

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

THE CANADIAN GROCER

VOL. VIII

TORONTO, OCTOBER 12, 1894.

No. 41

COLMAN'S MUSTARD



BEST ON EARTH

MANUFACTURERS TO HER MAJESTY THE QUEEN, Etc.



HUNTLEY & PALMERS

ENGLISH BISCUITS

The Largest Biscuit Manufacturers in the World

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

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

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

FINE GOODS OUR SPECIALTY.

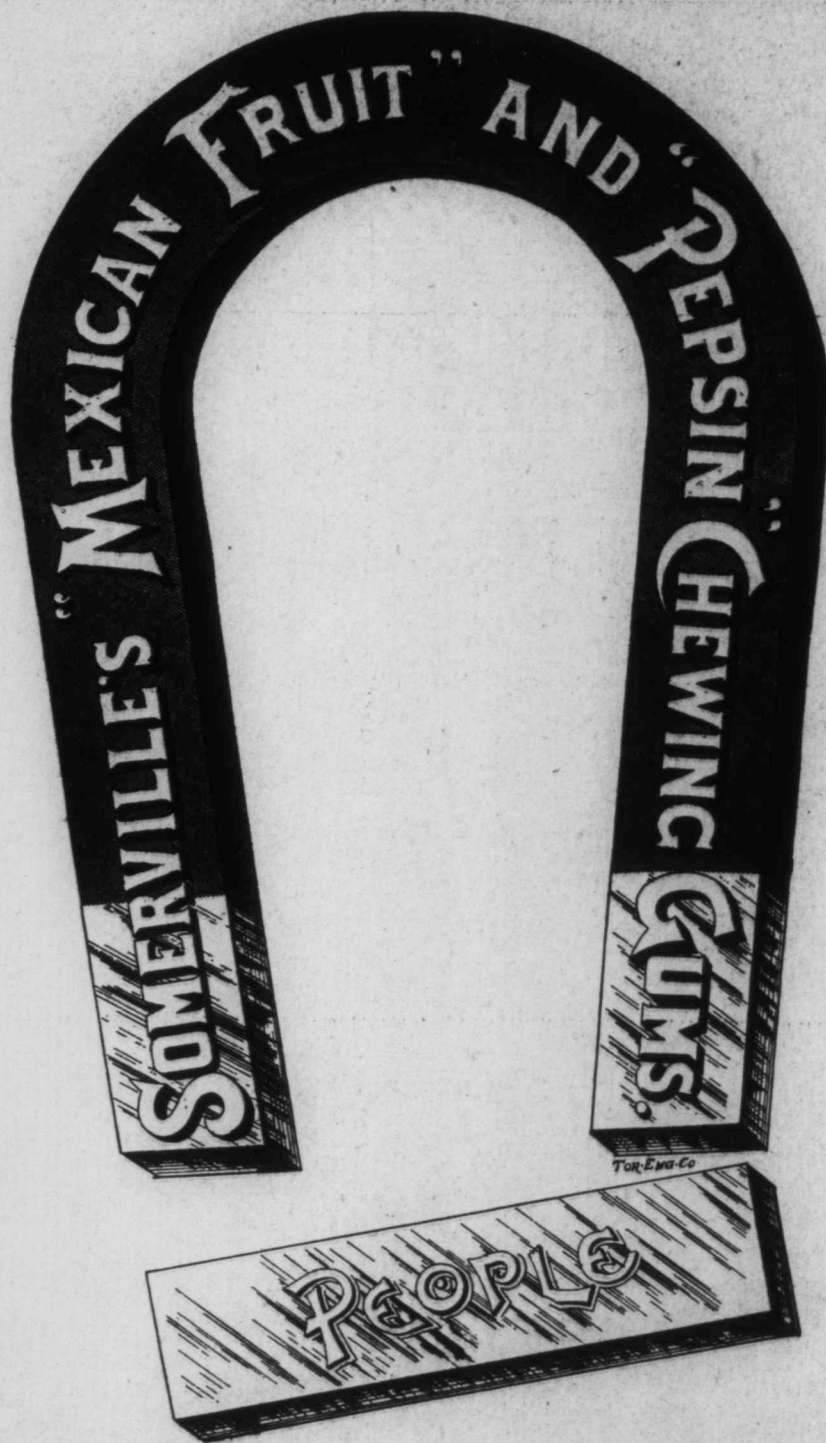
MADRE E' HIJO (7 SIZES).

MUNGO CIGARS, EXCEPTIONALLY FINE.

EL PADRE AND CABLE EXTRA.

MONTREAL
DDS.

HOGRAPHIC



SOMERVILLE'S "MEXICAN FRUIT"

LARGE SELLER. PAYS WELL. KEEP IT IN STOCK.

WRITE FOR
ADVERTISING MATTER.

C. R. SOMERVILLE

LONDON, ONT.

Standard Goods ^{THE} Best to Handle



Pure Castile Soap

RED LION BRAND

If you want to keep a Soap that you can recommend to your customers, then purchase "Le Leon Rouge"; quality never varies.



THEY STAND AT THE HEAD

No Verdigris in these goods
They are made on Silver Lined Pans

And are

FOR SALE BY LEADING
HOUSES EVERYWHERE.



Macurquarht's Worcestershire Sauce

It increases the appetite.
Aids the Digestion.
Is the Best for All Purposes.

FINEST QUALITY. LOWEST PRICES. TRY IT.

THE BEST HOUSES SELL IT.

AGENTS FOR CANADA

ARTHUR P. TIPPET & Co.

MONTREAL, P.Q.

TORONTO, ONT.

ST. JOHN, N.B.



Grand Mogul Tea

See what Merchants
say in another column.

Is demanded by all consumers who are very particular about the flavor of "the cup that cheers but not inebriates." Do you carry it in stock? Best Tea! Best Packing! The only Tea exhibit which took Silver Medal, Western Fair.

LION DIGESTIVE COFFEE, 1-lb. tins. The Principal of a Cooking School says it is better than any coffee she ever used, in flavor and strength. These two lines are indispensable to any well-conducted business.

I am glad I went to the Western Fair and tasted Grand Mogul Tea. I will use it all the time now.

T. B. Escott & Co. Sole Agents London

AGENTS:

H. P. Eckardt & Co.

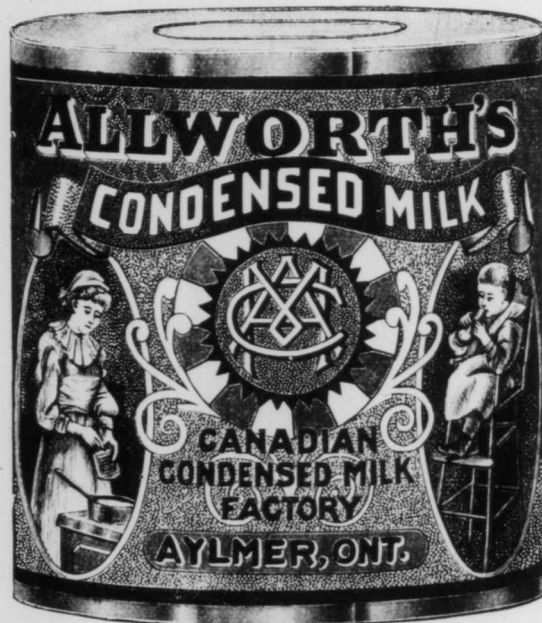
TORONTO



AGENTS:

Jas. Turner & Co.

HAMILTON



THERE'S NO RISK IN TRYING IT

To dealers who have not as yet tried our goods we would say that there is no risk whatever incurred in making a trial. Our **Condensed Milk** and **Evaporated Cream** have been tested and proved in every possible way, and cannot fail to satisfy the most exacting consumer. Every can guaranteed.

AGENTS:

HALIFAX, N.S.—H. F. Burton.
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WINNIPEG—Buchanan & Gordon.
VANCOUVER.—G. J. Wonder & Co.

G. C. Allworth & Co.

AYLMER, ONT.

STRIKE HIM HARD

that is your grocery traveler
for

PATERSON Woster Sauce

For price quality and value

It has no equal.

ROSE & LAFLAMME

Agents

MONTREAL



It's an Ill Wind

THAT BLOWS NOBODY GOOD.

THESE are the days of changeable weather, and half the population of Canada is suffering from sore throats, coughs, or colds in the head.

The troubles of others bring money to you, if you only recognize your opportunity. B. F. P. Cough Drops give immediate relief in all cases of coughs, colds, etc., etc. They sell rapidly and pay a good profit.




LAST YEAR'S SALES
40,000 POUNDS.

MANUFACTURED ONLY BY

Toronto Biscuit and Confectionery Co.

TORONTO.



F. W. HUDSON & CO.
AGENTS TORONTO

BATTY & CO., LONDON, ENGLAND

Batty's
Nabob
Pickles

Crown
Pickles



Batty's
Nabob
Sauce

Batty's
Worcester
Sauce

For sale by Leading Wholesale Grocers.

WRIGHT & COPP, Dominion Agents Toronto

DOMINION PAPER BOX COMPANY

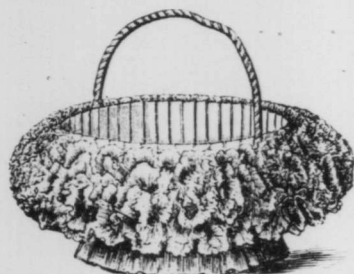
Beget to draw the attention of the trade to the following lines of Fancy Ice Cases, Pie and Cake Collars, and Individual Crimped Cases, manufactured by

Mansell, Hunt, Catty & Co.
Limited

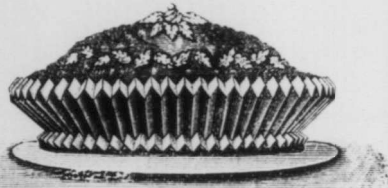
LONDON, ENGLAND.

We are sole agents in Canada for these goods. Samples and prices on application. These Ice Cases are really hand-some and are very suitable for dinner parties and receptions of all kinds. They can be used a number of times by replacing the inside cup. Made in large variety of styles ranging in price from \$1.10 to \$3.00 per doz.

THE PIE AND CAKE COLLARS as shown in cuts are the latest and most unique table dressing novelties in the market. Assorted colors, plain or striped. No live grocer should be without them. Send for sample gross.



Ice Case



The Collar Expanded

Our latest specialty for the tea trade is a 1-lb. Folding Caddy, on which we have just been granted a patent by the Dominion Government. It is in appearance an exact representation of a regular China tea chest with matting, and as a tea package beats everything on the market for three reasons :

- 1st. Because it is much cheaper than a hand-made box.
- 2nd. Because being a knock-down box it takes up little or no room, and
- 3rd. Because being a machine-made box there is no paste or glue to taint the tea, which has been one of the greatest objections to the old style tea caddies.

WRITE FOR SAMPLES AND PRICES.

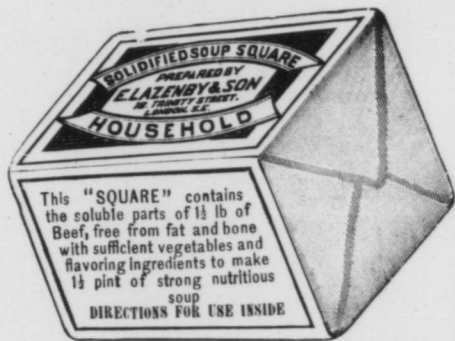


The Collar when Closed

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

“Standard Goods are the best to Handle”

For standards of excellence Lazenby's goods are second to none and have stood the test for more than 150 years.



This "SQUARE" contains the soluble parts of 1 1/2 lb of Beef, free from fat and bone with sufficient vegetables and flavoring ingredients to make 1 1/2 pint of strong nutritious soup

DIRECTIONS FOR USE INSIDE



Every article prepared by us is guaranteed unadulterated. Our labels are affixed only to the choicest goods.

E. LAZENBY & SON, London, England

FRY'S
Cocoas and Chocolates

ARE ABSOLUTELY PURE.

80 PRIZE MEDALS!!!



It pays to sell them.

Annual sales nearly 35,000,000 lbs.

Finnan Haddies



Thistle Brand

These are the HIGHEST GRADE of fish packed. Quality guaranteed. For sale by all leading houses throughout the Dominion.

Arthur P. Tippet & Co.,

30 St. Francis Xavier Street,

Agents....

MONTREAL

ACROSS THE SEA . . .

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

Mediterranean Fruits



FOR

W. H. GILLARD & CO.

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

OF HAMILTON.

We handle the finest qualities, and

*The Best is the Cheapest.
Our prices will be right.*

**WE
ARE
READY
FOR
THE
RUSH.
DON'T
DELAY.**

**HIGH GRADE
CONFECTIONERY**

**Wm. Paterson & Son
BRANTFORD**

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

THE CANADIAN GROCER

Vol. VIII. (Published Weekly)

TORONTO AND MONTREAL, OCTOBER 12, 1894

(\$2.00 per Year) No. 41

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

THE J. B. McLEAN PUBLISHING COMPANY,
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THE ROBERT HAMILTON CASE.

ROBERT HAMILTON, the Toronto retail grocer found guilty of defrauding Eby, Blain & Co., was Friday last sentenced to the Central prison for three months.

Judge McDougal, in sentencing the prisoner, intimated that his term of imprisonment would have been made greater had it not been for his previous good character.

But the humiliation and degradation of being branded a criminal is greater punishment to Robert Hamilton than can the mere incarceration be, whether the term be three years or three months. The ends of justice have, therefore, been as well served by the shorter as they would have been by the longer term.

The fall of Robert Hamilton one cannot help regretting. It would be inhuman to do otherwise. For more than a score of years he has been in business in the city of Toronto, and during that time, although he has changed his store once or twice, he has never gone out of Queen street or out of the block in which he started. He was, therefore, well known, and by the general public was thought to be prosperous. His store was clean and attractive; his delivery

wagon was kept busy; his private house was better than that inhabited by most merchants; and he had a nice private vehicle in which, with wife and children, he was accustomed to take regular drives in and about the city.

For a man who had been in business twenty years or more these things were not surprising.

But if the surface was pleasant the interior was rotten. This, to the surprise of everybody, was learned in August last, when Hamilton assigned. Of all the assets that the estate could scrape up, the nominal value was only \$700, against liabilities of \$3,000.

The \$4,500 house he said he owned was not his. It was his wife's.

And it was because he misrepresented in this particular that he got both \$1,100 worth of goods on credit from Eby, Blain & Co. and a three months' sentence in the Central Prison from Judge McDougal.

What he got he deserved; and he has only his previous good record to thank that he did not get more than he did. For him to plead that when he told the firm that he owned the house in question he did not do so with the intention of defrauding it, neither "washed down" with the jury nor with the public. He falsified, and with the undoubted object of getting the goods that he could not otherwise have obtained.

Eby, Blain & Co. are to be congratulated upon the steps they took to prosecute Hamilton. It is better for the wholesale, it is better for the retail trade, that this man should be weeded out of the business world, for there is all too much of misrepresentation of assets, not among retailers only, but among all classes of business men.

THE APPLE SITUATION.

LARGE was the quantity of apples that last week left Canada and United States ports for Great Britain.

There were in all over 70,000 barrels, some 50,000 of which were shipped from Montreal and Halifax.

The effect these large shipments will have on the English market is awaited with interest, not to say anxiety.

The prospects for the apple exporting trade are still not of the best from a Canadian point of view; and although large quantities have already gone out, and with some profit to the consignors, yet it is worthy of note that those who are known as the old time exporters have, as a rule, so far this season, been resting on their oars, apparently awaiting developments. With the enormous crop there is in the United States, they do not expect to do much, any how; but on the little they expect to do, they propose to make a little money.

Further information regarding the effect of the recent wind storm upon the apple crop has been received. The storm was general, but the fruit blown down is understood to have been largely confined to worm-eaten and deformed kinds, and the little of exportable quality that fell was about balanced by the trees in some places yielding more abundantly than it was first estimated they would.

While, in view of the large supply of apples our cousins to the south have themselves, Canadian exporters will naturally not send as much fruit as usual to the United States, yet there is one kind in which they expect to send a good many. That is, snow apples, which, for some reason or other, our cousins cannot or do not grow to any extent.

THE CHANCES ON CHEESE.

“IT would be interesting to know,” said a leading Montreal cheese dealer, on Saturday, to THE GROCER, “just how the owners of the large stocks of cold storage cheese held in Canada feel at present.”

THE GROCER coincides with the query, and is disposed to believe that they feel anything but comfortable. An approximate estimate places the quantity of cheese so held at about 500,000 boxes. The goods range from summer make to late August and first half September, and the cheapest of them, allowing for carrying charges, etc., could not be sold at much less than 10¼ to 10½c., and let the seller out with any profit at all. On the other hand, the average first cost of the August goods and September goods has been fully 10½c. Adding to this the carrying charges, buyer's commission, freight, etc., it would take an 11c. market to let the holder of the cheese out, and at present such a price seems to be very far off indeed.

To be plain, buyers have run the price of the August cheese up altogether too high, and it looks very much at present as if some cheese dealers stood to make a pretty heavy loss, unless the market improves. There is not much encouragement for them in this connection at present. In fact, rather the reverse; and it is hard to understand on what ground buyers have based the figures they have paid.

Cheese in the country has cost this year from ¾ to 1c. more than it did last year, which is a pretty big advance on a million or so of cheese, being about 70c. a box more, or an extra cost of over \$700,000 this season. On the other hand, the make has been greater all through, for despite the talk of drouth during August and the early part of September in Ontario, that province, from fairly reliable reports to hand, may be expected to turn out an increased make of fall cheese. The same facts apply in Quebec, while the shipments to date are fully 100,000 greater than last year, and the make in Great Britain 30 per cent greater. There is also a large quantity of cheese yet to dispose of in Canada and the States, so that, all in all, the outlook for holders of high-priced cheese is not very cheering.

The one good point in the situation is the higher prices farmers have been receiving. Of course, this is of no interest to the

middleman, but the fact that the farmers and cheese producers generally have \$700,000 more to spend this year than last must be decidedly interesting to those tradesmen from whom the farmers buy merchandise.

MR. WILSON'S ATTACK ON CANADA.

THE statement made by a Mr. Wilson in the Investors' Review of London to the effect that Canada's financial position is perilous, emanates from a pen that is either ignorant of the Dominion's condition or that is actuated by malice.

Canada's financial position is not perilous. No nation to-day occupies a better position in the financial world than does the Dominion of Canada; and if her position is perilous, what must that of other countries be? We may as well put sackcloth and ashes on for them at once.

The premier position of Canada in a financial sense was evidenced, during the recent panic that swept over the globe, more than ever before.

Great Britain, the United States, Australia were all in the throes of a struggle with Hard Times; while Canada pursued the even tenor of her way, interested, but not materially affected.

The managers of the Canadian banks, men who ever have their fingers upon the pulse of the country, at the last annual meetings dwelt upon, in glowing terms, Canada's immunity from the financial panics that were sweeping over the world, and the refrain was taken up and sung by the financial press and by public men both in Great Britain and in the United States.

The solidity and utilitarian character of the banking system particularly came in for remarks of approval.

Further proof that the opinion of Mr. Wilson is not the opinion of financial men generally in England is evidenced by the high standing of Canadian securities on the London market.

The wheels of commerce are not revolving as rapidly as desired, but little else could be expected with a cloud of depression hanging as it now is over the civilized world.

But that is a different thing from being in a “perilous state.”

Canada's position was never unhealthy. And whatever quietude there may have been during the past few months, evidences of a re-awakening are not wanting.

The country has been blessed from one end to the other with abundant cereal and fruit crops, while of cheese and butter the output was never so large.

Then, with regard to the storekeepers, the outlook has improved for them.

First of all, the farmers' ability to buy, in view of the abundant crops, is better.

Next, the merchant has been pursuing a more careful policy with regard to his purchases and to his credits; and the result is that both the amount he owes and the amount he has on his books is probably smaller than ever before, while, to crown it all, better business methods are gradually developing.

Turn which way one may, none of the evidences denote a “perilous state.” The banks are Gibaltars of strength, while the manufacturers, the merchants, the farmers are all putting on new life. And all we want now to make the trade of the country brisk is a little more confidence as a lubricant.

But perhaps, after all, Mr. Wilson may be laboring under the impression that Canada is a part of the United States. Other English journalists have been guilty of equally ludicrous mistakes regarding this country. Perhaps this may explain the why and the wherefore of his attack on Canada's financial standing. But in any event, he did not know what he was writing about.

THE FIRMNESS OF DRIED FRUIT.

“THE opening of the dried fruit market this fall has been interesting,” said one of the leading Montreal importers to THE GROCER last Saturday, and this journal agrees with him.

Since the opening of the season the tone has been firm on both raisins and currants, the two lines that Canadians import in the greatest supply, and recent advices do not indicate anything calculated to induce a change in the direction of lower prices. This is especially the case on dried raisins, and during the past two weeks prices, in consequence of the great firmness reported from Denia have stiffened from ¼ to ½ a cent on all leading brands of good merchantable fruits. This strength has led to the execution of considerable orders by the second direct steamer from the Mediterranean to Montreal, at 1s. advance on the prices paid for similar lines of fruit by the first vessel, which is due at Montreal on the 15th of the month.

MARITIME BUSINESS MEN.

Conference of Boards of Trade held at St. John.

SUBJECTS CONSIDERED.

PEDLARS AND HAWKERS.
RAILWAY FREIGHT RATES.
STANDARD TIME.

CANADIAN WINTER PORT.
INSOLVENT ESTATES.
TERMS OF CREDIT.

WHOLESALE SELLING CONSUMERS.

THE conference of Maritime Boards of Trade, held under the auspices of the St. John, N. B., Board, on Thursday last, was a great success. Representatives were present from the leading Boards in New Brunswick, and so were Mr. Troop, President of the Halifax Board, and Mr. Curry, of the Amherst. A number of important questions were discussed, many of which are of equal interest to business men in other parts of the Dominion, such, for instance, as licensing pedlars and hawkers, railway freight discrimination, insolvency, terms of credit, wholesalers selling to consumers.

Standard time was a subject which created much discussion. For the information of readers in other parts of Canada, it may be said that there are several times in the Maritime Provinces. The railways all work on eastern standard time, while every city and town has also a time of its own, based to some extent on the sun. Halifax is, according to the sun, 52 minutes ahead of railway time; but, for convenience, it has been enacted that it should be exactly one hour ahead. In all the hotels throughout the Provinces, there are two clocks—one labelled "Standard Time," and the other "Local Time." In some places there are two local times, and when engagements are made they always specify which time, and there is much confusion. There was so much difference of opinion as to which time it would be advisable to adopt, that a decision on the matter was postponed indefinitely. The majority seemed to favor "Standard," which means that there would be but one time in Canada, East of Port Arthur and Detroit.

Pedlars and hawkers, with waggons and packs, infest New Brunswick, especially the border and northern parts. They are usually of the very worst class, being the scum of European and American cities. They pay no taxes; the authorities have no control over them; they commit crime, and easily evade arrest by skipping over the border; they cheat; they sell shoddy goods to the unsophisticated farmer, fisherman or laborer. Mothers frighten their children by telling them a pedlar is coming. There are two remedies: High licence fees and every pedlar wearing a badge, or to prohibit them entirely. There is a Provincial law for regulating this traffic, but it is inadequate, and a resolution was adopted asking the Legislature to give municipalities power to license and collect \$40 annually from non-resident pedlars and \$10 from residents, and to compel each pedlar to wear a badge and not to cry his wares on the street. Some of the St. John merchants opposed the proposition, on the grounds that it was an interference with trade and that it was degrading to wear badges, but the outside representatives were solid in their opposition to them. It was pointed out that the Local Legislature had no power to pass an act of this kind which would interfere with trade; but, while admitting this to be the case, it was felt that it was worth taking chances on, especially as the hawkers were not likely to carry the case to the courts. The resolution does not, of course, apply in any way to commercial travelers, though it was stated that some of the Montreal and Toronto travelers were not far removed from pedlars.

The town of Woodstock having but one railway, and consequent arbitrary freights, the Board of that town asked the Conference to support them in an effort to obtain redress, which they did. The Conference also gave its support to the Newcastle Board in its efforts to secure more equitable rates to and from Northern New Brunswick points.

Two of the strongest speeches of the meeting were made by the mover and seconder of a resolution requesting the managers of the C. P. R., I. C. R., and G. T. R., and the various Boards of Trade throughout the Dominion to support the Maritime Provinces in their efforts to make a Canadian port instead of Portland, the winter terminal point for the subsidized line of steamers. This is the most important question agitating the Maritime Provinces, and especially in their relations with other parts of Canada. They hold that it would be advantageous to the Dominion generally; and that as the provinces had made sacrifices in entering Confederation and in afterwards paying their share of the subsidies for building railways and canals in the west and for ocean steamers, western Canada should assist them, especially as they had so far received no direct benefit from the monies thus spent in developing the west. Some pretty strong things were said of the selfishness of the Montreal and Ontario Boards of Trade, and the scant courtesy with which they had treated the representatives of the Maritime Boards: at other times during the conference the speakers rather harped on the disadvantages of Confederation. When the Government decide, as no doubt they will, that the terminus must be on Canadian soil, the question will then be whether Louisburg, Halifax, St. John, or St. Andrews shall be the point. The feeling seemed to be that the trade would be divided between St. John and Halifax.

There is no Insolvency Law in New Brunswick, and it was decided to ask the Legislature to adopt one similar to the Ontario Act for the equitable distribution of insolvent estates.

The long credit system was condemned and wholesalers and retailers were urged to curtail credits.

It was decided to organize a Maritime Board of Trade, composed of representatives from New Brunswick, Nova Scotia and Prince Edward Island Boards, to meet semi annually.

The practice of wholesale houses selling to consumers was severely condemned, and it was recommended that in future the name of any firm doing so should be reported to the different Boards of Trade. The mover and seconder of the resolution considered that hotels were consumers. This, in brief, was what the Conference did.

The conference idea originated with Mr. Hatheway, President of the St. John Board, whose portrait is given. He is a young wholesale grocer, possessing the elements that should lead to more than ordinary success. While watching the details of his own business carefully, he takes a great interest in affairs generally. I do not think he took the presidency of the Board for the honor, though he must appreciate that, but because he felt that in forwarding the interests of the business men of St. John he was doing a duty, and at the same time indirectly helping himself. He thus sets an example to many business men who cannot see beyond their nose. They do not see that in promoting the interests of the community they help themselves. If they did, there would be more successful Boards of Trade, and practical men would be at the head of affairs in many towns where there are now fadists. Mr. Hatheway is a shrewd business man, and if I am not much mistaken St. John will one day have reason to congratulate herself on having made him president. He makes a good chairman; says but little, and displays more than ordinary tact.

He has a very capable assistant in Ira Cornwall, the secretary. His training in newspaper work on the Hamilton (Ont.) Spectator,

under the late Hon. Tom White, and on the Montreal Gazette, fitted him for his present work. He knows how to advertise St. John and its advantages, and he does it well. He represented New Brunswick at the Indian and Colonial Exhibition and as agent general of the Province made it much better known in Great Britain. It would have paid the Government to have kept him there. He could do more to advertise Canada—because he knows how—than half the present representatives, because they were appointed for political services, and as a rule do not.

The Mayor of St. John, George Robertson, is an ex-president of the board. He is a different stamp of man from many mayors. He was elected not by ward-heelers, as is frequently the case, but because he was well fitted for the position. He is a very successful retail grocer, but he has a good partner, and most of his time is devoted to civic affairs. He is an excellent speaker; always thoroughly posted on his subject, he places it before his audience in clear, concise sentences and in a way which carries conviction.

Portraits of others will appear later.

WHO WERE THERE.

The conference was held in the Mechanics' Institute. W. Frank Hatheway was elected to preside, and Ira Cornwall acted as secretary.

The following were present:

Lieut. Governor Fraser.

NEWCASTLE—J. D. Creaghan, P. Hennessey, D. Morrison.

WOODSTOCK—J. T. Garden, vice-president; W. A. Saunders, T. C. Ketchum, secretary; Jas. Carr, Hon. W. Lindsay, V. P. Agricultural Society.

MONCTON—J. C. Harris.

ST. STEPHEN—A. S. Teed and Hon. James Mitchell.

FREDERICKTON—J. I. Neill, H. H. Pitts, M.P.P., J. W. McCready.

HALIFAX—G. J. Troop.

AMHERST—M. Curry.

ST. JOHN—J. J. Bostwick, Brock & Patterson, Baird & Peters, Hon. A. G. Blair, E. S. Carter, A. L. Calhoun, R. Cruikshank, Jas. Hanney, F. W. Daniel, J. V. Ellis, W. S. Fisher, Jos. Bullock, Jos. Finley, E. T. Fairweather, G. S. Fisher, Thos. Gorman, J. C. Robertson, W. Frank Hatheway, T. H. Hall, Geo. W. Allen, H. C. Drury, Thos. R. Jones, W. M. Jarvis, Jas. Jack, A. J. Lordly, C. E. Laechler, J. A. Likely, Manchester, Roberton & Allison, T. H. Somerville, J. McMilan, Andrew Malcolm, Jos. Merritt, J. J. McGaffigan, D. J. McLaughlan, Chas. M. Donald, I. H. Northrup, W. Pugsley, W. C. Pitfield, Geo. Robertson, T. B. Robinson, D. V. Roberts, W. E. Raymond, J. DeW. Spurr, S. Schofield, T. S. Simms, R. C. Scott, John Sealy, A. C. Smith, J. Willard Smith, C. N. Skinner, E. Smith, R. Sullivan, W. H. Thorne, Vivian E. Tippet, W. E. Vroom, C. W. Weldon, John White, C. H. Warwick, E. L. Whittaker.

J. B. MacLean, of THE CANADIAN GROCER, was present as a guest of the St. John Board.

WHAT THEY DID.

In opening the Conference, Mr. Hatheway said he would like, as chairman of the St. John Board of Trade, to extend a hearty welcome to those delegates who had come at their request. To the delegates from Newcastle he extended the kindest greeting, and recognized them as a capable band of merchants who are anxious to advance the interests of the province, in every way possible. To the delegates from Moncton he also extended the kindest greeting. They felt that Moncton, being the centre of the railway system of New Brunswick, and also increasing rapidly in manufactures, added to the influence of the business men of that city. He extended a welcome also to Fredericton and Woodstock, the centre of lumbering and dairying industries. They were not here to ventilate any particular grievance. Whatever the future of Canada was, the desire was that New Brunswick should have a foremost place. It remained largely with them whether laws would be enacted that would help to give the Province its foremost place.

Mr. Hatheway asked that a President and Secretary be appointed, and Mr. Hatheway was elected chairman, and Ira Cornwall secretary. The first topic:

Railway Freight Rates.

Was then discussed, and W. A. Saunders, in moving a resolution, felt that the rates of freight charged to merchants in Woodstock have been too high in comparison with what have been charged in other places. He felt that they had not had that chance

of competing with their neighbors that they should have had. He then moved the following resolution:

"Whereas, the town of Woodstock has a population approaching 4,000 souls, and contains a number of manufactories, and is the centre of one of the finest agricultural sections of Canada;

"And whereas, said town is served by but one line of railway, and is practically a non-competitive point, from a railway point of view;

"And whereas, an arbitrary tariff is charged on freight going to that town, which is a source of great grievance to the manufacturers, merchants, business men and citizens of Woodstock, in their opinion impeding business;

Therefore be it resolved, that in the opinion of this conference the Board of Trade of the town of Woodstock has just cause for dissatisfaction with the arbitrary rate on freight carried by rail between McAdam Junction and Woodstock;

"And further resolved that this conference support the Woodstock Board in its efforts to obtain redress of this grievance."

J. T. Garden, of Woodstock, in seconding the resolution, said that there was no competition whatever with the C.P.R., and that they had simply to grin and bear it. They were charged 24 cents per 100 lbs. on small quantities of freight, and he thought it a mistake for the railway company to take advantage of any town, or any section of the province, to which a large volume of freight was daily being sent.

T. C. L. Ketchum cited cases where excessive freights had been charged, and instanced a car of flour taken to Edmundston through Woodstock at \$24 cheaper than one could be delivered at Woodstock for. The freight from Liverpool to St. John via Halifax was \$12.00, while the freight from St. John to Woodstock was \$22.78.

W. H. Thorne asked if there was not a regular tariff of rates from all the different points of Canada and New Brunswick to Woodstock direct, and did the same complaint arise as to shipments from Woodstock to other points?

J. T. Garden said that he believed the rate for 100 lbs. from Montreal to St. Stephen, St. Andrews and McAdam was 54 cents per 100 lbs. and freight to Woodstock 79 cents. Hay could be shipped from a point on the new railway to Boston and Bangor very much cheaper than by the C. P. R. from Woodstock.

James Carr pointed out that the expense of shipping by the C. P. R. was nearly one third more than by other railway.

A. I. Teed also quoted instances of excessive rates.

J. J. McGaffigan said that the railways charged these excessive rates because of non-competition. They want all the freight they can get, and where there is competition they bring down their rates and get the freight.

J. S. Neill said that in Fredericton they were in the same position a few years ago. They were at the mercy of the C.P.R. Now they had the Canada Eastern Railway connected with the I. C. R. at Chatham Junction, and to-day they got the same rates as St. John. The difficulty now could be got over by building a railway from Woodstock to Fredericton and then on to St. John and have a competing line. They would then have the C.P.R. by the horns, as they now had Woodstock. There was water communication by summer, and when the winter came on up went the rate of freight to Fredericton, the winter competition being removed. He thought the three cities should co-operate and get a line of railway from St. John to Woodstock direct. If the river were dredged through to Woodstock, they could have summer competition.

W. S. Fisher asked if the Woodstock Board expected any relief from the new line of railway from Bangor to Houlton. He thought a line from Houlton to Woodstock would be better. The C. P. R. said: "We will meet all competition that may arise and exist, and propose to do so, and where we have a corner we propose to utilize it to our advantage."

Hon. Mr. Lindsay thought the people of St. John might see that there was a fair rate between St. John and Woodstock. It looked to him dishonest that railways should take advantage of a town's position.

President Hatheway agreed with all that had been said and that the arbitration rate was from McAdam to Woodstock.

Mr. McGaffigan remarked that the people of the North Shore had been complaining about the arbitrary rate charged on deals in the winter time over the I. C. R. to St. John. At the request of Mr. Hatheway this was left for a separate resolution.

W. A. Saunders regretted he was not in a position to give details. The rate from St. John to Fredericton on dry goods was 15 cents, from St. John to Woodstock 42 cents. The freight rates affected the exports to a great extent. The new line from Houlton to Woodstock was being surveyed, and they would soon be able to ship freight from other ways. Being so close to the border it was very hard to keep the volume of trade.

The resolution was carried unanimously, and it was agreed that a copy be sent to the Canadian Pacific.

P. Hennessey wished to move a resolution. The rates charged by the I. C. R. taxed the North Shore people very unjustly. The

tariff was 5 cents more per barrel of flour between Campbellton and Berry's Mills than to Moncton and St. John. They asked for a uniform rate of delivery of goods all along the line. He was sorry to find that the Government were ready to take advantage and make discriminating charges against the very people who were to reap the greatest benefits from the building of the I. C. R. It was this advantage held out to them that induced them to agree to confederation. It was a breach of faith on the part, of the Government. He moved, seconded by D. Morrison :

Resolved, "That the meeting, composed as it is of the several Boards of Trade of the Province of New Brunswick and convened in the city of St. John, its commercial centre, with disfavor the discriminating policy of the Grand Trunk and Intercolonial Railways in freight matters against the northern portion of the Province which the I. C. R. runs through;

"And whereas the I. C. R. charges 5 cents per barrel more freight to deliver flour and meal at the north shore stations, viz., from Campbellton to Berry's Mills than at Moncton, St. John or Halifax; Therefore this meeting wishes to express its disapproval at the present tariff of the I. C. Railway simply because it discriminates to the advantage of its customers in one section to the disadvantage of those in another section; and be it

Further resolved, That copies of this resolution be mailed to Hon. Mr. Haggart, Minister of Railways and Canals, and to the manager of the G. T. Ry., for the purpose of bringing before their notice the injustice under which the north shore section of the Province is suffering by so unfair a freight tariff, and that this Board of Trade ask that a more equitable freight tariff be introduced in place of the unjust one now in existence.

Mayor Robertson remarked that it was difficult for any railway under the control of a government or corporation to arrange their tariffs, because railways, like all other enterprises, must, if they are going to live, take into consideration competition and the competitive points. It was almost impossible for any railway to have an equalizing rate per mile. He took much pleasure in endorsing the resolution asking the Government to take steps to do ample justice to the North Shore. The northern part of the province was closed to navigation during the winter season, and if a fair rate were given to St. John and other Bay of Fundy ports it would receive the advantage of this water communication during the winter time, and great advantages accrue to the whole of the province. The shipments of lumber to the Argentine Republic are constantly increasing, and the class of lumber that we furnish will always find a market there. A better rate would enable us to ship all the year round.

The resolution was carried unanimously.

Pedlars and Hawkers.—Should License Fees be Increased, and should the Legislature be Dominion or Provincial ?

D. Morrison, in moving the following, seconded by Mr. Hennessey, remarked that the pedlars were becoming so numerous that they were a nuisance :

"Whereas the present Pedlars Act of this province is inadequate to regulate the sale of wares by pedlars or hawkers ;

"Be it therefore resolved—That this conference shall influence local legislation to amend the Act whereby county municipalities shall be empowered to deal with pedlars or hawkers by causing each pedlar or hawker before entering on business to register his name with the Secretary-treasurer of the county in which said pedlar or hawker proposes to do business, and that the said Secretary-treasurer be empowered to issue licence duly numbered and collect from each non-resident pedlar or hawker the sum of \$10 as a yearly licence tax.

"And further resolved—That every licensed pedlar or hawker under this law shall when receiving his licence, be provided by the secretary-treasurer with a badge, on which shall be displayed the number of his licence, and he shall wear the same in a conspicuous place upon his hat, or on the outside of his outer garment, at all times when prosecuting his business as such pedlar or hawker; and he shall not cry out his wares to the disturbance of the peace and comfort of the inhabitants of the municipality."

Mr. Morrison remarked that there was great difficulty in tracing these pedlars, being foreigners. It was difficult to have them registered unless they paid a licence. Collectors of rates of each parish should look after this and prosecute pedlars who have no licence and who are selling contrary to the Act.

J. V. Ellis would like to hear some argument in support of the resolution. It carried to his mind an idea that a St. John commercial traveler would have to go round the country with a badge on his back. Was a line to be drawn between people who sold by samples and the men who sold goods which they carried about with them? The law in St. John was inoperative; he never saw a man wearing such a badge.

Mr. Morrison said the resolution applied to pedlars, chiefly foreigners. It was difficult to keep trace of them. All that was asked was that the different municipalities should have some law relating to them; the cities and incorporated towns already having such laws.

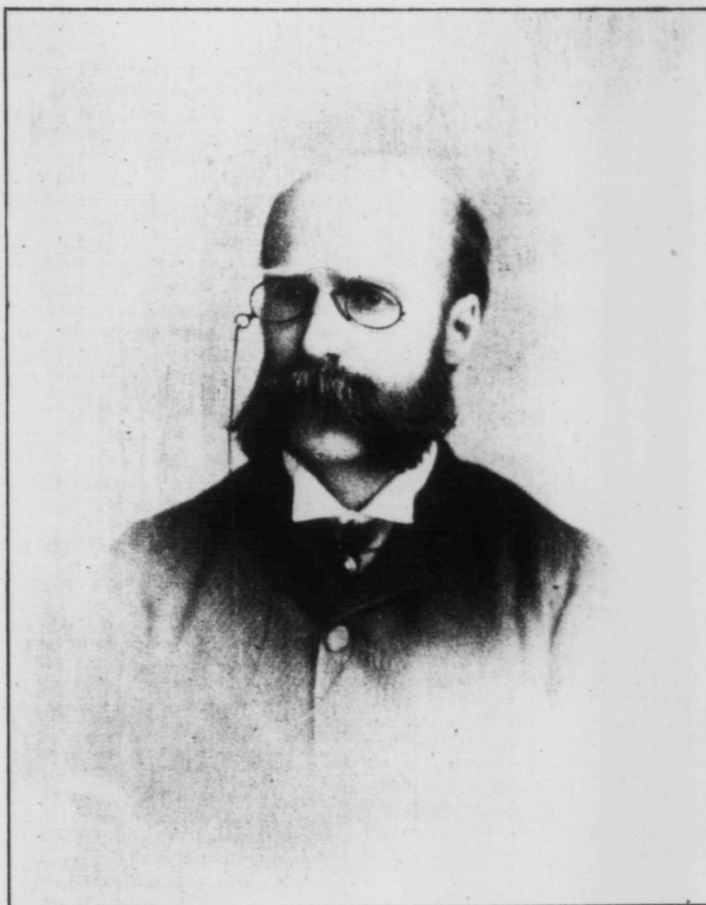
Mayor Robertson said there was a special by-law in St. John to take charge of these gentlemen. The reason Mr. Ellis had not seen any of the badges was because the Mayor and the Chief of Police kept such men out of the city. The last year, owing to the dull times in the United States, there has been a vast number of these hawkers. One class of men got a licence and established headquarters and sent out an army of pedlars. These are charged \$20 for residence and \$40 for business licence, and the full amount was exacted. Notwithstanding, there was a number of complaints of the pedlars cutting out the small shopkeepers who pay rates and taxes and are good citizens. It was only fair for the taxpayers and property-owners that these outsiders, who have no intention of being citizens, should pay handsomely for the privilege of remaining in the city. It does not apply to representatives of commercial houses who come here with samples and are in the legitimate trade of the country.

J. J. McGaffigan said he knew Mr. Morrison's resolution did not aim at the commercial travelers. He was well acquainted with the class of people referred to. He met them frequently as he travelled through the country. Only the other day, he saw several teams at one time at Boiestown.

W. A. Saunders said this matter came before the municipality of Carleton, and they found it was a pretty hard thing to handle. These pedlars carried every conceivable kind of merchandise with packs, carts and teams. As they did not carry any great stock on hand, if they were seized it was all right. When the matter came before them, they found it was necessary to get a licence from the Secretary-Treasurer. It seemed to him that the licence was too small, and that it should be increased. It seriously affected legitimate business.

H. H. Pitts said this matter had been before the Legislature. There ought to be a general law of the Province, and any community could take advantage of it if they desired. It would be conceded that the thing had become a nuisance. The wording of the resolution did not leave the responsibility on anybody. Let it be more definite, and word the resolution so that there would be somebody to carry it out.

In answer to Mr. Hatheway, Mr. Pitts stated that the law should be a Provincial one, and should give each community the privilege



W. FRANK HATHEWAY
(President St. John Board of Trade)

of adopting it or not. There was a discussion in the House last year as to whether it should be general or not. He thought next year it would be made a general thing. As to commercial travelers, he thought there were some whom it would be well to put a badge on, as they were going beyond legitimate business. It has been suggested that commercial travelers who sell small parcels and do a retail trade should have a tax put on them.

T. H. Hall said that every person had a right to go into business if they kept within the law. He did not see why a pedlar should be obliged to put a band on his hat to distinguish him and show him everywhere as a pedlar. If he had paid his licence had he not the same right as a retailer or a wholesaler? If any one doubted him when he was going round, all that was necessary was to ask him to show his licence.

Hon. T. R. Jones asked whether in case this resolution were adopted by the Board of Trade, they intended to apply to the Dominion Legislature or the Provincial Legislature for the remedy they were seeking.

Mr. Morrison replied that the resolution stated the Provincial Legislature.

Mr. Jones, continuing, said the Provincial Legislature had no power to pass a law affecting trade and commerce. It was a matter for the Dominion Parliament. If there was Provincial legislation, there would be endless litigation and trouble and parties prosecuted.

J. D. Creaghan said the objection was not so much that these people interfered with the local trade, but they were all foreigners, Polish Jews and all conditions of men, and it was desirable that they should be taxed and their names should be registered. As to Mr. Jones' argument regarding the powers of the Provincial Legislature, the Attorney-General had disproved that by passing an Act precisely as this one here.

Mr. Lindsay contended that it was a matter for the municipalities to deal with. An Act providing for that was passed before confederation. There had been no legislation since then, except the Act of 1894, which makes it the duty of the collector to collect the fees.

W. S. Schofield asked whether the substitution of a clause requiring pedlars and hawkers to produce their licences when demanded, would not be better protection than the clause that they should wear a badge. It seemed to him that in any class of people who were authorized to do business, and the law recognizing their business, it was hard that any particular man should be picked out and marked with badges. He suggested that the clause be removed in order to secure an unanimous vote.

H. H. Pitts hoped the mover of the resolution would not alter that. The officials of the I.C.R. wore badges. The pedlar was not better, nor as good. The pedlars should be as marked as possible as the business was not a legitimate one.

J. D. Morrison said the matter was purely a local one, and he did not see why the board or the local Legislature could not deal with it. The County of Northumberland brought the matter up and passed a measure in the Lower House, but it was thrown out by the Upper House. They only asked for the same powers and rights that they had in incorporated cities to deal with pedlars and hawkers.

Mr. Jones said if the bill was passed in the local Legislature they would have more law on that account than they ever had before. The proper way was to apply to the Dominion Government for a bill that would regulate all these matters.

Vivian H. Tippett thought it highly desirable that these men should wear badges and as a matter of protection to our wives and families they should be looked after. They were generally Polish Jews of the very lowest description; they looked so much alike it was hard to tell one from the other.

C. A. Everett: If these men are such a bad class of pedlars, why license them? Why not put an end to them? (Hear, hear.)

J. V. Ellis agreed with Mr. Jones as respects the powers of the Provincial Legislature. He failed to see any difference between commercial travelers and men who carry their stock on their backs and on teams. Pedlars were not all Polish Jews, and it was entirely a matter of trade. If it aimed at Polish Jews, it should be so expressed; it took even our own people. If narrow lines of legislation were allowed to go on, we would come back to the old system of living.

J. D. Creaghan thought the resolution was comprehensive and covered the whole scope. A commercial traveler was not a Jew, nor a Greek, nor a Pole. He was established in the country.

James Carr, of Woodstock, was not aware that any part of the Province was harassed as much as the border, but he could not say he was in favor of badges. If pedlars did not produce a licence they could be prosecuted at once. They might have a badge and that be overlooked.

Mr. MacLean, of THE CANADIAN GROCER, gave a resume of the city of Toronto's experience with pedlars. He said that a few years ago the city council had passed a by-law excluding the pedlars from plying their avocation on certain central streets. To oppose this, the pedlars had organized. They carried the matter into the courts, and in the Supreme Court they succeeded in getting the by-law declared ultra vires. The civic authorities, however, he said, were still of opinion that the by-law was intra vires, and had carried the matter before the Privy Council, where it still rested. Regarding badges, he said that largely through the instrumentality of the Retail Grocers' Association, the pedlars in Toronto were now compelled to wear badges, although they at first fought hard against doing so.

Mr. Morrison thought it important to have a badge to show who these pedlars were. There was an unanimous opinion from the counties that are not incorporated that these pedlars should be controlled. It was the duty of St. John people to protect legitimate trade. These Poles, Jews and foreigners came here and contributed nothing whatever to the internal taxation of the country, and we had to compete against these people and contribute to taxation. Therefore it was not unfair to ask them to contribute a licence fee towards the revenue of the country. The complaints came not only from the mercantile people, but from the people that were trading with them.

G. W. Allen said that if the pedlars were guilty of criminal offences, surely the criminal laws should deal with them. If they could sell goods cheaper than other people, why not let them? If the charges made by Mr. Tippett were correct, those were matters for the criminal laws. This resolution did not go far enough, one way or the other. If a resolution was brought to prosecute these pedlars we might look into it; but a measure of this kind, neither protection or free trade, he for one should oppose.

Mr. Jones said if the gentleman would offer in his resolution, to apply to the Dominion Government for the relief sought instead of to the local Government, he would support the resolution. If a bill were passed by the local Legislature it would not hold water, it would only get the small traders of the country into the courts and the lawyers would reap the benefit. The bill would be ultra vires. The amendments that had been passed to the old Act, passed before confederation, did not interfere with the fundamental principles of the bill. They were only as to the penalties.

The Chairman then put the resolution, which was carried, and it was agreed that a copy be sent to the Provincial Secretary.

The Adoption of Standard Time.

Robert Cruikshank proposed the following resolution:

"Whereas, very great inconvenience, annoyance and loss have been caused, and are now being caused throughout the whole of the Province of New Brunswick by the use of so many different methods of reckoning time;

"And whereas, a uniform time would greatly add to the comfort and convenience of the traveling community and the general public; therefore,

"Resolved, That it is the opinion of this joint conference that the general adoption of Eastern Standard time, as now in use on the Intercolonial Railway, should be substituted and used all over the Province of New Brunswick, and that the use of what is now known as St. John, or local, time should be discontinued, and only one time known and used, and that steps be taken to secure its adoption by legislation or otherwise."

Mr. Cruikshank said that the adoption of standard time arose from several conferences on the subject of time. It was decided that Greenwich, England, should be the starting point for this time. The longitude of St. John was 66 degrees. It was found necessary by men who had considered the subject in connection with railways that time should not be altered in going from one place to another. It was also found necessary to adopt a certain parallel to regulate the time for this country. The Intercolonial Railway had adopted a time of its own. It was then decided that the 75th parallel of longitude should be adopted. The change had caused much loss of time and it was decided that something should be done at this conference to have one time for all general use instead of two or three. In Moncton and other places where standard time was used, it was found to be greatly in the interests of the people. The present system of time caused a great deal of inconvenience and annoyance, and so far the only objections to the change had been made on the score of inconvenience. At the time the change to decimal currency was made, a great outcry was raised, but a provision was made for a certain day in the year for the change to come into operation, and no one would now think of going back to the old currency. There was no reason why the same plan should not be adopted in regard to this time.

Mr. Harris was quite in accord with the resolution. It had been found to work well at Moncton.

T. S. Simms said it would be better if they all adopted the same time as Halifax.

W. H. Jarvis said if that were done they would still have two times, and the railways would still retain the eastern standard time.

It would be better to adopt the eastern standard time which all the local railways now use.

C. A. Everett said if we had eastern standard time we would have one time from Detroit to the Atlantic Coast, and favored the mover of the resolution putting in the word "eastern" standard time. This was agreed to.

Hon. Wm. Lindsay opposed any change. Did the railways want to rule them in the matter of time? It would mean confusion to the laboring men.

J. V. Ellis was not in favor of changing the time. If adopted, it would be very uncertain in its operation, especially to men who were employers of labor. There were economic reasons why work should be done by the sun.

Geo. W. Allen was in favor of the adoption of standard time, on the ground that there were only two days in the year when the sun was right.

H. A. Drury said from his experience eastern standard time should be universally adopted in the Maritime Provinces. Ninety per cent. of the people visiting the Maritime Provinces were familiar with the eastern standard time.

S. Schofield said that a change was not advisable. All legislation on matters of this kind ought to be directed in the interests of the largest number of people. This change was suggested simply because the railways had adopted a different time. It would only benefit the traveling portion of the community, which was a very small percentage of the population as compared with the resident population. It was undesirable that the larger portion of the population should be inconvenienced for the smaller. They had no evidence as to the working of the system. Moncton was a town where standard time was used, but the representative from Moncton did not give them any information with regard to the practical working of the system there.

J. W. McCready, of Fredericton, did not think there was any evidence before the conference that there was any annoyance, confusion, loss or damage to any person or class of persons by the present system of time. The resolution should state facts so there should be some evidence behind it to support it. If they passed a resolution at all they should pass a resolution adopting standard time after reciting some evidence. There was no necessity for such a thing; there was no demand for it by the country or the city.

J. V. Ellis thought there was no reason in this resolution, except that the local time did not agree with the sun time. The present time of the sun was most convenient.

Andrew Malcolm thought more inconvenience would be caused by the eastern standard time than by the sun time; they would have 36 minutes less sun during the work day.

H. H. Pitts suggested the mover withdraw the resolution altogether. There was evidence of strong feeling against it.

J. F. Merritt said that Halifax, Yarmouth and other places had adopted a time one hour ahead of the railroad time here, and they found it worked admirably. If a change were made it would

suit the people of the city better to adopt the same time as Halifax and Nova Scotia ports had adopted.

T. S. Simms thought if every town would adopt the 60th parallel, or the Atlantic standard time, then the railroads would come to it.

Mr. Spurr moved that the question be given the "three months' hoist" as there seemed to be a disagreement; which Mr. Pitts seconded.

On being put to the meeting it was decided on vote of 15 to 10 in favor of postponing the question.

Maritime Board of Trade.

Mr. Troop, President of the Halifax Board, said that as they had been successful in bringing together the local boards of trade of this Province, and what he had seen convinced him that to widen the circle could not fail to be of the greatest importance to the Maritime Provinces, he therefore moved, seconded by Mr. Everett:

Resolved, that in the opinion of the delegates here assembled, it is desirable that a Maritime Board of Trade should be organized, representing all the local Boards of Trade in the Maritime Provinces.

Resolved that a committee of five be appointed from among the delegates here assembled, whose duty it shall be to report to the meeting this evening a brief scheme for the immediate organization of such Maritime Board.

Messrs. Troop, Halifax; Everett, Morrison, Newcastle; Teed, St. Stephen; and Mayor Robertson were appointed the committee.

Mr. Troop submitted the report later in the session, saying he did so all the more readily because the Governor had endorsed the action of the Board in anticipation, and he congratulated the chairman on having a gentleman presiding over the affairs of the Province who expressed views that they were all delighted to hear.

The report was as follows:

The committee appointed to prepare a scheme of organization for a Maritime Board of Trade respectfully recommend adoption of the following constitution:

1. This body shall be known as the Board of Trade for the Maritime Provinces.

2. It shall be composed of delegates selected by the various Boards of Trade throughout the Maritime Provinces.

3. It shall deal with all matters of trade and commerce affecting the interests of the Maritime Provinces or of any section thereof, as well as matters affecting the interests of the whole Dominion.

4. The officers shall be a president, a vice-president for each of the Maritime Provinces, a secretary, a treasurer and a Board of Directors, upon which there shall be at least one member from each Board of Trade affiliated with the body.

5. Meetings of this board shall be held semi-annually, in the month of _____, at such places as may be selected by the board at its meeting.

Your committee recommend that the first meeting be called by the president of the Halifax Board of Trade at such time and place as he finds will be likely to best accommodate the various boards.

The report was adopted, and a copy will be sent to each Board in the provinces.

Mr. Thorne moved, seconded by Mr. Spurr, and carried, that the session adjourn until 8 o'clock.

The Lieutenant-Governor.

On resuming in the evening, the President introduced the Lieutenant-Governor of New Brunswick, Hon. Mr. Fraser, who said he had much pleasure in being present. The gathering together of so many of the intelligent business men of the country could



IRA CORNWALL
(Secretary St. John Board of Trade.)

not but produce results beneficial to the commerce and industry of the province. Many years ago he was a member of the Board of Trade at Fredericton. At one meeting a delegation was appointed to visit the city of Detroit, where there was a great meeting of delegates in reference to commercial matters between the United States and Canada, and among the delegates from the city of Fredericton were the late Judge Fisher and the late John Pickard. The greatest speech made at that meeting was that of the late Joseph Howe, and Canada came out with honors. Coming back to the present meeting, his Honor said that he was present in his representative capacity, because he thought it proper and right in an assembly of this kind to do so after receiving an invitation, and that he would by his presence give every countenance possible to the gathering of the intelligent minds of the country. "It is only by rubbing against each other, by the interchange of thought and business opinion, that one can arrive at a satisfactory result with regard to anything. One Board of Trade may take one, and another may take another view. Where a large majority of the Board of Trade of any community approve and pass any resolution with regard to any particular subject with which they have been dealing, it ought to carry great weight, and if you call together Boards of Trade, as you have done here, nothing but good can result."

Shortening Terms of Credit in the Interests of Legitimate Trade.

Mr. Joseph Finley moved the following resolution:

"Whereas the long credit system at present in vogue in this country is a serious drawback to healthy business:

"Therefore, resolved, That in the opinion of this meeting it would be greatly in the interest of the country at large if credits were curtailed and goods sold on shorter time by both wholesaler and retailer."

Mr. Finley said the resolution should be supported on four grounds: 1st. On the ground of economy. The short time buyer could buy goods considerably less than on the long-credit system. 2nd. It was strongly in the interests of legitimate trade. The shortening of credit would reduce a great deal of undue competition. The resolution should be sustained on this ground if on no other. The shortening of credit would revive legitimate trade. 3rd. It was the best help towards the collection of accounts. A short credit account was more easily collected than a long one. 4th. It would avoid accumulation of stock. The short time buyer was a most careful man, and it was seldom, if ever, that they would find an accumulation of stock when the short-time buyer knew he had to pay in 30 or 40 days.

Ward Pitfield, in seconding the resolution, said if anybody wanted a reduction of credit it was the dry goods people. While Mr. Finley's terms were 3 to 4 months, their terms were from 3 to 9 months. It would be beneficial if the terms of credit were shorter, but the difficulty was to carry it out, as St. John only controlled a small portion of the trade of the Dominion. There was a pernicious system in the dry goods business of dating ahead, such as taking an order in June and dating the goods 1st November. Similar resolutions to the one moved were on the minutes of the Boards of Trade of Canada, not once but many times. It would do no harm to vote on this subject, and to vote unanimously, but at the present time, he thought, it was impracticable. The trade of Great Britain was run on long terms of credit, such as six months from 1st April for goods shipped in January to Canadian clients, from nine to twelve months to people engaged in the Australian trade, and in South Africa credits extended as long as fifteen months. He seconded the resolution, and asked the conference to unanimously place it on the minutes.

Mr. Pitts favored the resolution.

W. S. Fisher was pleased with the resolution. As Mr. Pitfield said, the carrying out of the matter was a different thing. They could not stand on their own merits; they had to be guided by and follow the people of the Upper Provinces. The cause of failure, as a rule, was not that the man had been extravagant or not done sufficient business, but heavy losses, because he did not collect promptly. The trouble was not so much as between the wholesaler, manufacturer or capitalist and the retailer as between the retailer and the consumer. The retailer felt compelled to give unlimited credit to his clients. If the country merchant were more careful, not so anxious to give credit, he would be the better able to pay the jobber or merchant promptly. We should follow the method of trade adopted in the United States, which is on the short-time principle.

J. J. McGaffigan said the root of the question was the consumer. The consumer had to do with lumbering and farming interests. This took up a large portion of 6, 8 and 12 months, and while these people were waiting for returns, the jobbers in the cities had to suffer. They had to compete with English and Western credit, and if a man could buy for cash he would do so, and take the dis-

count. It was not a question of ability to pay, it was inability to pay. He had to wait until the material grew. The lumberman had to go into the country with materials, pay for supplies, pay for materials to bring logs to market, and as he had to wait until he made a return, he was not able to meet bills in 30, 60 or 90 days. The men who labored with him did the same thing and got their support out of the store. They had to take more risks than the jobber in this country. If the jobbers were to identify themselves more with the people they would know that there were in the country honest, straight, upright men, who took more risks than the jobber and did all they could to pay their bills, but it was impossible.

The chairman then put the question which was carried.

The Treatment of Insolvent Estates.

W. H. Thorne, in moving the resolution, said the want of an Insolvent Act for the equitable distribution of the assets of insolvent estates was a great disadvantage to the legitimate traders throughout the province. In insolvent estates an agent for the insolvent came to St. John, asked them to accept a compromise of 25 cents or so, as the case might be, in the dollar. The majority to whom this appeal was made, with a leniency toward the trader, were inclined to accept the compromise without looking into the affairs of the insolvent at all. This had militated against the interests of the traders throughout the province, as well as creditors in other parts. These traders who came to grief asked for a compromise, and then put their goods on the market at a lower rate than any legitimate trader could buy them. In the absence of an Insolvent Act it was incumbent upon them to find some means of removing these difficulties. If there was an Insolvent Act it would be unnecessary to ask the conference to commit themselves to any such resolution as proposed, but it was desirable to have an expression of view upon the question. Mr. Thorne then read the resolution, as follows:

"That in the interests of legitimate traders it is desirable that we have an Insolvent Act, or an Act for the equitable distribution of insolvent estates."

Geo. A. Schofield seconded the resolution, and said that the present position of the matter in the Dominion was that an Act was passed by the Senate, would be introduced to the House of Commons at the next session, and would probably go through in some form or other. It was not worth while to press upon the Executive of the Dominion Parliament to pass an Act to provide for equitable distribution. If it did not, the Provincial Legislature should take the matter up, and not leave them as they had been, to the injury of the good name of this province and of Nova Scotia.

The resolution was carried unanimously, and it was agreed to forward a copy to the Provincial Secretary.

North Shore Lumber Freights.

J. J. McGaffigan then proposed the following:

"Resolved that in the opinion of the conference of these New Brunswick Boards of Trade, a special lumber rate on the I.C. Railway from the North Shore ports during the winter season to the open winter ports of the Maritime Provinces would add greatly to the business of the railway, and would largely develop the export lumber trade and enable that section of our province to participate in the Canadian export lumber trade to the United States, West Indies and South American ports in the winter season."

Mr. McGaffigan said that some time back they had tried to bring the matter before the Intercolonial Railway, and they were told that they could get no satisfaction from the parties at Ottawa who then managed the railway. Since then, however, there was a head of the railway at Moncton, and he knew that the interests of that section of the country had suffered in the years gone by. He understood that in order to get the lumber to British markets they were giving excessive rates to steamships and sailing vessels, and if they had anything like a fair rate on the I.C.R. they would not force a market in Great Britain, and in certain seasons of the year, owing to several sections of the country being closed to navigation, they could largely develop that trade through the open winter ports.

Mr. Hatheway said he knew personally of large quantities of shingles that had left by the way of Grand Trunk, and railways of the States of Vermont and New Hampshire, to Boston and other ports.

Mr. Thorne, in seconding the resolution, said that although there had been considerable discussion on this subject, there had been but a slight concession made, and it was not sufficient to induce them to ship. It was acknowledged on the part of the department that while the through freight rates from Halifax to all points in Canada and Ontario was at a rate that did not pay them, the rate proposed by the North Shore lumber merchants would give them a profit. There would seem to be no reason why concessions should not be made by the railway to enable the merchants to ship during the winter season a great deal of their lumber through the port of St. John.

Mayor Robertson said it was a very hard case that the whole lumber country on the northern shore should be deprived of the United States market.

J. D. Creaghan thought it was proper for the I.C.R. to give a special, low rate, the duty on the logs, etc., being now taken off. It would increase the traffic to St. John, and serve the city especially.

The President put the question, which was carried unanimously.

To What Extent may a Wholesale House do a Retail Trade, and Would it not be to the Mutual Advantage of the Wholesale Merchant and Country Storekeeper that the Retail Trade be Left to the Latter?

J. D. Creaghan moved, seconded by Mr. Hennessey, the following:

"Whereas the practice of selling merchandise at retail by the wholesale trade is detrimental to the mutual interests of both the wholesale and retail trade of this Province, tending to increase the cost of selling and commercial risk of the former, while compelling the latter to seek business advantages outside this Province which might naturally be expected from the wholesale firms of Canada if a different system of trading be established;

"And whereas the practice of selling goods to private persons by wholesale firms has been going on for a long time;

"Be it therefore resolved that this conference disapproves of this manner of doing business and recommends that any wholesale firm in Canada who shall hereafter do a retail trade as above described, in the Province of New Brunswick, shall be reported to the different Boards of Trade of this Province by the aggrieved merchant to be dealt with at their next meeting."

Mr. Thorne sympathized with the mover and seconder. It was one of the most difficult problems that he had to deal with in his business, where the consumers were very often the largest purchasers of many lines of goods that were never kept amongst the traders in the country districts. That was the difficulty that lay in the way of supporting the resolution from his own standpoint. He protected traders as far as possible, but a very large number of articles that were kept in stock in St. John were not kept by the retailers throughout the country, and people were forced to send to St. John for the purpose of finding exactly what they wanted.

H. H. Pitts said there were three words that should be omitted in this resolution—"in St. John." This thing was not in St. John. It was not the travelers from St. John, but those from Montreal and Toronto, who sold goods to wholesale merchants, and then went up through the little villages taking their samples and showing them to people, and selling them at the very same cost as they sold to the wholesale merchants. "In St. John," should be "in Canada."

Mr. Creaghan accepted Mr. Pitts's amendment.

J. F. Merritt said his own firm gave strict orders to their travelers only to sell goods to dealers.

Mr. Schofield would like to ask how it was proposed to deal with the case of a wholesale merchant who had no customer in, say, the town of Newcastle. Would their idea be to go so far as to say that, the wholesale merchant doing no business in the town, it would be right to debar him from doing any business at all in the town, there being no shopkeeper willing to buy goods from him?

Mr. Creaghan replied that if a wholesale house came into a

town and it did not suit anybody there to buy from them, would that drive the wholesale house into a retail business, to sell goods to a private party? Some time ago he had sold a small party six suits of clothes, and then a large wholesale and very respectable firm in Montreal quoted these same goods 50 cents or so less than he had sold them for. The customer was a lumberman, and not recognized in business at all.

Mr. Ellis asked what difference there was between this and selling a barrel of flour to the city trade.

Mr. Hatheway would be glad if the wholesale merchants would agree not to sell any goods to consumers at all. It was simply a matter of agreement. If the wholesale merchants would agree not to sell to consumers he, for one, would be glad to fall in with such an arrangement. He had often advocated this.

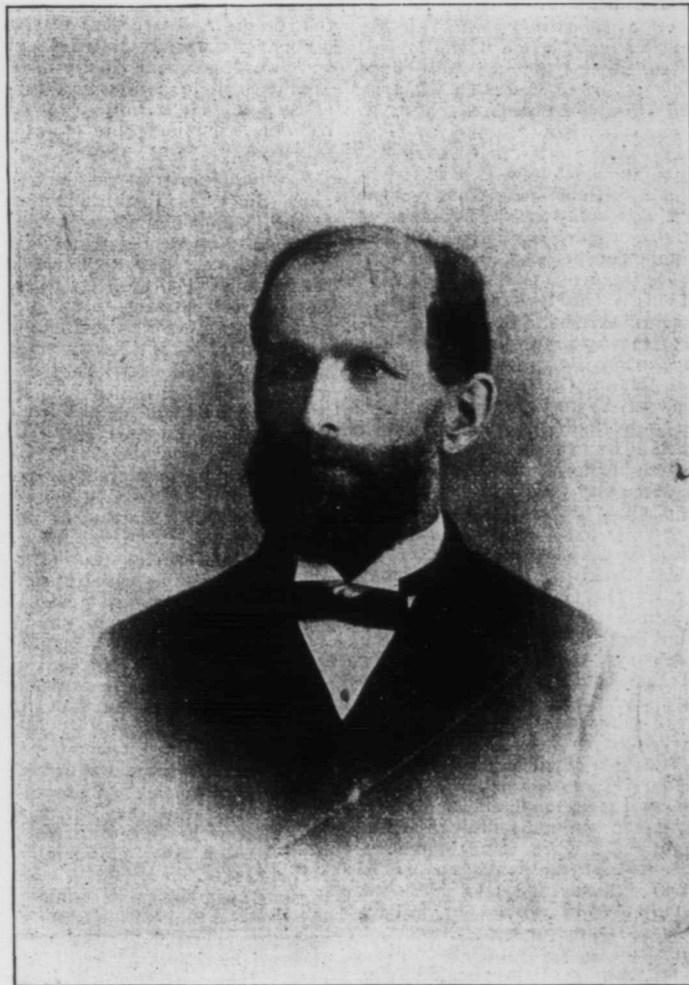
Mr. McGaffigan said this matter had been brought up in the northern part of the province and they had threatened to boycott St. John and other merchants in the province who sold goods in this way. Fishermen clubbed together and got their nets at wholesale prices. The wholesale men did not know who they were dealing with, did not know the people and were not familiar with the section of the country. The merchant heard of the transaction and made a complaint if his own orders were filled with the house who had sold the goods. It was a hard matter to settle. He would like to see the merchants of St. John take the matter in hand themselves and show their determination not to sell goods to consumers in the country.

Andrew Malcolm remarked that in buying goods in Boston, where he was not known, his name was always looked up in the directory to see who he was before prices were even quoted on goods.

Mr. Troop, of Halifax, asked whether it was the intention of the mover of the resolution that it should extend to persons who do a wholesale and retail business at the same time.

Mr. Creaghan replied, "Not at all."

The question was then put to the meeting and carried unanimously.



GEORGE ROBERTSON
(Mayor of St. John)

The Exportation of the Products of Canada Through Canadian and not Through United States Ports was then Discussed.

Mr. S. Schofield introduced the subject by moving the following resolution:

"Whereas it is manifestly the duty, as well as the interest, of each section of the Dominion to assist in promoting the welfare and prosperity of the whole country;

"And whereas it would be advantageous to the Dominion generally that its import and export trades should be conducted over Canadian railways and through Canadian sea ports;

"Therefore resolved that the Managers of the Grand Trunk, Intercolonial, and Canadian Pacific Railways, as well as the various Boards of Trade throughout the Dominion, be requested to promote the foregoing idea so far as practicable, especially by utilizing the Maritime Province sea ports during the winter season when the St. Lawrence is closed to navigation.

"And further resolved that the Dominion Government also be requested to co

operate in every possible way, more particularly when arranging future steamship subsidy contracts, which should always stipulate for the use of Canadian ports only, and thus carry out the policy of "Canada for the Canadians."

Mr. Schofield proceeded to say that it might seem strange that such a resolution should be proposed 27 years after the Confederation of the Canadian Provinces, and 7 years since the opening of the Canadian Pacific Short Line to this City. They certainly, he said, had very great expectations with regard to the benefits that would flow to these Provinces from the establishment of Confederation, and from the opening of that great railway, but they had suffered a very great deal of disappointment, and it was because of that, that the feeling existed to-day that some movement was desirable, and the matter was brought before the Conference in order to obtain its opinion and support that greater benefits might come to this Province than had been realized. Proceeding, he said, that the C. P. R. since it had been opened and in operation to this city, was known to have carried very large quantities of the products of Canada to United States ports, and very little had to come to St. John or Halifax. The Grand Trunk Railway had carried nearly all the products that are exported over its road to Portland, Maine, and from that city it had been carried to the old country by steamers subsidized by our own Canadian Government, which was the greatest disappointment of all. A change was demanded, and he might fairly say not only by New Brunswick but by Nova Scotia. These Provinces had rights. They had paid, and were still paying and would always have to pay their share of the interest on the public moneys of the country which had been invested in the C. P. R. and canals and other improvements to the country to the west, and it was natural and right that they should claim to enjoy some of the benefits which resulted from these great public undertakings. He claimed from the Government more particularly, that they should assist this demand and movement in every way they could by subsidies, and, if possible, by Provincial tariff arrangements, so as to encourage the importation and exportation of goods to and from Canada through our own ports. In asking that assistance from the Central Government they were strengthened by the fact that there was a great principle underlying the whole principle of the Government, that is protection which was afforded the manufacturers and all kinds of industries throughout the Dominion. Surely it was only the same principle when he asked for protection for the sea ports and their proper business, handling the imports and exports of their country. He asked the railways for their support. The Intercolonial Railway had been built entirely by the public money of the country, and there could be no doubt that the management of that railway should do all they possibly could to do what he asked. The Grand Trunk and Canadian Pacific Railways had also been very largely aided by the public money of the country, and he was justified in asking the management of these railways to do something for the benefit of all sections of the country. As regards the people of the country generally, they were asked to support this movement on the ground of self-interest. It was to the interest of everybody in every part of the Dominion that the whole should prosper. The Maritime Provinces could not possibly prosper as they should do if they were deprived of this trade. The idea was a national one, and on that ground, and on patriotic grounds, they appealed to the public generally throughout the Dominion. The next consideration would appear to be the practicability of the scheme. The most important point in that connection was the distance between the Old Country and, take Montreal. The shortest distance between Montreal and Liverpool was via Portland, Maine, next came St. John, next Halifax, and next New York, that was taking the railway and steamship distances together. From Montreal to Liverpool, via Portland, was 3,147 miles; via St. John, 3,181 miles (only 34 miles more); via Boston, 3,290; via Halifax, 3,319, and via New York (which controlled the largest part of the trade), 3,375 miles. Between the longest mileage, via New York, and the shortest mileage via Portland, there was only a difference of 228 miles. It was a mere nothing in the consideration of the total and it is quite evident that it was not a question of mileage which would cause the province to gain the trade and hold it.

In regard to the ports, Nova Scotia had Halifax and Louisburg both capable of prosecuting business. He was not claiming on behalf of the Board of Trade of St. John that this business should only go through New Brunswick. They were claiming that the Maritime Provinces and Nova Scotia had at least as good ports. New Brunswick had two good ports, St. John and St. Andrews. In a general way there was no question of the practicability of the scheme. They required assistance from the Boards of Trade in order to accomplish this object. They wanted the assistance of their Parliamentary representatives, and if the people were in earnest and laid the matter before their Parliamentary representatives, it followed as a matter of course that they would get their assistance and the matter would be urged upon the Government. Whenever that point was reached, that the object was accomplished

or within reach, there was no doubt there would be a friendly rivalry as between the different provinces and the different ports. St. John would like to have as much as possible of the trade, and the same with Halifax. It was wanted for the Maritime Provinces first, and then they could do what they could for their own respective interests.

In regard to St. John, a great deal had been said as to the capabilities of the port, and they had found it necessary to present a great many facts on that subject to the public from time to time, and on one special occasion the Board of Trade, in order to remove a great many erroneous ideas conveyed in regard to the Bay of Fundy and the harbor and port of St. John, appointed a special committee to look into the matter and get all the information possible and report to the Board. That committee performed its work satisfactorily, and at great length. They had prepared a pamphlet on the Bay of Fundy and the port of St. John. This showed that the port, so far as navigation went, was one of the safest north of the Hatteras. There were deep water wharves on each side of the harbor, with 27 feet of water at low tide. The C.P.R. grain elevator was the best in America. He made these remarks with regard to St. John, as Mr. Troop and others had an erroneous idea of the port. He asked that each Board of Trade take a copy of the pamphlet containing the report of the special committee on the subject.

Mayor Robertson said he had the honor to second the resolution. Since 1882 this question had been at various times discussed by the Dominion of Canada and by the mother country. Those who had voted for the confederation of the provinces did so because it was represented that it would benefit the provinces, and those in the Maritime Provinces had been grievously disappointed. The Lower Provinces were to have the handling of the import and export business, but they had not got it. Neither the Intercolonial nor the Canadian Pacific Railway short line had brought the business as they should have done. St. John had done her part and expended a quarter-of-a-million of dollars upon her harbor, etc. He confessed it was the most difficult problem in the Dominion of Canada. He feared that unless the Government took hold of it with the determination of subsidizing freight lines and giving rates of freight to those who were running the lines to compete successfully with their rivals, that it could not be done. There was not only a Canadian aspect, not only a Maritime Province aspect, but there was an Imperial aspect. There was an Imperial aspect to it from the time that the Intercolonial Railway became a part of the contract. It was guaranteed by the British Government, and the money was raised by that guarantee. He held the Mother Country was to-day more deeply interested in this matter than she was in uniting the different provinces of Canada. At the Intercolonial Conference held at Ottawa the other day, this great question came up, and it was one of, if not the, principal question that came before the conference. Already the Canadian Government had granted a considerable subsidy to a line of steamers from Vancouver to Australia, and an enormous amount of money had been put in the C.P.R. At the discussion of the great question in Ottawa the British Government had a representative in the Earl of Jersey, and he is to report to the British Government, and he (the speaker) judged that the Government of Canada and the people of Canada were waiting with considerable interest as to the result of the report of the Earl of Jersey. They had to consider the possibility of the British Government taking hold of this thing and putting it through and making it a success. The cost of a six months' war with France would give the steamers and divert the trade that goes through the American ports. Mr. Robertson proceeded to read an extract from a paper to the effect that it was as much to the interest of the Australian Government as to the Canadian Government that a subsidy should be granted and a fast line established. The mails would gain several days by the Canadian route from Australia. The present contract for carrying the British mails, and vice versa, by the Peninsular and Oriental and other lines via the Suez Canal would expire in the year 1896, and in that year it would be available for re-distribution and then the Canadian route would become a powerful competitor. The mails from Australia can be delivered at Vancouver in 18 days, carried across the continent by the C. P. R. in five days and across the Atlantic in six days, making twenty-nine days in all. Mr. Robertson thought it was too much for the Government of Canada and the people of Canada to undertake. With all the energy, perseverance and determination of this country, it was sometimes, and he believed in this case it might be, far too much to undertake this tremendous service unless supported by the Imperial Parliament and by the Government of Australia. When the report of the Earl of Jersey came in they would come to the end of the question and know whether they were to have an Imperial highway across the Dominion of Canada or not. He had dwelt at some length upon that aspect of the affair as it was the only aspect that held out any hope for the future. The C.

P. R. had bowed to the strong feeling in Winnipeg, but Mr. Van Horne said it was absolutely necessary to make American connections. The C. P. R. had gone to American ports and had hauled our freight without reference to the national idea and purely on the principle of dollars and cents.

There was still another aspect to the question. The Maritime Provinces had a right to ask the Canadian Government to give the Maritime Provinces' view of the question more consideration than they had yet given it. The other day they had a deep water convention to carry the St. Lawrence route through to Chicago. He did not believe that there was a thought in the minds of the western Canadians about the importance of the Maritime Province to the Dominion of Canada. He regretted to say that he found a great deal of indifference, showing that we were not, with all our Maritime ports, in their thoughts at all. He had said in Montreal latterly: "Canadian as I am, strongly as I have faith in Canada and the Imperial idea, if the present state of affairs continue, if the trade of Canada continue to pass through American ports, I fear that the people of the Maritime Provinces will come to the point

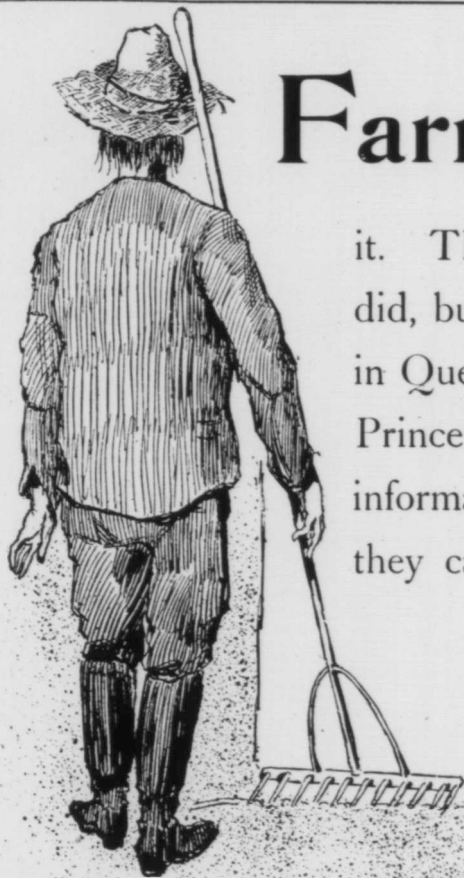
not use United States ports, that they must discharge their cargo at either St. John or Halifax, or both. The Government were giving public monies away to support a foreign port.

Hon. Mr. Lindsay said the Government should give a large subsidy to the railroad to carry cheap. Every man would ship by the cheapest route. The freight on the Intercolonial Railway should be so low, that by shipping by this route would be to the advantage of the people to do so.

Mr. Hatheway then put the question, which was carried unanimously.

Delegates at Luncheon.

The St. John Board never does things by halves, and when they decided on a conference they also arranged a luncheon which was a most delightful one. The chair was occupied by Mr. Hatheway, and the vice-chairs by W. H. Thorne, C. A. Everett, W. S. Fisher and W. M. Jarvis. After the bounteous repast, and Her Majesty's health had been toasted, the Chairman proposed "The Governor-General," to which J. V. Ellis, of the St. John Globe,



Farmers Don't Read

it. They would find little to interest them if they did, but all the live Grocers and General Dealers in Quebec, New Brunswick, Nova Scotia and Prince Edward Island do, because it contains information which they must have, and which they can get from no other source.

THE CANADIAN GROCER

Toronto and
Montreal.

and say that it must not exist any longer." Were we going to stand by and see our seafaring men go to American ports, our greatest interest of ship-building passing away.

A great problem laid before the Canadian Government unsolved, and it would have to be grappled with and solved if they were going to build up a great Canadian nationality. It was the duty of the City of Halifax and of every county of the Maritime Provinces to join St. John in this common object, that the Canadian trade that is being largely developed in American ports shall be diverted to the proper route, and if it could be done by the hands or money or energy of man, it should be done, that we might become in very truth a Dominion from the Atlantic to the Pacific.

Hon. Mr. Lindsay said he would like to ask, if in shipping to the Old Country or importing back, the Government were to make the people ship by the dearer route?

Mr. Schofield said that in arranging subsidies with the Dominion and Allan lines of steamers, the Government should say they must

responded, saying he was not sure how far the Governor-General would approve of his answering the toast on this occasion. His Excellency was here, and we found him a gentleman in every sense of the word. We had never a Governor-General who made less distinction among all classes than the present one. Everyone had been deeply impressed with his wife, who had taken such a deep interest in the people. (Applause.)

W. S. Fisher proposed "His Honor the Lieutenant-Governor," to whom he paid a glowing tribute. He was a lawyer and a citizen, and one of whom all had felt proud.

Hon. James Mitchell responded on behalf of the Lieutenant-Governor. It gave him a great deal of pleasure to do so. He would say very little in addition to what Mr. Fisher had. Every man, woman and child knew the name of Governor Fraser, and no man was more popular than he. The newspapers, which delighted to say the very best of a man, told of what a reception he had had on his recent visit to the North Shore. He expected that

he would have been at the conference. He felt that he was echoing the feelings of everyone in New Brunswick when he said the present Government occupied a warm place in the hearts of all. Since Governors had been selected from men of New Brunswick we have had men of whom we have felt proud. If Governor-Generals were selected from men of Canada, we could produce as good men as can be sent from England. The gift of John J. Fraser as Governor of New Brunswick was one of the best that could have been given this fair province of ours.

The next toast was "Our Guests from Nova Scotia." The president spoke of the mines of Nova Scotia, its agricultural advantages, and the many other things which made it what it was.

Mr. Troop, president of the Halifax Board of Trade, was received with three cheers and a tiger. He said that if an eloquent speech was expected from him those assembled would be surprised. It was the forte of merchants to do and not to talk. There was a profession whose members could do and talk also. The president's kind references to Nova Scotia had entirely overcome him. Nova Scotia had great capabilities as he was aware, and he could safely say it had the most kindly feelings towards the adjoining province of New Brunswick. When he received the invitation of the St. John Board to attend the conference, an honor was conferred upon him that he had not anticipated, and would not soon forget. The interests of the Maritime Provinces stood in a peculiar position in this Dominion. We had the great Western Provinces in a measure eclipsing and overshadowing our Maritime Provinces. For 15 years the press had been pointing towards the great western country and "Go west, young man," was the advice given. We felt now that we had interests in the Maritime Provinces. The St. John Board of Trade had struck the keynote in calling together here representatives from the various Boards of Trade, and in showing that the interests of St. John were not different from those of the outlying districts. The question of having such a conference had been discussed by the Halifax Board. He spoke very much in favor of these gatherings, and showed the advantages of them to the cities and towns of a province. As the cities advanced, so must the rural districts, and when representatives from them met the city men, prejudices were torn down and more was thought of the interests of New Brunswick. What would we give in Halifax, he continued, if we had a noble river such as you have behind you? We boast of having a good harbor, but Providence gave us that, and did not give us a river of such grandeur as St. John. The first trip he had made from his home was up the St. John river to Fredericton. He had since traveled the whole continent, but had found nothing of such beauty and with such scenery as the St. John. He saw around the table gentlemen who had been born in the same village in Nova Scotia as he. He had no sectional feelings, but believed in the possibilities of the Maritime Provinces. "But one word of warning. That is, a determination that country must be before party. We have a good country, and have spent a good deal of blood and money. We of Nova Scotia didn't take kindly to the union that made us citizens of Canada. The past is forgotten, and now we are to make the country what it can be. We will work in the interests of trade, and let us do what is best to advance its interests. You have so well undertaken the work of bringing around you gentlemen of the Boards of Trade, that let us hope that from this time forward the circle will be enlarged, and that hereafter we will have Maritime Province Boards of Trade. If ever we have the pleasure of inviting the Boards of Trade to the city of Halifax, we will give them a right royal welcome; and I will tell the board of your sister city of the welcome you have given their president to-day. I wish you every prosperity. Let us remember that we have an important office to fill, a duty to perform. If we respect ourselves, we will be respected by the people who at present overshadow us. Our integral rights as a population can only be secured by a determined purpose of the people of the Maritime Provinces."

Mr. N. Currey, of Amherst, was glad to be present and hear the debates, which he had listened to with pleasure and profit. The Amherst Board of Trade was established only a short time ago, but they had been grappling with such things as freight rates, pedlars' rights, etc. He agreed with Mr. Troop that it would be well to have a Maritime convention. The Insolvent Act was something that might well be dealt with by the Boards of Trade and the merchants of New Brunswick before it was passed by the Government. He didn't like the bill as it stood. A good Insolvent Act was a good thing, but a bad one was worse than none at all. Referring to freight rates that affected the people of the North Shore, there was one thing that should be thought of, and that it was the ship railway, which, when completed in two years, would greatly cheapen the rates between the North Shore and S. John.

Mr. W. M. Jarvis said he had been asked to propose the toast of "Delegates from New Brunswick Boards of Trade." Some day he

hoped to see a hearty reunion of all Maritime Boards of Trade. This move of the St. John Board of Trade was experimental, and some day likely they would call together all the boards. We wanted to see that we were working together for the common good of the province. He spoke of the hospitable and hearty reception the Church of England delegates—of which he was one—had received at Woodstock. Following up along the lines of an editorial he was very much pleased to see in one of the morning papers, we should try to develop a public spirit.

Mr. J. S. Neil, of Fredericton, thanked the St. John Board on behalf of the Fredericton Board for the way they had drunk the toast. He acknowledged the success of this conference. He had learned much during his visit to St. John. Since the Fredericton Board had been organized, some four years since, it had done much and endeavored to show the capabilities of their city. He referred to the beauty of the River St. John, and advocated an improvement in navigation. Thought the river should be given some necessary dredging.

Mr. H. H. Pitts, of Fredericton, said that just as the Boards of Trade understood their strength and usefulness the more would the people recognize them. In commercial union was what was wanted with the Old Country, and he told them that during his visit across the water, he had the privilege of going up the Rhine a short time since. We had just as good country here, but we didn't appreciate it. We have the greatest country in the world, and New Brunswick and Nova Scotia were the best of it. There was nothing like advertising it. New Brunswick and Nova Scotia were self-contained. We had no use for the rest of the country if they had none for us. Send over some of our young men to the Old Country and let them see poverty and vice there, and there couldn't be any better advertisement than that.

Mr. J. W. McCready, of Fredericton, thought he was safe in saying Frederictonians were a happy and prosperous people who lived in a beautiful city. Their business laws were sound and the city was enjoying a fairly substantial growth. The newspapers had quit talking about the west and had learned something of their own country, and the people were beginning to do so also. The west had had so much attention since the formation of the country, because it was necessary. If our young men could be taught to stay home it would be the best thing for the country. There were plenty of room for them and plenty of work.

Mr. Teed, of St. Stephen, said he would like to make a speech but couldn't. He congratulated the St. John Board on the movement it had inaugurated, and could not see why a further movement should not be made. The St. Stephen Board of Trade was formed four years ago, and had reason to congratulate themselves on what they had done. He could not see why a Maritime Board of Trade could not be formed and be a success. While we must appreciate and feel proud of the west, the success of business in the Maritime Provinces must first claim our attention. We must be liberal and willing to give and take in matters of business. The interests of the different sections of the province were identical. If the united Board of Trade could be formed, we would have a body that must make itself felt in the councils of the country. The St. Stephen Board of Trade, as soon as they got accommodation, would be only too glad to have a convention of the boards there.

Hon. James Mitchell was glad to be present as a representative of the St. Stephen board. They lived down on the border, where they could hear the American eagle scream every day. They were proud of their town, and proud to be under the broad old flag of Old England. Perish the day that they should wish for anything better. They were not provincialists down there alone, but Canadians, who wanted to see the whole country prosper, and it would be felt among the nations of the earth.

Mr. Hennessey, of Newcastle, spoke of that portion of the country, whose people were chiefly occupied in lumbering and fishing. The St. John river was the first river in New Brunswick, but the Miramichi was the second. Immense quantities of lumber were shipped from it during the year. A great deal of their money found its way to St. John, as the people of this city did a big business with them. He spoke of the excellent treatment he had received this time in St. John.

Mr. Creaghan, of Newcastle, said it was a pleasure to be in St. John and receive the information he had got at this conference. He was peculiarly struck with the remarks of Mr. Troop, of Halifax, about the St. John river. He thought the Miramichi was the first river of Canada. He had seen 200 sails of vessels anchored in the Queenstown of Canada in the Miramichi. It was a splendid summer port but unfortunately not a winter one. He regretted very much that the people of the North Shore had thought the merchants of St. John were crowding them politically and otherwise as in the matter of stumpage. He thought the agricultural implements, carloads of which came to the North Shore, should be manufactured in St. John instead of Upper Canada.

Donald Morrison, of Newcastle, said that although the Miramichi river was closed in the winter, thousands of dollars' worth of fish were got out of it. He referred to the good feeling that should exist among the people of the Maritime Provinces.

Mr. Saunders, of Woodstock, thanked the St. John Board on behalf of the Woodstock Board for inviting them to this conference. Some fifteen years ago he went into business in Woodstock. He used to come to St. John two or three times a year, but now travelers went through the country, and the merchants did not come to St. John. He thought that was a mistake, as he and others would like to come here and renew acquaintances. Although much had been said of Lieutenant-Governor Fraser, he had found among the St. John Board of Trade many a man who would make a capable Lieutenant-Governor.

Hon. Wm. Lindsay, of Woodstock, said our country was a good deal as we made it. Some of the gentlemen had told of the large quantity of lumber that was sent away. They had seen Americans taking the lumber across from this country and manufacturing it, and then bringing it back to us and selling it. He strongly advocated home manufacture. Woodstock was the garden of New Brunswick. He spoke of the good crops, good horses, etc., of Carleton county. He was the oldest trader in the room, having been in the business fifty-five years, and knew this country was what the people make it. In Woodstock they had three sash and door factories, three carriage factories and three machine shops. He was glad to see the young men coming back to this country. He hoped all would study the interest of the country and do all they could for its prosperity.

Mr. Ketchum, of Woodstock, joined with Mr. Saunders in the hearty congratulations on the success of the conference. The Woodstock Board of Trade was only a few months old, but was a lively infant, and had done considerable kicking to remedy grievances.

Mr. Troop, of Halifax, was fully aware, and appreciated that he was in the city of St. John. He proposed the health of Mayor Robertson, who was highly esteemed, and whose reputation was established not only in the Maritime Provinces, but in the far west. At Montreal he uttered a sentiment of which every man in the Maritime Provinces should feel proud. He spoke in plain language on the winter port question. He did not think a foreign port should be built up as the winter terminus, that was, Portland, Me. He thanked Mayor Robertson for what he had said. Lord Aberdeen was present and heard Mayor Robertson say that when the St. Lawrence was closed a Maritime Province port should be chosen for the winter port.

PATRON STORES' SUPPLIES.

DEAR GROCER,—In THE GROCER of the 14th ult. appears an article under the above heading, and, with the exception of one paragraph, every retailer in the country will agree with and thank you for its publication. The paragraph to which I refer reads:

"THE GROCER is yet to be convinced that this short-sighted policy is pursued by the leading and old-established houses. Occasionally, 'in a moment of weakness,' an ordinary wholesaler may sell a bill of goods to a Patron storekeeper, but it is rare, we believe."

Surely this paragraph must have been penned by the writer "in a moment of weakness." Very casual investigation on your part will show the practice among wholesalers—whether "leading or old-established houses" or otherwise—to be very nearly the opposite of your contention.

The writer is prepared to furnish you with the names of the leading wholesale merchants in Toronto and other cities who are systematically supplying Patron stores with goods, well knowing the kind of trade these stores are doing, and in one particular case one of the leading hardware stores in To-

ronto opened an account with a Patron supply store which had just started in a small place where the house in question had had the custom of the other store for some years, and that after they had been informed of the state of affairs and requested not to fill the order of the P.S.S.

The rest of the article is on a line with what usually appears in THE GROCER—good. RETAILER.

[THE GROCER is still yet to be convinced that the "short-sighted" policy of selling to the Patrons "is pursued by the leading and old-established houses." If, however, "Retailer" will supply us with the names of wholesale houses who are pursuing this "short-sighted" policy, we will gladly publish them.—ED. GROCER.]

FORGOT THE PRINCIPAL ITEM.

Burt & Co., of Bracebridge, under date of October 5th, write: "As noted in your issue of 28th ult., we have started our grocery business here, writer having left the Muskoka Mill and Lumber Co., with whom he has been for some years past. In placing our opening order, we forgot one of the principal items, viz., THE GROCER.

We can't weigh without scales, and we can't buy and sell without THE GROCER: so please add us to your list.

Mayor Robertson thanked Mr. Troop for the kind reference he had made to him. He felt, he was going to say, almost jealous of the privilege his warm friend, the president of the St. John board, had in arranging the grand gathering of to-day. To him should be given all the credit. St. John could boast of an antiquity, being incorporated in 1785. Not more than 40 years afterwards, the Chamber of Commerce was inaugurated, and now, as the St. John Board of Trade, it had taken an active interest in its city. The extent of St. John's commerce and her history gave her a noble position. There was a time in the commercial history of New Brunswick when St. John was more to the rising towns of the province than she was to-day. Now the cities of Fredericton and Moncton competed with St. John, and although there was competition underlying there was a sentiment of good feeling and brotherly love. He had had an opportunity in Montreal of saying a word for Halifax. Halifax had some advantages, St. John had some advantages, that entitled each to the winter port. It was, after all, a matter of competition, and let the best one win. He favored the establishment of a Maritime Board of Trade. In speaking of the success of the New Brunswick men, he said that to those who were trying to rise to the heights of the mercantile trade, a vast amount of the knowledge of the country and the laws was necessary. Honesty was the backbone of trade. Many of the merchants commenced life by carrying a pedlar's pack through the country, but those days had gone by. He spoke of that, as the question had been discussed in the morning. He closed by thanking Mr. Troop for the kind remarks he had made to him and to the city of St. John.

Mr. Teed, of St. Stephen, on behalf of the visiting brethren, proposed the toast of the president and St. John Board of Trade.

President W. F. Hatheway made a short reply of thanks, and also made a short reference to trade matters. A great many years ago he heard a gentleman remark on a railway train that trade was hard and selfish. He had since learned that it was no more hard and selfish than any other vocation in life. The complete success of cities and their happiness lay at the foundation stone of labor and then trade. Rome, Athens and Alexandria rose on the heights of their military forces; but where were they to-day? Where was Venice since it had lost its trade? To-day, England the nation of shopkeepers, stood at the head of the world, and Canada was a part of it. He was proud to be a Canadian, and hoped that no one would ever be able to point with scorn at a resident of this country, but always look on one as a man of probity and honor.

BROOM CORN SITUATION.

Wm. S. McDonel, manager of the Windsor Patent Brush Co., Sandwich, Ont., has returned from a purchasing tour of the Western broom corn growing States. He found that the condition of affairs at the source of supply warranted the large advance of broom corn by the dealers and commission houses. There is not enough on hand to go around, at last year's rate of consumption; besides, ordinary years one-half of the crop is carried over. The manufacturers in the States have advanced prices 60 to 75 cents a dozen, hardly the difference of price of the raw article in brooms. The Canadian manufacturers have advanced 25 to 40 cents a dozen, being satisfied to do business at a loss till the trade gets used to the advance.

Cholly—"The idea of a man sending a business letter with a P. S."

Chappie—"Doosid bad form, surely."

Chollie—"But that isn't the worst of it. In this case it means 'Please Settle.'"

An Erin farmer had a squash which grew six feet in circumference in five weeks.

Oblivion claimed him

As her prize.

His house would never

Advertise.

WHAT A DOLLAR WILL BUY.

MR. EDWARD ATKINSON, the American economist, gives in detail the purchasing power of a dollar in Boston markets: "I can change the dollar into dimes, nickles and cents, and passing around through a series of shops in Boston, I first buy four pounds of the coarser but more nutritious parts of beef. Where did it come from? From the plains of Nebraska or Texas, brought through the packing house in Chicago to within a few rods of the door of my office. I buy a few little bones of the breast of mutton, brought from Kentucky; a pound and a half of fish from the Grand Banks; half a pound of bacon from Illinois; half a pound of butter or a pound of butterine from Michigan. I go to another shop and I buy four pounds of flour (from which I can make a pound of bread a day) that has been brought from Minnesota or Dakota, or even from Oregon or California, I buy a pound of sugar produced by the peasants of Germany in the best fields. I buy twenty pounds of vegetables which may have come from the Maritime Provinces of Canada, or from the far away Southern States, according to the season. I buy some oranges from Florida, some grapes from Ohio. I add a little tea from China or Ceylon, a little coffee from Java or South America, salt from Liverpool, pepper from Sumatra, spice from the Spice Islands, and I have expended the almighty dollar. I have placed on my table thirty-six pounds of well-balanced, varied and nutritious food material, which I can then convert, under a flour barrel made into an oven, into the most appetizing and nutritious food with the heat developed by two cents' worth of oil from Pennsylvania or Ohio, and it will give me adequate and complete nutrition for one week—three full meals a day—twenty-one meals for one almighty dollar. That dollar's worth of food, if I bought it to-morrow in Boston, would have been brought more than a thousand miles from the far-away sources that I have named."

THE POTATO CROP.

FROM reports covering the United States and Canada, the Weekly American Agriculturist has compiled its special summary on the potato crop. This points to an extraordinary shortage in America, and only fair yields abroad. It says in part:

Potatoes are a short crop for the third successive year, though not such an utter failure as the Department of Agriculture returns indicate, because those reports have not fully recognized the favorable product and increased acreage in northern New England and in Colorado, while our reports up to September 22nd show that late potatoes are coming out better than was anti-

ipated. Relative to population the supply is the smallest on record.

The total appears to be 165,000,000 bushels, or 20,000,000 bushels less than the bonanza potato crop of '91. The average yield per acre for the whole country is the lowest in our history, only 56 bushels, against 57½ as the next lowest in the crop failure of '90, but the total outturn is larger than last year because of the gain in breadth devoted to potatoes. With the exception of the sections above noted, the whole middle States and the central West are short of potatoes. Quality is uneven; the best yielding sections have the finest quality, while the short sections complain of small tubers of inferior quality. Prices have opened at a correspondingly higher range than usual, and growers exhibit a tendency to hold potatoes for still higher values.

This may mean that they are inclined to market more gradually and avoid a glut, in which case a steady demand at fair prices will be assured. Canada's acreage is slightly greater than last year, the largest gain being in Ontario. Last year's crop was considerably better than the present crop, but in the absence of definite data we employ the Dominion census of '91 as a basis of comparison, knowing that the '91 crop was a fair average. Our reports point to a total crop in Canada of under 45,000,000 bushels, against 52,000,000 to 55,000,000 as the average of good years. Much of the Canada crop is shipped outside of the county where grown, but to Canadian markets, the proportion available for export to other countries being for the Prince Edward Island crop, 66 per cent.; Nova Scotia, 33; New Brunswick, 20; Ontario, 10, and Quebec 5 per cent. This looks like Canadian exports of 6,000,000 to 7,000,000 bushels of the 1894 crop against 8,000,000 to 9,000,000 bushels in the year of fullest production and most active foreign demand. The Maritime Provinces continue the surplus potato sections of Canada, but their acreage has been slightly decreasing for some years. Farmers are already planning a big increase for 1895, however, as the reduction from 25 to 15 cents per bushel in the United States tariff and cheap water freights enable them to compete with northern New England growers in the Boston and New York markets. Bids made to growers in the United States range from 30 to 85 cents per bushel and in Canada 25 to 60 cents.

A JAPANESE TEA ASSOCIATION.

There has just been established in New York an American branch of the Japan Tea Traders' Association. This association was formed in Japan about one year ago, and is composed of native tea producers, merchants and traders. Its headquarters are at Tokio, and it has two branches in Japan; one in the eastern and one in the western province. Its object is to encourage the

production of Japanese teas and to increase their sale, putting the business on an extensive footing. The president of this association is Viscount Sano, ex-Minister of the Department of Agriculture and Commerce of Japan. The general managers of the American branch are Takenosuke Furuyo and Hikonjo Komada. The first-named gentleman is fresh from a tour of the United States and Canada, where he has made a study of the peculiarities of the great tea markets in different sections. The second-named gentleman, who was one of the judges of tea at the World's Fair, sailed from Japan on September 14 for New York. The Association hopes by establishing a branch in New York to be able to study the wants of the tea market there closely, and to increase its sales in America.

ON THE TRAIL OF THE PEDLARS.

DEAR GROCER,—The Retail Grocers' Association have decided to collect all the information which can be obtained regarding pedlars and hawkers, and the restrictions and by-laws relating thereto. For this purpose it has been thought we could be assisted by your valuable paper, in its many ramifications throughout the land. We desire, above all, accurate accounts of how other progressive centres of business life regulate street peddling, so as to operate in a fair business spirit towards both parties to the controversy. The grocers believe in a live and let live policy, having no desire to unduly hamper any citizen in his efforts to make a living; only, let each and everyone be assessed fairly and pay a just and equitable portion of the taxes.

Any information will be cheerfully received by our Association.

R. A. DONALD,

Toronto, Oct. 9th, 1894. President.

[THE GROCER will with pleasure lend all assistance possible in the premises.—Ed. GROCER]

NEBRASKA, CANADA.

Le Moniteur du Commerce, of Montreal, says that Farm, Field and Fireside, of London, entitles an article relating to matters in the State of Nebraska, "Hard Times in Canada." Le Moniteur opines that there is an English journalist who might advantageously study the geography of the empire to which he belongs.

Established 1850

WE MAKE A SPECIALTY OF

Hotel and Bar Supplies

And you can always rely on getting the latest novelty in this line from us.

We have something new in

CIGAR CUTTERS

and the latest is a combination

CIGAR CUTTER AND LIGHTER

Our selection of

BAR GLASSWARE

is not equalled by any house in the Trade.

JAMES. A. SKINNER & CO.

Toronto,
Ont.

Vancouver,
B. C.

We Would Draw Your Attention

To the fact that we are prepared to supply the trade with all kinds of goods suitable for the season now at hand, and have secured a variety which we feel confident will meet with your approval. Some lines are already to hand and others to arrive in due course. Our representatives will call on you with samples and prices.

Valencias	Prunes	Peels	Special	3 Crown	} Cleaned Currants in Donnes and Cartoons.
Currants	Dates	Table Raisins		5 "	
Sultanas	Figs	Nuts		7 "	

Special attention given to orders by Mail or Wire.

BALFOUR & Co.

HAMILTON.

Worth Considering

We know the difficulty you have in procuring good tea.

Too Smooth, Too Rough, Too Light, Too Heavy.

Overcome all these difficulties by using

Price too High.

"HILLWATTEE TEA"

LUCAS, STEELE & BRISTOL, - - Hamilton.

RAM LAL'S

PURE INDIAN

Package

<p>A well-recommended T, Judiciously blended T, Comforting, pleasing, Always appeasing— Best sort of household T.</p>

... Tea

FOR SALE BY ALL RETAIL GROCERS.

James Turner & Co.

WHOLESALE AGENTS

Hamilton

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As- in- ding ions pur- sist- ami- sire, ther ulate fair the l ve un- is to yone quit- eived
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PERSONAL MENTION.

THE GROCER is pleased to learn that Aaron Wenger, proprietor of the Ayton creamery, is again able to attend to business. Mr. Wenger it will be remembered lost his left foot some months ago through the overturning of an omnibus in which he was riding.

W. H. Rowley, of the E. B. Eddy Co., of Hull, was in Toronto this week.

Frank J. Blackburn, formerly with Eby, Blain & Co., is now with H. P. Eckardt & Co.

J. F. Magor, of Frank Magor & Co., of Montreal, was in Toronto last week en route for the west in quest of fall orders.

George Anderson, cashier of the Pure Gold Manufacturing Co., has returned to his post after a vacation of two months in Manitoba.

Robert Jardine, representative in the Maritime Provinces for the Pure Gold Manufacturing Co., is now making a tour of Nova Scotia and Prince Edward Island.

Albert French, representing the Pure Gold Manufacturing Co., is in British Columbia. He is doing particularly well, pushing the firm's new season tomato cat-sup.

J. Turner Gillard, son of W. H. Gillard, who for the past four or five years has been in a wholesale grocery house, and latterly with a tea house in Toronto, leaves Hamilton

in a day or two, where he has been spending a holiday, to fill a position in one of the largest tea houses in New York.

T. M. Cutter, secretary-treasurer of the Acadia Sugar Refining Company, Halifax, was in Toronto last week on his way back from Winnipeg.

Maitland R. P. Montgomery, who has been ill for some months is, his friends will be glad to learn, again back to business with Eby, Blain & Co., and will represent the firm in the city and nearby points.

Thomas McLean, chief clerk of the Toronto Customs, died Tuesday last. Deceased entered the Custom house in 1870, and had held the chief clerkship since 1879. He was highly esteemed by the business community, and his demise is regretted.

J. D. Roberts, of the Pure Gold Company, Toronto, started off on his holidays Wednesday. At Ottawa he joins a shooting party bound for the wilds some three hundred miles north of Ottawa. Mr. Roberts will be away a month, and his friends expect to see him come back loaded with bear, fox and wolf skins, miscellaneous game, and of course tales of exciting adventure. Fresh vigor he will, of course, have.

J. S. Leighton, of Orangeville, was in Toronto last week. Mr. Leighton has large business interests in Orangeville, and is prominent there in municipal circles. In reply to a query of THE GROCER, he said that in his part of the country it was the

general opinion that the worst of the trade depression had been seen; that the day for contracting bad debts had passed; and that every one was now down to "hard pan."

TRAVELERS VS. GROCERS.

The circles in which the retail grocers and the city travelers, respectively, revolve, are excited over an event that is to come off at the Woodbine race-track, Tuesday, October 16. It is a joint bicycle meet, and among the most important of the events is a team race, grocers versus city travellers. The full programme of events is as follows: One mile, open to travelers and grocers; half-mile, open to travelers only; half-mile, open to grocers only; five mile team race, between travelers and grocers only; two mile race, open to clerks only. Prizes will be awarded for each event.

Attention is drawn to the advertisement of the Compagnie d'Approvisionnement Alimentaires de Montreal, Ltd. (Provision Supply Co. of Montreal). As will be seen from it, this company controls some of the very best and well-known brands of French goods, notably the E. Cusenier Fils, Aine & Cie.'s liqueurs, etc.; J. Denis, Henry Mounie & Cie.'s brandies; La Cie Coloniale chocolates, etc. This firm state that they do the largest import business in French goods, buying direct from the manufacturers, which, with the connection they have, should enable them to quote, as they claim they do, extremely low prices on this class of goods.

TAKE A LEAF from THIS LADY'S BOOK.

Appointed by
Special
Royal Warrant

SOAP MAKERS
TO HER MAJESTY
THE QUEEN

DON'T WORRY!

What's the use of worrying
Of hurrying
And scurrying
Everybody flurrying
And making them confused;
When the labour would be lighter,
Your linen all the whiter,
And all around you brighter. If
SUNLIGHT SOAP
you used.

BEST TO BUY, BECAUSE BEST TO USE.

NEW FRUITS . . .

Bevan's Connoisseur Clusters	Cases French Plums, 60/5 fruit.
“ Imperial Cabinets	“ “ “ 70/5 “
“ Valencia Shelled Almonds	“ “ “ 80/5 “
Comadra Eigs in Taps	“ “ “ 90/5 “

H. P. ECKARDT & CO.

Wholesale Grocers TORONTO.

... HAS NO SUPERIOR IN QUALITY ...



Snider's
HOME-MADE
Tomato Soup
Tomato Catsup
Chili Sauce



All Wholesale Grocers will supply you.

WRIGHT & COPP, Dominion Agents, TORONTO.



“Our National Foods”

Desiccated Rolled WHEAT
“ “ OATS
“ “ SNOWFLAKE
BARLEY

In 2 lb. pkgs. 2 doz. per case.

SELF-RISING BUCKWHEAT FLOUR

In 2½ lb. pkgs. In 5 lb. pkgs.
2 doz. per case. 1 doz. per case.



These goods are without an equal and meet the demand for a Superior Quality of Breakfast Foods

Giving your customers **SATISFACTION**
Increasing your **TRADE**
Paying you a good **PROFIT**

We take pleasure in sending samples, prices and particulars. We give mail orders prompt attention. We solicit your trade.

RESULTS

Quality
Satisfaction
Trade
Profit

The IRELAND NATIONAL FOOD Co., Ltd.

MILLERS AND MANUFACTURERS OF

BREAKFAST CEREAL FOODS

OPERATING the largest and most complete Breakfast Cereal Food Mills in the Dominion.

Toronto, Canada

M. MASURET & CO., London

Always to the Front

Our Brand of
Eagle Japan and
Eagle Ceylon Teas
give every satisfac-
tion. All size pack-
ages.

NEW FRUIT
Argumbau's Fine
Off Stalk Selected
Layers. Boxes, 1/2
and 1/4.

Fine Clean
CURRANTS

New Canned
VEGETABLES

New Rio
SALMON
Prunes, all grades.

As Low as Any in the Trade

WHERE TIME IS NOT WASTED.

MANY boys, remarked an exchange, start out in a business which they do not expect to follow for life, because in that line an opening occurred just when they wished for a place. They are apt to look upon the years thus spent as "time just wasted," when they are at last settled in their chosen calling. But if they have done their duty in it such is very far from the case. The knowledge of business and of men which they have gained, and the working habits they have formed, will be of the greatest service. As the late Mr. Lawson Valentine once remarked: "The great thing to do for a business boy is to throw himself into something; I should not be particular what, so that it gives him a chance to begin, and made him understand that he was to make his way from that point. I should tell him to 'get to work in the quickest possible way,' and I should emphasize this to him, thinking it more important that he should go at it, than that he should go at it in any particular way. Go-at-it-iveness is the first condition, and stick-at-it-iveness the second."

Peter Cooper was a working boy who did not pick and choose a great deal in the matter of what work he should do in his early years. He tried his hand at many crafts before he settled on one which made his fortune, yet he picked up information of great value in each place, which told on his life business. A man who does nothing all his life but make button-moulds or shoe pegs, may make them exceedingly well, but he is apt to be but little in advance of the machine he employs, and the smaller his specialty the narrower in general is his prejudice, in its favor. The man who has

mixed intimately with people in their several walks in life is apt to look much more respectfully upon their callings. Mr. Valentine considered a boy's "place" the best business school, yet many who cannot avail themselves of their advantages have been able to pick up among their fellow-clerks a knowledge that served them well instead.

A boy can establish a reputation for himself, even at carting bricks. Someone will know whether he is faithful or not. He is making a reputation for himself even though his toil seems to be in a very obscure corner. It is astonishing how soon a superior boy is known—one of sound principles and thoroughly industrious habits. Such boys are so scarce that the supply is always less than the demand, and people keep a sharp lookout for them and bid them take a higher seat.

GREAT SCOTT!

The last issue of the Official (Quebec) Gazette contains a notice of an application to Parliament at its next session, by the E. B. Eddy Manufacturing Co., Ltd., of Hull, Que., for necessary powers for the issuance of a series of debentures. We learn from a reliable source that the issue will amount to \$500,000 (half-a-million of dollars) to be used in the further expansion of their business and establishment of more and larger branches and agencies throughout the Dominion. We further understand that they have already leased a very large warehouse on Front street, this city. They evidently intend to maintain their claim of "The largest works of the kind and comprising the most unique establishment under the British flag."

HOW CLOVES GROW.

The small evergreen tree from which cloves are taken, remarks an exchange, was originally a native of the Spice Islands, but it is now cultivated in warm climates in all parts of the world. The clove of commerce is the unopened flower of the tree. They are quite small, but grow in large clusters among the branches. After gathering, the buds are smoked by a wood fire, and dried in the sun. Both the taste and smell of the cloves depend on the quantity of oil they contain.

Sometimes the oil is separated from the cloves before they are sold, and the odor and taste are, in consequence, much weakened. If you desire to know something of the form of the bud in the natural state, soak a few cloves for a short time in hot water. The petals of the flower will soften and readily unroll.

A. A. GRAHAM DEAD.

A. A. Graham, city salesman for M. McLaughlin, Royal Dominion flour mills, is dead. Deceased was ill fourteen weeks, and bowel trouble, superinduced by typhoid fever, was the immediate cause of death. He was 46 years of age, and was one of the oldest and best-known travelers in Toronto. For the Royal Dominion mills alone he had traveled the city seventeen years, and had the honor of finding a customer for the first bag of flour these mills sold. The remains were interred in Mount Pleasant Cemetery Saturday last, and in the funeral cortege were many grocers and commercial travelers.

"Golden" finnan haddies are offered by Laporte, Martin & Co., Montreal.

NOW ARRIVING

WEEKLY CONSIGNMENTS OF

... NEW CROP

VALENCIA RAISINS

Their quality is unsurpassed.
Write for our prices.

Also large shipments of all kinds of Canned and Preserved Goods; 12 different makes to choose from.

Laporte, Martin & Co.

St. Peter Street, Montreal

NEW SEASON'S CONGOUS

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

**SUPURB
LIQUOR**

**EXCELLENT
.. STYLE**

Davidson & Hay, Wholesale Grocers and Importers Toronto

GATHERED AMONG RETAILERS.

GJ. MELHUISE, grocer, Yonge and Gloucester streets, Toronto, is about to remove to the opposite corner, his present premises being required by the Standard Milk Co.

E. Noice, of Minden, is on a pleasure trip to the North-West.

Cavanagh & Riley are opening a grocery store in Winnipeg.

James A. Blain, Gilford, is doing a large business in grain this season.

W. H. Ramsey, Parkhill, has returned from visiting friends in the Ottawa district.

John J. Jack, Dovercourt road, has moved into his new premises Argyle street and Dovercourt road.

T. F. Chamberland, Dovercourt road, has added a new wing to his store, doubling the latter's capacity.

W. G. Davie, of Bobcageon, has sold out

his business to W. Davie, his father. The latter is now making extensive alterations in his store, among which is the putting on of an additional forty feet.

Mitchell & Smellie is the name of the new firm that has bought out F. Armstrong, grocer, Fergus.

"Wenger's cold storage at Harriston," said a traveler, "has proved to be one of the most successful in the west. Butter and eggs shipped from there have turned out exceptionally well."

Hewter Bros., dry goods merchants, Walkerton, have enlarged their store, and added a grocery department thereto.

R. A. Anderson, grocer and hardware merchant, Victoria Road, is adding a dry goods department. With this object in view Mr. Anderson erected a new store some time ago.

At Hartney, Man., Sunday night burglars entered Hartney & Dickson's general store

and broke open the safe. The firm lost about \$1,000, the Ogilvies \$800 and the Lake of the Woods Milling Company an unknown amount.

N. S. Bowman, of Conestoga, Waterloo County, has recently fitted up his store with new shelving, and made other improvements in his premises. The shelves are unusually commodious, being three feet wide. "Mr. B. has a great deal of taste, and he has made the best of it," said a traveler.

Mrs. Partington has been equalled if not outdone by a Toronto woman. She had some "commercial travelers" in the house, that she desired to drive out. So, summoning her little girl, she sent her to a near-by drug store with this note: "Please give this little girl ten worth of Grocers Supplement. It is for bed bugs." What she wanted was corrosive sublimate.

California's Golden Fruits . . .

We have just received our first car which includes the finest of California Dried Fruits.

4 Crown Loose Muscatels, 50-lb. boxes.
4 Crown Loose Muscatele, 20-lb. boxes.
3 Crown London Layers, 20-lb. boxes.
Fancy Clusters, 20-lb. boxes.
Strictly Choice Peaches, 25-lb. boxes.
Strictly Choice Moor Park Apricots, 25-lb. boxes.

Fancy Moor Park Apricots, 25 lb. boxes.
White Fancy Nectarines, 25 lb. boxes.
Choicest Prunes, 40's to 50's, 25 lb. boxes.
" " 50's to 60's, " "
" " 60's to 70's, " "

EDWARD ADAMS & CO.

LONDON, ONT.

THE PERFECT STOREKEEPER.

BY STRAIGHT MAYUNE.

THE perfect storekeeper does not exist. We all know this, and yet such are our powers of observation, and system of accumulation of facts, that we begin to know intuitively "what ought to be," long before "what is" has ceased to have any power over our actions. We continually commit indiscretions which cost us dollars and cents every day, yet we go on doing them. Then, again, we have different opinions as to what constitutes perfect form in storekeeping, being divided as to lines of conduct, cleaning up, selling and handling of goods.

No one standard of action can possibly be set up, which will appeal to every one of my readers, as a perfect form of storekeeping life. Still, is it not possible for us to line out a few things we do and contrast them boldly against those we might far better attempt? I think so, and trust to meet with approval.

A window up Yonge street presents a most curious spectacle. The store is not what you would call a large one, nor is it one of those small affairs, with about 50 cents worth of almost everything in stock. In this window, in close juxtaposition, may be seen half-box dried apricots, a basket of ancient lemons, some lead and slate pencils, two or three smoked haddies, a few eggs, an open box of soda biscuits, three or four bottles of pop, and some clothes-lines.

Now, I would like to wash and dry that storekeeper first, and then arrange his stock for him. Stores like these only bring discredit to the trade and no profit to the proprietor. I do not say that he should not show his goods because he has not complete packages to show—far from it; we can't all have large stocks fortunately, or else the trade would be further overcrowded; but we can all handle goods as if they were meant to be eaten. This requirement is more often forgotten than remembered. This Yonge street man could take his apricots and cover them with a five cent piece of glass, put a few choice lemons on view, place his haddies on a nice piece of white paper by themselves, keep his eggs on his counter as windows are trying on these articles, keep his biscuits in a closed can or box inside, and generally act more like a sensible man.

I passed a store near Spadina avenue the other day and the proprietor lounged most ungracefully at his door with a pipe in his mouth. Now, I smoke sometimes and enjoy it, but not in the store. Of all the suicidal and foolish practices in vogue among us this is, perhaps, the most general. Customers do not like to see it, even men who smoke will tell you that, and ladies detest it most heartily. Your hands follow your example whenever they have a chance.

and you have no legitimate cause of complaint. Nor are these items, evil as they sound, the worst. Your taste is surely vitiated by your excessive indulgence in this habit. Smoking may be a pleasure, but its pleasure-giving ability is largely limited by its over-mastering ability to be boss always,

Which packages ought to be closed and which opened in a store, is a question which can only be answered by your desire to sell goods, taken in connection with your ability to properly cover them up with glass, or other transparent substance. One prize tea essay says: "Never show teas out boldly as they surely lose flavor and briskness," yet we well know of a certain Yonge street grocer who sells more tea than any other Yonge street grocer, because of his fondness for displaying it boldly and well. It may, of course, be averred that the tea is spoiled, but it may as safely be said that the added rankness suits the customers of the aforesaid grocer. A King street grocer displays sugars right out on the sidewalk, and gets them full of dust, dirt, little boys' dirty fingers, and old ladies' Queen Anne gloves; and still he sells more sugar than any other King street grocer. Now, both of these men will tell you that they could not possibly sell as many goods were these things covered with glass. Absurd, you say; so say I; and yet theory versus practice, you know, was always an uneven battle.

The dirtiest store in Toronto is situated on Queen street west. It is not a small store either. There is plenty of room and there would be vastly more did the litter find a fresh resting place. The hands and boss have that red, greasy look so common to careless people, and the counters are sticky and untidy. This shop does a good business and sends out good goods in a fairly prompt manner, and we fail sometimes to understand why splendidly clean places do less, and splendidly dirty places do more. For the sake of the grocery trade cleanliness should rule everywhere. This store presents a most curious jumble at all times, and a passer-by must have curious notions, if he be of an observant mind, regarding the nature of men the grocery business makes. We are not all moulded alike, nor are we above our business, but we desire to be thought human, and being that to be clean, bright, intelligent and fairly well-read. Being this, our places will be models of neatness, and a constant source of pleasure, both to frequenters and passers-by.

The belief is pressing on some of us that the practice should be more general of providing coats and aprons to all the hands. Some prefer black and some white. Taste, of course, must decide, and no rule will be absolute. Certainly there will be additional expense, but my opinion is that this will be more than met by increased advertisement by reason of the noticeable neatness. I have in my mind's eye a bunty little chap in

a King street east store, who wears long dirty aprons, and has a red handkerchief, stuck prominently in his hip pocket. The apron could be clean and a nice coat would cover up his other weakness. Do it himself, you say. Well, so he might, and yet if the store provided these things there would be positively no excuse.

Dirty hands are the greatest and most prevalent eyesore in our stores. I think perhaps nothing is so persistently dirty as handling groceries, and yet dirty hands are an abomination. Surely the water, soap and towels are not so handy as they might be. "No matter if you wash your hands every half-hour, they must be clean," should be a standing maxim in every shop. Wagons, harness, horses, and such like must be clean, bright and attractive; and this can be done without very much trouble.

Of the many departments of our subject included in stock-keeping and handling, it would be unwise to speak shortly, as they are important and some other occasion will be found. Stock must be properly received, examined and tared, then placed in the proper position for being handily sold. Stock should be taken twice a year, and turned over as often as absence of customers from your store allows you. In no case is there necessity for dust to accumulate nor for moth and rust to corrupt.

I delight in a nice window-dresser. They are scarce, you know; indeed it is an open question whether the drawing lessons of our schools taken in conjunction with the prevalent style, which says that you must not have things arranged in an even manner but that all things must be odds and ends, have not completely spoiled our young men. Suffice it to say we have not had a man in our employ who could properly fix a shelf let alone a window for some time, and yet they can sell and handle groceries. The new store on George street shows excellent taste in this direction, and the great pity is that the proprietors have not greater facilities for display. Then, further up, the Scotchman and his fruiterer competitor deserve credit for their magnificent displays

McAlpin . . Tobacco Co.

Manufacturers

TORONTO, ONT.

See Prices Current . . .

Jersey Cream ^{Baking} Powder

The merchant who advises the consumer to buy Jersey Cream Baking Powder makes a reputation for himself as a man to be depended upon for first-class goods.

It pays much better than a little extra profit.

Manufactured only by
LUMSDEN BROS.
HAMILTON, ONT.

“It is a Convincing Argument”

When endeavoring to sell a customer if you are in a position to say: “This brush or broom was made by

BOECKH OF . . . TORONTO.”

And I have never had a complaint of Boeckh's goods in all my business experience. If you handle Boeckh's Brushes and Brooms you are safe. All first-class jobbers sell them.

NEW CURRANTS.
FIRST ARRIVAL

PROVINCIAL in barrels and half barrels.
PERFECTO in cases and half cases.

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

1894
L. CHAPUT, FILS & CIE.
. . MONTREAL . .

WHOLESALE GROCERS

Importers of
TEAS, WINES, LIQUORS, FRUIT, Etc., Etc.
Established 1842

CONGOUS.

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

Best value ever offered.

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

NEW
Canned Goods

“Aylmer,” “Little Chief,”
“Lakeport” and “Delhi,”
Tomatoes, Peas, Corn and
Beans.

SLOAN & CROWTHER,
Wholesale Grocers Toronto.

J. W. Lang & Co.

WHOLESALE GROCERS

First Arrival New

VALENCIA RAISINS

C. MORAND'S.

59, 61, 63 Front Street East Toronto

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

NEW
Candied Peels

Crosse & Blackwell
and Leghorn

NOW IN STORE.

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

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

IN STORE.

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

of fruit, vegetables, etc. Down on King street M. & Co. show excellent lines in small fancy goods, while further east a rather bold attempt is made to brave the prejudice against open packages by a display of a windowfull each of tea and coffee. Now many of these are mentioned that you may remark the perfect in them, and note the failings as well. Goods must be attractively displayed to sell them, and just so far as you exercise your ingenuity, just as far will your success reach.

Of course the perfect storekeeper mixes his own teas, abjures package teas, grinds his own coffees, makes no bad debts, does not lose his temper, keeps a good, clean set of books, closes up at 7 every night except Saturday, on which night he closes his store at 9 o'clock, perhaps 10, takes his week's holiday and lets each clerk have a week; closes Wednesday afternoon in summer time, pays his bills every 15 days and saves his discounts; takes and pays for THE GROCER, also reads it; belongs to the association, gives it some of his ideas occasionally; believes other people have found things out as well as him; is willing to exchange; has a nice rig, takes his family out driving, calls for an order when so doing (occasionally); does not keep Jim Owen waiting long for an order; buys some of his job lines; does not get mad when they stay with him; lets Charley Shields come in either before the store is open in the morning or after it is closed at night; doesn't get mad with Maxwell for not taking "no" for an answer; nor gets mad when Dack gets mad. In short, a perfect grocer is a garvel of rare water, and when you find him he is a good buyer and seller and reflects credit on his trade, which, after all, is a good trade to live by, as you always have something to eat.

TORONTO RETAIL GROCERS MEET.

PUBLIC holidays having fallen on the August and September meeting nights, the first meeting of the Toronto Retail Grocers' Association since July was held on Monday night last in St. George's hall. President R. A. Donald presided, and there was a good attendance.

During the evening English samples of Pangyon, Packling, Packlum & Moning's bargain teas were on exhibition on the President's table.

These names were submitted for membership by Secretary Corrie: J. N. Shank, 118 Dundas street; J. T. Scholes, Sumach and Oak streets; H. Weinberg, 123 Queen street west; John J. Burns, 508 Queen street west.

On motion D. W. Clark and J. S. Bond, the above were duly received into membership.

Vice-President Roberts reported a balance of \$40 from the excursion to Niagara Falls, over and above all expenses.

This sum, on motion of J. D. Baid, was ordered to be deposited in the special fund.

A communication was read from the City Clerk re illicit peddling, and it was ordered to be laid on the table.

Hon. Sec. Mills announced that, as instructed, he had waited upon Secretary Bain of the Public Library, re placing a better assortment of books on the shelves of that institution dealing with subjects allied to the grocery trade. Mr. Bain, he said, had promised to make out a list for the inspection of the members of the association, of the books relating to the grocery trade already in the library, and any books that were not there, which the members thought should be there, he would have pleasure in securing as far as possible.

Secretary Corrie suggested that part of the association's funds now lying at interest be devoted to supporting one or more cots at the General Hospital for the use of sick grocers or grocers' clerks. It was decided to lay the matter over for the present.

President Donald suggested having a reunion next meeting night, at which members of the wholesale trade and of the City Travelers' Association might be requested to take part. As, however, the officers for the coming year will be nominated that night, it was thought better to defer the matter.

On motion W. J. Sykes the secretary was instructed to write the Assistant Receiver-General, asking why it was that 20 cent pieces were still in circulation.

The secretary was also instructed to notify the Retail Fruit Dealers' Association that that body would have the co-operation of the Retail Grocers' Association in endeavoring to put a stop to the practices of dishonest fruit shippers.

The association adjourned at 10.30 p.m.

THE GREAT BENEFIT OF SUGAR.

Dr. Vaughan Harley has been making experiments upon himself to ascertain what are the effects of sugar and smoking on muscular work. As a result of unceasing trials, he finds, one day taking nothing at all to eat, another day nothing but sugar and water, and so on, that the human body is always able to do more work after than before midday, that the weakest hour is about 9 a. m., while the strongest is about three in the afternoon. His conclusion is that sugar has a wonderful effect in increasing the amount of work that can be got out of the muscles. Thus a man who eats nothing at all but sugar can do almost as much as a person living on a full normal diet, while if sugar is added to a "large mixed meal" it increases the muscular strength by from eight to sixteen per cent.

WE TOLD YOU 'TWOULD BE.

HAMILTON, 6 Oct. '94.

THE CANADIAN GROCER, Toronto.—Your fall number is a gem. Send us a dozen copies. We congratulate you.

LUCAS, STEELE & BRISTOL.

A MONTREAL SPICE INDUSTRY.

Ewing, Herron & Co., of Montreal, have in operation one of the most complete coffee and spice mills in Canada. Their goods can always be depended on to be exactly as represented. Years of practical knowledge, both as regards the manufacturing and purchasing departments, place them on an excellent footing, which, with careful personal attention and improved machinery, are utilized in turning out a line of goods second to none. Their brands are known throughout Canada, and constantly increasing sales show an appreciation accorded only to those goods of standard value. Successful coffee blending is an art only obtained by careful study, and one Ewing, Herron & Co. appear to be thoroughly up in. A large demand has been created for Peterman's Roach Food, a product that shows splendid results, and is everywhere highly spoken of. Merchants who may be in Montreal during the fall should give Ewing, Herron & Co. a call, and if possible a trial order.

DEFINING ADULTERATED TEA.

Saturday's Canada Gazette contained the Order-in-Council of 11th September, making the following regulation under the Adulteration Act, with respect to tea: "Tea shall be considered as adulterated which contains leaves other than those of the tea plant; or previously infused leaves, or leaves of inferior quality to such an extent as to reduce the amount of extract substances soluble in hot water, to less than thirty per cent., or cause the proportion of ash soluble in hot water to be less than two-and-three-quarters per cent.; or any admixture of chemicals or other deleterious substances; or such an amount of mineral matter as will cause the amount of ash to exceed eight per cent. reckoned on the sample dried at 100 deg. C."

REGARDING THE TARIFF.

Few people are there who have anything like a wide acquaintanceship with the tariff of the country in its bearing on different articles which they buy and sell. This is inexcusable. The lists which the Government issue all cannot get, but if all cannot get the Governmental list everybody can Irwin's Hand-book to the Canadian Tariff. At the last session of Parliament, it will be remembered, the tariff was changed materially. These changes have all been taken note of by Mr. Irwin's book which has just been issued; and not only that but the latest rulings are duly chronicled. A feature of the hand-book in addition to its bearing upon the tariff is a resume of the Ontario Commercial Law. Then there are "Hints for Importers," and many tables and other information of value to business men. Every merchant and manufacturer, and in fact everybody, should have a copy of C. W. Irwin's "Hand-book to the Canadian Tariff" in his possession.

It Pays You
 To . . .
 Watch
 This
 Page
 BARGAINS EVERY WEEK

.....1894

EBY, BLAIN & Co.
Toronto

DEAR SIRs,—Please send us at once
per.....following goods.

.....

- Cases French Plums, each 55 lbs. ~
- Boxes F.O.S. Valencia Raisins
- Brl. \$1 Labrador Herrings (same fine quality as last,
no others will do.)
- Boxes Boneless Fish, each 25 lbs.
- Crate Pure Codfish, 1-lb. blocks
- Case Ireland's Self-Rising Buckwheat Flour,
15 cent retail packages
- Doz. Bendsorp's Royal Dutch Cocoa 1/4, (no other)
- Tin Chase & Sanborn's Std. Java and Mocha
Coffee, Whole
- Case Truro Condensed Milk, "Reindeer" brand

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

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Tariff"

Ye Ancient Ballad of Jack and Jill.

(ADAPTED TO DATE.)

Jack and Jill went up the hill
To fetch a pail of water,
Jack had great admiration for
Jill's mother's blue-eyed daughter.

"How tiresome it used to be"
Quoth lovely, laughing Jill,
"To carry those old wooden pails
For water up this hill.

That pail! with cracks twixt every stave,
We could not pause a minute,
But had to hurry all the time
To save the water in it.

So badly balanced! If you gave
A single glance at me,
A dreadful spill upon the hill
There straightway sure would be.

Until that day! that happy day,"
Here Jill gave way to laughter,
"When you fell down and broke your crown,
And I came tumbling after.

Then mother bought an Eddy's pail
Of Indurated Ware,
A perfect dream! No hoop or seam,
And balanced true with care."

"Why, yes," quoth Jack, "my darling Jill,
In June when we are inated,
We'll buy with care our household ware
Of Eddy's Indurated."

Increased Discounts Increased Capacity Increased Sales

Our factories were started up again last month with double their former capacities. So no more delay will be occasioned in filling orders.

Indurated Pails, Tubs, Milk Pans, Wash Basins, Bread Pans, Butter Bowls, Butter Tubs, Cuspidors, etc., are effectively, persistently and aggressively advertised throughout Canada, and sell themselves.

Buy them and show them.

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

BRANCHES :

MONTREAL
TORONTO

AGENCIES :

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

MARKETS AND MARKET NOTES

TORONTO MARKETS.

TORONTO, Oct. 11, 1894.

GROCERIES.

BUSINESS is quieter than it was a week ago, but for the season the volume is probably fair. The demand for sugar has fallen to small proportions, and although refiners' views are unchanged, jobbers are taking less than they were a week or ten days ago. Teas are still firm, but in them, too, the briskness is not as marked as it was. Green Rio coffees are practically not to be had. The feature of the market at the moment is dried foreign fruits. Both Valencia raisins and currants are still higher in the primary markets. Canned fruits and vegetables are dull, but there is a fair movement in canned salmon and lobster. Payments are improving, but they are not yet satisfactory.

CANNED GOODS.

There have been no new developments during the week. Canned tomatoes, corn and peas are dull, the two first-named at 85 to 90c., and the last named at 80 to 85c. There is a good demand for red salmon, of which there are now none to be got on the Coast. One house on the street this week sold 500 cases to a fellow jobbing house alone. Prices are firmer on spot, those holding red salmon a week ago at \$1.25 are now quoting \$1.30 to \$1.35, which are the ruling figures for tall tins; flat tins are quoted as high as \$1.55. British Columbia papers of the 2nd inst. state that the run of coboes had shown some improvement, the run up to then having been poor. The fish, however, are in good condition. A San Francisco paper, on information furnished by R. P. Rithet & Co., limited, published this estimate of the British Columbia pack: Fraser river, 300,000 cases; Skeena river, 60,000 cases; Naas river, 20,000 cases; Lowe inlet, 8,000 cases; Rivers inlet, 40,000 cases; Alert bay, 1,500 cases. Estimated total pack, 429,500 cases. Canned lobsters are in fair demand on spot at \$1.70 to \$2 in tall tins, and \$2.25 to \$2.75 in flat tins. Canned mackerel, which have been scarce, are arriving, and are being quoted at \$1 to \$1.10. Sales of canned meat continue to fall off.

COFFEES.

Stocks of green Rio on the local market have become so reduced that they are now practically nil, and fresh supplies are almost impossible to get. The attention being given to other kinds of coffee is small. 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.

RICE.

Demand is still fair for fancy imported Japan rice, but trade generally speaking is quiet. We quote: "B," 3½ to 3¾c.; extra Japan, 5¼ to 5¾c.; imported Japan, 5¾ to 6¼c.; tapioca, 4¼ to 4½c.

SPICES.

Market continues active in pickling spices, but prices are generally firm. We quote: Pure black pepper, 12 to 14c.; pure white, 20 to 28c.; pure Jamaica ginger, 25 to 27c.; cloves, 25 to 30c.; pure mixed spice, 25 to 30c.; cream of tartar, 20 to 25c. per lb.

NUTS.

There is nothing new to report in this line. We quote as follows: Brazil nuts, 11 to 11½c. lb.; Sicily shelled almonds, 25 to 26c. a lb.; Terragona almonds, 12½ to 14c.; peanuts, 11 to 12c. for roasted and 8 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 13 to 14c.; Marbot walnuts, 11 to 12c.; Bordeaux walnuts, 11 to 12c.; filberts, 9¾ to 10½c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

SUGAR.

The market is dull and wholesalers are willing to take lower prices for granulated than they were a week or ten days ago, 4¾c. now being the idea, although we hear of sales at \$4.35. The refiners, however, are unaltered in their views, still refusing to shade. The Lower Province refineries have been offering a few yellows, but none are yet to be had from the Montreal concerns. This article is still therefore scarce, with prices firm. Yellows are quoted at from 3¾c. for dark to 4c. for bright.

N. Y. Journal of Commerce, October 9: "Raws are still in a more or less problematical position. Owners or the remaining supply repeat expressions of faith in a demand to come that is likely to want most of the sugars, and, entertaining such views, are very naturally endeavoring to carry until buyers re-appear, with most of stock practically withdrawn because it is useless to attempt selling it at the moment. European advices are tame again, and there is nothing new from West Indies. Under present conditions quotations must remain nominal, and the close was without reported sales or intimation of any. The week opens without apparent change in market for refined goods. The continued absence of orders is the principal feature, and operators have become so used to this that they simply wait with such fortitude as they

can command the renewal of interest among buyers. The reported break up of the West-ers grocers' organization and probable cut on prices excites only passing comment on the general idea that the influence will not be felt here."

Referring to raws, Willett & Gray's Statistical says: "The only transactions during the week have been those made to go out of the country to Canada, comprising 3,429 bags of molasses sugar from store in New York and a cargo of Philippine Islands sugars arrived at the Delaware Breakwater for orders. Holders have not made any attempt to induce refiners to take hold, knowing that it would be quiet useless to do so in the present state of the refined market. How long this condition will remain unchanged is impossible to say, but probably until it becomes necessary to start up the refineries again, of which there is no indication at present, as the amount of surplus refined sugar in the country in invisible stock held by the jobbers and refiners exceeds 1,000,000 barrels, or 150,000 tons. The receipts of the week were 5,041 tons, a slight increase over the previous week."

SYRUPS AND MOLASSES.

No new features have developed, business in both lines being quiet. We quote: Syrups—Dark, 25c.; medium, 28 to 30c.; bright, 35 to 40c.; very bright, 45 to 50c. Molasses—New Orleans, barrels, 26 to 28c.; half-barrels, 30½ to 32c.; Barbadoes, barrels, 28 to 32c.; half-barrels, 30 to 34c.

TEAS.

The market does not exhibit the same briskness as it did a week or so ago, but there is still a fair business being done, es-

"SALADA"

CEYLON TEA

In Lead Packets—1 lb. and ½ lb.

Retailed at 30, 40, 50 and 60 cts.

For DOWNRIGHT

"Standout"
Value in Cup

"SALADA" IS SIMPLY
Incomparable

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

P. C. LARKIN & CO.

25 Front St. East.

TORONTO.

MARKETS—Continued

pecially in Japan and China Congou teas. China green teas are still scarce, with good quality dear. Indian and Ceylon teas are fairly active. Prices ruling are: Young Hysons, 16 to 18c. for low grade; 24 to 27c. for medium, and 33 to 38c. for high grades; China Congous, 16 to 18c.; Japans, 16 to 20c.

DRIED FRUIT.

This week's cables from Denia announce a further advance of 6d. in selected Valencias. Other kinds are unchanged but strong. There does not appear to be any probability of the market declining on good fruit, and early purchases will likely get better fruit, those made later being more likely to contain admixtures of the rain-damaged article. On the local market there is a good demand for Valencia raisins, especially for future delivery. We quote immediate delivery: Off-stalk, 5¼c.; fine off-stalk, 5¾c.; selected, 6½c.; layer selected, 7c. To arrive we quote: Off-stalk, 4½ to 4¾c.; fine off-stalk, 5 to 5½c.; selected, 6c.; larger selected, 6½ to 7c.

There is not much doing in currants, but an improvement may naturally be expected when the direct shipments of new fruits arrive. The steamer Dracona, with the first direct shipment of new season's currants, was due in Montreal Wednesday. A cable received on Tuesday quoted prices 6d. to 1s. above those of the first direct shipment. Quotations for old fruit are still as follows: Provincials, 3½ to 4c. in brls., half brls. 3¾ to 4¼c.; Filatras, 4 to 4¾c. in brls., and 4½ to 5c. in half barrels; Patras, 5 to 5½c. in barrels, 5¼ to 5¾c. in half brls. 5 to 6½c. in cases; Vostizzas, 6½ to 7½c. in cases, 6¾ to 7¾c. in half cases.

Sultana raisins are cabled firm from Smyrna at unchanged prices.

Prunes are quiet and unchanged. We quote: "A," 9c.; "B," 7 to 7½c.; "U," 5¼ to 5½c.; bags, 3¾c.; casks, 4½ to 5c.; French prunes, new season's, 7 to 9c.

Some shipments of new season's tap figs and "oval" figs in boxes are expected on the market this week. New Eleme figs are due next week.

BUTTER AND CHEESE.

If anything, butter is beginning to be offered a little more freely, but choice dairy tub is still scarce, while low grade continues to accumulate. The feature of the market

is the increased receipts of both dairy and creamery pound rolls, and the lower prices that is the resultant. Large rolls are also beginning to put in appearance. There is no export duty, and the only transaction in round lots that we hear of was in low grade at 11c. Creamery butter is quiet. We quote jobbing prices as follows: Dairy—Choice tubs, 18 to 19c.; straight store, 15 to 16c.; crocks, 20c.; low grade, 11 to 13c.; pound rolls, 19 to 20c.; large rolls, 17 to 18c. Creamery—Tubs, 20 to 22c.; pound prints, 23 to 23½c.

Cheese market is quiet and steady at 11 to 11½c.

PROVISIONS AND DRESSED HOGS.

Demand continues good for provisions, particularly for long clear for the lumber camps. Smoked meats are not quite so active as they were. Dressed hogs are firmer; \$6.50 is the ruling price, although \$6.75 has been paid for a few extra choice.

BACON—Long clear, 8½c. for carload lots and 8¾ to 9c. for small lots; breakfast bacon, 12½ to 13c.; rolls, 9 to 9½c.

HAMS—Large, 22 lbs. and over, 11c.; medium, 15 to 20 lbs., 12½c.; small hams, 13c.; pickled, 11 to 11½c.

LARD—Pure Canadian, tierces, 9¼c.; tubs, 9¾c.; pails, 10c.

BARREL PORK—Canadian heavy mess \$19; Canadian short-cut, \$19 to \$20; shoulder mess, \$14.50 to \$15; clear mess, \$15 to \$15.50.

GREEN FRUIT.

Oranges continue quiet. There are a few Florida oranges on the market, but they are poor stock, and not much wanted. Lemons are higher and in fair demand. Binanas are in fair demand only. There are still a few peaches arriving, but they are only wanted on local account. Tomatoes are still to be had, but the demand is irregular. Grapes are in good demand. We quote: Lemons, Messinas and Maoris, \$5 to \$5.50. Oranges, Floridas, \$3.75 to \$4 per box. Bananas, \$1 to \$1.50. Cucumbers, 20 to 25c. per basket. Tomatoes, 20 to 35c. per basket. Peaches, 60c. to \$1 per basket. Pears, 30 to 60c. per basket. Apples, \$1.50 to \$2.50 per bbl. for well packed stock. Grapes, Concords, 2 to 2½c. per lb.; Niagaras and Rogers, 3 to 3½c. per lb. Sweet potatoes, Jerseys, \$3 to \$3.50 per bbl. Crab apples, 25 to 40c. per basket. Quinces, 40 to 50c. per basket.

COUNTRY PRODUCE.

BEANS—Market quiet, with jobbers asking \$1.40 to \$1.50 per bushel for hand-picked.

DRIED APPLES—Offerings are liberal. The factories are asking 5c. and jobbers are quoting 5½c.

EVAPORATED APPLES—There are none apparently selling, but 7¾c. seems to be the idea with the factories.

HONEY—Holders are asking 8c. for choice white honey in small tins, but jobbers do not seem willing to make transactions at that figure.

POTATOES—Are quiet and easy at 40 to 45c. on track and 50 to 60c. out of store.

EGGS—There is no change. Demand is fair and prices as before at 14½ to 15c.

ONIONS—Spanish onions are unchanged at 95c. to \$1, per crate, and red and yellow domestic are quoted at 1¼ to 1½c. per lb.

FISH AND OYSTERS.

White fish is scarce and higher, while salmon trout is plentiful and cheap. Lake Erie herring are expected this week. The demand for Digby herring is brisk, and an increasing sale is reported for finnan haddies. In white fish the demand exceeds the supply. Sales of oysters are becoming freer. We quote: Salmon trout, 6 to 6½c.; skinned and boned codfish, 6½c.; boneless fish, 3½ to 4c.; boneless cod, 5 to 8c.; Labrador herring, \$2.50 per half keg; ditto, split, \$3; blueback herring, 4c.; blue pickerel, 4 to 5c. lb.; yel. ditto, 6 to 7c. per lb.; white fish, 7c.; pike, 5c. lb.; haddock and cod, 5½c. per lb.; steak cod, 5 to 6c.; finnan haddies, 8c.; Digby herring, in bundles of 5 boxes, 15c.; ditto, lengthwise, 14c.; large halibut, 10c.; ciscoes, \$1.35. Oysters, \$1.35 to \$1.40 per gallon.

SEEDS.

Chief interest is still centred in Alsike, but the market is weak, and liable to drop below present quotations at any moment. Timothy is fully 50c. per bush. lower, the fall demand being over, and seed now held will have to be carried over. In regard to red clover, there are no offerings, and in the absence of these quotations are nominal. We quote, f.o.b. points of shipment: Alsike, \$3.50 to \$5.40; timothy, \$1.50 to \$2.25; red clover, nominally \$5 per bush.

SALT.

Business is much as before—good at steady prices. We quote: Barrels, 90 to 95c.; coarse sacks, 58c.; fine sacks, 60c.; dairy, \$1.50; rock, \$10.

CASH
PAID FOR **DRIED** AND **EVAPORATED** **APPLES**

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

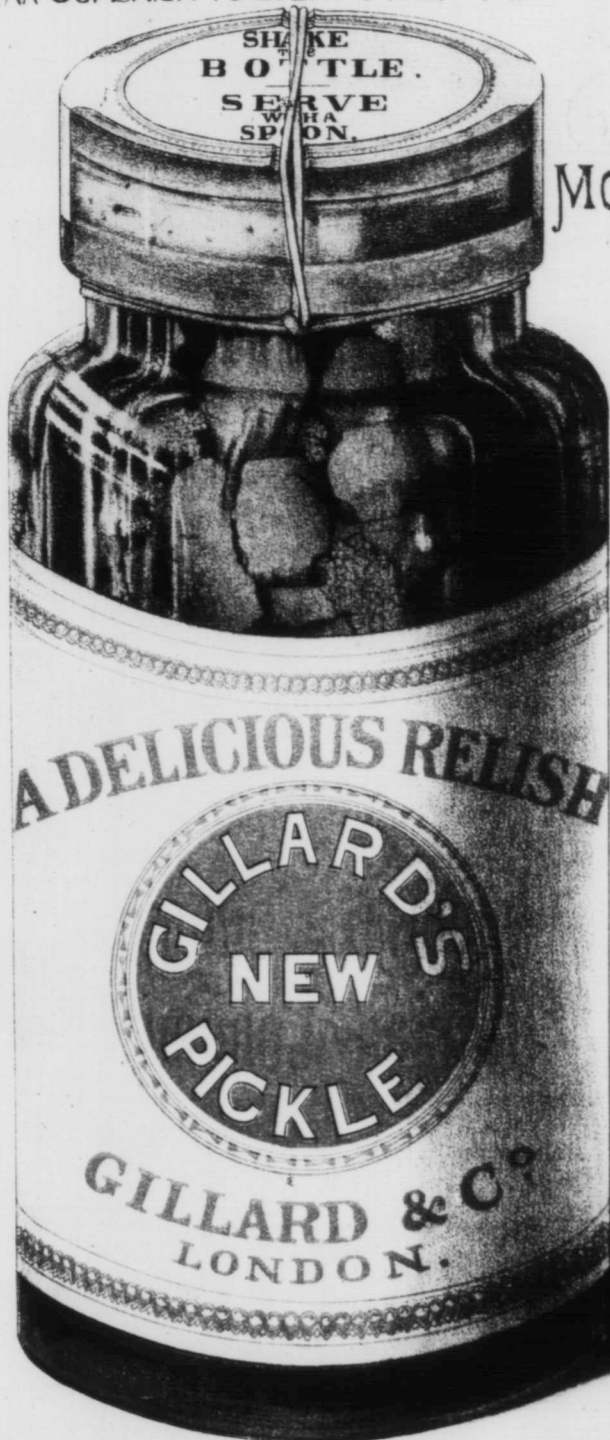
SUPPLEMENT TO THE CANADIAN GROCER.

GILLARD'S
NEW PICKLE

FAR SUPERIOR TO EVERY OTHER KIND

GILLARD'S
NEW SAUCE

PREPARED ONLY FROM FINEST INGREDIENTS



MOST DELICIOUS
MADE



MADE BY GILLARD & Co. LONDON, ENGLAND.

W. H. GILLARD & Co.

WHOLESALE GROCERS
& TEA IMPORTERS

HAMILTON, ONT.

SOLE AGENTS FOR WESTERN ONTARIO.

Howell Lith Co Hamilton Ont

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THE CANADIAN GROCER



His Advice

FREE



WAR
BLOODY
WAR

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

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

IN BLACK TEAS THE FAMILY FAVORITES AND TRADE WINNERS ARE: _____

The 400 Select Congou
Dalu Kola Congou

Imperial Congou
Russian Congou


Put up in our Patented Metal Lined Cases.

W. H. GILLARD & CO.

NOTE

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

Wholesale Grocers and Tea Importers

 HAMILTON

Telephone No. 471. Established 1870.

JOHN HAWLEY

Provision and Commission Merchant

Butter Eggs Lard Apples Cheese Etc.

Raspberry Jam in 1, 5 and 30 lb. Pkgs.

88 Front Street East, TORONTO

WHITE & CO.

WHOLESALE COMMISSION MERCHANTS.

Weekly price list. Telephone 867.

Bananas, 75c. to \$1.50; Sorento Lemons, \$3.25 to \$4; Palermo Lemons, 300 and 360, \$3.50; Malora, 300 and 360, \$4.50; Sweet Potatoes, \$3 to \$3.50; Cranberries, Cape Cod, \$3 a box; Peanuts, green, 7 1/2c.; Peanuts, roasted, 9c.; Evaporated apples, 7c.; Spanish onions, \$1 per crate; Grapes, 1 1/2 to 2 1/2c.; Peaches, 50 to 75c.

Mail orders promptly attended to.

SUGAR

The "Redpath" sugars are acknowledged everywhere to be of the highest quality and purity, made by latest processes. We have them in all grades Lump, Granulated, Yellow, etc. Let us quote you figures on them.

JAMES A. HENDRY

WHOLESALE AGENT KINGSTON, ONT.

HUGH WALKER & SON,

FRUIT AND COMMISSION MERCHANTS,
GUELPH.

**FISH
HADDIE
OYSTERS**



Write for rates.

WE ALSO HANDLE

ORANGES AND LEMONS

Aikenhead & Sloan

13 Church Street TORONTO

SPANISH ONIONS

First Arrivals
Direct Importation

**EXTRA JERSEY
SWEET POTATOES**

The Very Best.

CLEMES BROS., - TORONTO

MARKET NOTES.

Dominion Produce Co. have moved to 4 Brunswick avenue.

Pure Gold Mfg. Co. report large sales of "Golden Age" soap powder.

Tetley & Co. report a large increase in the sales of Elephant brand tea.

Davidson & Hay have received a shipment of Brown & Polson's corn flour.

Eby, Blain & Co. have arriving to-day half-chests of choicest Darjeeling Orange Pekoe—a direct shipment—the first of this season's pickings.

Eby, Blain & Co. report the receipt this week of two small lines of extra choice new seasons Ceylon teas in chests and half-chests. They are flowery, golden tipped, claimed to be the first of this season's growth, which is scarce.

Eby, Blain & Co. have just received in stock boxes and half-chests of new season's Formosa Oolong tea, said to be the choicest Oologs shown for years.

Eby, Blain & Co. have in stock a shipment of fine French plums in 55-lb. cases.

W. Paterson & Son report a large demand for their high-class pickles, both in bottles and kegs.

W. H. Gillard & Co. report heavy sales of Mediterranean fruits, of which they make a specialty.

Ramsay & Aitkins have been appointed Toronto agents for Stewart, Munn & Co.'s fish goods.

Dawson & Co. are in receipt of shipments of tap and "Oval" figs. Eleme's they will have in a few days.

Clemes Bros. have to hand a shipment of new season's tap figs, and have one of Eleme figs due next week.

H. P. Eckardt & Co. have in store Sealy's pure codfish in 1-lb. packages; also a choice lot of new medium scaled herring.

T. Kinnear & Co. have a shipment of new season's Valencia raisins arriving, which they claim to be offering at low prices.

H. P. Eckardt & Co. have a shipment of "Unicorn" brand of mackerel to hand, which is understood to be of fine quality.

Syrups and molasses remain cheap, report Lucas, Steele & Bristol. This firm's brand, "Something Good," is having a big sale, it is said.

Lucas, Steele & Bristol are offering canned peaches cheap. They bought out the "Beaver" brand of 2's and 3's from Nelles, of Grimsby.

The Canadian Woodenware Manufacturers' Association held a meeting in Toronto a few days ago, but no changes were made in prices.

D. & O. Sproul, Digby, N.S., are placing their brands of fresh, dry, pickled and salt fish in one or two jobbing and large retail stores in Ontario and Quebec points. They

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

WM. HANNAH & CO.

78 Colborne St., Toronto
Commission Merchants.

Graham, McLean & Co.

Produce and Commission Merchants
77 Colborne St. TORONTO.
Butter and Eggs specialties. Egg carriers supplied; returns made weekly; consignments of all kinds of produce solicited.

COWAN'S

HYGIENIC COCOA

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

THE COWAN CO., Ltd.

Toronto, Canada.

RUTHERFORD & HARRISON

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

We are open to buy large or small quantities of

BUTTER AND EGGS

Write us particulars.

Correspondence invited. Consignments solicited. Egg Carriers supplied.

Liberal Advances Made on Consignments

DOMINION PRODUCE CO.

Commission Merchants,
4 BRUNSWICK AVE., - - - TORONTO

Apples, Onions,
Beans, Eggs,
and Poultry

In good demand. Egg Cases supplied.

JAS. H. FALCONER

Manufacturer
Jams, Jellies, Marmalades,
Vinegars, Pickles,
Ciders, Sauces,
Ketchups, Mince Meats,
Apple Butter, and
Flavoring Extracts.

126 and 128 FORT ST.,
Telephone 473. VICTORIA, B.C.

are at present making a special feature of fine finnan haddies. Being fishermen themselves they are able to give better quality and prices than ordinary dealers.

Smith & Keighley have to hand a shipment of new Sultana raisins; also advices of shipment of finest Bordeaux prunes in cases.

F. Gonne, Chatham, had a magnificent exhibit of "Salada" at the Chatham Fair. It was really the point of attraction for the ladies.

Confectionery is a side-line that pays grocers big profits. W. Paterson & Son have endless varieties, and are constantly getting out "something new."

George Stanway & Co. have been appointed agents for Hall & Underwood's pure English malt vinegar, and they are offering samples this week.

Charles & Co., of Acton, had a fine exhibit of "Salada" Ceylon tea. They served the tea in dainty China cups, and crowds seemed to appreciate it.

An item in this column last week said that T. Kinnear & Co. were in receipt of a shipment of "brown" syrup. It should have read "Crown" syrup.

Sloan & Crowther have received this week a shipment of new season's Valencia raisins, comprising off-stalk, fine off-stalk, selected and layer selected.

Some choice Morano layer Valencias are to hand this week with Lucas, Steele & Bristol; also Malaga raisins and French prunes. The firm also offer a few mat figs.

The estate of the British American Starch Co. was advertised to be sold yesterday (Thursday), but with what result THE GROCER, at the time of going to press, had not learned.

J. H. Strickland, of Cannington, writes that he has not started a branch store at Argyle. It is his brother, E. Strickland, who has the store there, running it in connection with his grain business.

T. B. Escott & Co. have received a second consignment of Argumilian raisins, another carload Labrador herring, three carloads canned salmon. Several cars of fine Filiatras currants will arrive shortly.

W. H. Gillard & Co. have just received a large consignment of Crosie & Blackwell's goods, comprising fancy pickles, Lucca oil, vinegar, orange marmalades, and other goods, equally noted for high quality.

Choice new medium scaled herrings are in store with Lucas, Steele & Bristol. This firm also offer Ladradors in barrels and halves. Their kippered herrings, they report, are cheap and selling fast.

This winter's improvements at O. & W. Thum Co.'s Tanglefoot factory will be a complete new box and case making plant, the business having outgrown the present facilities of this department. The new outfit will be equipped with the latest improved

machinery, and will turn out boxes and cases in keeping with the other good qualities of Tanglefoot. It will be housed in the ground floor of a new annex, the upper floor of which will be utilized for much-needed office-room.

Crouch & Co., of Liverpool, advise that most of the Canadian apples arriving in Liverpool are showing "wasty" condition, and consequently are not bringing good prices. The demand for good "tight" fruit is brisk at paying prices.

If a colored waiter carrying roast turkey, should drop it, what effect would it have on the nations of the earth? It would be the downfall of Turkey, the overthrow of Greece, the breaking up of China, and the humiliation of Africa.

Ansley, Sons & Co., Parry Sound, have sold John D. Lawrie the book, stationery and wall-paper branch of their business. Ansley, Sons & Co. will continue the grocery, provisions and flour and feed business.

Mr. Simon Metcalfe and Mr. Bert Moore, formerly travelers with Edward Adams & Co., London, are now with T. B. Escott & Co. of the same city. Mr. Moore represents the firm in the city and Mr. Metcalfe in Galt, Preston, Chatham, Windsor, Sarnia and other points.

Grand Mogul tea exhibits were held the past week as follows: Collingwood, Warton, Palmerston, Mount Forest, Arthur, Grand Valley, Drayton, Uxbridge, Port Perry, Peterboro', Campbellford, Millbrook, Markham, Streetsville, Brussels, Kincardin, Lucknow, Newry, Listowel, Millbank, Stratford, St. Mary's and Wingham.

The American Packer, a monthly journal devoted to the interests of the canned goods trade of America, will be published in Baltimore, Md., about November 1st. The publishers propose to devote their energies to giving the canner, the broker, the machinery manufacturer, and all others interested in the canning industry, a paper which will furnish them with facts which they cannot afford to let slip by, and which otherwise they would have to do without.

William Hannah & Co., produce dealers, Toronto, have gone into the grain business with J. Clark, of Orangeville, where they have excellent facilities for handling grain, and with a view of increasing the business have erected a new storehouse at Amarault station. They have also leased ground at Crombie station, and are busy erecting another storehouse there, which will be completed in a few weeks. William Hannah & Co. will still carry on produce business in Toronto as usual.

T. B. Escott & Co. advise: "A leading merchant of Kincardine writes: 'Grand Mogul tea is fast supplanting all other teas. It is the best tea we ever drank.' A grocer in Grand Valley writes: 'Our customers are very much pleased with the Grand Mo-

gul tea.' And another at St. Thomas says: 'We can sell hardly any other tea. Grand Mogul is all the go.' A merchant from Lucknow writes: 'The superior quality of Grand Mogul tea and Lion Digestive coffee is showing itself in quick sales.'"

Tetley & Co. write: "We do not believe in boasting; neither do we claim that we sell all the black tea in the Dominion, but we think it worthy of note that the directors of the Western Exhibition, held last month in London, awarded us the gold medal, being first prize for our tea exhibit."

MONTREAL MARKETS.

MONTREAL, Oct. 11, 1894.

GROCERIES.

THE grocery market presents few new features in its ruling conditions. The activity in all the leading staples that we have previously noted continues, and a good volume of trade is being transacted. In granulated sugar there has been a reduction of refiners' prices by a 1-16c., but yellows at the time of writing are the same. Syrups and molasses are unchanged. Activity and strength continue to be a conspicuous feature of the tea market, and stocks are not allowed to accumulate. Coffee is firm and there is a scarcity of two of the higher grades. Canned goods show rather more life in a jobbing sense, and tomatoes are firmer and fish are rather easier in tone on several of the staple lines owing to larger receipts. Dried fruits are as firm as ever and a very active business to arrive has been put through.

SUGAR.

The continued easiness in New York resulted late last week in an easier feeling here, and prices are 1-16 lower now at the refineries than they were at the date of last writing, but only on granulated sugar. The scarcity of low grade yellows is as marked as ever and no concession has been allowed in their case as yet though the decline in the higher-priced grade is bound to have an influence on their value. If fact, it is just possible that some modification in their price will take place in them before the week closes. Demand for all kinds of sugar has been rather quiet also during the week, and as buyers generally have stocked up pretty well recently a quiet turn is now looked for. We quote refiners' prices as follows: Granulated, 4 3-16c., and yellows, 3 3/4 to 3 3/8c., as to quality.

SYRUPS.

There has been a good active trade done in syrups during the week, the only complaint being from sellers, to the effect that prices are cut so close that it leaves them little or no margin. Western buyers have been the heaviest customers of the refineries during the past six days or so. Round lots of dark grades have changed hands at 1 1/2 to 1 3/8c., and bright grades 2 to 2 1/8c. Stocks

VANCE & CO. Wholesale Fruit
Produce and
Commission Merchants
Bananas a Specialty
Consignments of Fruit and Produce
solicited. All orders will receive
our prompt attention. **63 Colborne
St., Toronto**

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 SOLI-
CITED. Ample Storage.
All orders will receive our best attention.

SHOULDERS
MILD SWEET
SQUARE CUT
SMOKED
Or in Pickle.

CHEAPEST AND MOST PROFITABLE ARTICLE
TO HANDLE IN THE TRADE.

All our Meats are
Branded with
Our Trade Mark



Burnt in the
Skin of
Each piece.

**F. W. FEARMAN
HAMILTON**

ROBERT WILLIAM CLARK

BROKER and
COMMISSION AGENT
VANCOUVER, B.C.

Correspondence Invited.
Consignments Solicited.

MONTREAL MARKETS—Continued

of American syrup are small here, and prices are quoted steady at 17 to 22c. per gallon. Of course, buyers of small lots have to pay an advance on the basis above quoted.

MOLASSES.

There is no change or improvement in the molasses market, and until the cool weather sets in in earnest none is looked for. We quote round lots of Barbadoes, ex store, 27½c.; car lots, 29c., and single puncheons, 30c.

TEA.

The activity in tea noted all along continues, and the volume of business to date in this line is said to be greatly in excess of that for several years past. Since our last, round lots of Japans have changed hands at 12½ to 18c. for good to fine goods, and medium at 16 to 20c. A good enquiry continues for black teas, round lots of Congous being turned over at 12 to 15c. In fact, the firm tone of the market is well maintained at the advance noted by us some weeks ago. A satisfactory feature also is the good healthy movement in a distributing way from jobbers' hands, so that stocks are not allowed to accumulate. We quote Japans as follows: Low grades, 11 to 13c.; medium, 14 to 17c.; fine 18½ to 23c., and choice, 24 to 31c.

COFFEES.

The coffee market maintains the firm tone already reported, and, with light stocks, it is likely to continue so. Scarcity of Java and Mocha is a prominent feature, and values on both of these descriptions are very firm. The bulk of the movement at present is confined to Maracaibo, round lots of which have changed hands at 20 to 20¼c. We quote: Maracaibo, 20½ to 22c.; Rio, 20 to 21c.; Java, 25 to 30c., and Mocha, 28 to 30c.

SPICES.

There is no change in the spice market. Demand is fair, and prices are well maintained. We quote mill prices as follows: Penang black pepper, 6 to 7½c.; white pepper, 10 to 12½c.; cloves, 7½ to 9c.; cassia, 9 to 10c.; nutmegs, 60 to 90c.; Jamaica ginger, 15 to 22c.

DRIED FRUITS.

The market here is quite bare of all kinds of dried fruit, so that the actual movement is small. Business in supplies of both raisins and currants to arrive has continued quite active, however, and it is likely that the aggregate turnover during the last week has comprised fully 12,000 to 15,000 boxes of raisins. Values are very firm all round, and with the tenor of advices from primary centres as they are, the tendency is in sellers' favor. Where the arrival of the Dracoma will have the effect of lowering prices or not is difficult to say, but some buyers are at present holding off in the expectation of

(Continued on page 38)

TEA MIXERS

Indispensable to the tea trade. Guaranteed to mix 50 pounds thoroughly in two minutes. Are perfectly dustless and easy to operate. Capacity, 25, 50 and 100 pounds. PRICE, \$12.00, \$15.00, \$20.00.

MANUFACTURED ONLY BY

J. A. GOWANS, 1444 QUEEN ST. WEST,
TORONTO.

**WILLIAM RYAN,
PORK PACKER**

—AND—

COMMISSION MERCHANT

Consignments of BUTTER, EGGS and
COUNTRY PRODUCE Solicited.
70 and 72 Front St. East,
Toronto, Ont.

S. K. MOYER,

Fruit and Commission Merchant
76 COLBORNE ST.,
TORONTO, ONT.

DEALER IN
FRESH FISH, BANANAS, LEMONS,
DOMESTIC FRUITS and
VEGETABLES.
Orders Solicited.

Write Us For Prices

Breakfast Bacon
Shoulders Backs
Hams Pure Lard

D. GUNN, FLAVELLE & CO.

Pork Packers 76, 78, 80 Front St. E.,
and Commission Merchants **TORONTO**

ESTABLISHED 1890.

JAMES E. PATMORE,
LONDON, ONTARIO.

EXPORTER OF

Hay, Oats, Oatmeal, Butter, Cheese, Eggs,
APPLES, ETC.,

AND

Produce Commission Merchant.

BUTTER, CHEESE AND EGGS

Handled to best advantage. Good
storage. Also, Finest English
Creamery Salt.

Prompt and personal attention to all favors.
Correspondence solicited.

FLOUR AND FEED

THE cooler weather has had an improving effect on the flour and feed business. Cereals are moving better, and a better demand for oats is reported. A demand for cheap wheat for feeding purposes is reported. There is a good trade doing in bran and shorts, and a fair demand for chicken feed is reported. Hay is quiet, and straw is moving slowly. Collections are reported slow, and many of the city dealers are signifying their intention of dealing entirely on a cash basis in future.

Nearly every grocer handles flour, and if he does not he should, for at the present, it will be found to be one of the most profitable lines that he can handle, and a good flour trade will amply reward the enterprising grocer who may think fit to push it.

There are several prominent grocers in Toronto who are making tasteful flour displays in their windows. The gay labels on the paper sacks make an attractive window. Some of them also make use of tickets calling attention to the present extremely low price of flour. By these means, and other advertising, they have captured more than their share of the neighboring trade, and others are now following their example. Without cutting prices the grocer can, at the present wholesale prices, sell flour at a low price and yet obtain a reasonable profit. When flour is high the tendency of the grocer's customers is to buy bread, but at present things are reversed, and as soon as it is found necessary to have a stove for heating the house the housewife will commence to do her own baking. There have been many inquiries during the past week and it will be the grocer's own fault if he allows the profit to be gained by the judicious sale of this line to slip through his fingers. The demand is increasing daily, wholesale prices are low, and a fair margin is being realized. Now, and not four or five weeks hence, is the time to boom your flour trade. Do not wait until your competitors in trade have captured it, and inadvertently some of your other trade besides. If you wish to build up your trade in this line now is the time to do so.

TORONTO.

FLOUR—Trade is improving. Prices are unchanged. We quote: Manitoba wheat patents, \$3.45 to \$3.55; strong bakers', \$3.20 to \$3.25; Ontario, \$3 to \$3.15; straight roller, \$2.80 to \$2.90.

BRAN—The demand is fair, and the prices quoted by city mills is from \$13 to \$13.50 per ton.

SHORTS—Trade is brisk, and the supply is somewhat limited. Good shorts are offering at from \$16 to \$16.50 per ton.

SCREENINGS—There is a very little offering in the city, and the price has advanced \$1 per ton. City mills are selling at \$13 per ton.

WHEAT—The market was somewhat weaker on the street. Sales are reported at the following prices: 52c for white, 50 to 51c. for red, and 50c. for goose.

BARLEY—There has been a slight improvement in sales, quite a large amount changing hands at from 43 to 48c. per bushel.

OATS—Business remains quiet. Sales are reported at from 30 to 31c. per bushel.

BREAKFAST FOODS—Trade is only moderate in oatmeal. There is little or no export trade, and home competition keeps prices down locally. We quote granulated, standard and rolled oatmeal at \$3.90 to \$4 in bags; cornmeal, \$3.50.

MONTREAL.

In flour a fairly active business was transacted on local and country account, the demand being good for car lots. We quote as follows: Winter wheat, \$3.25 to \$3.40; spring wheat, patents, \$3.25 to \$3.40; Manitoba patents, best brands, \$3.45 to \$3.55; straight roller, \$2.80 to \$2.90; extra, \$2.55 to \$2.60; superfine, \$2.40 to \$2.50; Manitoba strong bakers', \$3.20 to \$3.30; Manitoba strong bakers', best brands, \$3.30 to \$3.35.

There was no change in the position of the feed market. The demand continues good and prices are firmly held. Bran, \$16 to \$16.50; shorts, \$18; moulliffe, \$22 to \$24.

A fair amount of business was reported in oatmeal, there being a good demand for small lots at steady prices. Standard, brls., \$4; granulated, brls., \$4.05 to \$4.10; rolled oats, brls., \$4.05 to \$4.10; pot barley, per brl., \$3.90, split peas, per brl. \$3.40.



CHOCOLAT MENIER

Is Now For Sale
Everywhere
in the
United States
and
Canada

as its use as a table beverage

in place of

Tea, Coffee or Cocoa

has become quite universal.

It Nourishes and Strengthens
If served ICED DURING WARM WEATHER it is most

Delicious and Invigorating

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

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

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

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

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

ODART'S PICKLE - AND - ODART'S SAUCE

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



W. A. MCGLEAN & CO.

Pork Packers - Owen Sound

CURERS OF THE FAMOUS—

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

WRITE FOR QUOTATIONS

... WE 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.

**Absolutely
Pure**

Buckwheat Flour

BY

FULL ROLLER PROCESS

E. D. Tilson, Tilsonburg
ONT.

Special Notice to you
who Sell Oysters in
Bulk

This season we are giving away to every purchaser of 1,000 oyster pails a very handsome window display card with the words "Bulk Oysters for sale here," printed in gold leaf on heavy morocco board, size 19x12, or a handsome chromo lithographed in fifteen colors. The retailer will find it greatly to his advantage to use these cards as a notice to the passing public that he is in the oyster business.

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

Dominion Paper Box Company
36 and 38 Adelaide St. W.,
TORONTO.

Books for Retailers

Published for the good of the trade.

- Ideas for Hardware Merchants**
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price)
- Buying, Handling and Selling of Tea**
Being the experience of the most prominent and successful merchants.
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This is another batch of Prize Essays full of valuable information.
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Sent, postpaid, on receipt of price.

THE CANADIAN GROCER
TORONTO.

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.

Brushes Whisks Brooms

for the wholesale
and large and
Progressive Retail
Grocery Trade.
Correspondence or
Sample Order
solicited.

WINDSOR PAT. BRUSH CO.
SANDWICH, ONT.

MONTREAL MARKETS—Continued

that result. Recent cables from Denia state that prices have advanced again, and in currants also cable advices are unsettled as to value. We quote: Valencia raisins, ordinary off-stalk, $4\frac{1}{2}$ to $4\frac{3}{4}$ c.; fine off-stalk, 5c; layers, 6 to $6\frac{1}{4}$ c.; currants, $3\frac{1}{4}$ c. in barrels, $3\frac{1}{2}$ c. in half-barrels, and $3\frac{3}{4}$ to $4\frac{1}{4}$ c. in cases, according to quality. California raisins, 3-crown loose muscatels, $4\frac{3}{4}$ c., cost and freight on board here, and 4-crown do., $5\frac{1}{2}$ c.

RICE.

The rice market is active, the steady demand from Western buyers being the principal stimulant to the market at present. Owing to the Eastern disturbances the tendency on Japan rice is firmer. We quote: Standard, \$3.45 to \$3.70; Japan, \$4.75 to \$5 and Patras, \$4.25 to \$4.75.

CANNED GOODS.

Business in canned goods has been fair on local account, and a good volume of business has been put through in staple lines at steady values. Tomatoes are firmer, and jobbers have been selling freely at 90c. per dozen, though round lots have been placed for less. Canned mackerel has been in fair enquiry in 1-lb. tins, and quite a free sale has occurred at \$1 per dozen. Blueberries have been moving freely also. We quote: Lobsters, \$6 to \$8 per case; sardines, \$8.50 to \$9.50; salmon, \$1.25 to \$1.35 per doz; tomatoes, 95c. per doz.; peaches, \$2 to \$2.10 per doz.; corn, 95c. to \$1 per doz., and marrowfat peas, 85 to 90c. per doz. Australian canned meats: Boiled mutton, \$1.86 to \$1.90 per doz., 1-lb. tins, and \$3.10 to \$3.15 per doz., 2-lb. tins; roast mutton, \$2.05 to \$2.10 per doz., 1-lb. tins, and \$3.35 to \$3.40 per doz., 2-lb. tins; corned mutton, \$2.05 to \$2.10 per doz., 1-lb. tins, and \$3.35 to \$3.40 per doz., 2-lb. tins.

FISH.

Large arrivals and a weaker feeling in herrings has been the chief feature of the market. As a result, prices have declined 50 to 75c. per barrel, sales of round lots of Newfoundland taking place at \$4.50, and No. 1 shore and Cape Breton at \$5.25. In a jobbing way Newfoundland have sold at \$4.75 and Cape Breton at \$5.50. Green cod has also exhibited a weaker feeling under free receipts, and prices are lower at \$4.50 to \$5 per lb. for No. 1. There is a fair movement in salmon, and values rule steady at \$10.50 for No. 1 B.C. and \$12 for No. 1 Labrador. Fresh fish, especially haddock and cod, have been in good demand, and prices are firmly held at 4 to $4\frac{1}{2}$ c. Finnan haddies are well enquired for at 7 to $7\frac{1}{2}$ c.

GREEN FRUIT.

APPLES—Receipts of apples have continued heavy and prices have ruled easy at \$1.50 to \$2 for green stock, and \$2 to \$2.50.

ORANGES—There is a fair sale for Jamaica oranges, at \$5.50 to \$6 per brl., and Rodi at \$4.50 to \$5 per box.

LEMONS—Scarce and higher at \$1.50 to \$2 per box for new common stock, good \$2.50 to \$3.50 and fancy \$4 to \$5.

PEACHES—The only kind offering in any quantity are California, which sell at \$2 per box.

PEARS—California pears are in good demand at \$4 per box and Canadian at \$3 to \$7 per brl., according to quality.

GRAPES—Supplies are more moderate and prices steady: Blue, 2 to $2\frac{1}{4}$ c.; Niagara, $2\frac{1}{2}$ c. and Almeria, \$5 to \$5.50 per keg.

SPANISH ONIONS—Supplies of these continue very light and meet a ready demand at 90c. to \$1 per crate.

COUNTRY PRODUCE.

EGGS—Demand for eggs is not so brisk and receipts have been showing a larger percentage of inferior stock recently. We quote 13 to $13\frac{1}{2}$ c. per dozen for round lots and $13\frac{1}{2}$ to 14c. for single cases, and as high as 15 to 16c. is being paid for fancy boiling stock.

GAME—Receipts of partridge continue small and prices are maintained at 50c. for No. 1, and 30c. for No. 2 per brace.

BEANS—Rule quiet at \$1.20 to \$1.40 for fair to choice stock.

HONEY—Is in fair demand for extracted at 7 to $7\frac{1}{2}$ c. per lb., and new comb 11 to 13c. as to quality.

HOPS—New early hops have sold in a small way at 9 to 10c.

PROVISIONS.

The demand for all lines of provisions continues good, which is usual at this season of the year, consequently the market is fairly active and prices are well sustained. We quote: Canadian short cut, heavy, \$21 to \$22; do., light, \$19 to \$20; hams, city cured, per lb., 10 to 13c.; lard, Canadian, in pails, $9\frac{1}{2}$ to 10c.; bacon, per lb., 10 to 12c.; lard, common refined, per lb., $7\frac{1}{4}$ to $7\frac{1}{2}$ c.

CHEESE.

The cheese market, so far as spot indications could be judged, exhibit steadiness, but there is no activity to note. At the wharf Monday morning some 4300 odd boxes were offered, and all were sold, with $10\frac{1}{2}$ c. the ruling figure and possibly a fraction more in some cases. We quote: Finest Ontario, fall made, $10\frac{3}{8}$ c. to $10\frac{3}{4}$ c.; finest Ontario, Augusts, $10\frac{1}{2}$ c.; finest Townships, $10\frac{3}{8}$ c.; finest Eastern, $10\frac{1}{4}$ to $10\frac{3}{8}$ c.; cable, 49s. 6d.

D. & O. SPROUL DIGBY,
N. S.

Are now offering...

Fresh Haddock, Cod, and Herring; Finnan Haddies; Dry, Salt and Pickled Fish of all kinds, and dulse.

We have our own fleet and no time is lost in getting our fish cured and on the market.

Paterson's Worcester Sauce
Clover Leaf Brand Salmon, Flats.
Phoenix Brand Salmon, Talls.
Maconochie Brothers' Pickles

C. & E. MACMICHAEL,
40 Dock St., ST. JOHN, N.B.

Cocoanuts

Imported direct, saving \$5 per M. in duty.
Fresh stock every month.
Write for prices.

THEODORE H. ESTABROOKS, ST. JOHN, N.B.

J. Hunter White

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

Manufacturers' Agent, Fruit and Produce
Broker, Commission Merchant, etc.

SPECIALTIES—Cheese, Butter, Eggs and
Fruit. Consignments Solicited.

The Bell Cigar

Is the leading 5 cent, and

Spanish Doubloon

The leading 10 cent smoke.

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

JOSPH E. SNOW

... DIGBY, N.S.

We are now arranging with dealers everywhere in
Canada for the season's supply of

FINNAN HADDIE

and all kinds of Fresh, Dry, Salt and Pickled Fish.
Live Lobsters later. Write for quotations.

Fish Fish Fish

Retailers can with confidence
handle my packing of

BONELESS FISH,
DRY GODFISH,
SMOKED HERRING,
Etc., Etc., Etc.

With the exception of Bloaters and Finnan Haddies, I
will Guarantee all Salt fish to keep good until 1st
April, 1895. When buying ask your Wholesale Grocer
for Sealy's Guaranteed Fish.

JOHN SEALY

25 and 26 South Wharf, ST. JOHN, N.B.

YOU CAN GET...

MEDIUM
and LARGE **CODFISH**

--: ALSO :--

SHELBURNE HERRING

from

NORTHRUP & CO.

St. John, N. B.

1894



Herbs

SEE OUR TRAVELLERS' SAMPLES

Pure Gold Mfg. Co.

TORONTO

BUTTER.

Business is of small compass and whatever operations are going on are confined to purchasing by local jobbers. These have to have a certain proportion of fall creamery for their trade, and to get it are still paying full figures. Though this is the case, however, it is not learned that any scope of the late-made stock in the country is being made at the prices mentioned before. The fact that they have been paid, however, tends to prevent anybody from getting supplies for less money. On spot, also, we understand that a line of 500 boxes late-made creamery changed hands at 21c. Exporters are still out of the market, as their limits don't permit of these prices. However, though this is the case, it is an open question whether fall makes are not a better purchase, even at their present values, than some of the cold storage stock, which, with carrying charges, etc., will cost nearly as much now. We quote as follows: Finest fall-made creamery, 20 to 21c.; earlier makes, 18½ to 19½c.; finest Townships, 16 to 17c.; finest Western dairy, 15½ to 17c.

ASHES.

The market for ashes was quiet but steady. We quote: Firs's, \$4.25 to \$4.30; seconds, \$3.85 to \$3.90; pearls \$8 per 100 lbs.

MARKET NOTES.

The market here is almost bare of supplies of Mocha and Java coffees.

Heavy receipts of onions have resulted in an over-supply here, and prices are easier.

The s.s. Dracona is expected to arrive next week, and dried fruit buyers are speculating whether the fact will produce a decline in the market or not. Cables from Denia are 10% higher.

Advices from Japan state that any further supplies of Japan rice are absolutely cut off by the war.

Receipts of several thousand barrels of pickled herrings produced a sharp slump in values on those fish.

Caverhill, Hughes & Co. are receiving this week consignments of leading brands of canned fruit and vegetables.

Laporte, Martin & Co. request their friends to write for quotations on new crop dried

fruit. They have been receiving consignments for the last fortnight of several leading brands.

Canned tomatoes promise to be firm, and G. Chaput Sons & Co. say that now is the time for their friends to write them and get quotations.

If samples or prices are wanted on Nelson's gelatine etc., Cadbury's cocoa or Maconochie Bros.' delicate prepared fish goods, they can be had from Frank Magor & Co., 16 St. John street, Montreal.

Stewart, Munn & Co. have received several cargoes of pickled herring during the past eight days. The quality is excellent.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., Oct. 11, 1894.

BUSINESS during the past week has only been fair. The Fall Number of THE GROCER made a decided hit here, the quality of get-up and matter surpassing even the expectation of its best friends. The fruit men say the cut on the

KOFF NO MORE

WATSON'S COUGH DROPS

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

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

cover is true to life. The attractiveness of the ads. is being particularly commented on by the subscribers. Owing to pressure of other matter this report will be much shorter than usual, but all matters of importance will be touched upon. Full particulars of the meetings of the convention of the Maritime Provinces Boards of Trade will be found in another part of this paper. The following is a statement of the receipts at the custom house for September. They show a decline of \$12,275.27 as compared with the same month last year. Figures are: Value of dutiable goods last year, \$250,498; this, \$208,271. Duty collected last year, \$86,745.08; this, \$74,639.21. Value of free goods last year, \$169,344; this, \$91,772. Value of exports also show a large decrease in figures for last year, being \$454,158, while for this they are only \$280,048. Values in markets show little change.

SALT—No change in prices is reported; stocks though not large are up to requirements. We quote: Coarse, ex store, 50 to 52c.; fine factory filled, \$1 to \$1.10; Canadian, 5-lb. bags, in brls., \$3.25; 10-lb. bags, in brls., \$3.10; American, 20-lb., wood boxes, 20c.; 10 lb., wood boxes, 12c.

CANNED GOODS—As mentioned in last issue the Association have advanced prices of vegetables 2½c. per doz. Goods now in stock are reported as last week. We quote: Corn, 95c.; peas 95c.; tomatoes, \$1; salmon are very firm and two or three cases could be sold here, but packers will not quote. Those who held off from buying find themselves with little or no stock. Price to-day, \$1.30 to \$1.35; lobsters, \$1.75 to \$2; corned beef, \$1.75 to \$2.75; oysters, 1's, \$1.30; 2's, \$2.25.

DRIED FRUITS AND NUTS—Valencias are now being quoted in some cases at a very low figure. Currants and lemons should be to hand by next report. Evaporated apples are rather low. Quality continues to improve. Demand for nuts is light. Onions are somewhat lower; those here are splendid quality. Sultana raisins, 7 to 7½c.; London layers, \$2 to \$2.10; loose muscates, 6½ to 6¾c.; new Valencias, 4½ to 5c.; layers, 5½ to 6c.; prunes, 5½ to 6c.; currants, 3½ to 4c. for brls., cases, 4 to 5c.; evaporated apples, 10 to 10½c.

GREEN FRUIT—Apples continue to arrive in large quantities, and daily auction sales keep the price down. Very few are being sent to the States this season, which is a great change from last. They are quoted about the same in Boston as here, which leaves no place for the duty. Oranges, Jamaica, are rather lower. New quinces are being offered.

ST. JOHN NOTES.

Choice medium and large codfish are offered by Northrup & Co.

Northrup & Co. offer their customers teas in 20 lbs. boxes, special values.

A QUEBEC MATCH FACTORY.

An industry worthy of note is the large plant of Hardy & Dubord, at Beauport, Quebec. Their factory is now complete, and millions of matches are turned out every day. The best pine wood is used. It is kiln dried and free from knots. After being cut into suitable blocks, a rapid cutter, working about 150 strokes a minute, is used to form them into double-length strips, making 3,600 strips a minute. These strips are then packed in frames and well tightened up. Then they are put in the drying room, and, after a time, are placed in other frames, the strips being separated to avoid adhesion while dipping. After being coated with sulphur on the ends, they are drawn over the phosphorus roller and dried. Finally, an army of girls get at them and they are cut and packed, when you have the Phoenix and Dominion match ready for use. Hardy & Dubord report rapidly, increasing sales, and duplicate orders in nearly all cases—the best guarantee of success.

TRADE SALES.

These bankrupt stocks were sold at Sucklings this week: The hardware stock of Alexander C. Fraser, of Galt, amounting to \$16,938, was sold at 47c. on the dollar, and a coal and wood yard in connection with the same estate, valued at \$1,000, was sold at 77½c. on the dollar. Mr. A. J. Colvin, of Galt, was the purchaser of the two parcels.

The boot and shoe stock of P. Habel, of Warton, \$1,600, was sold to Mr. H. D. Campbell, of Toronto, for 67c. on the dollar.

The general stock of R. Grennau, Aurora, \$5,500, was purchased by James Whinnister, of Aurora, at 45c. on the dollar.

The stock of J. T. Hutchinson, Mono Road, \$1,600, was sold to J. W. Shields, at 55c. on the dollar.

The stock of boots and shoes belonging to the estate of Foster Chalmers, of Woodstock, amounting to \$4,500, was sold to W. L. Ouimette, of Londsboro, at 58½c. on the dollar.

THE BUSINESS MAN.

The business man should be able to fix his attention on details and be ready to give every kind of argument a considerate hearing, says a writer in Business. This will not encumber him, for he must have been practical beforehand in the exercise of his intellect and strong in principles. One man will collect material together and it will remain in a shapeless mass. Another man possessed of method will easily arrange what the first has collected, but such a man as I would describe goes further and in addition builds with the material.

The business man should be courageous. True courage, however, required in civil affairs, is that which belongs rather to the able commander than to the mere soldier. Any kind of courage, however, is service-

able. Besides a stout heart the business man should have a patient temperament; he should likewise have a vigorous but disciplined imagination. Thus equipped he will plan boldly, and with extended view will execute calmly. He will never be reaching out his hand for things not yet within his grasp. Such a man will let opportunities grow before his eyes until they are ripe to be seized. He will think over every possible failure in order to provide a remedy or a retreat. There will be strength of repose about him. He will have a deep sense of responsibility. He will believe in the vitality of truth and in all that he does and says he will be anxious to express as much truth as possible. His sense of responsibility and his love of truth will inevitably endow him with diligence, accuracy and discreetness.

RUST ON BACON.

Prof. W. F. Massey says, in the Practical Farmer, that the rust which spoils the bacon is no doubt caused by a fungus growth, but he has not studied it and cannot give any definite advice about it. But he has never had any rust on meat treated in the following way: Make a strong brine with good salt, strong enough to pop a potato. If boiled and skimmed all the better. When cool drop the hams and shoulders into a cask and filled with brine, first adding to it one pint of black molasses and one-half ounce saltpetre for each 100 pounds of meat. Put the other meat into a separate cask and treat likewise, as it does not need to remain in as long as the hams. Keep meat well covered with brine. The meat, of course, is cold and well trimmed before putting down. After remaining in the pickle four to six weeks, take the hams and shoulders out and hang in smokehouse.

"Who's the 'Co.' in your firm?" asked Smasher of his friend the grocer.

"My wife."

"Ah, she's a silent partner, is she?"

The grocer rubbed his chin for a moment.

"Well," he replied in some doubt, "she ain't so all-fired silent when you come to think of it."—Exchange.

FOR SALE.

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

SITUATION WANTED.

Advertisements under this heading, two cents per word each insertion, payable in advance.

TO GENERAL MERCHANTS.—AN EXPERIENCED married man, age 45 (active), not afraid to work, is open for an engagement as Manager or Foreman to general merchant, in town, village, or country. Good bookkeeper. Excellent references. Address P. O. Box 120, Peterborough, Ont. (41)

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

Packers of all kinds of

**Fruits ...
 Vegetables and Meats**

All goods guaranteed first-class.

Office and Factory:

STRATHROY, ONTARIO.



**"KENT"
 BRAND**

Of Canned Goods have an enviable reputation. Where once introduced they hold the trade. The CONSUMERS want them. The reason is that they are always reliable—always regular. Your trade will appreciate them.

**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.**

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.

LYTLE'S

Pure Pickling

VINEGAR

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



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

LION "L" BRAND

REGISTERED
 TRADE
 MARK.

PURE GOODS.

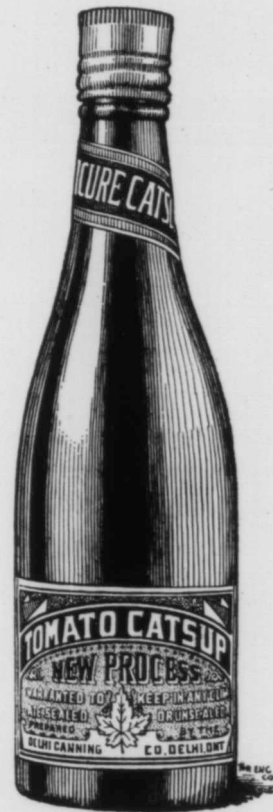
JAMS,
 JELLIES,
 VINEGARS,
 PICKLES.

The largest factory of the kind in the Dominion.

DIPLOMA
 AND MEDAL
 Toronto Exhibition,
 1893.



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



"EPICURE"

TOMATO

CATSUP

No trouble to sell, because it is advertised to the consumer. Show them the bottle and they will know it at once.

It has a finer flavor and a more natural color than any other catsup on the market.

A TRIAL ORDER IS ALL WE ASK.

Delhi Canning Co.

DELHI, ONT.

SURPRISE SOAP

To St. Croix Soap 29/3/01

Best for Wash Day

SURPRISE SOAP

Is offered for sale by all Wholesale Grocers in Canada of good standing.

The Retail Profit Is Good.

BRANCHES—

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

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

CALIFORNIA RAISINS.

"The prejudice which has existed against California raisins in Canada," said a gentleman to THE CANADIAN GROCER, "has almost entirely passed away, owing to the particularly fine goods that have been in the market this year; and it is an interesting fact not universally known that the variety of grapes from which raisins are made in California is the Muscat of Alexandria, identically the same as that grown in Spain. When these vines are young, and bearing their first crops, and possibly for a year or two afterwards, the crops are much coarser than after the vine reaches proper age, but this applies in Spain exactly the same as in California.

"Until this year what few California raisins have come to Canada have been produced on these young vines. However, circumstances have changed very materially, and this year's California raisins are equal to the very finest produced in Malaga, while fully 50 per cent. better than Denias or Valencias. Valencia raisins are dipped in lye in curing, which cuts the skin and gives the impression that the skin is more tender than the Californias, which are cured without dipping in lye.

"California raisins contain 30 per cent. more of sugar than Valencia fruit, and are much the most economical and satisfactory raisin for consumers. The present price of

California fruit is by no means unreasonable, and in view of the admirable keeping qualities the Canadian trade will no doubt find it distinctly to their advantage to cultivate the trade in these lines, especially in view of the adverse reports concerning Spanish fruit.

Canada and the United States have long been the dumping ground for the various trash in the way of Valencias, and the fact that reliable standards of raisins can now be had from California will be a matter of profit and satisfaction to all concerned.

MR. HILL'S "SUCCESSOR."

J. R. HILL is the name of a retail grocer doing business at Brock avenue and Dundas streets, Toronto. Some time since he got a barber to remove a long beard which hung about a foot below his chin. Among his customers was an old pensioner, a native of the Emerald Isle, whom we shall call "Pat." Shortly before he had his whiskers removed Mr. Hill loaned the old soldier fifty cents. A few days after the barber's scissors had shorn Mr. Hill of his beard, Pat entered the store. Perceiving what to him appeared to be a stranger behind the counter, he halted, ejaculated at the same time:

"An' where's Mr. Hill."

"Dead," gravely replied Mr. Hill.

"Dead! An' whin did he doi?"

"A few days ago."

"A few days ago," slowly repeated the Irishman. "Well, an' it's meself that's sorry. Shure, he was as dacent a man as ever broke a piece of bread. An' a good friend of mine was he too."

"Yes, so I believe," interjected Mr. Hill. "He told me before he died that he lent you fifty cents, and he said you were to pay me."

"Did he now? Well, he was roight. An' bees you afther buying him out?"

"Yes. And I wish you'd pay me now."

"Can't do it," said Pat, as he began to shuffle about uneasily.

"Well, but you must. Go out and borrow it."

"Shure, I'll try." And he did try, and he got the money, too. Laying the coin in the palm of Mr. Hill's hands, he remarked:

"There now, there 'tis. But say, couldn't you lend us a quarter?"

"No, sir, I cannot," replied Mr. Hill.

"You cannot," said Pat, as he edged up nearer the counter. "Shure you mean you won't. Do you know what I think about you—well, I wouldn't like to tell you. One thing sartin, you're no gentleman. Mr. Hill was, peace to his ashes."

And then a mad Irishman stepped quickly out of the store heaping curses upon the head of Mr. Hill's "successor," while Mr. Hill lay over a sugar barrel convulsed with laughter.

G. J. Hamilton & Sons

... Manufacturers of ...

FINE BISCUITS AND CONFECTIONERY

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

PICTOU,
 N. S.

GOOD BOOKKEEPERS often go astray in the preparation of Balance Sheets, Profit and Loss Accounts, and the adjustment of Capital Accounts. Unless you have competent inspection the errors pass uncorrected. My forte is a knack for dealing with them.

A. C. NEFF Chartered Accountant,
 Auditor, Trustee, etc.
 32 Church St., Toronto.

**ONLY
 6 MONTHS**

has Windsor Dairy Salt been on the market, but you should see the way it is displacing imported salts among butter-makers. The way it is selling proves its merit. In one town, 23 miles from Toronto, it cleaned the imported article out of every store. They never saw anything so nice as the Windsor; besides, it keeps the trade in our own country. See the point? Let us know what sizes you carry and we will quote you prices. They suit! So does the Salt.

TORONTO SALT WORKS,
 128 Adelaide St. East,
TORONTO

City Agents for Windsor Salt Works.

Highest Award at Chicago.



SCALES and SAUSAGE
 MACHINERY
 67 Esplanade St. E., Toronto

Tetley's Teas

HAVE NO EQUAL

To prove this . .

469 St. Paul St.
MONTREAL
 30 Front St.
TORONTO

TEST THEM

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.*

DRY GOODS.

TORONTO MARKET.

SORTING orders are coming in steadily, and all classes of woolen goods and winter dress goods are receiving a certain amount of attention. The warm weather of last week was not conducive to a heavy sale of winter goods, but the weather this week is very different and it must have its effect. The feeling among dealers is much better than it was a month ago, and the prospects for the sorting season are excellent.

Prices in cottonades, denims and shirting continue firm at the recent reduction. The prices of domestic prints are firm in spite of some reports to the contrary. The only weakness in values is where stock lots of such lines as knit underwear, etc., have been sold by manufacturers at clearing prices.

A low line of 16 inch linen towelling has been taking very well with John Macdonald & Co. The stock will last a week yet. A low line of unbleached canton has been attracting much attention during the past few weeks. The latest shipment of this line is now on the way. A special line of Nottingham lace curtains to retail at \$1.25 and \$1.50 is being shown, and is having an extensive sale. A large line of chenille curtains and covers has just been opened up in a full range of colors. Reduced prices are quoted. Jersey cloakings are shown in full patterns and colorings, mostly in cream grounds with wide straight or wavy stripe. Plain goods are also shown. Plain Campana serges in blacks and navys will arrive on the 15th. A shipment of pongors and pongees just to hand, and are being offered at about usual prices. German Henriettas in blacks are again in full stock, a large shipment having been passed into stock.

Samson, Kennedy & Co. have repeats to hand of velvets and velveteens in black and all colors. Sealettes are also shown, and one special line in a fawn can be retailed at \$3.75. It is 56-inches wide, and is both new and valuable. Black, white and gray astrachans are seasonable goods, and are in good demand at present. They have a nice range. Knit shawls, hoods, clouds, wool mitts and all fancy wool goods are being shown, and dealers can always secure everything desirable in this class of goods.

W. R. Brock & Co. have purchased a line of chenille table covers, being a manufacturer's stock, at a price which enables them to sell them at about one-half of the regular wholesale price. One of the latest novelties from the United States market is a line of Josephine draperies, which for design, effect and durability are striking. They can be used for curtains, coverings of all kinds, such as cushion coverings and for all kinds of fancy needlework. It is shown in various shades of green, blue, gold and red, and is procurable either in plain or stamped goods. This promises to be a great fad for the fancy goods trade of this season.

MONTREAL MARKET.

The chief feature in the dry goods trade in Montreal during the past few days has been an enhanced volume of orders from travelers now out. Repeat orders from the North-West and elsewhere which have come to hand freely during the past six days have been a welcome feature, and indicate a better state of affairs. The sorting trip so far, therefore, has been a very satisfactory one with most travelers.

Remittances have plenty of room for improvement, but it is expected that after the farmers get through with their fall work and the crops begin to move, they will mend.

Prices for all classes of goods continue firm, and advices from British and other textile centres indicate a still firmer tendency on all foreign fabrics.

There is an active demand at present for golf cloths, which are being used largely in the manufacturing of ladies' cloaks. Both large and small checks are in favor.

Other lines such as wool hosiery, dress goods, meltons and domestic woolens, are generally in good healthy demand, and values as a rule are upward in their tendency.

A MARITIME PROVINCE TRAVELER.

The accompanying cut is a portrait of Robert Jardine, representative of the Pure Gold Manufacturing Co. in the Maritime Provinces. Mr. Jardine is a native of the



ROBERT JARDINE.

city of St. John, N.B., his father and uncle, the late Alexander and Robert Jardine respectively, having arrived in that city from Scotland about 60 years ago, starting in the grocery business under the firm name of Jardine & Co. This firm has done and still continues to do a large wholesale and retail business, and is well-known over the whole of the Maritime Provinces. The subject of the present sketch was educated in Glasgow, Scotland, and in St. John. In the former city he also studied civil engineering; but giving a preference to mercantile pursuits he returned after a few years to his native province. Believing that it pays to handle the best lines of goods, he made application for

and secured the agency for the Pure Gold Manufacturing Co. of Toronto. In this connection he has been successful in doing a large business in all the leading cities of the Provinces, and the portly figure of Robert Jardine with his good-natured, honest, manly face is well-known and respected from one end of the country to the other.

LABRADOR HERRINGS.

Many a dealer has said, "Oh, Labrador herrings are a thing of the past," and so it seemed; but the connoisseur in this line and the wholesale grocer who looks to turn an honest penny, and please his customers at the same time, will be delighted to hear that there is every prospect of having some of the "real sort" here this year.

"A good sign," so many of the fishermen say, has appeared on Labrador, and several have been fortunate enough in securing good catches of herrings, which are reported as being of excellent size, and fat.

This is good news to the consumer, who has nearly had his taste for "Labrador turkey" vitiated by inferior substitutes.

As a curious coincidence, it is well worth noting that about 8 or 10 years ago, when there were plenty of herrings to be found on Labrador, there were none in Norway; but since that, for the last four or five years, there has been a tremendous glut of herrings caught in Norway; and the curious thing now happens: the catch this year is reported a failure in Norway, and, as stated above, the herrings are showing up again on the Labrador coast.

Can they be the same?

VALUE OF FOREIGN COINS.

The Director of the Mint at Washington has estimated and the Secretary of the Treasury has proclaimed the value of foreign coins, as required by Section 25 of the Act of August 28th, 1894. The changes made are as follows:

	Value July 1, 1894.	Value Oct. 1, 1894.
Bolivians of Bolivia .....	.457	.464
Peso of Central American States .....	.457	.464
Shanghai tael of China .....	.676	.685
Haikwan tael of China .....	.753	.763
Tien-Tsin tael of China .....	...	.727
Chee-Foo tael of China .....	...	.717
Peso of Colombia .....	.457	.464
Sucre of Ecuador .....	.457	.464
Rupee of India .....	.217	.227
Yien of Japan .....	.493	.500
Dollar of Mexico .....	.497	.504
Sol of Peru .....	.457	.464
Rouble of Russia .....	.366	.374
Mahbab of Tripoli .....	.413	.418

The estimate of the value of coins of countries having a single silver standard is made up on the average price of silver for the three months ending Sept. 29th, 1894, viz.: \$0.64127. There have been added to the list the Tien-Tsin and Chee-Foo taels of China.

TOBACCO

Why pay a high price for foreign Leaf Tobacco when you can buy good Chewing and Smoking Tobacco, made from Canadian Leaf, for nearly half the money? Ask your wholesaler for a few cads. as sample. All sizes made. Manufactured by

JOLIETTE TOBACCO CO.
F. W. HUDSON & CO.
Canadian Agents, TORONTO.



British Columbia Salmon

WILSON'S PURE MALT VINEGAR

BAY ST., TORONTO

This is the only licensed malt vinegar works in Canada.

EQUAL TO IMPORTED

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



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

"BALMORAL" BRAND

Turner, Beeton & Co.

VICTORIA, B.C.

AGENTS

WATT & SCOTT
Montreal

WATT & SCOTT
Toronto

GRANT, OXLEY & CO.
Halifax

ARTHUR P. TIPPET
St John, N.B.



THE increasing demand for "Y. & S." Licorice goes to prove that a good article is quickly recognized.

This cut shows our 5 lb. can of Licorice Lozenges. The box is very attractive and the goods are A 1.

Can be had from any first-class house in Canada.

MANUFACTURED BY

Young & Smylie

BROOKLYN, N.Y.

McLAREN'S



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

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

old his ing of ed, re- the dor it ind an at hat the nen eral ood as who dor orth hen l on but ars, ings ning rted , the the gton the eign Act nade Value Oct. 1, 1894. .164 .164 .165 .763 .777 .747 .164 .164 .327 .500 .501 .164 .371 .118 ns of urd is or the , viz.: re list hina.

TRADE CHAT.

THE Niagara District Fruit Growers' Joint Stock Company, Ltd., has been given power to increase its capital stock from \$10,000 to \$20,000.

Thirty-two pound cauliflowers are grown in Penetanguishene.

The Manitoba Patrons of Industry propose shipping their wheat direct to England.

According to the "Woman at Home" the Duchess of Fife is an admirable butter-maker.

While this may be an unappreciative world, a man generally gets credit for paying his debts.

The eleventh annual fat stock show of the Province of Ontario will be held at Guelph on December 11th, 12th and 13th.

Mr. Warner, near the Eau, thrashed and sold eight hundred bushels of beans from forty acres. The price realized was \$1.20 per bushel.

Saturday's Brockville Recorder contained this item: "Mr. Cavanagh, salesman for Cavanagh's combination of cheese factories, which includes Appleton, Golden, Ottawa Valley and Valley Queen, was in town yesterday attempting to contract August, September and October makes. The total includes 5,000 boxes, but as yet he has made no sale.

Sir W. C. Van Horne, in an interview in Winnipeg, stated he could not account for the continued low price of wheat. It must go up. Times, hard though they were, were better in Canada than in the States. Speaking of freight rates, the C. P. R. president justified the existing conditions on the ground of long hauls for "empties" and the idleness of the rolling stock part of the year that was specially made for grain traffic.

"I am not a scientist," says a writer in an exchange, "and so cannot explain it, but it is a fact that eggs that have been boiled three minutes or less, can be reboiled the next morning and will not only be fresh, but soft and palatable as though cooked but once. After an egg has been heated and cooled you can cook it till doomsday and it would not get hard. Some property in it resists the hardening process after it is once heated."

A. N. C. Black, private banker of Dutton, is in financial difficulties, and he is away. He was treasurer of the High School Board, and was asked to pay the money, \$2,200 over, but failed to do it, and his surety, Mr. J. B. Crawford has paid the money. Mr. Black was one of the best-known men in West Elgin, was clerk of the Division Court

and formerly licence commissioner, and was highly respected. He had carried on a banking business in Dutton for twelve years, coming there from Strathroy.

Freight is being hauled by wagon between Winnipeg and some distant Provincial towns to save high railway charges.

Merchants throughout Great Britain are still complaining about the large proportion of underpaid letters from Canada.

The ability of children to ask questions which the wisest parent cannot answer is proverbial. Little Gertrude, entering a butcher's shop for the first time, stood gazing around her in silent absorption. Presently she took her mother by the hand, and, leading her to where hung a string of Bologna sausages, she put a tiny finger on one of the sausages and gravely inquired: "Mamma, what was this when it was alive?"

The annual meeting of the shareholders of the Lake of the Woods Milling Co., Ltd., was held in the office of the company, Board of Trade building, Montreal, last week. The President submitted to the shareholders the seventh annual report and statements of account for the year ending 31st August, 1894. The report was unanimously adopted, and a dividend of 6 per cent. was declared on the capital stock of the company for the year ending 31st August, 1894. The following directors were elected: Robert Meighen, W. A. Hastings, John Mather, R. B. Angus and John Turnbull. At a subsequent meeting of the directors, Robert Meighen was elected president and managing director; W. A. Hastings, vice-president and general manager; G. V. Hastings, general superintendent; S. A. McGaw, manager at Winnipeg; F. F. Bray, secretary; B. S. Sharing, assistant secretary.

A NEW SPICE FIRM.

The Canada Gazette of Saturday last contains notice of application for incorporation of the C. A. Leffitt Co. Ltd. The applicants are A. M. Snetsinger, of Moulinette, Ont., agent; A. P. Tippet, commission agent; L. E. Dodwell, commission agent; Donald J. McGillis, merchant; Joshua C. Rose, commission agent; and W. J. White, advocate, all of the city of Montreal. The headquarters of the company will be in Montreal, and the object, according to the notice is to carry on the business of coffee roasters, spice grinders and commission agents and dealers in coffee, spices, and grocers' supplies, with power to acquire and dispose of any patent rights which may be deemed necessary or expedient, for the purposes of the company's said business. The capital stock is placed at \$10,000 divided into one hundred shares of \$100 each.

THERE WAS DECEPTION HERE.

A good story is told at the expense of a Toronto wholesale tea house. A local retailer, Mr. Blank, had placed an order with the house in question for a quantity of package tea. The blend, as well as the package, was to be specially prepared, and the latter was to have on the label the purchaser's name.

The tea was in due course delivered, and some of it soon went into consumption. One of Mr. Blank's regular customers bought a package, and, emptying its contents into a caddy, threw the package into a garbage box into the yard. That night it rained, and the next morning the lady who had bought the tea noticed that Mr. Blank's label had been washed off, disclosing, to her surprise, the name of a big local department store. She gathered up the package, and took it back to Mr. Blank. He was even more surprised than had been his customer, and, of course, explained the circumstances under which he had bought the tea.

Fortunately, he did not lose a customer; but a wholesaler did.

MUNN'S

Pure Boneless Codfish

1 and 2 lb. bricks in boxes

Pure Skinless Codfish

In 100 lb. cases.

This year's catch—just arriving.
Finest ever put up.If you **BAT**—you want Munn's Codfish.

STEWART MUNN & Co.

Board of Trade
Building.

... MONTREAL

OUR PACK OF...
Canned FruitsAre exceptionally fine, packed the
day they were picked, and each can
bears our label,

The Garden City brand

We also put up the choicest CATSUPS,
JELLIES and JAMS.BE SURE when ordering you get the "Garden City"
brand. Sold by all leading Wholesale Grocers.

Put up by

FLYNN BROS.

St. Catharines, Ont.

GINGER SNAPS AND COOKIES

Manufactured by us are the best selling line on the market. Guaranteed to keep hard. Packed in barrels. Price 4½c. per lb. net f.o.b. Toronto. Orders through your wholesale grocer, or direct, will receive immediate attention.

J. M. LOWES & SON CO.

35 and 37 Wellington St. East, Toronto.

CHAS. SOUTHWELL & CO.'S

High-class **Jams,
Jellies, and
Marmalades**

We are making a specialty of

Orange Marmalade



In 1 lb. Glass Jars,
Price, \$1.50 per doz., net.

Handsomely put up,
Orders can be booked now.

Write for Price List of other styles.

FRANK MAGOR & CO., 16 St. John Street
MONTREAL

N.B.—Messrs. Southwell's goods are equal to any imported
and superior to most.

MUNN'S

PURE
Boneless Codfish

1 and 2 lb. bricks in boxes.

PURE
Skinless Codfish

In 100 lb. cases.

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

This year's catch—just arriving.

Finest ever put up.

STEWART MUNN & CO.

Ramsey & Aiken, Toronto Agents.

MONTREAL



Kippered Herrings

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

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

FOR SALE BY ALL LEADING GROCERS.

Marshall & Co.,

Spring Garden Works, ABERDEEN, SCOTLAND.

WALTER R. WONHAM & SONS,

Sole Agents for Canada, MONTREAL.

No Dinner Table is perfect without one or two delicious jellies and no Grocer's Stock complete without

GOODALL'S JELLY SQUARES

Which make delicious and nutritious Jellies in a few minutes and at little expense. The Squares are complete in themselves for making Lemon, Orange, Raspberry, Strawberry, Cherrv, Vanilla, Aspic, Pineapple, Black Currant, Red Currant, Almond, Plain, Champagne, Noyeau, Sherry and Port Wine Jellies, and are sold in boxes containing half-pints, pints and quarts.

Proprietors

GOODALL, BACKHOUSE & CO.

LEEDS, ENGLAND.

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



"FLETCHER"
WICK

See that any wick you buy bears the above trade mark in red ink on every package. It is the best wick in the market and as cheap as poorer makes.

GOWANS, KENT & CO.
TORONTO

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

AGENTS FOR CANADA:—

C. E. COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N. B., and Montreal.

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,
Cor. of Adelaide St., Toronto.

GROCERY BROKERS

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

AGENTS FOR

THE ST. LAWRENCE SUGAR REFINING CO.,

Oakey's

'WELLINGTON'
KNIFE POLISH

The Original and only Genuine Preparation for
Cleaning Cutlery.

JOHN Oakey & Sons, Limited,

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

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

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

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

AN order was made by Judge Wm. Elliot in London on Saturday for the examination of Henry McBean and Michael O'Brien. Both were employees of McBean Bros., grocers, who recently assigned, and it is expected they will throw some light on the business affairs of the late firm.

Emile Picard, grocer, Quebec, has assigned.

Thomas Reid, fruits, Winnipeg, has assigned.

Kelly Bros., aerated waters, Winnipeg, have assigned.

Louis Rajotte, general store, Pembroke, is offering to compromise.

John Cameron, general merchant, Edmonton, N. W. T., has assigned.

W. S. Loggie, general merchant, etc., has compromised at 40c. on the dollar.

John Dawson, general merchant, Gelert, Ont., has assigned to W. A. Campbell, Toronto.

Charles Hunt, grocer, West Brome, Quebec, is offering to compromise at 25c. on the dollar.

A. Sweet & Co., general merchants, Winchester, Que., are offering to compromise at 40c. on the dollar.

W. A. Mowatt & Co., general merchants, Campbelltown, N.B., are offering to compromise at 50c. on the dollar.

CHANGES.

C. W. Newans, grocer, has sold out to Geo. Deacon.

Mills & Mills, bankers, Kingston, have been succeeded by Mills & Cunningham.

George Ellis, general store and hotel, Waneta, has sold hotel to Marion Davis.

The Niagara Fruit Package Co., Niagara Falls, is applying for charter of incorporation.

A new general store has been opened out at Lake Francis, Man. R. Kerr is the proprietor.

Lazeaby Bros., general merchants, Port Hammond and Hatzic, have sold out business at Port Hammond.

J. H. McConnell, of Windsor, has bought out the grocery and produce business of John Scott in that town.

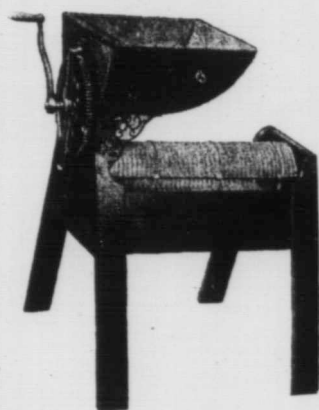
A. W. Carveth, miller and produce, Leskard, has been succeeded in the milling business by J. W. Cornish.

Wm. Geddes, general merchant, Sheet Harbor, N.S., has registered consent to his wife doing business in her own name.

PARTNERSHIPS FORMED AND DISSOLVED.

Bell & Hawley, grocers, Napanee, have dissolved.

Hogan & McNeil, grocers, Moncton, N.B., have dissolved.



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

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

PRICE, \$16.00.

Manufactured and Sold only by
BEAMER & RYAN
Brampton, Ont.

We Have Moved

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

G. F. Marter & Son

SUCCESSORS TO BARTON, SON & CO.

Phoenix Coffee and Spice Mills
Cor. Jarvis and Esplanade

...TORONTO



**WHY
IT...
SELLS**

EVERYBODY LIKES IT

A CUP OF COFFEE

**Exclusively
Delicious..**

You Will Want No Other

TODHUNTER, MITCHELL & CO. - TORONTO

Crosby Bros., general merchants, Mount Albert, have dissolved.

Terroux, Lacombe & Co., grocers, Montreal, have dissolved. A. F. and A. Terroux continue.

The Citizens' Dairy Co., Montreal, has dissolved. Mark E. Mooreman continues. Style unchanged.

Jennie Mendelsohn has been registered proprietress of the firm of M. Mendelsohn & Co., general merchants, Cedars, Que.

SALES MADE AND PENDING.

The grocery stock of F. J. Durkee, Montreal, is to be sold by auction on the 15th inst.

The stock of C. Gelin, St. Paulin, Quebec, is to be sold by auction on the 16th inst.

The estate of Thomas Leahy, liquors, etc., Bathurst, has been sold to Jacob White.

The stock of M. W. Aubin, provision dealer, Montreal, has been sold at 43c. on the dollar.

The boot and shoe stock of A. Thibadeau & Co., Montreal, has been sold at 56c. on the dollar.

The stock of Provost & Larose, wholesale and retail grocers, Quebec, is advertised for sale by tender.

FIRES.

A. A. McDonald, general merchant, Peaker's Station, P.E.I., has been burned out; no insurance.

The fruit evaporating factory of Moore & Wilson, Owen Sound, was damaged by fire on the 4th inst. Loss on evaporated fruit, \$300; on evaporator and building, \$800. There was an insurance of \$400 on the evaporator. The firm will start rebuilding immediately.

DEATHS.

S. A. W. Baker, Aylesford, N.S., is dead.

R. T. Gross, general merchant, Hillsboro', N.B., is dead.

Wm. Quinsler, sausage manufacturer, St. John, N.B., is dead.

TO RESUME MOLASSES BOILING.

In its issue of September 15th the Havana Weekly Report states that the managers of the molasses boiling establishment and the exporters have recently operated extensively, because the reimposition of duties in the United States will allow the molasses cooking business to be resumed under more favorable condition than before.

A large number of contracts have accordingly been closed, some, chiefly for exportation, at prices to be fixed at the time of delivery with 2 cents commission per gallon for the dealer and others, for account of the home boilers at from \$9 to \$10 per hogshead of 175 gallons, deliverable at ports on the Northern coast, with \$5 advance per hogshead as an average in both cases.

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.

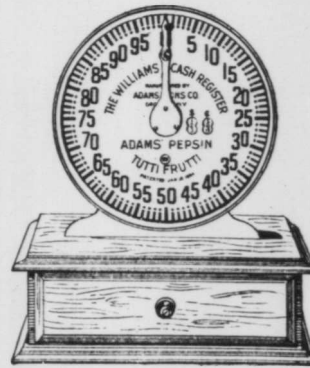
Will not ferment in warm weather.



The best and Cheapest Mince Meat on Earth.

Price reduced to \$12.00 per gross, net.

J. H. WETHEY,
St. Catharines
Ont.



GET ONE!

ADAMS' Tutti Frutti Cash Register

A SUBSTANTIAL AND RELIABLE ARTICLE

Send for Descriptive Circular.

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



Sold by the Wholesale Grocery Trade and the Manufacturers,

THE HAMILTON COFFEE AND SPICE CO

Sales Increase Yearly

It Holds Trade

\$10000

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

JOHNSTON'S FLUID BEEF

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

The Johnston Fluid Beef Co.

THE ST. LAWRENCE SUGAR REFINING CO.'S

GRANULATED YELLOWS SYRUPS

ARE PURE

NO BLUEING Material whatever is used **OUR GRANULATED**
in the manufacture of



DIPLOMAS

AWARDED AT

Intercolonial Exhibition, London, Eng., 1886
Jamaica International Exhibition, 1891
and....
Toronto Industrial Exhibition, 1892, 1893
St. John, N.B., Exhibition

TO **Reindeer Brand**

Condensed Milk

Condensed Milk and Coffee

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

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

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

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. Keighly, Manager,
468 King st West. Telephone 1610.

EDWARD STILL

Assignee, Accountant, Auditor, etc.
1 Toronto Street, TORONTO.

Commercial Accounts and those of Estates, Municipalities, etc., thoroughly audited and investigated. Charters obtained for Joint Stock Companies.

Auditor for
J. B. McLEAN Publishing Co., Toronto.



IS THE BEST.
ASK FOR
MOTT'S

OTHER SPECIALTIES.
NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA



MEDALS AND DIPLOMAS.
PARIS
SYDNEY
MELBOURNE

WORKS
CANADIAN SPECIALTY CO., Toronto. | LONDON, W. C. | ROSE & LAFLAMME, Montreal.

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

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

THE BEST!!! GOES THE FARTHEST

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

Highest Exhibition Honors.
Prize Medal, Chicago, 1893

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

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

Silver Gloss
STARCH

ASK FOR
BENSON'S
CANADA PREPARED
CORN

Satin Starch



Pure Rice Starch

Pulverized Starch



Beware of Imitations

SOLELY MANUFACTURED BY

THE EDWARDSBURG STARCH CO.
LIMITED
CARDINAL, ONT.

Every package bears
our name

CURRENT MARKET QUOTATIONS

TORONTO, Oct. 11, 1894
This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.

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

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

BAKING POWDER.

PURE GOLD, per doz	5 lb. cans, 1 doz in case	19 80
4 lb. cans, 1 doz in case	16 00	
2 1/2 lb. cans, 1 and 2 doz in case	10 50	
16 oz. cans, 1, 2 and 4 doz in case	4 60	
12 oz. cans, 2 and 4 doz in case	3 70	
8 oz. cans, 2 and 4 doz in case	2 40	
4 oz. cans, 4 and 6 doz in case	1 90	
Dunn's No. 1, in tins	2 00	
" " " "	75	
Cook's Friend—		
Size 1, in 2 and 4 doz boxes	\$2 40	
" " " " " " " "	2 10	
" " " " " " " "	80	
" " " " " " " "	70	
" " " " " " " "	45	
Pound tins, 3 doz in case	3 00	
12 oz. tins, 3 doz in case	2 40	



9 oz tins, 4 " "	1 10
5 lb tins, 1/2 doz in case	14 00
No 10— doz cases	\$0 75
1-lb. 3 doz cases	1 20
No 1 (14 oz) 2 doz case	1 80
1-lb. 2 doz in case	9 00
3-lb. 1/2 doz in case	5 75
5-lb. 1/4 " " "	9 00
5-lb. 1/2 " " "	9 60

W. H. GILLARD & CO., PROPRIETORS.

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

BARTON'S BAKING POWDER.

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

BISCUITS.

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

BLACKING.

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

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

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.

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

KNIFE POLISH.

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

CORN BROOMS.

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

BLACK LEAD.

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

THEY'RE OFF !! AT THE QUARTER AT THE HALF THREE-QUARTERS IN THE STRETCH

THE MATCHLESS WINS.

The Best Stove Polish on this green earth. Do you handle it? You will if you write for prices.

Robt. Ralston & Co. HAMILTON, ONT.

Something Tasty Something Tasty

Nelson's Brilliant Gelatine

For Evening Parties and Entertainments.

Maconochie's Herrings in Tomato Sauce

Maconochie's BLOATER PASTE

No Grocer's Stock Complete Without Them.

Stocked in Montreal by

FRANK MAGOR & CO., Montreal 16 ST. JOHN ST.

Prices Current Continued--

Table listing various goods and their prices, including 'Standard' select, 8, 4 strings, 2 90, Do. do. 7, 4 strings, 2 75, etc.

Table listing soaps and boullis, including 'soaps, assorted, 1' and 'soaps & Boulli, 2'.

Table listing Cocoa, Homopat'c, 1/4's, 8 & 14 lbs 30, Pearl, 25, London Pearl 12 & 18, etc.

Table listing Green, Lilac, Bronze, White Glace, Premium, etc.

CANNED GOODS.

Table listing various canned goods such as Apples, Blackberries, Beans, Corn, Cherries, Peas, Pears, Pineapple, Peaches, Plums, Pumpkins, Raspberries, Strawberries, Succotash, Tomatoes, Lobster, Mackerel, Salmon, Sardines, etc.

CHEWING GUM.

Table listing chewing gum brands like Tutti Frutti, Nerve Food, Orange Blossom, etc.

Table listing various chocolates and confectionery items like Royal Cocoa Essence, Cocoa, Vanilla, etc.

Table listing Fancy Chocolates like Fingers, Pastilles, Yellow wrapper, etc.

CLOTHES PINS.

Table listing clothes pins like 5 gross, single & 10bx lots, Star, 4 doz. in package, etc.

COFFEE.

Table listing various coffee types like Mocha, Old Government Java, Rio, etc.

Table listing various liquors and spirits like Excelsior Blend, Our Own, Jersey, etc.

DRUGS AND CHEMICALS

Table listing various drugs and chemicals like Alum, Blue Vitriol, Borax, Camphor, etc.

EXTRACTS.

Table listing various extracts like Dalley's Fine Gold, No. 8, p. doz \$0 75, etc.

MARSHALL & CO., SCOTLAND.

Table listing fresh herring, kippered herring, herring sauce, etc.

CANNED MEATS.

Table listing various canned meats like Comp. Corn Beef, Lutch Tongue, English Brawn, etc.

CHOCOLATES & COCOAS.

Table listing various chocolate and cocoa products like Mexican chocolate, Rock chocolate, Cocoa nibs, etc.

WALTER BAKER & CO'S

Table listing Baker's Premium No. 1, Baker's Vanilla, Caracac Sweet, etc.

EXTRACTS.

Table listing various extracts like Dalley's Fine Gold, No. 8, p. doz \$0 75, etc.

RECKITT'S Blue and Black Lead

ALWAYS GIVE YOUR CUSTOMERS SATISFACTION.

COUGH DROPS

The season for Cough Drops is at hand, and every Grocer and Confectioner should see that his stock contains a tin of the celebrated B. F. P. Cough Drops. Made only by the

HENRY C. FORTIER.
CHARLES J. PETER.

The Toronto Biscuit and Confectionery Co.
7 FRONT STREET EAST.

Prices current continued -

FLUID BEEF.

JOHNSTON'S, MONTREAL.

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

FRUITS

FOREIGN c per lb

Currants, Provincials, bbls.	34 4
" " " " bbls	38 44
" Filiatras, bbls.	4 44
" " " " bbls	4 44
Currants, Patras, bbls.	5 54
" " " " bbls	5 54
" " " " cases	5 64
" " " " cases	6 74
" " " " cases	6 74
" " " " cases	8 84
" " " " cases	8 84
Dates, Persian, boxes	5 54
Figs, Elemes, 10 lb. boxes	00 00
7 Crown	00 00
Natural Figs, 28 lb bxs	00 00
Prunes, Bosnia, casks	4 44
" " " " cases	5 44
" " " " bags	0 6
" " " " E	0 54
" " " " G & J, cases	0 54
Raisins, Valencia, off-stalk	5 4
Fine off-stalk	6 7
Selected	7
Layers	5 84
Raisins, Sultanas	5 84
" Cal Loose Muscatele 50 lb. boxes	7
" Malaga	per box
London layers	2 25
Imperial cabinets	2 25 2 55
Royal clusters	2 25
Fancy Vega boxes	2 25
Black baskets	2 25
Blue	2 25
Dehesas boxes	3 75
Lemons, 30's, fancy Rodhi	5 00 5 50
" 360's	5 00 5 25
" 360's, Palmero	3 50
Oranges, Sorrento, 200's, per box	5 00

DOMESTIC

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

FISH.

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

Sea Fish:

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

FOOD

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

ROBINSON'S BARLEY AND GROATS.

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

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto

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

HORSE NAILS:

Canadian, dis. 60 to 60 and 2 1/2 per cent.

HORSE SHOES:

From Toronto, per keg ... 3 80

SCREWS: Wood—

Flat head iron 80 p.c. dis	
Round " " 75 p.c. dis	
Flat head brass 77 p.c. dis	
Round head brass 7 1/2 p.c.	

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

1st break (25 in and under)	1 10 1 15
2nd " (26 to 40 inches)	1 30
3rd " (41 to 50 ")	2 30
4th " (51 to 60 ")	3 20
5th " (61 to 70 ")	3 50

ROPK: Manila ... 0 00 1 10
Sisal ... 0 08 0 10
New Zealand ... 0 08 1 09

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

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

HINGES: Heavy T and strap 33-5 04 1/2
Screw, hook & strap. 02 1/2 02 1/2

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

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

TURPENTINE: Selected packages, per gal ... 0 40 0 41

LINSEED OIL: per gal, raw ... 0 58
Boiled, per gal ... 0 56

GLUE: Common, per lb ... 0 07 1/2 0 08

INDURATED FIBRE WARE.

1/2 pail, 6 qt	\$4 00
Star Standard, 12 qt	4 50
Milk, 14 qt	5 50
Round bottoms fibre pail, 14 qt	5 50
Tubs, No. 1	15 50
" " 2	13 25
" " 3	11 00
Fibre Butter Tubs (30 lbs)	4 50
Nests of 3	3 40
Keelers No. 1	10 00
" " 2	9 00
" " 3	8 00
" " 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" " round	3 50
Handy dish	3 50
Water Closet Tanks	18 00

JAMS AND JELLIES.

DELHI CANNING CO

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

TORONTO BISCUIT & CONFECTIONERY CO

Jams, absolutely pure—apple	\$0 06
Family	0 07
Black and Red currant Raspberry, Strawberry, Peach and Gooseberry per lb.	0 12
Plum	0 10
Jellies—pure—all kinds	0 10

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

Marmalade—orange ... 0 12

SOUTHWELL'S GOODS

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

LICORICE.

YOUNG & SMYTH'S LIST.

5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box	1 25 1 25
" Ringed" 5 lb boxes, per lb	0 40
" Acme" Pellets, 5 lb cans, per can	2 00
" Acme" Pellets, Fancy boxes (308) per box	1 50
" Acme" Pellets, Fancy paper boxes, per box (40s)	1 25
Tar Licorice and Tolu Wafers, 5 lb cans per can	4 00
Licorice Lozenges, 5 lb glass jars	1 75
Licorice Lozenges 5 lb cans	1 50
Purity " Licorice, 200 sticks	1 45
" " 100 " "	0 72 1/2
Imitation Calabria, 5 lb bxs per lb	0 20

MINCE MEAT.

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

MUSTARD.

COLMAN'S

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

Round tins—

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

KEEN'S.

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

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

NUTS.

Almonds, Tarragona	12 1/2 14
" " Formigetta	" "
Almonds, Shelled Valentias	25 30
" " Jordan	40 45
" " Canary	20 23
Brazil	11 11 1/2
Cocoanuts, per 100	\$4 50 \$5 50
Filberts, Sicily	94 104
Pecans	104 11
Peanuts, roasted	11 12
" " green	8 10
Walnuts, Grenoble	13 14
" " Bordeaux	11 12
" " Naples, cases	" "
Marbots	11 12

RICE, ETC.

Rice, Aracan	3 1/2 3 1/2
" " Patna	4 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 10
Grand Duke	6 1/2 8 1/2
Sago	4 1/2 5 1/2
Tapioca	4 1/2 5 1/2
Goathead (finest imported)	6 1/2

SPICES.

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

STARCH.

KINGSFORD'S OSWEGO STARCH.



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

ST. LAWRENCE Corn Starch

Increases in Sales DAILY
WORTHILY

Prices current, continued—

PURE 36-lb. bxs., 12 3-lb. bxs.	7 1/4
OSWEGO 40 lb. bxs., 1-lb. pkgs.	8
CORN STARCH For puddings, custards, etc.	8
ONTARIO 3-lb. to 45-lb. bxs., 6 bundles	6 1/4
STARCH IN Silver Gloss	8
BARRELS Pure	7

ST. LAWRENCE STARCH CO.'S

Culinary Starches—	
St. Lawrence corn starch	7 1/4
Durham corn starch	6 3/4
Laundry Starches—	
No. 1, White, 4 lb. Cartons	5 1/4
" " Bbls	4 3/4
" " Kegs	4 1/2
Canada Laundry	4 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers	7
Ivory Gloss, fancy picture, 1 lb packs	7
Patent Starch, fancy picture, 1 lb. cartons	7 1/4

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartons	5 1/4
Canada Laundry	4 1/2
Silver Gloss, 6-lb. draw-lid bxs	7
Edwardsburg Silver Gloss, 1-lb. chrono package	7
Silver Gloss large crystals	6 1/4
Ben's Satin, 1-lb. cartons	7 1/4
No. 1 White	4 1/2
Culinary Starch—	
W. T. Benson & Co.'s Prepared Corn	7 1/4
Canada Pure Corn	6 3/4

Rice Starch—	
Edwardsburg No. 1 White, 1-lb. cartons	5 1/4
Edwardsburg No. 1 White or Blue, 4-lb. lumps	4 1/2
SUGAR. c. per lb	
Granulated	4 1/2
Paris Lump, bbls and 100 lb. bxs	5 1/2
Extra Ground, bbls icing	5 1/2
Powdered, bbls	4 1/2
Extra bright refined	4 1/2
Bright Yellow	3 1/2
Medium	3 1/2
Dark yellow	3 1/2
Raw	3 1/2

SALT.	
Bbl salt, car lots	0 93
Coarse, car lots, F.O.B.	0 58
" " small lots	0 75 0 80
Dairy, car lots, F.O.B.	1 25
" " small lots	1 50
" " quarter-sacks	0 40 0 45
Common, fine car lots	0 50
" " small lots	0 75 0 80
Rock salt, per ton	10 00
Liverpool coarse	5 75 0 80

SYRUPS AND MOLASSES.

SYRUPS. Per gallon	
	bbls. & bbls
Dark	25 30
Medium	30 35
Bright	35 40
Very Bright	50 60
Redpath's Honey	40
" " 2 gal. pails	1 25
" " 3 " "	1 50

MOLASSES. Per gal

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

SOAP.

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

MORSE'S MOTTLED

Per box—in 5 box lots	
100 bars	\$4 75



Eclipse, 3 lbs	3 30
Per box	
Everyday, 12 oz	\$4 50
Morse's Best, 12 oz	4 50
Queen City, 14 oz	3 60
Detroit, 12 oz	2 40
Empire, 12 oz	2 40
Ruby, 10 oz	2 10
Monster, 8 oz	1 50

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



SURPRISE SOAP,

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



SUNLIGHT SOAP.

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

TOBACCO AND CIGARS

British Consols, 4's; Twin Gold	
Bar, 8's	59c
Ingots, rough and ready, 8's	57
Laurel, 3's	49
Brier, 7's	47
Index, 7's	44
Honeysuckle, 8's	56
Napoleon, 8's	50
Victoria, 12's	47
Brunette, 12's	44
Prince of Wales, in caddies	48
" " in 40 lb boxes	48
Bright Smoking Plug Myrtle, T & B, 3's	60
Lily, 7's	47
Diamond Solace, 12's	50
Mvrtle Cut Smoking, 1 lb tins	70
1/2 lb pg, 5 lb boxes	70
oz pg, 5 lb boxes	70

MCALPIN TOBACCO CO.

White Burley Chewing—	
Duty paid per lb	
Beaver, 12 oz., smooth, 3x12, 5c	
and 10c cuts, 12 lb butts	61c.
Do. 8 oz., R & R 2x12, 5 and 10c cuts, 12 lb butts	61
Do. 16 oz., R & R, 10c cuts, 2x12, 18 lb butts	61
Jubilee, 7 1/2 to 1 lb, chocolate, 15 lb butts	58
Prince George, 8s 21 lb caddies	47
Tecumseh, 9 to 1 lb (fancy chew'g)	65
Extra Black Chewing—	
Gold Shield, 16 oz., 7 to 1 lb, 30 lb butts	47
Black Chewing—	
Standard, 3rds, 4ths, 7s and 12s, 20 lb. pkgs.	45
Plug Smoking—	
Woodcock, 18 lb caddies, 7s	50
3rds	50
Sunny South, 6s and 7s, 18 lb caddies	46
Solid Comfort, 6s, 18 lb butts	44
Special, 7 to 1 lb, 18 lb caddies	42
Cut Tobaccos, Smoking—	
Silver Ash, 1-8ths, 5 lb boxes	62
Puck, mixture, 1-9ths, 5 lb boxes	70
Cut Cavendish, 1-9ths, 5 lb boxes	65
Fine Cut Chewing—	
Standard Kentucky, bright, 5 lb pails	80
Apricot, dark sweet, 5 lb pails	65
Terms, 37 days, less 2 per cent.	

CIGARS—S. DAVIS & SONS Montreal.

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

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

DOMINION CUT TOBACCO WORKS, MONTREAL.

CIGARETTES. Per M	
Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby	4 25
B. C. No. 1	4 00
Sweet Sixteen	3 75
The Holder	3 85
Hyde Park	10 50

CUT TOBACCOS. per lb	
Puritan, tenths, 5 lb. boxes	75
Old Chum, ninths, 5 lb box	70
Old Virgin, 1-10 lbpgk, 10 lbbs	62
Gold Block, ninths, 5 lb boxes	78

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

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

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

On sales amounting in value as above list to less than \$20 there shall be an advance of 10c. per doz on pails and lard tubs, and of 50c. per dozen on wash tubs.

Washboards, Globe	\$1 90 2 00
" " Water Witch	1 40
" " Northern Queen	2 25
" " Planet	1 70
" " Waverly	1 60
" " X X	1 50
" " X X	1 80
" " Single Crescent	1 85
" " Double	2 75
" " Jubilee	2 25
" " Globe Improved	2 00
" " Quick and Easy	1 80
" " World	1 75
" " Rattler	1 30

Matches, 5 case lots, single case	
Parlor	1 70 \$1 75
Telephone	3 30 3 50
Telegraph	3 50 3 70
Safety	4 00 4 20
French	3 00 3 10
Steamship (10 gro. in case)	
Single case and under 5cs.	3 10
5 cases, freight allowed	3 10
Mops and Handles, comb per doz	
Butter tubs	\$1 60 \$3 60
Butter Bowls, crates as'd	3 60

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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 30c. " " "
" 3 at 25c. " " "

Their Flavoring Extracts are of the choicest quality.



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

EVERY CAN WARRANTED.

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W. S. Goodhugh & Co., Montreal.
Tees & Perse, Winnipeg.



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29 00
7 00
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15 00
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6 25
5 75
4 25
4 00
3 75
3 85
10 50
per lb
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62
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\$1 50
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1 40
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1 60
8 50
7 00
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1 80
1 75
1 30
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3 50
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4 20
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3 10
3 10
per doz
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3 60

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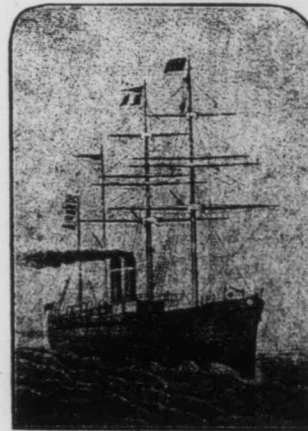
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