29, 31	
Porto Rico	24, 26	
Guatemala	24, 26	
Jamaica	22, 23	
Maracaibo	22, 26	
Caffaroma, 1 & 2 lb. tins asstd	30	

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
Camphor	0 65	0 70
Carbolic Acid	0 30	0 50
Castor Oil	0 07 1/2	0 08
Cream Tartar	0 25	0 28
Epsom Salts	0 02 1/2	0 02 1/2
Paris Green	0 16	0 17
Extract Logwood, bulk	0 13	0 14
" " boxes	0 15	0 17
Gentian	0 10	0 13
Glycerine, per lb	0 17	0 20
Hellebore	0 16	0 17



### PITFALLS OF THE DRY GOODS TRADE

Prize Essays on the above subject by prominent and experienced wholesalers in neat booklet form. Sent on receipt of price, postage prepaid.

PRICE, 10 CENTS

THE CANADIAN GROCER  
TORONTO

# The Dead Advertise Not.

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



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

McLAREN'S

Prices current, continued.

PETROLEUM.	
5 to 10 bbl lots, Toronto.	Imp. gal
Canadian	0 12 0 12 1/2
Carbon Safety	0 11 3/4 0 13 1/4
Canadian Water White	0 16 0 17
Amer'n Water White	0 18 0 19
Photogene	0 20
(For prices at Petrolia see Market Report.)	
PICKLES, SAUCES, SOUPS.	
Wright & Copp, Agents, Toronto.	
Snider's Tomato Catsup	per doz qts 5 50
" " "	pts 3 50
" " "	1/2 pts 2 00
" Chili Sauce	pts 4 50
" " "	1/2 pts 3 25
Snider's Soups (in 3 lb cans)	3 50
Tomato	4 00
Bouillon, Beef, Chicken, Con-	
somme, Chicken, Gumbo,	
Cream of Asparagus, Cream of	
Celery, Cream of Corn, Cream	
of Green Pea, Julienne, Mock	
Turtle, Mulligatawny, Nut-	
ton Broth, Noodle, Oxtail,	
Printanier, Pea, Vermicelli,	
Vegetable	4 00
Per doz	
Worcester Sauce, 1/2 pts	\$3 60 \$3 75
" " pints	6 25 6 50
Pickles, all kinds, pints	3 25
" " quarts	6 00
Harvey Sauce-genuine-hlf. pts	3 25
Mushroom Catsup	2 25
Anchovy Sauce	3 25

PRODUCE.	
Butter, creamery, tubs	\$0 22 \$0 24
" dairy, tubs, choice	0 20 0 21
" " medium	0 16 0 17
" low grades to com	0 14 0 16
Butter, pound rolls	0 22 0 24
" large rolls	0 19 0 20
" store crocks	0 19 0 20
Cheese	0 11 0 12
Eggs, fresh, per doz	0 10 1/2 0 11
" limed	0 07 0 08
Beans	1 25 1 30
Onions, per bbl	2 75 3 30
Potatoes, per bag	50 0 00
Hops, 1892 crop	0 9 1/2 0 10 1/2
" 1893	0 15 0 00
Honey, extracted	0 05 0 08
" section	0 14 0 15

PROVISIONS.	
Bacon, long clear, p lb	0 07 1/2 0 07 3/4
Mess pork	14 75 15 00
Pork, shortcut, p. bbl	15 50 15 75
Hams, smoked, per lb	0 10 1/4 0 00
" pickled	0 09 1/2
Breakfast Bacon	0 11 0 11 1/2
Rolls	0 8 1/2 0 08 1/2
Backs	0 10 0 10 1/2
Lard, pure, per lb	0 82 0 91
Compound Lard	0 07 1/2 0 07 3/4
Tallow, refined, per lb	0 05 0 05 1/2
" rough	0 02
RICE, ETC.	
Rice, Aracan	3 1/2 3 65
" Patna	4 1/2
" Japan	5
" Imperial Secta	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	4 1/2 5 1/2
Goathead (finest imported)	6 1/2



CRYSTAL.	
25 lb sacks	\$1 35
50 " bags	2 60
SAPOLIO.	
In 1/4 & 1/2 grs. boxes, per gross	\$11 3
ROOT BEER.	
Adams', 10 cents size, per doz	\$0 90
" " " per gros.	10 00
" 25 cents size, per doz.	1 75
" " " per gros.	20 00
SPICES.	
Pepper, black, pure	\$0 14 \$0 16
" fine to superior	10 15

Pepper, white, pure	20 28
" fine to choice	20 25
Ginger, Jamaica, pure	25 27
" African	16 18
Jassia, fine to pure	18 25
Cloves	14 25
Allspice, choice to pure	12 15
Cayenne	30 35
Nutmegs	75 1 20
Mace	1 00 1 25
Mixed Spice, choice to pure	30 35
Cream of Tartar, fine to pure	25 32

KEEN'S MIXED  
1 oz. tins, 2 lb boxes, per box... 1 00

STARCH.	
BRITISH AMERICA STARCH CO	
1st Quality White Laundry—	
3 lb. cartons, boxes, 36 lbs.	5 1/2
Ditto " bbls., 175 "	5
Ditto " kegs, 100 "	5
Canada Laundry, bxs, 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

KINGSFORD'S OSWEGO STARCH.	
40-lb. bxs., 1-lb pkgs., 9	
6-lb. bxs., sliding covers	9 1/2
(12 bxs. each crate)	9 1/2
SILVER GLOSS	
40-lb. bxs., 1-lb. pkgs.	8 1/2
36-lb. bxs., 12 3-lb. bxs.	8 1/2



KINGSFORD'S 40 lb. bxs., 1-lb pkgs.	8 1/2
OSWEGO 20-lb. bxs., 1-lb pkgs.	8 1/2
CORN STARCH	
For puddings, custards, etc.	
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. cartons	7
Patent Starch, fancy picture, 1 lb. cartons	7 1/2
Ivoryine Starch in cases of 40 packages	\$3 00
SUGAR. c. per lb	
Granulated	4 1/2
Paris Lump, bbls and 100 lb. bxs	5 1/2 5 1/2
" " 50 lb. boxes	5 1/2 5 1/2
Extra Ground, bbls Icing	5 1/2 5 1/2
" " less than a bbl	4 1/2 4 1/2
Powdered, bbls	4 1/2 4 1/2
" " less than a bbl	4 1/2 4 1/2
Extra bright refined	4 1/2 4 1/2
Bright Yellow	3 1/2 3 1/2
Medium	3 1/2 3 1/2
Brown	3 1/2 3 1/2
Dark yellow	3 1/2 3 1/2
Raw, bbl	3 1/2 3 1/2
SALT.	
Bbl salt, car lots	0 90
Coarse, car lots, F.O.B.	0 60
" " small lots	0 75 0 80
Dairy, car lots, F.O.B.	1 25
" " small lots	1 50
" " quarter-sacks	0 38 0 40
Common, fine car lots	0 70
" " small lots	0 85 0 90
Rock salt, per ton	10 00
Liverpool coarse	0 75 0 80
SYRUPS AND MOLASSES.	
Dark	20 25
Medium	25 25
Bright	30 35
Very bright	50 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],  
 MONTREAL.

MANUFACTURERS OF REFINED SUGARS OF THE WELL-KNOWN BRAND

*Redpath*

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

**Lump Sugar**, in 50 and 100 lb. boxes.  
**"Crown" Granulated**, Special Brand, the finest which can be made  
**Extra Granulated**, very Superior Quality.  
**"Cream" Sugars**, (not dried.)  
**Yellow Sugars** of all Grades and Standards.  
**Syrups** of all Grades in Barrels and Half Barrels.  
**Sole Makers** of high class Syrups in tins, 2 lb. and 8 lb. each.

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

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More nourishing than ordinary Meat Extract or Home Made Beef Tea, and has no equal as a

Strengthening and Invigorating Beverage

Prepared by

The Johnston Fluid Beef Co.  
MONTREAL.

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PRESIDENT. TREASURER.

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

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**DURABLE PAILS AND TUBS.**

TRY THEM



The Wm. CANE & SONS MANUFACTURING Co  
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The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

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SOAP**

THE MOST DELICIOUS SAUCE  
IN THE WORLD.

# Yorkshire Relish.

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

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DUMB**

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AT THE LOWEST PRICES**

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