



# Imitation . . .

Is said to be the sincerest flattery. That being so, we ought to feel highly flattered by imitators who, by copying the package try to pass off inferior French Matches for

## Eddy's "TELEGRAPH" MATCHES

which are put up in packages like the sketch given here.



To IMITATE is FLATTERY,  
To COUNTERFEIT is FORGERY.

**We Protect** Jobbers handling our Matches from any drop in price, on stock in hand. . . . .

**The E. B. EDDY CO. :**  
HULL, CANADA.

BRANCHES AND AGENCIES AT :

Toronto, Montreal, Winnipeg, Hamilton,  
Kingston, St. John, N.B., Halifax,  
Quebec, Victoria, B.C., St. John, N.F.,  
Melbourne and Sydney, Australia.

“Standard Goods are the best to Handle”

The Finest Class of Preserves and Marmalade manufactured in England.



FAULDER'S  
PRESERVES  
AND  
MARMALADE

MADE IN PATENT

Silver Pans

TO AVOID  
CONTACT OF  
THE FRUIT  
WITH  
COPPER

FOR SALE BY

A. M. SMITH & CO.,  
London

BALFOUR & CO.,  
Hamilton

H. P. ECKARDT & CO.,  
Toronto

BAULD, GIBSON & CO.,  
Halifax

GEO. CHILDS & CO., Montreal

WHITEHEAD & TURNER, Quebec.

# Fry's Cocos AND Chocolates

Diamond Chocolate. The finest low priced Chocolate made.

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

Pure Concentrated Cocoa. The highest grade of Cocoa manufactured.

STANDARD QUALITY. PROFITABLE LINES.

NO STOCK COMPLETE WITHOUT THESE GOODS.

## J. S. Fry & Sons

BRISTOL.

LONDON.

SIDNEY, N.S.W.

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



Somerville's "Mexican Fruit" and "Pepsin"  
CHEWING GUMS

Do you keep it in stock?

See our . . .  
Watch Coupons  
in every box.



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

C. R. SOMERVILLE, - London, Ont.

# \$5000.<sup>00</sup> Saved in Two Months

We offer 5,000 gross Fruit Jars. Shipment  
May 15th at money saving prices.

Wine Pints	\$ 9.25	per gross
Quarts	10.00	"
½ Gals.	12.75	"
Imperial Quarts	11.00	"

These jars are the best quality,  
heavy glass tops and packed  
one doz. in a box, cases free.

This is a snap and will not last long.

... SEND IN ORDERS AT ONCE TO ...

**O. E. ROBINSON & CO., Ingersoll, Ont.**



## CHAS. SOUTHWELL & CO'S

High class **JAMS** (Kentish Fruit)

**JELLIES**

**MARMALADES**

SPECIALTY IN

Clear Jelly Marmalades, Orange, Lemon, and Citron Peels

ORDERS CAN BE BOOKED THROUGH

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

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

### Marshall's Choice

## SCOTCH

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

## FISH

Warranted SOLELY from the  
FAMED ABERDEEN FISHERIES.

**ARE THE BEST TO BE HAD**

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

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

## DELICACIES

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

FOR SALE BY ALL LEADING GROCERS.

**Marshall & Co.**

Spring Garden Works, ABERDEEN, SCOTLAND.

**WALTER R. WONHAM & SONS,**

Sole Agents for Canada, MONTREAL,

# A Snap.



## Here's a Case of the Early Bird Securing the Worm

### 1,200 PAILS OF ORANGE MARMALADE

Each 7 lbs.; put up in crates of 6 pails.  
Very fine goods—11 cents per lb.

TERMS.— Less than five crates, net cash; five crate lots and over, 3 per cent. cash discount.

Drop a postal for a line.

No trick for a pushing retail merchant to sell fifty pails of the goods in a few days.

### .. NOTE ..

We are the only house in Hamilton, Toronto or London handling this line.

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

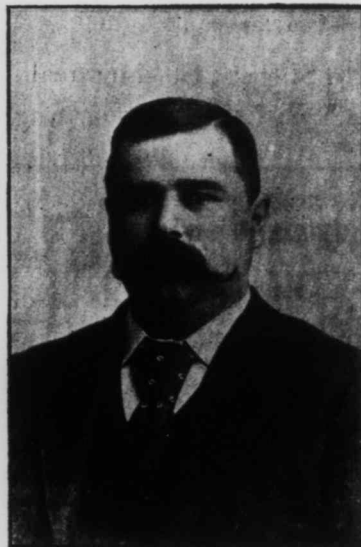
JOHN MOUAT, Northwest Representative, WINNIPEG, MAN.

**OUR HUSTLERS**

**LOT 1.**

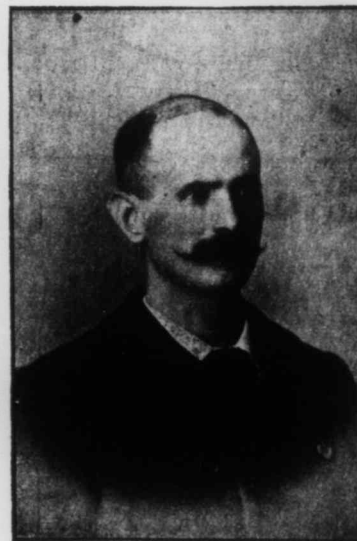
**IN 4 LOTS.**

**BISCUITS**



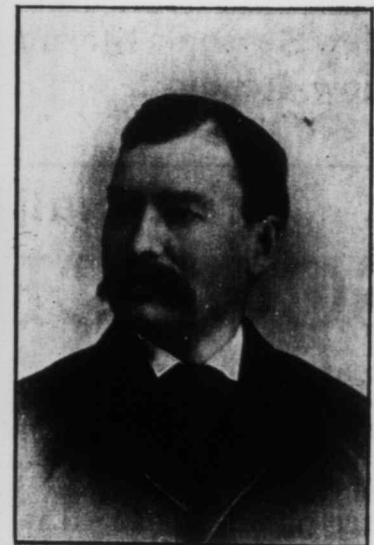
M. WILBEE

**CONFECTIONERY**



T. B. STERN

**PICKLES**



BERT WELLS

**JAMS**

OLD RELIABLES.—You can set your clock by them. They can also tell a good story. When you see the tears begin to glisten in their eyes, you will know they want an order.

**Wm. Paterson & Son, - Brantford, Ont.**

# THE CANADIAN GROCER

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TORONTO AND MONTREAL, MARCH 9, 1894

No. 10

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

THE J. B. McLEAN PUBLISHING COMPANY,  
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The circulation of this issue is 8,200 copies.

THE measure of a country's prosperity is largely reflected in the official returns relating to its foreign trade. THE GROCER has more than once of late averred that, notwithstanding the cry of so-called hard times, trade in Canada was in a fairly healthy condition. The Trade and Navigation Returns just issued by the Dominion Government corroborates this contention; and in a manner, too, more emphatic than anticipated. These returns show a peculiar coincidence, namely, that not only was the aggregate of foreign trade the largest in the history of the country, but like results are shown in regard to the exports, and that, too, strange to say, when low prices have been ruling and when one of Canada's industries—the export cattle trade—was crippled by the action of the home authorities. The value of the aggregate trade was \$247,638,620, or \$6,269,177 in excess of the aggregate trade of the previous year. The exports were \$118,564,352 and the imports \$129,074,268. The increase in the exports, it is gratifying to note, is altogether in articles the product of Canada,

those not being of home production showing a decrease of \$1,858,367. The increase in the articles the product of the country was \$6,459,344. The increase in the imports was \$1,668,200. The value per head of population of imports was \$26.01, and of exports, \$23.89. The duties collected averaged \$4.26 per head, an increase of six cents over the preceding year and a decrease of 58 cents over 1891. Our import trade increased with 26 countries and decreased with 22. The largest falling off was with Germany, but in this instance it was consequent upon the decrease in the importation of sugar, which was in 1892 unusually large. The increases were principally from Great Britain and the United States, in the former instance being \$1,668,438, and in the latter, \$1,092,931. The increase in exports was largely with Great Britain, United States, Newfoundland, Belgium, and Argentina. Among the articles which contributed to the increase in exports were: Products of the forest, cheese, butter, horses, bacon, canned meats, apples, potatoes, agricultural implements, cottons, machinery, sugar, liquors, furniture, matches, wood pulp, etc. It is gratifying to note in this respect that England has been buying more largely than she did the year before of those articles which we have been most desirous of selling her. On the basis of goods imported and entered for consumption, and of goods the product of this country, the trade of the Dominion with the several countries with whom she does business shows this percentage: Great Britain, 44.69; United States, 42.05; France, 1.36; Germany, 1.98; other European countries, 1.49; British West Indies, 1.31; other West Indies, 1.64; Newfoundland, 1.34; other British possessions, .90; other foreign countries, 3.44.

\* \* \*

Turning from the Canadian trade returns

for 1893 to those of the United States for the same year, quite a different picture is presented. It has not been necessary to call in the services of a statistician in order to demonstrate which of the two countries occupying the North American continent were in the better condition commercially and financially. It has been obvious to all for some time that Canada's condition was infinitely superior. But now we have the statistician as a corroborative witness of what has before been maintained largely from observation. The statistics in question are compiled from U.S. Government records, and they show, whether taken in the aggregate or from the standpoint of either exports or imports, that the foreign trade of 1893 came short of that of the previous year. The aggregate foreign trade of the United States in 1893, according to these returns, omitting the foreign merchandise exported, was \$1,630,986,041, against \$1,764,178,270 in 1892, a decline of about 8 per cent. to Canada's increase of about 2½ per cent. for the same period. The value of the dutiable and free goods imported by the United States in 1892 totalled \$840,930,955; last year they fell to \$776,248,270. In 1892 the exports of domestic merchandise was \$923,237,315; in 1893, \$854,737,771. In the imports the articles showing the most marked declines are animals, coffee, hats, bonnets, hides and skins, crude India rubber, silk, tea, tin, fish, fruits, iron ore, manufactures of tin plate, leather, metal, rice, salt, wines, wood, wool. In exports the value of cattle sent out of the country declined nearly \$12,000,000, corn and corn meal nearly \$15,000,000, wheat and flour nearly \$44,000,000, copper ore over \$2,000,000, manufactured cotton about \$13,000,000, fish over \$1,000,000, fruits nearly \$2,000,000, meat products, \$12,000,-

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

000, and dairy products, \$2,000,000. Comparisons of the business of the banks and insurance companies in the respective countries also show results favorable to Canada as against the United States. Then again, while the Government of Canada is able to show a surplus, that of the United States is compelled to show a deficit: For the eight months of the fiscal year the expenses have exceeded the receipts by \$48,000,000 or at the rate of \$72,000,000 for the year. Then it was only the other day that the Government at Washington had to issue bonds for \$50,000,000 in order to replete a rapidly depleting treasury reserve.

\* \* \*

In making these comparisons between Canada and the United States THE GROCER is actuated by nothing but a desire to stimulate in Canadians faith in their country—their resources and prospects. The financial depression which has been overspreading the world for the last year or so has been acute, but Canada, like a rock in the midst of a stormy sea, has stood strong and firm, conscious of the storm but not affected by it.

\* \* \*

The question of what constitutes a carload of hogs was decided at Osgoode Hall a few days ago. A man named Hanley some time ago contracted with the Canada Packing Co., of London, to supply a carload of hogs. To fill the order Hanley shipped a double decked carload, which the purchasers refused to accept on the ground that a single deck and not a double deck constituted a carload of hogs in the generally accepted sense. Hanley brought suit to recover damages, but the County Court of Middlesex dismissed the action. The case was on appeal brought to Toronto, the appellant contending that the onus was on the defendants to show that a carload of hogs could not mean a double deck carload. The appeal was allowed with costs, the court holding that either kind of car might be a carload of hogs, and therefore what the plaintiff offered the defendants was what they had contracted for. There is at least one firm in the country that will henceforth have stipulated when making a contract, whether the carload shall be single or double decked, while there are others who will doubtless profit by the experience of the Canada Packing Co.

#### THE CANNED GOODS AGREEMENT.

COMPLETED at last are the arrangements of the Canadian Packers' Association for the carrying out of the scheme conceived at the annual meeting in Hamilton for the sale of the product of its members.

The finishing touches were given at another and a third special meeting held in Toronto on Wednesday, Thursday, Friday, and Saturday last.

THE GROCER has already furnished the trade with a general idea of the purpose of the association; it is now in a position to supply a more detailed one.

In another column will be found a letter from President Boulter denying that the new scheme is a pool; but while this may be so in the strict sense of the word, it is so closely allied to it that a good many will persist in designating it as such, although in doing so they will not be according to Webster. A pool, strictly speaking, is where the business and the profits are distributed pro rata.

What the packers have decided to do is this: They will sell their goods pro rata, and that is the nearest approach they come to a pool. All the canned vegetables placed upon the market will be sold at a uniform price fixed by a committee known as the Selling Committee of the Canadian Packers' Association. Certain members of this committee will meet in Toronto every week to consider prices, etc., and make such changes in quotations as may from time to time be thought advisable. Before such changes go into operation due notice will be given the trade.

Whatever goods packed by members of the association which the Selling Committee does not consider up to standard will be rejected, and, in order to dispose of them, they will be shipped out of the country—to the United States, presumably—the loss, if any, being borne by the packer putting the goods up.

The pack is to be regulated, and the basis upon which such is to be done will, it is understood, be the amount which each packer has been in the habit of putting up in the past.

As a set-off to the tendency there naturally will be on the part of the trade to buy more largely of the better-known brands, the product of the respective packers will be sold pro rata of the pack. For instance, if a wholesaler were to order, say 500 cases of A's goods, he will be compelled to take just that proportion of it that complies with this stipulation, or else have the order filled with 300 of A's and 200 of B's, or as the case may be.

The headquarters of the association will be, as already stated, in Toronto, and offices have been secured at room 600, Board of Trade building. The books will be in charge

of a secretary, who has been appointed in the person of G. A. Willis.

The brokers appointed to represent the association at the places herewith named are: Toronto, R. B. Ellis; Hamilton, John W. Bickle; Ottawa, J. W. Wurtele & Co.; Kingston, J. Stuart Robinson; Montreal, C. H. Dougal; Quebec, Joseph Winfield; Halifax, Ephraim Erb; Winnipeg, John E. Dingman; Vancouver, G. W. Wonder; Victoria, John Earsman.

The Selling Committee consists of these members of the association: W. Boulter, Picton; W. Ferguson, Delhi; H. J. Matthews, Lakeport; D. Marshall, Alymer; W. P. Innis, Simcoe; S. Fenton, St. Catharines; Breckenridge, Hamilton; A. C. Miller, Picton.

Each member of the association has signed a bond, drawn up by Lawyer Teetzel, of Hamilton, who avows it is legally intact, pledging themselves to stand by the agreement or forfeit a certain sum, the amount of which sum is being kept secret.

The question now is: Will the scheme succeed? The packers themselves seem confident that it will, although they anticipate an occasional legal tilt.

The wholesalers as a rule consider that the scheme will result in benefit to all concerned "if it can be carried out successfully," which they do not think is possible.

The retailers, from what can be gathered, see nothing good in it, and some avow that any packer or packers starting up in opposition to the association will receive their support. They look upon the innovation as a combine; and in their eyes no good thing can come from a combine.

THE GROCER has no intention or desire to embarrass the packers in their efforts to place their industry on what they deem a more satisfactory basis, but at the same time we cannot refrain from pointing out any defects there may happen to be, in our opinion, in the methods adopted for securing the desired end.

Aside, altogether, from the question as to how far an association is warranted in going in regulating either trade or prices, it is evident that there are points in this agreement of the Canadian Packers' Association that threaten to ultimately lead to its disintegration. The very fact that all goods are to be placed on the market at a uniform price is one of these. True, they are to come up to a standard fixed by men who know their business; but there are some brands that have earned a higher reputation than others, and for these the chief demand still will be, notwithstanding the uniformity of quality that is supposed to obtain. But for the Selling Committee to say that the merchant who wants to buy a certain quantity of A's goods must take a portion of B's and C's in order to make up the order, is contrary to all business precedents, and must eventually lead to difficulties. Such a modus operandi is nothing short of an interference



with the liberty of the subject, and consequently nothing but resentment of it can be expected.

Another question is, can the wholesaler, who has been unable to get all he wants of a certain man's pack, persuade the retailer to take some other brand to fill out his order, provided he (the wholesaler) has not a sufficient quantity left of A's pack, to take some of B's? He may and he may not. It is safe venturing that in all instances he will not; at all events until the retailer has tried what the other houses can do. And every customer lost in this way will be like adding another brick to the wall that is already being built in opposition to this particular scheme.

There is a story told, regarding the experience of three Toronto clergymen in a hotel at Rosseau, which illustrates the pro rata sales scheme of the packers. These three clergymen represented three different denominations, Dr. P., the Methodist; Dr. T., the Presbyterian; and Rev. Mr. L., the Anglican. They were assembled for dinner and the proprietor, approaching Dr. T., said:

"Roast beef, roast lamb, or roast veal, sir?"

"Lamb, if you please," replied Dr. T.

"Roast beef or roast veal, sir?" queried the proprietor of Mr. L.

"Didn't I hear you say you had lamb as well?" ventured Mr. L.

"You did, sir, but Dr. T. took that and I have only beef or veal for you, sir."

"O, very well; give me veal," resignedly rejoined Mr. L.

"Will you have roast beef, sir?" asked the proprietor of Dr. P., as he leaned over that divine's shoulder.

Now this Dr. P., who is still a prominent figure in Canadian Methodism, and is possessed of a goodly share of the combative spirit, remarked indignantly: "What do you mean, sir? You had beef, lamb, and veal when you started off, but by the time you reach me you have nothing but beef. I want roast lamb, sir."

"You can't have it," replied the landlord.

"Why can't I?" rejoined the divine.

"When you three gentlemen are in Toronto," replied the landlord, "you dispute with each other on doctrinal subjects and refuse to eat the same spiritual food, and I have made up my mind that if you cannot all eat the same spiritual food, you shall not in my house eat the same carnal food."

The more this scheme of the packers is analyzed, the less feasible does it seem to become. And out of the different methods that they might have employed in order to secure the desired end, they have apparently chosen one of the weakest.

Had the packers formed a joint stock company, and turned out the product under one brand, there would have been some assurance of the desideratum being secured; or even had each member of the association

agreed to sink his identity and all manufacture under one brand and name, the object, it seems to us, would have been more possible of attainment. As it is, we do not see anything else but failure in the project, and we have yet to find any one outside the Packers' Association that opines otherwise. In fact THE GROCER is already assured that the agreement has been violated.

#### EASINESS IN FISH AT MONTREAL.

LOWER prices in some lines of salt fish that transpired recently in Montreal has occasioned some comment among fish dealers and grocery merchants generally on that market.

Speaking to THE GROCER'S correspondent on Saturday, a leading French wholesale grocery merchant gave some interesting facts about the fish trade, and how its ruling conditions had changed in recent years. Comparatively speaking, the stock of staple lines of green fish at present held here was not large when stocks of these that had been carried in previous seasons at the same time were considered. It was generally expected, previous to the opening of the Lenten season, that the fish market would rule steady owing to the fact that supplies were considered light. The demand which set in with Lent, however, and the figures that ruled the market led to free shipments of all the leading lines of pickled fish until stocks began to accumulate, and not only this, but free receipts of various kinds of fresh fish kept arriving. It was chiefly to this latter fact that the decline in prices in green cod, etc., could be attributed. The fact that fresh fish could now be laid down almost anywhere, within a few days from point of primary shipment, had changed the whole basis of the fish trade. Merchants up the Ottawa valley, for instance, who, two or three years ago, ordered their carload or so of green cod or herring, now only took a few barrels at a time. They do this because the demand from their patrons is running more and more every year to fresh fish. This taste is only natural. When a person can get nice fresh frozen herrings, etc., as easily and as cheaply as pickled fish, it may be expected that the consumer will prefer the former. In fact fresh frozen herring has this season constituted the bulk of trade in Montreal to the neglect of pickled fish. With these conditions ruling, therefore, the recent receipts of green cod, pickled herring, and salmon have not found a very good market, for they have to compete with equally large receipts of fresh frozen herring, several cargoes of these having arrived during the past week for instance, so that not only was pickled fish lower, but prices had receded sharply on these fresh herring also. In consequence of this, car lots of fine B.C. salmon had been offered here without finding a buyer, and some holders in Montreal, to reduce their

stocks, have had to make shipments to Boston of large lots of Labrador salmon and green cod, some of which have been sold already at a figure which nets them a loss of 50c. per barrel. An outlet also that has been wanting in previous years in case of too great accumulation of stocks is that of the Western States. Four years or so ago Chicago buyers frequently took cargo after cargo of pickled or salt fish off the Montreal market, but now, as they could be supplied with fresh fish from New York practically in a day, this demand was wanting. It may be remarked as an indication that the market really wants fish despite this easiness, that such lines as are not over-stocked can easily be turned over at a profit.

#### HOW ABOUT SUGAR?

THERE is some speculation in Montreal among dealers as to the immediate future of sugar prices.

This is caused by the more feverish feeling reported from New York with regard to values.

Reports from that centre state that in consequence of a belief that a duty will be ultimately imposed by Congress upon raw as well as refined sugar, the demand for both articles increased to an appreciable extent during the last three days of last week.

It is feared that the trust in order to check this may advance prices, and as the Montreal refiners have in the past generally followed their confreres in New York, some people are figuring on a rise here.

If it is coming, there were no indications of it when THE GROCER correspondent made his usual Saturday morning round on the 3rd. In fact it was the reverse, for the sentiment expressed seemed to point to an easier tone. A leading wholesaler, however, pointed out that changes usually come suddenly, which is a fact, for the alterations in price this season have generally been at a moment's notice, and when they were not expected.

#### PRIZE COMPETITION.

THE GROCER'S Prize Competition is a new departure in Canadian journalism. It should draw out much practical information from retailers. Do not be hoggish with your ideas.

Put them down on paper. It will do you good, even if you do not get a prize. Moreover, it will do the trade good to have your ideas and your experiences. An interchange of opinions is always beneficial. If you haven't time yourself, give your best clerk a few pointers, and a chance. It will do him good. Portraits will be published of the successful competitors.

The good times are not far away—

So keep a-feelin' fine!

The same old sun that makes the hay

Is still on deck to shine!

—Atlanta Constitution.



### IT IS NOT A POOL.

**D**EAR GROCER,—Referring to your remarks in last week's GROCER, re canned goods, your informants are somewhat astray. The packers are not forming a pool as stated; they are trying to do business on business principles, and to place all the goods at proper time in the wholesale grocers' hands, and we expect from them a reciprocal feeling. At the proper time the wholesale trade will be waited on with offers of what few goods are remaining in the packers' hands. What we wish to impress on the jobbers is that we want them to make some money, as many of them say they are not doing so at the present time. We are anxious to increase the consumption of canned goods. Prices will not be excessive. Times are too hard for that. We expect prices to be more uniform and try and stop this cutting, same as the wholesale grocers did in regard to sugars, etc.

Yours truly,

W. BOULTER,  
Pres. C.P.A.

### CONGRATULATES AND SUGGESTS.

BY S. A. BRUBACHER, ELMIRA.

**I**N renewing my last subscription for THE GROCER I had intended to say a few words re your valuable paper, but your representative called here, so I gave him the order and have constantly put it off until now; so if you will give me a space in your paper I will say a few words which may interest some of your readers.

First of all I wish to congratulate THE GROCER on the wonderful improvement and success it has made since I became a subscriber. When I first subscribed for it, it contained sixteen pages and the price was \$2.00 per annum, but in comparing THE GROCER of to-day with THE GROCER of say 1889, I find that I get about three times the value for the same price. I have thought many a time that if I would not read THE GROCER I would be like a lost sheep. I would not get posted on the markets, would not find out what new goods there are in the market, nor learn what other merchants are doing; in fact, I take the liberty of saying that any grocer who does not read his trade journal is not up to times.

I also wish to say a few words re H. E. Wilton's plan in dressing windows in small towns or villages. I fully agree with Mr. Wilton that the idea of a well-dressed window being useless in a small town or village, is absurd. I am doing a grocery

business in a village of about eleven hundred of a population. I always try and have something in my windows which cause people to stop and see what I have in them.

I just wish to tell your readers that I have adopted a plan similar to Mr. Wilton's to complete a window. I adopted this on January 8th, 1894. This is how I did: All readers will know of Adams' Tutti Frutti gum advertisement, representing a girl chewing gum, of which I have one. One morning I saw it lying in a corner of the store worn, out; in fact it was useless at the time. So I picked it up with the intention of putting it in the warehouse in some back corner out of my way, but I stopped and thought for a moment. Could I not use this in some other way? In a few minutes I struck a plan. I took all the wires connected with the works out of it, loosened the works and fastened them to the centre of the box. Then I cut a hole in the box 1½ inches in diameter, which corresponded exactly with the shaft on which the crank was (which before was there to move the eyes and arm of the girl). I cut off the crank. Then I fastened a block to that shaft about an inch thick, which reached through the 1½ inch hole to the other side of the box. Next I cut a piece of white cardboard into a round shape about 10 inches in diameter, on which I wrote my advertisement (around the card). Then I fastened the cardboard to the block with a small screw. To close the wheel I took a dark piece of cardboard, large enough to cover the whole box, out of which I cut a half moon, which corresponded with the advertisement on the wheel, so that when the wheel moved round the advertisement could easily be read from the outside. Next I wound it up with the same key. It worked like a charm and was the talk of the town. I can change the advertisement every day in about three minutes. I have a word or two spelled wrong, and this brings people in to tell me that I can't spell right. When I have them in I nearly always sell them something. I say the man who says a well-dressed window does not pay in a small town or village does not know what he is talking about. The above plan cost me ten cents.

### GOING INTO THE CANNING TRADE.

**D**EAR GROCER,—I am informed that the Patrons of Industry will apply at the present session for an act of incorporation as a joint stock company to equip and run a canning factory at the village of Bloomfield, in Prince Edward county. I thought that they were so strong in denouncing combines generally, buying their goods direct from wholesale houses in the cities, and thus destroying the general retail trade in small towns and villages, that they would not develop into a huge manufacturing combination, as they contemplate. The canned goods trade is pretty well depressed

at present, and the Patrons will find that it is not to be compared to selling products of the cheese factory. The county secretary is one of the moving spirits, we hear, in the new enterprise. Last summer a company of Patrons started a canning factory at Cherry Valley, but the bulk of their tomatoes are still stored unsold, although offered at slaughter prices as "Cherry Valley tomatoes." I don't think the retail grocery men are under any obligations to buy Patrons of Industry goods.

RETAILER.

### THE EVIL OF GOSSIPING.

**D**EAR GROCER,—“Observer” and “A Yonge Street Grocer” have called attention to certain evils existing among the retail grocery trade; and to get at the cause of these evils will, perhaps, help us to remedy them. If we look back some twenty years, when Toronto's inhabitants numbered but sixty or seventy thousand, there was not known to be what are now called city travelers canvassing the trade daily for orders. But somewhere about that time, however, there were one or two wholesale firms who sent out men for that purpose, and, if I am not mistaken, the first two men who started out regularly to canvass this city in the interests of the grocery trade are still continuing to do so. Both of them are representing first class wholesale firms, and they continue to hold their connection and trade against all comers. They are also much respected and well liked by the trade generally—a proof positive that integrity and sound business principles are appreciated and wear well.

Now, while the city has grown from 70,000 to 185,000 the city travelers have also grown until there are now somewhere about 500 representing all branches of trade, more especially the grocery trade. These daily canvass this city seeking business, and it is said of some that they scarcely give up at nights. Hence they have been named “night hawks.” It is said, and perhaps truly so, that many of them know little or nothing about the business they represent or the goods they may have to offer. They travel either on the strength of the name of the firm whom they represent, or on their shape and cheek, or on what news they gather and peddle from store to store. In this connection they have become an evil, so much so, that in doing business in some quarters it has degenerated into business scandal, and the greater the prevaricator, the more he is welcomed by some, in something after the following manner:

Grocer: “Well what's new this morning, anything fresh?”

Traveller (gliding up slyly beside the questioner and whispering close to his ear so that it shall appear a profound secret): “Have you heard that So and So is hard up? Positively can't pay his small bills, and

it's just possible that you will hear before the week's out of him assigning or calling a meeting of his creditors, or asking an extension. It's so. I heard it on good authority, but I am not at liberty to divulge it just now—you know. Keep it to yourself, and don't say I told you. You will be sure to hear of it again."

The grocer, having received this bit of spicy news so confidentially given, of course cannot keep it long to himself, so off he goes inside to inform his partner in life—his wife. She listens most eagerly with a decided relish for good things, and then gives vent to her pent up feelings of disgust at her neighbor. To her husband she will remark: "Well, George, I always told you so. I knew they were putting on too many airs and too much style anyhow. You can never find time to take me out for a drive with the children like that man does his wife and family. You keep me slaving indoors from morning till night to help you pay a hundred cents on the dollar, and little thanks we get for it, so we do, from these wholesalers," etc.

They are interrupted by another traveler calling for orders, and he is asked if he has heard the latest. He answers: "Well, no; I can't say that I have. I would like to report that business is better. How do you find it yourself, sir?"

"Well, it's rather tough with me just now. Money comes in rather slow, and it's hard to scrape enough together to pay you fellows 100 cents on the dollar, while you let some of my neighbors off with paying only 50 cents."

"Who has done that?" asks the surprised traveler.

"Oh, haven't you heard the latest? Why So and So is calling a meeting of his creditors, and is offering to compromise at 50c. on the dollar. A downright shame to let a fellow like that off so easy," etc.

"Why, you must be mistaken, sir. There cannot possibly be any truth in what you tell me, for I have done business with the same man for a long time, and we have always found his account to be entirely satisfactory. From whom did you get your information?"

"Oh, I had it on good authority. It's no use you trying to put me off with any bluffs like that. I don't want anything in your line this morning; and I am busy just now. I have done nothing but wait on you fellows all morning."

The traveler is shut off in this way from trying to convince this customer of the injustice done to his neighbor; but the flame is kindled, and he would rather it blazed away than be extinguished so suddenly, and he prefers the story to go its round increasing until some innocent tradesman is reported throughout the whole city as being bankrupt or next thing to it, when in reality

he is nothing of the sort, but arises through jealousy and malice.

Nine cases out of ten there is no foundation or solid reason for such misleading reports. They are sometimes started as a joke upon one of the traveling simpletons known to be ready at all times to carry news, and sometimes they are started by a retailer well known as having lots of news to unfold, and in playing so called jokes among the boys. Sometimes they are hatched, and then magnified, because a tradesman may be a little slow in his payments, and finds it hard to pay his bills promptly when his customers cannot or will not pay him their accounts, as they ought to do.

Such meanness in trade relations tends to demoralize business in causing a want of confidence generally, and although the cunning jester, or malicious tradesman and foolish traveler cannot comprehend that it hurts them; yet it does, and often they are the greatest sufferers. It might be a good thing for some of the wholesale houses to call in some of their walking tale pedlars, and give them a rest for a while, so that their customers might get a chance to call on the wholesale houses to get better acquainted with them; or better still, perhaps, if some of the heads of the wholesales were to make a tour personally among the retail trade, it would give encouragement and be the means of establishing a better feeling and more confidence mutually.

OLD STAGER.

Toronto, Mar. 1st, 1894.

#### FOR SPORTING MERCHANTS ONLY.

THE Fish and Game Commissioners presented their annual report to the Ontario Legislature Monday last. The commissioners state that the act is considered a fairly good measure, and receives general approval. It is stated that in order to facilitate the proper working of the act, the province has been mapped into four divisions, each having a warden. The appointment of two more wardens is suggested for the better enforcement of the law. Partridges have been more plentiful than for some years past, and duck shooting is pronounced good. The increase in the number of partridges is attributed to the observance of the law prohibiting the sale of this fine class of game. The law as regards partridges is recommended to be untouched. The commissioners regret that the slaughter of fish and destruction of ova is going on, but, owing to the question of jurisdiction between the Dominion and Ontario Governments still being unsettled, state that they cannot do anything to prevent it. It is recommended that the clause prohibiting the purchase or sale of snipe, woodcock, partridge, quail, and wild turkey before 15th September, 1894, be enlarged so as to grant the same protection for three

years, or until 1897. The season for muskrats is recommended to be made from 1st January until 1st May, but trapping only, and not shooting, to be allowed during the month of May. It is recommended that a non-resident who obtains a license to hunt in Ontario be allowed to take with him out of the province two deer, or any less number hunted and taken by him, upon obtaining the necessary permit. No dogs, it is suggested, should be used for hunting deer after 31st October. It is asked that power may be given for wardens and deputy wardens to search suspected persons. Finally, it is recommended that a clause be framed to reach guides to assist foreign sportsmen to break the law by accompanying them and shooting the game for them.

### THE GROCER'S PRIZE COMPETITION.

#### THE TALK OF THE TRADE EVERYWHERE.

THE GROCER has decided to offer prizes for essays on the subject of

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

The competition will close on APRIL 13, next. For first prize we will give \$20, second prize \$10, and third prize \$5.

The rules of the competition shall be as follows:

1. All the competitors must be devoting their whole time to some branch of the grocery trade.
2. No essay must exceed 2,500 words nor be less than 1,500. Neatness will not be regarded, beyond the point that the essay must be readable, and the paper written on one side only. The sheets must be fastened together and numbered.
3. The essay must be original.
4. Each essay must be signed by a nom de plume, and both the proper name and the nom de plume of the writer written on a slip and placed in a sealed envelope, which envelope must be addressed, THE CANADIAN GROCER, 10 Front street east, Toronto, and across the corner have the words "nom de plume." This envelope must be enclosed in another, so that no post mark will appear upon the former.
5. All essays must be sent in to this office not later than April 13, and awards will be announced as soon after as possible, and the prize essays will then be published in order.
6. As the competition is to encourage thought among merchants and clerks, professional writers will be excluded.
7. The judging will be done by disinterested merchants. The names of these merchants will be announced at the same time as the award.
8. Additional prizes—The five essayists who rank in order after the prize men shall each receive THE CANADIAN GROCER for one year. This will make eight prizes in all.
9. All prize essays shall be the exclusive property of THE GROCER.

### HUSTLERS.

WE have written the heading of this article with considerable trepidation, says Tri-State Grocer, because, while the accepted meaning of the term is one of commendation, our own observation and experience have reached conclusions completely the reverse.

The hustler, pure and simple, is a product wholly modern. Mostly self made, like the most of his class, he is not well made; but, as a sample of off-hand work, he is a type of the times in which he lives. Speed is the element of his greatness—a fancied ability to be abundantly on hand in several places at once. His training began in the lower grades of the public schools, where his hustling propensity appeared in his pronounced ability to be out of school half the time and still to keep on with his class. He began early to take good care of himself. Odd jobs, picked up here and there, and promptly executed, won for him favor and reward and early created in him the idea that school is no place for a "feller that is bound to be a hustler." As this idea grows—and in certain soil the growth is rapid—study and the healthy restraints of the school room are given up, and the hustler leaps into the world of work. What is he good for? Everything. He carries papers. He is a messenger boy. Office work attracts him, and he is soon the principal man in the firm. Here is where he shines. He is all over town at the same instant; and he can get more orders in a given time than any other ten men in the establishment. All at once he severs his connection with his employers, seeks another house, and the places which knew the hustler once will know him no more forever. They are glad to get rid of

him; they are gladder when he has gone; and, thankful to be able once more to breathe the unhustled air of heaven, rejoicing with exceeding great joy, they proceed contentedly to straighten out the hustler's tangles, and rectify, so far as they can rectify, the mistakes and blunders of the rattle-headed, half-brained nincom who has so long made life a wearisome burden.

We submit, then, that the hustler is not what he is cracked up to be. We insist that the whole theory and practice is wrong. The world has already too many of these un-schooled young men who have managed, by cutting cross-lots, to get into places they can

never hope to fill. They have sprouted too soon and have grown too fast, and represent too little on the dollar, no matter how we consider them, to induce the taking of any stock in them even in the most prosperous times.

"To hustle," says Worcester, is "to shake together into confusion"; and the sooner the business world learns the definition and is influenced by it, the better it will be for the business world.

### E. MCCOY.

E. MCCOY, one of the rising men in his profession, is the subject of this sketch. Mr. McCoy received his training in the old established house of W.



E. McCoy.

J. & J. McCalla, of St. Catharines, and that should be sufficient guarantee that he knows his business. Shortly after severing his connection with them he applied for a position as city traveler with the old established house of Lucas, Steele & Bristol, of Hamilton, was accepted, and a few weeks afterwards he was put in charge of the territory he now covers. It embraces the main line of the G. T. R. Western Division, from Thorold to Ingersoll, as well as the County of Wentworth, and includes such places as St. Catharines, Woodstock, Ingersoll, Brantford, Paris, etc. A shrewd, genial fellow, a good salesman, and a favorite with all with

whom he comes in contact. He enjoys the fullest confidence of the trade on whom he calls, they having always found him thoroughly reliable and straightforward.

### THE EXPENSE ACCOUNT.

THIS is the account which determines success or failure, says National Grocer, and while it is to some extent under the control of the merchant, it is not altogether so. So much of it is under his control, however, as matters generally go, that he can always stop safely on the far side of the danger line, if he will but do so. Many failures have for their excuse, "the expenses were too heavy."

It is said of the Jews that when they lose money they starve themselves.

That remedy does not, however, enter into the American economy, and it is well for the trade generally that it does not, else business in general would suffer more than it has for some time past.

But when the returns of business do not warrant indulgence in things not really necessary, though they be pleasant to enjoy, then the careful man of business will starve his desires so that both ends meet properly.

It is probable that more expense accounts have been carefully examined during the past months than have been in five times as many months in years gone by.

While it is very unfortunate that the cause of this close scrutiny is still with us, yet if the lessons learned now will be of lasting benefit to those concerned, it cannot be said that this particular thorn had not its rose.

Many men have wrecked their business careers by a trust in fate, who might have been successful had they but exercised prudence.

Too many, we fear, do not realize that Franklin's method of getting rich is just as applicable to-day as it was when he told it to the young men of his day. That the out-go should be somewhat less than the income, is a business truism, and so familiar, that, in many minds, it has been treated with the contempt of forgetfulness.

But the inexorable rules of business have revenge for this forgetfulness, and disaster always follows those who violate them.

So many men cry: "We cannot reduce our expenses; we do not know any item that we can lop off." If that is true, if nothing can be changed, if nothing can be lessened,

then the man has no doubt done the best that is in him. His other remedy is, of course, to increase his income. But if he can do that readily this article is not for him.

But with the majority of men the ability to spend is far beyond the ability of earning, and hence the always present necessity of a strong curb on the spending faculty.

Nothing supplies this curb so readily as necessity. That condition is present to-day. The business men of this generation have received a practical lesson which should serve them during the remainder of their careers.

And if the expense account receives always the scrutiny which it deserves, more men will be blessed with a competency than ever before.

### ROBERT J. WOODS DEAD.

THE face of genial little "Bob" Woods, city traveler for Dalton Bros., will never again be seen in the stores of Toronto retail grocers. "Bob" has been unwell for some time, and a few weeks ago he was taken to the general hospital suffering from a throat complaint, but his case was hopeless, and Monday last he died. If there was one city traveler in Toronto who was known better than his fellows it was Robert J. Woods. Everybody in the trade knew him and everybody liked him. He was always hustling for orders, but meet him where you would he found time for a cheery salutation and a warm grasp of the hand. That he was appreciated, the few weeks during which he lay at the hospital proved. "We never had a patient," said one of the medical staff, "who had so many callers, and for whom there were so many enquiries." "Bob" is gone, but his memory will live in the grocery trade of Toronto for many a long day. He was aged 32, and leaves a wife and family.

### A COMPARISON OF SUGAR PRICES.

FEW people know what the consumers of other countries pay for refined sugars as compared with ourselves. We had the curiosity to ascertain by cable on one day this week, and the following are the answers turned into U. S. Currency.

The American retail grocer paid for	Gran.	4.44c. lb.
" German " " " " "	"	5.73c. lb.
" Austrian " " " " "	"	5.88c. lb.
" French " " " " "	"	9.58c. lb.
" American " " " " "	" Cut Loaf	5.13c. lb.
" German " " " " "	"	6.32c. lb.
" Austrian " " " " "	"	6.54c. lb.
" French " " " " "	"	10.07c. lb.

The American refiner could supply the people of these countries at much less prices than they pay, but these countries all have prohibitory duties against foreign refiners.

The German government makes the refiner collect a heavy tax from the home sugar consumer, but refunds more than that tax per lb. on all sugar the refiner sends to

America. In this way the German retailer pays 5.73c. for granulated, while the American wholesaler can buy the same German sugar delivered in New York at 3.60c. per lb. without duty.

If Congress throws our doors open for the sale of foreign refined at less cost than it can be produced in America, should they not also force the foreign countries to give our refiners a chance at their buyers? Otherwise is it not very one sided legislation?—Willett & Gray's Statistical.

### STILL ANOTHER FAKE.

THE other week, when trains were running late, one night in Brussels an individual visited all the hotels, representing that he was sent in place of the inspector, who was sick, to see that all hotel bars were closed at proper hours. Everyone of the first three he called upon made excuses, saying the train was not in. Seeing proprietors were afraid of a heavy fine, he said: "Well, I do not like to be mean, if you care to give me a couple of dollars I will say nothing about it." So each handed over two dollars and thought himself well off. However, the would-be inspector tried his game once too often, for on entering the next house he could not get a hearing, and was told to leave at once, which he did, only to return again with the same story. The last hotel man he called on knew him, and notified his brother hotelkeepers, at the same time having a laugh at them for getting rid of their money so easily. Next day they hunted up the "smart man," who readily handed over all he had obtained.

### "BISHNESS IS BISHNESS."

Those who have read "Todd's Student Manual," says the Youth's Companion, will recall his illustration of the value of doing small deeds. He describes a coat of arms which represented a mountain, and a man with a pickaxe digging away. The motto was, *Peu a peu*, "little by little."

The great financier who founded the English branch of the famous Rothschild firm of bankers worked upon the lines marked out by this coat of arms.

Among his "clients" was one of the "chosen people," a young broker. One day the business he had to transact was on so small a scale that he took it to a less famous house.

Rothschild soon heard of the transaction—he had a way of hearing of everything done on 'Change—and when next he met the broker, he rebuked him for not coming to the house of Rothschild.

"Oh, sir," answered the broker, "I thought a matter of eighteen pence too small to bring to your house."

"Ah, but bishness is bishness," replied the great banker.

Mrs. Rothschild thought with her husband. She was generally in the counting-room, keeping the books, and wearing two watches, displayed at the waist, according to the then ostentatious fashion.

### PERSONAL MENTION.

J. W. McCULLOCH, one of Pure Gold's eastern travelers, is lying ill at his home in Ottawa.

Mr. Tindale, of Tindale Bros., Arthur, was in Toronto last week.

John Sloan, of Sloan & Crowther, is confined to his home by sickness.

W. Boulter, of the Bay of Quinte canneries, and who is to start a cannery in Toronto, was in the city this week making contracts with farmers for supplies.

J. H. Magor, of Frank Magor & Co., manufacturers' agents, Montreal, has recently returned from a fortnight's trip through the west. He reports business in his various lines fairly good.

J. D. Hay, of Davidson & Hay, who has been confined to his home the past two weeks, from an attack of inflammation of spine, is improving, but it will probably be several weeks before he will be able to attend to business again.

### THE CRADLE CHURN.

THE following are samples of the numerous testimonials recently received by the manufacturers of the churn:

"I have been using one of your Cradle Churns for the past ten months, and have no hesitation in saying it is the best churn on the market, and would recommend it to all intending purchasers." James Blackstock, Blake, Man.

"We have been using a No. 3 Cradle Churn for nine months past, and like it very much. We have a No. 3 Barrel Churn which we had used only two years, and we have laid it aside, as we much prefer the Cradle Churn. The Cradle Churn is much easier to work, and is very convenient in every way." Mrs. Donald Fraser, Eden, Man.

Attention is called to the descriptive cut in our advertising columns.

### MATCHES MADE OF PAPER.

Not many improvements are recorded nowadays in the manufacture of matches, says an exchange, but it has lately been proposed to substitute for the ordinary article a novel kind of paper arrangement described as resembling in its general construction the coiled tape measure used by tailors. The coil thus employed is a roll of paraffine paper enclosed in a metallic case, one end of the paper projecting after the manner of the tape measure, and at regular intervals on the paper are small points covered with an igniting substance. In practice one has only to give the end of the paper a smart pull, bringing the igniting point in contact with a small steel plate, and a light is struck which burns slowly and evenly, and, on the roll being thus exhausted from use, a fresh one can be inserted in its place. Matches of this description can be manufactured with great rapidity and at very small cost.

## TRADE CHAT.

**J.** F. TAYLOR, Georgetown, has sold out his grocery to A. Perrin, a gentleman of experience in that line.

Hamilton has decided to reduce the number of liquor shop licenses from thirty to twenty.

The Sebringville Cheese and Butter Co. (Ltd.), with a capital stock of \$3,000, has been incorporated.

McGregor & Munger have established an up-country pork packing establishment at Grand Prairie, B. C.

H. P. Pollock, of Uxbridge, is selling out his stock of groceries and dry goods, and taking his stock of boots and shoes to Goderich.

Mr. Blackwell, grocer, of Lindsay, has not sold out to John Lyle, as was stated in last week's GROCER. Nor has he any intention of selling out.

A Hiawatha, Kas., grocery store has changed hands three times in two years, and some of the butter which the wife of the first proprietor "worked over" is still on hand.

John Gay ate four dozen raw eggs out of the shell at one sitting last week at a Broadway restaurant. And one was bad! The man who went a-fishing caught ten fish and one smelt.—N. Y. Grocers' Advocate.

According to returns received at the Department of Trade and Commerce, 876 tons of Canadian hay were shipped to England last month, as against 304 tons in January last year. The United States sent 18,366 tons, as against 4,550 last January.

Edward Beckett, grocer and market gardener, is suing the Toronto Street Railway Co. for \$5,000 damages for injuries alleged to have been received in a collision between his waggon and a trolley car on Queen street west some time since.

Mr. Babcock, grocer, on Barrie street, has a splendid collection of old coins. Among them are three United States coins dated 1782, 1701 and 1736. The faces are turned to the left, which is a rare feature on coins circulating now.—Whig, Kingston.

Quebec city business men say that though things are very dull there just now, they are not so bad here as in other parts of the country. Conservative methods have been adopted for some time past by retail dealers, and stocks kept at the lowest point.

Fruit that is shipped to market in barrels, crates or large boxes may be made to give a larger profit if shipped in neat baskets or small boxes instead, and the cost of the baskets will be but a small sum compared with the increased prices secured by the more attractive appearance of the fruit.

Flcury & Co., boots and shoes, finding their old stand too small for their growing trade, and their window space too limited to display samples of all their new goods for the spring trade, have rented the large

store between Richardson's general store and J. L. Squire's flour and feed store, and which they now occupy, having moved their stock into the new premises this week.—Register, Norwood. ✓

A petition from 110 of Toronto's leading merchants prays that the Assessment Act be so amended that when a man improves his property he shall not have his taxes increased for so doing, or that Municipal Councils be granted the power to carry out the reform asked by the petitioners.

At the annual meeting of the Wine and Liquor Merchants' Association, the following gentlemen were elected officers for the ensuing year: Elzear Dallaire, president; A. Grenier, vice-president; Elzear Paquet, treasurer; P. L. Turgeon, secretary; F. X. Soucy, assistant secretary; all re-elected. Committee of management: L. A. Boisvert, J. T. Donnelly, A. Crawford, F. Bouret, J. Chateauvert, Ed. Trudel, M. Burns, all re-elected.

A Kingston, N.Y., despatch says: Advices received from fruit growers at Marlborough, Highland, New Paltz, Milton, and other points in the Southern Ulster fruit belt, show that 80 per cent. of the peach buds have been killed by the recent cold snap. An examination of the trees shows a black speck in the heart of the fruit bud, which is a sure indication that the germ is frozen. A large fruit yield is out of the question.

A Brantford, Ont., despatch says: Since the Board of Trade meeting a strong agitation has sprung up for a better insurance rating in this city. For years past Brantford has had the lowest record on the continent, and unless the underwriters come to time in short order a local company will surely be formed. One well known financier to-day offered to invest \$25,000 in such a project.

Wm. Storey, tobacconist; R. Geary, druggist; Palmer Bros., grocers, and John McGraw, tobacconist, all of Sarnia, were before Mayor Proctor, the other day, charged with selling tobacco and cigarettes to boys under the age of 18 years. After hearing the evidence of the boys, the mayor taxed Palmer Bros. \$12.25 and John McGraw \$15. The charges against the other two were not proven and the mayor dismissed the cases.

A Cape Bretonian named Cutler J. Marshall has recently been appointed by the United States Government to the position of collector of customs for Duluth, which is one of the most important shipping ports on the great lakes. Marshall was at one time engaged in the fish business in Cape Breton, and left this island in 1880, going direct to Duluth, where he has since been engaged as a wholesale grain and commission merchant.—Gazette, St. John, N.B.

Further changes have been made in connection with the fishery regulations in Manitoba. Hereafter all licenses are to be

issued annually, and shall be in force for the periods mentioned, subject, however, to the laws and regulations that may from time to time be in force respecting close seasons, viz., "Commercial licenses from 1st May to 31st August following, both days inclusive; domestic licenses from the day of the date of issue to the 31st of December of the same year."

On the London market Ceylon teas are coming forward in moderate quantity, and the latest advice from Calcutta is that the season has abruptly closed with an export of under 113,000,000 lbs. The future state of the market ought, therefore, to be very steady or firm. Owing to the high rates ruling the first half of last year, deliveries fell off 5,000,000 or 6,000,000 lbs., all being at the expense of India and Ceylon, and to the benefit of common China teas. This half-year it is probable that the delivery of Indian and Ceylon tea will increase 2,000,000 to 2,500,000 lbs. per month, and China Congou will show a falling off of quite 1,000,000 lbs. per month, because the "blenders" do not require low-priced Congous to reduce cost of their blends, owing to the cheapness of Indians, etc.—Grocer.

John Harris has disposed of his grocery and bakery business, West Market square, to Messrs. John M. Dooley and T. J. Scanlan. The new firm, which will be known as Dooley & Scanlan, starts out under the most favorable auspices. Both young men are well known in Guelph, and besides being popular, have, in a marked degree, that energy and ability that invariably win success. The retirement of Mr. Harris removes a worthy old landmark from Guelph's commercial circles. It is forty-seven years since he first opened out business here. The Guelph of that time bore little indication of one day becoming the beautiful city it now is. Mr. Harris has seen great changes in his half a century of business life, has witnessed many come and many go, but he, himself, has undergone no mutation save that which the ever-rolling years have wrought in his appearance. His locks have become whitened by the frosts of time, but his geniality and kindness are as tender as ever. In going out of the business Mr. Harris carries with him the respect and admiration of all who know him.—Herald, Guelph.

## ALL TRUE.

The constant drop of water wears away the hardest stone; the constant gnaw of Towser masticates the toughest bone. The constant cooing lover carries off the blushing maid, and the constant advertiser is the one who gets the trade.

If you don't believe this story,  
You have only got to look  
At the way our trade is growing,  
As a proof the maxims "took."  
Chewing gum is in its glory,  
"Mexican Fruit" is in the van,  
Somerville's "Pepsin" the old story—  
The best medicine for man.

**A JAPANESE TEA MERCHANT.**

**M**R. HELLYER, of the firm of Hellyer & Co., preparers and exporters of tea in Japan, is in this city. Speaking to a reporter this morning Mr. Hellyer said that his firm purchased the tea from the growers and prepared it for the eastern market. They did not own tea plantations themselves. He had been twenty-five years in Japan and spoke the language like a native, and was endeavoring to influence the Japanese to improve the cultivation of their teas. The very best tea made over there never left the country. It was consumed by the emperor and the highest classes generally, and cost anywhere from \$5 to \$10 per lb. Taking the difference in the value of silver into account, that brand of tea, if placed on the Winnipeg market, would be worth from \$3 to \$6 per lb. The best teas brought over here were from

the same plants, but less care was exercised in the cultivation and preparation of the leaves. In Canada the demand for a better quality of tea than that commonly used in the past was increasing. The best grade at present shipped was grown in the Ya-Ma-Ski-Ro district, and ought to be retailed in Winnipeg at 75c. per lb., and it was impossible to expect a fair Japan tea under 50c. He thought the C.P.R. had done much to bring Japan closer to this continent, and had compelled other steamship lines to consider the wants of merchants and tourists more attentively than before. Mr. Hellyer is en route for Japan again, and will leave for the west to-morrow morning.—Manitoba Free Press.

for manufacture. Tablet tea, which, unlike brick tea, is made from the finest quality of dust, shows a marked increase. Two Russian firms are the only makers of brick tea in Kiukiang. One of them has at present the monopoly there of the manufacture of the tablet tea, which is finding a market even outside Russia, in Germany and France. Last year's report spoke of it as "the best and most convenient form of tea that one can possibly imagine for travelers, backwoodsmen, or armies in the field. There would seem to be no reason, however, why whole-leaf tea should not be compressed into nearly the same compass by suitable machinery, much as some kinds of tobacco are treated; and in that case, the leaf being unbroken, one would expect the aroma to be better retained. By an arrangement of the mould the cake could be divided into rations, and thus economy of space in the traveler's box, the army commissariat, and the man-of-war's store-room would be combined with simplicity in use.

**BRICK AND TABLET TEA.**

In a note upon the condition of the China tea trade, the London Grocer has the following: Brick tea doubled in quantity and value, probably owing to increased facilities

# Y. Hyson and Japan Teas . .

Full assortment now in stock. Send for samples and quotations.

## .. KURMA ..

### THE TEA OF TEAS.

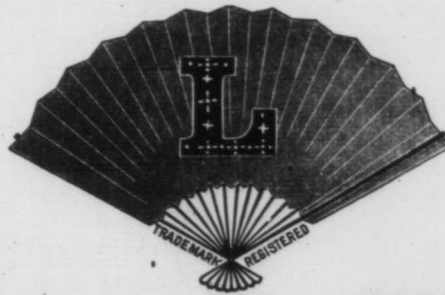
In ½lb., 1 lb. Packages, and 5 lb. Tins.

**DAVIDSON & HAY** ❖ 36 YONGE STREET TORONTO

# SPECIAL IN TEAS

**W**E offer to the trade **SPECIAL VALUES** in our celebrated "Fan" Brand of Teas, viz:

Japans, Ceylons,  
Young Hysons, and Congous



## Molasses and Syrups

Puncheons, Barrels, and Half Barrels.  
Bright, Medium, and Dark Grades.

SAMPLES WITH OUR TRAVELERS.

**Edward Adams & Co.,** Established 1844 **Wholesale Grocers**

LONDON, ONTARIO

### THE WINDSOR BRUSH CO.

**A** REPRESENTATIVE of THE GROCER lately visited the factory of the Windsor Patent Brush Co. (Ltd.), located in Sandwich, the county seat of Essex. The works are situated on the Detroit river opposite the city of Detroit, on the point of land which is prominent for being the point farthest due west in the western peninsula. Although Sandwich is much older than its neighbor across the river, and has many more natural advantages, unfortunately it has not been given the same encouragement to grow. The population is about 1,500.

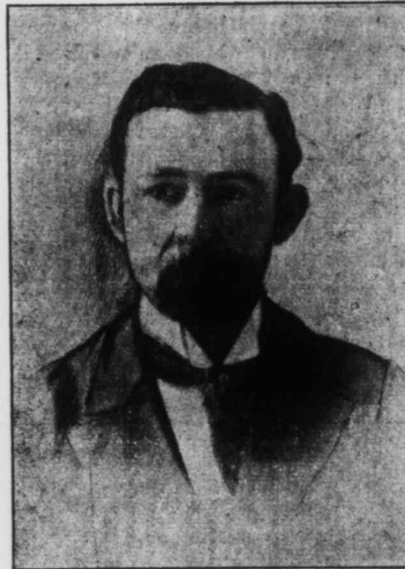
The plant is owned by the company, and consists of a two-story brick building 40 x 156 ft., fitted with 40-horse power boiler and engine and the latest and best machinery for manufacturing their goods. This company manufactures brushes, whisks, and brooms on their own patents, the machinery for making which is specially constructed by them in their own well equipped machine and blacksmith shops.

They employ about 40 skilled mechanics, and have a very large output, for which they find a ready sale. Their manufactured goods and supplies are taken care of in the two-story warehouse and shipping department, 25 x 60 ft. The Windsor & Sandwich Electric Street Car line passes the door; besides this the plant consists of a separate bleach house, a brick stable, and roomy sheds.

The manager, Wm. S. McDonel, has grown with the business, having received his early training in the United States. The

founder of the business, D. A. McDonel, who is the father of the present manager, is the inventor of the first solid back brushes.

The "Perfection" brush which the company is now making is an improvement of the original solid back brushes, and is put



GEORGE A. DEMPSEY.

on the market to overcome the possible objection to the former scrub and stove brushes with reference to cleaning out corners. The improvement consists of a convenient wing, the horse brush being left higher to fit around the curves of the horse's body and limbs. This makes a welcome improvement in brushes for horsemen.

The accompanying portrait is that of

Geo. A. Dempsey, who has for the past eight years looked after their interests on the road, more particularly in the wholesale trade covering the entire Dominion. Mr. Dempsey received a thorough training in a responsible position in the works, and thoroughly knows his business, which he keeps good track of.

### NOTES.

**G**UELPH Board of Trade is considering the advisability of the city taking over its own insurance. They claim the cost of insuring the city annually is \$75,000, while the yearly loss is about \$5,000.

A Waterloo street grocer had on exhibition in his window a box of fine, fresh, large, ripe strawberries yesterday which attracted considerable attention.

Fishery reports from Newfoundland state that codfish, herring, and halibut are very scarce, and fishermen are in a bad plight.

At a meeting of the creditors of the Wanser Soap Company to-day, a statement was submitted showing liabilities of \$39,000 and nominal assets of \$46,000.

The general depression in trade has a bad effect upon the salt business, for at present there is literally nothing doing. Utter stagnation alone describes the condition of trade. There is, seemingly, no demand whatever for an article of such prime necessity.—Clinton News Era.

Baker & Leeson, the well-known Water street commission merchants, have sold out to Messrs. Stewart, Lewthwaite & Co., late of Brandon, Man. Mr. Stewart was for a long time manager of a wholesale grocery store in Brandon, while Mr. Lewthwaite was a grain buyer for the Ogilvie Milling Company. Baker and Leeson both intend to stay in Vancouver.—Advertiser, Vancouver.

The groceries and general stock of John Murphy, of Wallaceburg, have been sold at \$2,463.81 to J. S. Gilfillan, of Lucan, at 65 cents on the dollar. A stock of liquors belonging to the same estate, amounting to \$550, was bought by Mrs. Catharine Murphy, of Wallaceburg, for 65 cents on the dollar.

### ESTABLISHED 1850.

"It is only by introducing some new line that you can increase your sales."

We are headquarters for these goods:

Glistening Cream Furniture Polish, \$2.00 doz.	
Matchless Silver Polish .....	2.00 "
Instant Crockery Mender .....	1.75 "
Zenith Stain Killer for Cleaning	
Fabrics .....	1.75 "

Put up very artistically in one dozen boxes.

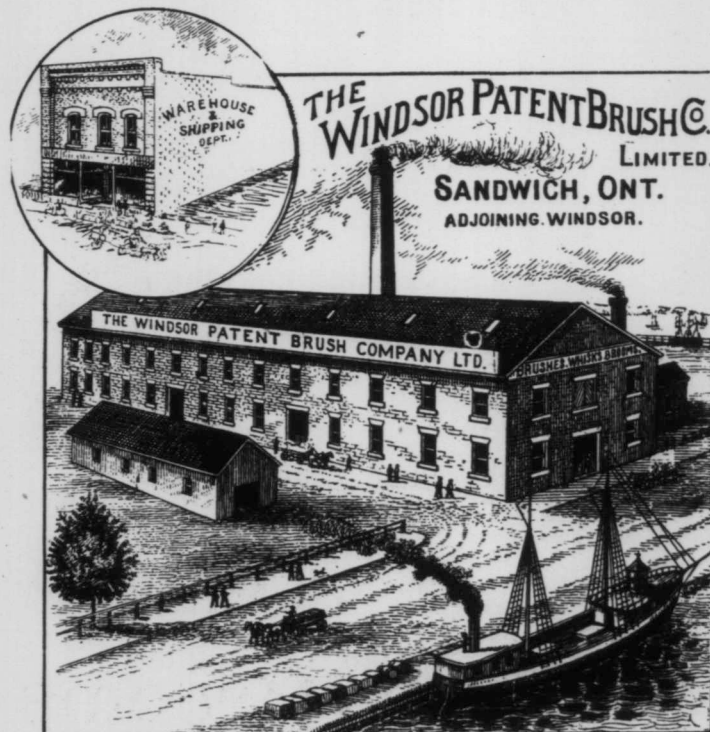
Any merchant displaying one box of each in the corner of a show case or counter with the illustrated cards makes a good attraction in his store, and he will be surprised at the increase of the daily sales.

Try a sample box of each.

They retail at 25 cts. per bottle.

Send us an order by first mail.

**JAMES A. SKINNER & CO.**  
TORONTO, ONT., VANCOUVER, B.C.



THE WORKS.



**TEAS!**

We are making it interesting for buyers. Our stock is large and well sorted. Our travelers will show you samples. If they do not reach you send direct to us for figures. To-day's prices will show a handsome profit in the near future.

**LUCAS, STEELE & BRISTOL,**  
HAMILTON.

TELEPHONE 447

LeRoy Mills

**Extra Refined Salt**

3, 5, 7, 14 lb. bags, full weight.

We strongly recommend this article to the trade.

Lovejoy's

**Breakfast Flakes**

Cases, 3 dozen packages, \$4.00.

Cherry's **Irish Mustard**

Absolutely Pure.

**BALFOUR & CO.** Wholesale Grocers, Hamilton.

**Brooms Brooms Brooms**

**BROOMS BROOMS**

**"STANDARD"**

**James Turner  
& Co.  
HAMILTON.**

**"SIGNAL"**

**BROOMS BROOMS**

**Brooms Brooms Brooms**

CO.  
I.O.

**UNSATISFACTORY LEMON TRADE.**

**I**MPORTERS are loud in their complaints relative to the condition of the lemon market to-day, the values secured at the auctions being extremely low, and in numerous instances the advances made upon the consigned stock, to say nothing of the incidental expenses, such as duty, freight, etc., are not obtained when the fruit is offered for the consideration of the trade. In the earlier part of the season the indications for the winter months were regarded as most favorable. A demand beyond the ordinary was not anticipated, but it was given out in the trade that the losses of previous seasons had taught importers a severe lesson, and the usual freedom of advances to foreign shippers was to be materially lessened, which statement served to encourage the belief that the supply would be kept nearer the requirements of consumers, and that prices would show some stability. It was also said that the steamer shipments from the other side were to be regulated, and that the vessels would have primary sources only at stated intervals, which information also aided to promote confidence in the market. Results, however, have shown that the old-time competition to secure shipments from abroad is fully alive, and that the stock has been shipped from primary sources in quantities that have considerably exceeded

the requirements of our consumers, and that prices in consequence have steadily yielded, until to-day the range of quotations stand at an extremely low and unsatisfactory point to all engaged in the business. The losses of previous seasons are again being repeated, a large part of the consigned stock, owing to inferior shipments and length of the winter voyage, coming to hand in very bad order, and when placed "under the hammer" realize barely sufficient to pay the duty, to say nothing of charges and advances. It is, therefore, not surprising that many importers are discouraged by their repeated experience. They are annually determined to turn over a new leaf in the freedom of their advances, but when they find that foreign shippers are in business for "revenue only," and without the sterling in advance their trade ceases, they are once again tempted to enter the field, and in a short time they are actively engaged in the competition for the fruit, and they usually succeed in reaping the annual advantages. This port probably handles three-quarters of the entire quantity shipped from the Mediterranean to this side, Boston, Philadelphia, Baltimore, New Orleans, and Montreal combined receiving the remainder. Notwithstanding the small quantity to these outside markets, it is frequently the case that the prices realized at the outports establish a value for the goods in this market, hence the question is repeatedly asked

would it not be better for the interest of all if New York was made the distributing point for the entire country? By such a course competition would be centered here, and better prices would undoubtedly be obtained. Under the present system it is often the case that the several markets have each a cargo to offer at one time, and by thus dividing the buyers of the country into several sections the competition is lessened, and results do not pan out satisfactory. The available supply in this market to-day is larger, and with a very limited call from the interior, the market presents a dull and depressed appearance. Boston has the Robinia in port, and New Orleans the Straits of Magellan. Independent of the local store stock the Peconic is at the wharf, and the Powhatan is overdue. The quantity in transit to-day consists of: To New York, 2,000 boxes Catania, 48,750 do. Messina, 62,500 do. Palermo and 500 do. Sorrento, or say a total of 113,750 boxes; to Boston, 4,000 boxes Catania and 5,000 do. Messina; to Philadelphia, 6,700 boxes Messina and 4,000 do. Palermo; to Baltimore, 2,100 boxes Messina and 3,000 do. Palermo; to New Orleans, 14,500 boxes Messina and 18,500 do. Palermo—a grand total of 171,550 boxes. The prices current in the market at present are \$1.60 to \$1.75 for choice 300's. \$1.50 to \$1.60 for 360's. \$2.25 to \$2.50 for fancy 300's. \$2 to \$2.50 for do. 360's, and \$1.25 to \$1.40 for common to fair fruit.—N. Y. Journal of Commerce.

# GOOD HEALTH



# GOOD SOAP.

The connection between good health and good soap is very close. People who keep themselves and their surroundings clean will live longer and happier than those who are negligent in this respect.

# IF SUNLIGHT SOAP



were the only soap in the world, and everyone used it freely, half of the doctors would go out of business. It is death on dirt and grease, yet, being chemically pure, it cannot injure either delicate skin or fabric.

# Canned Goods

WE wish to advise the trade that we are selling Canned Fruits and Vegetables at Packers' Prices.

**H. P. Eckardt & Co.**

Wholesale Grocers, **Toronto.**



Our specialties put up only in pkgs. are superior in quality to the ordinary Cereals sold in bulk.

## Rolled Oats Rolled Wheat



Choice Bulk Goods of standard quality put up in barrels and bags.

### Don't

decrease your trade in these staple lines of **Breakfast Cereal Foods** by selling your customers Imported Goods at high prices.

**Canadian Mills** are making a quality of Rolled Oats and Wheat not surpassed in any country in the world.

You can increase your trade by selling our goods. They are uniform in quality and superior to imported meals. They are less expensive. They will give satisfaction and demand is increasing. You can be selling our goods when your neighbor's stock of imported cereals is getting musty on the shelf.

Write us for prices.

Mail Orders receive prompt attention.

**The Ireland National Food Co. Ltd., Toronto, Can.**

OPERATING The largest and most complete **BREAKFAST CEREAL FOOD MILLS** in the Dominion

This cut shows the shape of . . . .



## SWEET HOME SOAP.

The quality is unsurpassed.  
The price is unequalled.  
The demand is increasing.

**London Soap Co.**

LONDON, ONT.

J. F. EBY

HUGH BLAIN



IT PAYS TO HANDLE PROFITABLE GOODS

USE

The Truro Condensed Milk and  
Canning Co.'s Goods

**EVAPORATED CREAM**

Is unsurpassed for purity, richness and flavor.  
Coffee and Milk, a combination of pure  
Coffee, Milk, and Sugar.

WRITE FOR A SAMPLE CASE.

**Batger & Co.**

LONDON, ENGLAND

Jams, Jellies,

Marmalade,

and Lemona

**University  
Marmalade  
and Lemona**

put up in pound glass pots, are  
excellent digestives. Give us a  
trial order and you will be con-  
vinced of their superiority.

SEASONABLE

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



ONLY a word about Extracts. Spring is coming, and with it the desire for dainty table delicacies. Flavoring Extracts will be in demand. The Pure Gold Flavoring Extracts are unequalled, unexcelled, cheapest and best. Will you kindly favor us by looking over your stock, and, if in need of any, write us or order through any of our travelers.

**PURE GOLD MANFG. CO.**

#### FAST ATLANTIC SERVICE.

IT is currently reported in Ottawa that the Dominion Government has about entered into a contract, subject to the sanction of Parliament, with James Huddart, for the conveyance of mails, etc., by a swift steamship service between England and Canada. The period is for ten years, with the option of renewal at the expiration of that time. Mr. Huddart is leaving for England forthwith to form a company with sufficient capital to provide for the building of four first-class steamships capable of steaming twenty knots an hour at sea. These steamships are to be fitted with the latest refrigerating appliances for the carriage of chilled beef, poultry and other meats, fruits, etc. The amount of the annual subsidy will be \$750,000. It is Mr. Huddart's intention to unite the present Australian ship service with the proposed new Atlantic service, and, in order to give further accommodation to the Pacific route, upon Mr. Huddart's arrival in England next week he will immediately place an order for a third steamship for the Australian service. It is proposed to organize a through service from England to Australia via Canada by the combination of the two steamship services and the Canadian Pacific railway. The government has every confidence in Mr. Huddart, he having proven his ability by the prompt manner in which he organized the Australian service, and will give all reasonable assistance to the proposed new company. The Canadian ter-

mini for the Atlantic service will be Quebec in summer and Halifax in winter. The English terminal port is not absolutely determined, but will be settled after close examination as to where the most traffic can be secured. It is expected that the British Government and the Australian colonies will subsidize the new line, as this new imperial route will be the swiftest to Australia and New Zealand, and the mails will be carried absolutely through British territory.

#### INTERESTING TO RETAILERS.

JUSTICE BAIN delivered judgment this morning in a suit of Robinson v. Taylor, which involved the question of the liability of a man for goods ordered by a wife after she had left him. The plaintiffs, Jerry Robinson & Co., sued the defendant, Edward Taylor, of St. Norbert, to recover \$137, for goods supplied to defendant's wife. At the time of the purchase the wife was not living with the defendant, but had left him and gone home to her mother's. Defendant denied his indebtedness, and claimed that the goods were not delivered to him or to anyone by his order, and that he was not responsible for the amount. The bill was never rendered to him, and the first he knew of it was upon being served with the writ in the suit. Defendant is well able to pay, having several farms and a large herd of cattle and horses. At the trial before Judge Walker a verdict was entered for the plaintiff for the full amount claimed. Defendant appealed, denying his liability, but plaintiff claimed all the articles were necessities supplied his wife, therefore he was liable.

His lordship allowed the appeal with

costs, the verdict to be set aside and a verdict of non-suit entered with costs. His lordship held that the evidence showed that Mrs. Taylor left her husband without his consent, and the separation did not take place by mutual consent. It also failed to justify the contention that it was on account of defendant's neglect to provide for his wife that she was compelled to leave him. She had no implied authority to pledge his credit for even necessities, and even if she had authority to purchase necessities for herself, it had not been shown that the goods were necessities. The circumstances under which Mrs. Taylor bought so large a bill of goods should have made the plaintiffs cautious.

## To the Trade

GENTLEMEN :

We invite your attention to the following lines of our manufactures, fresh ground, and pure:—Pepper, Ginger, Cloves, Allspice, Pastry Spice, Cayenne Pepper, Cream Tartar, and Icing Sugar, with our celebrated Baking Powder and Extracts.

Your commands for any of these lines will have our prompt attention.

Yours very truly,

THE  
**SNOW DRIFT CO.**  
BRANTFORD

### BEET SUGAR IN EUROPE.

ADVANCE sheets of Consul reports, February number, contain, among other interesting information, details of beet sugar production in Germany, which, while perhaps not particularly new to well-informed merchants, are interesting in view of the peculiarities of the sugar industry in Europe and America. The report relates chiefly to official returns for the year ending July 31st, 1893. Prior to an act passed in May, 1891, which went into effect on August 1st of the following year, beets were taxed 80 pfennigs per 100 kilograms, equal to about 19c. United States currency, and an additional tax of 12 marks was levied on every 100 kilograms of sugar for domestic consumption. The sugars which are exported are, as heretofore, exempted from this tax, but the export premium, which amounted under the old law to 8.50 marks per 100 kilograms, is reduced as follows :

On raw sugar of at least 90 per cent., and refined sugar of from 90 to 98 per cent. purity, August 1, 1892, to July 31, 1895, 1.25 marks; August 1, 1895, to July 31, 1897, 1.00 marks; on candies and sugars in white, full, hard loaves, blocks, plates, sticks and crystals, and other sugars of at least 99½ per cent. purity, from 2.00 to 1.75 marks; on all other hard sugars, from 1.65 to 1.40 marks.

After July 31, 1897, all bounties are to be discontinued. It is noticed, however, from the papers that the sugar growers and refiners are putting out feelers already to have this premium system continued after July 31, 1897, claiming that they would be at too great a disadvantage with other countries, principally France and Belgium, if the premium was dropped entirely. By the same law the duty on imported sugar was raised from 30 marks to 36 marks, except on such imported sugars as enter again into the manufacture in Germany. Such sugars are credited with the consumption tax of 18 marks, thus paying only a net duty of 18 marks per 100 kilograms.

The number of raw sugar factories decreased from 403 to 401. As in former years, the factories have made great endeavors to obtain an even, small and sweet beet, and have themselves in most cases furnished the seed to the growers at cost price, and have closely watched the sowing and cultivating of the fields. The weather was not very favorable to the beet crop during the year. A mild spring quickly developed the plants, but their growth was checked by an exceptionally dry and hot summer. The dry heat hastened their ripening, without allowing them to grow out to their full size. A wet and cool September again set the beets to growing, but at the expense of their sugar quality. In purifying the raw juice of the beets new experiments have been made with electricity. The juice, by means of zinc electrodes, has been subjected to electrolysis

in a vessel expressly constructed for that purpose. By this process a cloudy, slimy mass settles at the bottom of the vessel, and thus the juice is cleared of its principal impurities. After this treatment the juice is saturated as formerly. So far, however, these experiments have not been accompanied by a pronounced success, and the practicability of this process is doubted by many. The refining of the syrups and residues in the sugar factories themselves has been abandoned to a great extent, and it is claimed that the time is not far off when sugar factories, instead of refining their own syrups and residues, will find it to their advantage to sell them to factories especially built for that purpose. The following statistics of the industry for the last two years are given in the report :

	1892-93.	1891-92.
Number of factories.....	401	403
Total beets grown, tons.....	9,811,940	9,488,002
Area under cultivation, hectare.....	352,015	336,454
Average yield per hectare, tons.....	27.9	28.2
Raw sugar extracted, tons.....	1,175,137	1,144,368
Raw sugar on hand July 31, 1893, tons.....	26,920	50,851

Note.—1 ton equals 2,200 pounds; one hectare equals 2,471 acres.

In connection with this is a comparison of results for a series of years, from which we extract the following :

Year.	Beets grown.		Yield per hectare.	Raw sugar extracted.	
	Tons.	Tons.		Tons.	Tons.
1873-74 .....	3,528,764	27.2	291,041		
1874-75 .....	2,756,745	20.6	256,412		
1875-76 .....	4,161,284	29.3	358,048		
1876-77 .....	3,550,037	25.2	289,423		
1877-78 .....	4,090,968	27.4	378,009		
1878-79 .....	4,628,748	28.9	426,155		
1879-80 .....	4,805,261	25.2	409,415		
1880-81 .....	6,322,203	32.7	555,915		
1881-82 .....	6,271,948	28.3	509,722		
1882-83 .....	8,747,154	34.4	831,995		
1883-84 .....	8,918,130	29.9	940,109		
1884-85 .....	10,402,688	32.9	1,123,030		
1885-86 .....	7,070,317	30.2	808,105		
1886-87 .....	8,306,671	30	985,628		
1887-88 .....	6,963,961	26.4	910,698		
1888-89 .....	7,896,183	28.2	944,505		
1889-90 .....	9,822,635	32.9	1,213,689		
1890-91 .....	10,623,319	32.2	1,284,485		
1891-92 .....	9,488,002	28.2	1,144,368		
1892-93 .....	9,811,940	27.9	1,175,137		

In another Consular report on the same subject the following interesting remarks appear :

"The sugar manufacture has been so prosperous that there is now a general movement toward the enlargement of existing factories and the erection of new ones. This is especially the case in Mecklenburg, where the Tagblatt has been recently moved to utter a note of warning against this dangerous expansion of producing capacity, in which it points out that the world's sugar product is already 6,700 tons, or 10 per cent. in excess of normal consumption, and predicts that any further increase in the product will bring on a disastrous collapse in prices which will jeopardize the entire industry. However well or ill founded this warning may be, the present situation of the

German sugar makers is generally satisfactory. Stocks of old sugar in the hands of dealers are said to be unusually small, and the profits of the principal manufacturers during the past season, as shown by their published reports, have been princely. From a long official list of declared dividends, it appears that they range from 7 to 30 per cent. of the invested capital, and in some cases even the latter figure is surpassed. Thus it is stated by Kuhlow's German Trade Review that the sugar factory at Nordstemmen, with a capital of 525,000 marks, shows a net profit of 211,151 marks; the one at Northeim, with 1,050,000 marks capital, earns 403,588 marks; Guhrau, with 600,000 marks, earns 181,588 marks; Rostock, with 800,000 marks, earns 294,144 marks, and so on through a long list. The factory at Gross-Ammerleben, which lost last year 2,131 marks, earns this year a net profit of 16,703 marks, which fairly illustrates the comparative prosperity of sugar making in Germany during the two years. The reasons for this highly favorable situation are various, but the principal one is probably the fact that the long, hot drought of the spring and summer rendered the beets smaller in bulk than usual, but intensely sweet, so that the juice was ripe in quality, rich in sugar, and easily evaporated and refined. It is not strange that profits of 25 and 30 per cent. should be tempting to investors; and, notwithstanding all warnings, an important increase in the sugar producing capacity of Germany may probably be made during the coming year."—N. Y. Journal of Commerce.

### THE EBY, BLAIN & CO., LTD.

THE Ontario Gazette contains the following notice of application for incorporation :

The Eby, Blain & Co., of Toronto (Ltd.)—To acquire and carry on the business of importers and exporters of and wholesale dealers in groceries, provisions and general merchandise of a like character and to carry on manufacturing incidental thereto ;

The operations of the company are to be carried on in the city of Toronto, which is also to be its chief place of business ;

The amount of the capital stock of the company is to be \$250,000.

The number of shares is to be 2,500 and the amount of each share \$100.

The name in full and the address and calling of each of the applicants are as follows : Joseph Fisher Eby, merchant ; Hugh Blain, merchant ; William Percival Eby, clerk ; William James McMurtry, insurance manager, and Charles Corbishley Bennett, accountant, all of the city of Toronto, in the county of York and province of Ontario.

The said Joseph Fisher Eby, Hugh Blain, William Percival Eby, William James McMurtry and Charles Corbishley Bennett are to be the first directors of the company.

# LYTLE'S PICKLES



Are Superior to all others.

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

# BEANS

Hand-Picked  
White Beans.

Fancy Cleaned, California, Lima Beans.

Green Soup Peas.

A choice consignment of each just received.  
Write for quotations.

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

# LION "L" BRAND



REGISTERED  
TRADE  
MARK.



PURE GOODS.

JAMS,  
JELLIES,  
VINEGARS,  
PICKLES.

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

DIPLOMA  
AND MEDAL  
Toronto Exhi-  
bition, 1893.

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

# Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

**LONDON, ONT.**

FULL LINES OF  
**Raisins**  
**Currants**  
**Figs** and  
**Pure Spices**  
AT LOWEST PRICES.

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

# MOLASSES

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

Choice Quality. Low Prices.

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

# Condensed Mince Meat.

Delicious Mince Pies  
every day in the  
year.

Handled by retailer  
as shelf or counter  
goods. No waste.  
Gives general satis-  
faction.

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.**

# TEAS

Our well-known brands

**JAPANS** MOON  
CRESCENT  
TEAHOUSE  
SAILOR BOY

Send for samples and quotations.

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

# Teas

Ceylon, Assam,  
Congou, Hyson,  
Japan.

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

# VICTORIA BLEND

(Ceylon Tea)

In 1 lb. and ½ lb. packages. Blended  
to suit all tastes.

GIVE IT A TRIAL

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

We are offering some . . .

EXTRA GOOD VALUES IN

**Syrups** and  
**Molasses**

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

# McALPIN TOBACCO Co.

Manufacturers,  
Toronto, Can.

We are sending out, with each 12 lb. Butt Beaver Chewing, a package (1/4 lb) samples, for free distribution; also a small hand-lettered card,

## "CHEW BEAVER PLUG"

Customers failing to receive samples and card, will kindly notify us, and we will forward same post-paid.

A complete list of our various brands may be seen in "Prices Current," this paper.

We fully appreciate the friendly interest which the trade are showing in our goods, and it is our ambition to make our tobacco the very best that can be procured in Canada.

Your orders will have our careful and prompt attention.

McALPIN TOBACCO Co.  
TORONTO

### THE W. M. MILLIGAN CO. ASSIGNS.

THE W. M. Milligan Co. (Ltd.) the well-known retail grocers of Toronto, have assigned.

There have been rumors many regarding the financial standing of the firm for some time, and the inevitable came Monday last, when an assignment was made to E. R. C. Clarkson.

The failure is the largest that has taken place among the retail trade in Toronto for many years. The company had stores in different parts of the city, namely, at 99 Queen street west, 528 Queen street west, McCaul street, and the "Star" grocery store at Yonge street and Wilton avenue. A store had also been fitted up under the St. Lawrence market branch of the Bank of Commerce, and another in Spadina avenue. The furnishings in both stores were elaborate, but, owing to the financial embarrassments that began to weigh so heavily upon the firm, neither of these stores have yet been opened. The "Star" grocery was disposed of a few weeks ago for \$4,500 cash, the proceeds of which, it is understood, were turned over to Eby, Blain & Co., the largest creditors.

Mr. Milligan, the managing director of the firm, is a grocer of several years' standing in Toronto. He began business in Queen street west about eighteen years ago. Prior to that he was clerking. It is said that his capital, when he began business, was about \$200. If there is one grocer in Toronto who possesses in an eminent degree the characteristics of push and perseverance it is W. M. Milligan; and soon he had worked up a large business, being a liberal user of printers' ink. In November last he organized a joint stock company, which received a charter from the Ontario Government under the style of the W. M. Milligan Co. (Ltd.). The officers of the company were: W. M. Milligan, president and managing director; John Burns and G. W. Bedell, directors. Other members of the company were: Mrs. Catherine Milligan, Charles D. McDonald, Minnie Sheey. The authorized capital of the company was \$75,000, of which about \$40,000 was paid up.

Mr. Milligan is believed to have taken capital stock for his interest, said to be about \$12,000. The stock he subscribed for is said to be upwards of \$30,000, of which the above amount was paid thereon. His liabilities were then believed to be about \$25,000, which, in the language of a well known financial man, was "thought to be excessive considering that his retail business has been largely for cash."

John Burns, who had been some years in Mr. Milligan's employ, is a young man, who although without much capital, is a good clerk, and the nominal amount of stock given him in the new company was said to be in lieu of salary.

G. W. Bedell, is well known as the proprietor of a weekly payment furniture store.

At the time the company was formed he was estimated to be worth \$20,000, and he was generally looked upon as a source of strength to it.

Miss Sheey is a young lady who occupies the position of bookkeeper in the firm.

The company was not generally looked upon as being a strong one; and when Mr. Milligan was taken ill, the latter part of December, faith in its stability became less still, so much so, in fact, that about two months ago some of the creditors began to deliver goods C.O.D. Mr. Milligan's illness continued up to within a few weeks ago, and he being the head and front of the whole concern, business became eventually so complicated, that even his indomitable energy was unequal to the task of straightening it out.

The principal creditors are Eby, Blain & Co., and Davidson & Hay. Some of the daily papers placed the amount owing the first named at \$20,000, but this, Mr. Blain says, is an over-estimate. The liabilities to Davidson & Hay are about \$12,000, against which some security, in the shape of a second mortgage on Mr. Milligan's \$12,000 residence, is held. Among other creditors are: Gunn, Flavelle & Co., \$3,700; Christie, Brown & Co., \$1,200; James Baillie & Co., \$1,000. A statement has not yet been prepared, but the liabilities are variously estimated at from \$50,000 to \$80,000. A meeting of the creditors will probably be held on Tuesday next.

Mr. Milligan is looked upon as being one of the best grocers in Toronto, but possessed with a tendency to extend unduly. "Milligan is one of the most wide-awake grocers in Toronto," said one of his creditors, "and if he left the financing to someone else would do all right." He was also noted for the close prices which he sold at, and to this may be largely attributed his failure, for he did what was termed a cash business. Among his creditors a good deal of sympathy for him is being expressed; but among the retailers, who generally looked upon him as the "prince of cutters," there is little or none of that quantity to be found.

The assets are believed to consist principally of stock and store fixtures, the latter of which are of an unusually elaborate character.

### ORIGIN OF TOBACCO.

Among the Iroquois myths is one which accounts for the origin of tobacco:

A boat filled with medicine men passed near a river bank, where a loud voice proclaimed to all the inhabitants to remain indoors; but some disobeying, died immediately. The next day the boat was sought for and found, containing a strange being at each end, both fast asleep. A loud voice was then heard, saying that the destroying of these creatures would result in a great blessing to the Indian. So they were decoyed into a neighboring council house, where they were put to death and burned, and from their ashes rose the tobacco plant.



MacLaren's  
Imperial  
Cheese



# Quaker Oats

Packed 3 dozen 2 lb. packages in case.

All Wholesale Grocers  
... handle it.

BATTY'S CROWN PICKLES  
BATTY'S ~~N~~ABOB PICKLES  
BATTY'S NABOB SAUCE



# Highland Evaporated Cream

Wright & Copp, Sole Dom. Agents, Toronto



ESTABLISHED 6 YEARS

## The "Monsoon" Brands

CONSIST OF THE FOLLOWING:

**INDIAN.**

1. Finest Assam Pekoe
2. Assam Broken Pekoe
3. Assam Pekoe Souchong

**CEYLONS.**

4. Finest Ceylon Pekoe
5. Ceylon Broken Pekoe
6. Ceylon P. Souchong

In Cases of 60 1-lb., 120 ½-lb. or 12 5-lb. packets. Cases can be assorted Indians and Ceylons.

The Above Brands Give Universal Satisfaction and Suit all Tastes.

We carry the largest and best assorted stock of Indian Teas in Canada. Write for samples and you will be satisfied with the values we can give.

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

11 and 13 Front St., Toronto.

**CHRIST<sup>TR</sup> JAMES & Co.,** LONDON, ENGLAND.

MAKERS OF THE LEADING

## Pickles, Marmalade, Sauces

Are you to be one of the few not yet stocked with these PICKLES at \$2.40 per dozen?

You do not know how many customers not seeing them in your store go to your neighbor who has them. If your jobber has not got them write to

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

## Currants

IN GOOD ORDER  
AND CONDITION

In Barrels at 3c. per lb.

Cases at 3¼c. per lb.

CROP 1892.

Our Best Value for Grocer  
or Consumer to-day is

## JAPAN TEA DUST

AT SIX CENTS PER LB.

Send for Samples to . . . .

## Lightbound, Ralston & Co.

WHOLESALE  
GROCERS,

MONTREAL.

# MARKETS AND MARKET NOTES

## TORONTO MARKETS.

TORONTO, March 9, 1894.  
GROCERIES.

**B**USINESS is still characterized by the same careful buying, orders being small. Jobbers, however, realize that it is the better course to pursue, and complaints from this source are few. "Business is quiet, but fair, for the season," is about the way most wholesalers report on the situation. The feature of the trade is the demand for canned vegetables, which continues to improve, and the prices along with it. The Selling Committee of the Canadian Packers' Association have issued the promised new list of prices. They will be found below. The firmer feeling in canned goods announced last week is more pronounced this week in consequence, the packers' prices showing advances. Sugar is quiet and only fairly steady. Dried fruits are still occupying a strong position. Coffees are showing, if anything, a little more life, and there is a fair quantity of tea moving. A better demand has developed for rice, and there is a fair movement in spices.

### CANNED GOODS.

The packers have issued to the trade their new price list, which is to obtain until further notice under the recently consummated scheme for placing their products on the market. These prices, to the jobbing trade, are: Tomatoes, 82½c.; gallon tomatoes, \$2.50; corn, 2-lb. tins, 85c., ditto, flats, 95c.; peas, 80c.; ditto, sifted, 90c.; ditto, Early Jones, 85c.; beans, 80c.; pumpkins, 80c.; Lima beans, \$1.35; peaches, 3-lb., \$2.80; ditto, 2-lb. \$1.80; strawberries, \$1.75; preserved strawberries, \$1.50; gallon apples, \$2.50; preserved apples, \$1.35. The demand for tomatoes, peas and corn has increased perceptibly during the week, and business is now reported brisk. Prices are as a rule quoted about 5c. higher. Where 80 to 85c. was formerly quoted for tomatoes and corn, 85 to 90c. is now asked, although there are some houses that have not reached these figures yet. Peas are quoted 80c. upwards. Canned fruits are beginning to go out more freely, the demand for preserved apples being brisk. We quote: Peaches, \$3 to \$3.25 for 3's, \$2.10 to \$2.25 for 2's; raspberries and strawberries, \$2 to \$2.10; preserved apples, 3-lb. tins, \$1.40 to \$1.45; gallon apples, \$2.50. The demand has fallen off a little for salmon, but we quote first class brands as before: Tall tins, \$1.20 to \$1.30; flat tins, \$1.50. For lobster the demand is fair, at \$1.85 to \$2.10 for tall tins and \$2.40 to \$2.50 for flat tins.

### COFFEES.

The local market appears to be a little more active. Rio is in good demand at unchanged prices. Good flat Rio beans are scarce and higher in New York. A nice movement is reported in Jamaica and Mocha growths. We quote, green, in bags, as follows: Rio, 21½ to 22½c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 21½ to 22½c.; Java, 30 to 32c.; Mocha, 27 to 28c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 22c.

### NUTS.

There is nothing new to report, either in regard to business or prices: We quote as follows: Brazil nuts, 13 to 15c. a pound; Sicily shelled almonds, 28 to 32c. a pound; 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, 12½ to 15c.; Marbot walnuts, 12 to 13c.; Bordeaux walnuts, 11½ to 12½c.; filberts, 9¾ to 10¼c.; pecans, 13½ to 15c.; nuts, per bushel, hickory, \$2.

### RICE.

Quite an improvement seems to have developed in this article, business now being brisk. We quote: Ordinary, 3¾ to 3¾c.; Montreal Japan, 5 to 5¼c.; imported Japan at 5¾ to 6¼c.

### SPICES.

Trade continues fair at unchanged prices. We quote: Pure black pepper, 13 to 15c.; pure white, 20 to 28c.; pure Jamaica ginger, 25 to 27c.; cloves, 14 to 25c.; pure mixed spice, 30 to 35c.

### SUGAR.

The conditions are much as before, although the feeling is scarcely so strong as it was on account of the quietness which obtains. The refiners, however, are not disposed to shade prices, and, as of yore, will not make contracts. The idea as to price is still 4¾ to 4¾c. for granulated and 3¾ to 4¼c. for yellows.

Willett & Gray, in their Weekly Statistical, say:

**THE WEEK**—Raws declined to ½c. for centrifugals. Refined unchanged. Total stock in all the principal countries, 1,790,784 tons, against 1,577,494 tons at same dates last year. Afloats to the United States from all countries estimated 67,000 tons, against 80,000 tons last year.

**RAWS**—As anticipated last week the steady advance was checked, and this week has given a reaction of ½c. to 3-16c. in centrifugals. At the close, however, a firmer feeling again prevails, with a disposition on the part of buyers to continue purchases at 3-16c. for 96 deg. centrifugals.

This is because of the increasing expectation of a duty on sugar to be passed by the Senate, although it by no means follows that the House will agree. Statistically there is no ground for any further rise in prices just now. Prospects are good for all crops, and supplies exceed consumption for this campaign year. Nevertheless the feeling is strong, and sellers take every advantage of the duty agitation to raise their pretensions. European markets are simply watching and waiting for the latest news from our side to affect their quotations, and in the meantime are having dull and quiet markets with a good degree of steadiness.

**REFINED**—The demand has considerably improved, and refiners are running full, although the accumulations of product have not yet been worked off. Granulated is now 4-17c. net cash.

### SYRUPS.

Demand is good, but supply is poor, refiners being largely sold out. We quote: Dark, 20 to 25c.; medium, 25 to 28c.; bright, 30 to 35c.; very bright, 40 to 45c.

### MOLASSES.

A few carload lots have been placed with jobbers here, and there is a fair demand from retailers. The demand is chiefly for New Orleans at 28 to 30c. in barrels, and 32½ to 34c. in half-barrels.

### TEA.

The movement is fair, with Indian and Ceylon growths receiving the most attention. China blacks and Young Hysons are quiet. Ruling prices are: Japans, 12½ to 20c.; Ceylons and Indians, 20 to 30c.; China blacks and Young Hysons, 13½c. up. A good many Indian and Ceylons are going out at from 17 to 18c.

Local brokers have been selling a good many low grade Young Hysons, and some fair blacks of Japan have changed hands at from 14 to 17c. There has not been much doing in China blacks.

A London tea letter, under date of February 24, says: "Although trade in the country is reported to have been less active lately, the Indian and Ceylon teas at auction this week nevertheless sold quite as well as before, and even better prices were paid for many of the Ceylons, between 5½ and 8½d. China greens and scented teas were quoted in sale without any material change: but Congous had again, as a rule, to be taken out of the catalogues to be sold by private treaty afterwards, there being no serious bidding for them in the auction room. Fortunately a little more export enquiry gave the market some tone, and thus the teas most pressed for sale, consisting chiefly of

## MARKETS—Continued

red leaf sorts, could be disposed of by private contract without much difficulty or great concessions, though perhaps few of the teas were after all taken for shipping. Among these private transactions were included an invoice of low Foochow Congous, quoted at 4d., and two invoices of common Souchongs, the one sold at 4½d., the other at 4¾d., whereby the lowest quotations so far touched by these sorts this season, were established. In the terminal market China Congou has also continued neglected, but Indian tea was well supported—at least the near positions, only the distant deliveries and new crop being weaker."

## DRIED FRUIT.

Steadiness is still the predominant characteristic of the dried fruit market. Demand for Valencia raisins is fair. We quote: Off-stalk, 4¾c.; fine off-stalk, 5½c.; selected 6 to 6¼c.; layers, selected, 6¼ to 6½c. Currants continue quiet, with Vostizzas and fine Patras firmer in primary markets, but no change has taken place here. We quote: Provincials, 3¾ to 4c. in barrels and half barrels; Filatras, 4 to 4½c. in barrels, and 4¼ to 4¾c. in half barrels; Patras, 5 to 5½c. in barrels, 5¼ to 5¾c. in half brls., 4¾ to 6¾c. in cases; Vostizzas, 6½ to 7½c. in cases, 6¾ to 7¾c. in half cases; Panariti, 9 to 10c. Sultana raisins quiet at 6½ to 7½c. Demand continues good for Bosnia prunes at 5½ to 7c. in cases, and stocks on spot are almost cleared out. Figs are still quiet at these quotations: Small boxes, 8 to 9c.; 5 lb. boxes, 40 to 50c.; 12 lb. boxes, \$1; 6-crown, 12½c.; 7-crown, 13½c.; natural figs, 4½ to 5½c. Dates quiet and unchanged at 5 to 5½c.

## BUTTER AND CHEESE.

There is not much change to chronicle. Most of the butter coming in is on consignment, and but a small part of this is satisfactory as to quality. Choice dairy tubs are therefore still scarce, which has induced a good many to turn their attention to the creamery article, sales of which have been a little freer in consequence. Large rolls are coming in freely, for which jobbers have been paying 17 to 18c. when choice. We quote jobbing prices: Dairy—Choice tubs, 18 to 20c.; medium tubs, 16 to 17c.; low grade, 15 to 16c.; large rolls, 16 to 20c.; pound rolls, 23 to 24c. Creamery—Tubs, 22c. for August and 25c. for October; pound prints, 25c.

Cheese continues in fair demand at 11¼ to 11¾c.

## GREEN FRUIT.

Demand continues good for oranges, and prices are firm and unchanged. Lemons, on the other hand, are in moderate demand only, with prices lower; receipts large. The mild weather has induced liberal shipments, and demand has increased materially. Cranberries are firmer. The market continues firm and demand good for first-class apples, this grade fetching as high as \$5 per barrel, 600 barrels changing hands at that figure Saturday last; poor fruit is hard to move at the low figure. We quote: Oranges—Floridas, \$2.50 to \$3.25; Valencias, \$3.50 to \$4; California navels, \$2.50 to \$3 per box; bitter oranges, \$3.50 to \$4. Lemons, Messinas, \$2.50 to \$3.25 for 300's, \$2.50 to \$3.25 for 360's; bananas, \$1.25 to \$1.75; Malaga grapes, \$5.50 per keg; pineapples, 15 to 30c. Cranberries, New Jersey, \$7.50 to \$8 per barrel, and \$2.50 to \$2.75 per box; Apples, good to choice, \$3 to \$5; second quality, \$2.25 to \$3. California dried fruit—Apricots, 16 to 17c. per lb.; peaches, 14c. per lb.; nectarines, 15c.

## HOGS AND PROVISIONS.

Dressed hogs are a little easier on account of the lighter receipts. The range of quotations is now \$5.50 to \$6, the inside figure being for heavy hogs. Trade in meats has been fairly active during the week, and the only change to note in quotations is a drop in short cut. Demand has been good for lard, but stocks are not large.

BACON—Long clear, 8 to 8¼c.; smoked backs, 11c.; breakfast bacon, 12c.; rolls, 8¾ to 9c.

HAMS—11 to 11½c. for smoked, and at 10½c. for pickled.

LARD—Pure Canadian 9½c. in tubs, 9c. in pails and 9¼c. in tierces. Compound, 7¾ to 8c.

BARREL PORK—Canadian heavy mess \$15, Canadian short cut \$16, shoulder mess \$13.50.

DRESSED MEATS—Beef fores, 5 to 5½c., hindquarters 7 to 9c., mutton 6 to 7c.

## COUNTRY PRODUCE.

BEANS—There has been no change, business being quiet and prices as before at \$1.25 to \$1.30 for hand-picked.

DRIED APPLES—Quiet and firm. We hear of no transactions outside, but jobbers are getting 6 to 6¼c.

EVAPORATED APPLES—Continue quiet. There have been a few sales outside at 9c., and jobbers are getting 10 to 10½c. here.

EGGS—The market is in a little better condition. The cold storage and held eggs which have had such a depressing effect on the market, are being pretty well cleaned out, and as a consequence the quality has improved materially. The market is not yet, however, in a satisfactory condition. We quote: Strictly new laid, 15 to 16c.; held fresh, 7 to 8c.; pickled, 8c. The quotations for held stock are nominal.

POTATOES—Market is still dull. Sales of car lots on track are reported at 45 to 48c.; for small lots, 52c. is asked off the cars and 55c. out of store.

HONEY—Quiet and unchanged. We quote: Extracted white in tins, 7 to 9c.; white in sections, 14 to 15c.; dark ditto, 9c.

POULTRY—The market is easier, particularly on turkeys. We quote: Turkeys, 8 to 9c.; geese, 6c.; chickens, 35 to 55c.; ducks, 50 to 70c.

ONIONS—Are firm and unchanged. We quote: Spanish, \$1 per crate; Canadian, \$1.25 to \$1.30 per bag.

MAPLE PRODUCTS—Quiet and unchanged. Syrup is quoted at 75c. per wine gallon tin, sugar at 9c. per lb.

## SALT.

Trade is fair. Some good sales are reported at unchanged prices. Dealers are offering dairy at \$1.25; barrel at 95c.; coarse sacks at 58c.; fine sacks at 75c.; Liverpool coarse in car lots, 55c.; Canadian coarse, 56c.; American rock, \$10 per ton.

## SEEDS.

Deliveries are very light and prices unchanged. Some enquiries are now being made from the home trade, but country dealers are slow in stocking up, as the season is scarcely sufficiently advanced and outside markets weak. Local dealers are paying \$5 to \$6.25 for low grades to choice, clean samples of alsike, with \$6.50 for strictly fancy samples. Red clover is quoted at \$5 to \$5.25 for choice and \$5.50 to \$5.60 for fancy. Timothy is nominal at \$1.25 to \$1.75 and choice flail-threshed samples are quoted at \$2.

## FISH.

There is an abundance of all kinds of fish on the market, and demand is fair. We quote: British Columbia salmon, 15c. and Restigouche salmon, 17c.; skinned and boned codfish, 6½c.; shore ner-

WE ARE  
PAYING  
CASH  
FOR

DRIED  
APPLES

W. B. BAYLEY & CO.  
EXPORT BROKERS

42 FRONT ST. E. Toronto

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

Fresh Eggs sell at 16c.  
Pickled or Held Eggs, 7c.  
Large Rolls, 18 to 19c.  
Dairy Tub, 19 to 20c.  
We charge five per cent., and prompt returns by registered letter.

Established 1870. Egg Trade a Specialty

**WHITE & CO.**

70 Colborne Street Toronto.

General Fruit and Produce  
Commission Merchants.

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

ESTABLISHED 1874.

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

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

**RUTHERFORD & HARRISON,**

Wholesale Produce & Commission Merchants  
76 FRONT ST. EAST, - - - TORONTO,  
DEALERS IN  
Butter, Eggs, Cheese, Poultry, Lard,  
Cottolene, Dried Apples, Honey,  
Hams, Bacon, etc.

Correspondence invited. Consignments solicited. Egg Carriers supplied.  
Liberal Advances Made on Consignment

**CLEMES BROS.**

TORONTO.

UNSOLICITED  
TESTIMONIAL.

FEB. 12, 1894.

DEAR SIRS:

Please allow us to tender our sincere thanks for QUALITY of goods we have already had from you, and for the prompt manner in which you have sent same, which we highly appreciate.

Yours truly,

**CLEMES BROS.**

Wholesale Fruit and Commission,  
TORONTO.

ring, \$4 per bbl.; Digby herring, 15c.; boneless fish, 4c.; boneless cod, 7 to 8c.; blue back herring 4 to 5c.; frozen sea herring, \$1.00 to \$2.00; blue pickerel, 4 to 5c. lb.; yel. ditto, 7 to 8c. per lb.; salmon trout 7½c.; white fish, 7c.; oysters in bulk, \$1.20 for standard and \$1.75 selected; ciscoes, \$1.35 per 100 for small, and \$2.25 for very large; salt mackerel in bulk, 10c. per lb.; pike, 6 to 6½c. per lb.; black bass, 10c. per lb.; had-dock and cod, 5½c. per lb.; steak cod, 5 to 6c.; chicken halibut, 12c.

**HIDES, SKINS, WOOL, TALLOW.**

**HIDES**—Market remains much as before. Dealers are paying 3c. for green and offering cured at 3½ to 3¾c.

**SKINS**—For best fresh skins 80c. is being paid, and all offering are taken.

**WOOL**—There is a little more business doing, and prices are unchanged. We quote: Supers, 18½ to 19c, and are selling at 20 to 20½c.; extras are unchanged at 23 to 24c. Merchantable fleece is slow; dealers are paying 17 to 18c., and sales are made at 19 to 19½c.

**TALLOW**—Market quiet. Dealers are paying 5 to 5¾c. for rendered and asking 6c.; rough, 2c.

**PETROLEUM.**

Demand is still good on the Toronto market burning oils at unchanged prices. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; American water white, 18 to 19c.; photogene, 20c.

The Petrolea Advertiser, in its weekly review, says: "Crude oil, \$1 per bbl.; refined, 6¼ to 6½c. in bulk, or 9 to 9¼c. in barrels in car lots f.o.b. here. Since our last issue crude has dropped a cent and a half a barrel. It has been remarked that our previous quotations were incorrect, and for the benefit of those who do seem to understand, that notwithstanding oil may in isolated instances

**JAMES GOODALL**

Produce Commission Merchant  
GRAIN, SEED, Etc.  
84 Front Street East, Toronto.

**New Crop Clover Seeds and Grasses**  
All kinds. Only to the Trade.  
PROMPT ATTENTION

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

**PORK PACKERS**  
PROVISION AND COMMISSION MERCHANTS

Manufacturers of

"Maple Leaf" Brand  
Sugar Cured Meats and Lard

Consignments Solicited. TORONTO

**. POTATOES .**

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

**WM. HANNAH & CO.**

78 Colborne St., Toronto

Commission Merchants. Correspondence Solicited

**J. Hunter White**

Manufacturers' Agent, Broker  
and Commission Merchant

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

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

**THE**

**Winnipeg Produce and Commission Co. Ltd.**

WINNIPEG, MANITOBA.

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

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

Grocery Broker.

Agent for

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

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

**LAURENCE GIBB**

Provision Merchant,

83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter  
Cheese, Poultry, Tallow, Etc

PATENT EGG CARRIERS SUPPLIED.  
Good Prices paid for Good Dairy Butter.

Fancy Florida Oranges,  
Messina Lemons and  
Malaga Grapes for New Year's

**HUGH WALKER & SON**

Send for quotations. GUELPH, ONT.

**HUNTER & CO.**

24 Front Street East, Toronto. Grocery Brokers.

Agents for

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

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

**PARK, BLACKWELL & CO.**

(Limited.)

— SUCCESSORS TO —

**JAS. PARK & SON,**  
TORONTO.

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

Write for Price List.

## MARKETS.—Continued

be sold at \$1 when the real market price is \$1.01½, we may say that the Petrolea Advertiser is the official mouthpiece of the Oil Exchange, and its quotations are always correct. The only proper person to whom we can apply for official information as to the market price on 'Change is the secretary of that institution, and it is from that gentleman that we invariably receive our quotations just before going to press. We have no possible object in stating what is not true, and if Tom Jones or Jim Smith sells a small receipt for \$1, when, if he had any appreciable quantity, he could readily get the market price of \$1.01½, it does not alter the fact that \$1.01½ is the market price, as was the case last week."

## MARKET NOTES.

Smith & Keighley are handling nearly all Davis' brand of cigars.

H. P. Eckardt & Co. are offering special value in gunpowder tea.

Davidson & Hay have a carload of Kurma package tea on the way.

Dawson & Co. have some choice lemons, which they are selling at low prices.

Sloan & Crowther have just received a line of Ceylon tea which shows fine quality.

A carload lot of 12 tons of Manitoba white fish was received this week by H. Bray & Son.

The Canadian Woodenware Association met this week. No change was made in prices.

Smith & Keighley have a few barrels of old currants, which they are offering at low figures.

Davidson & Hay have a shipment of Roberts' jellies and table creams arriving this week.

D. Gunn, Flavelle & Co. are experiencing a big demand this Easter for their "Maple Leaf" brands of sugar cured meats.

Davidson & Hay have just to hand a shipment of sweet chocolate which retails at 5c. per cake.

Wm. Paterson & Son's travelers are hot-foot after orders for their high class pickles. See ad. page 4.

H. P. Eckardt & Co. are in receipt of a shipment of Phillippe & Cannaud's sardines at reduced prices.

Davidson & Hay have received a line of layer Valencia raisins, which they are offering at prices claimed to be low.

J. W. Lang & Co. have in stock a low grade Ceylon tea which is said to be of exceptionally good keeping quality.

McWilliams & Everist are this week in receipt of two cars of Stetson's "Hat" brand oranges, and two cars of "Mikado" lemons.

Warren Bros. & Boomer have received a shipment of "B" brand Ceylon package tea. It is said to be the only package tea

on this market that is packed in Ceylon. It is put up in ½-lb. and 1-lb. tin foil packages, 1-lb. baskets, and fancy 5-lb. Ceylon wood boxes.

Warren Bros. & Boomer are in receipt of a carload of assorted Bosnia prunes, among which is "A" brand, a line in which this market is about cleaned out.

The Toronto Salt Works report the following sales for the week: 1 carload of dairy at \$1.25; 2 carloads of barrel at 95c.; 2 carloads of coarse salt at 58c.

The Pure Gold Manufacturing Co. report that the flavoring extract trade is getting more active, some large sales having been made.

The stock of Mansfield & Gould, Uxbridge, was bought in by that firm at Sucklings' Tuesday for 70c. on the dollar.

Wm. Paterson & Son are having a tremendous sale on their soda biscuits. These are standard goods all over the Dominion.

"Another shipment of Ram Lal tea just to hand," write James Turner & Co., "ex ss. Chester. We are now anxiously waiting the arrival of a further lot ex ss. Berlin."

James A. Skinner & Co.'s spacious sample rooms are crowded at present with all the latest productions in fancy china. Samples for import are ready, and doubtless a large business will be done.

"Cleanliness is next to godliness." Send your spring order for brooms to James Turner & Co., or give it to their traveler. Their brooms are all hand made from finest stock.

Alex. Taylor Dromore still continues doing the rushing trade of former years, being one of the early merchants. "Sandy" is well known for miles around, and his customers have every confidence in him.

W. H. Gillard & Co. have received a large consignment of selected Valencia raisins of good quality, which they were fortunate enough to purchase before the strong advance took place, and they now intend to give their friends the advantage of their early buying.

The Montreal Canning Co. (Ltd.) is the name of a new venture. The head office is in Vancouver, B.C. The capital stock is \$200,000, divided into 20,000 shares of \$10 each. It is proposed to call up 30 per cent. of the stock, payable 5 per cent. on application, 5 per cent. on delivery of certificate, balance in four equal monthly instalments.

W. H. Gillard & Co. wish to direct the attention of the trade to the snap they offer on another page, viz., marmalade. They have secured a large lot of these goods (which are of fine quality) and feel warranted at selling at a rock-bottom price.

J. A. Hunter, of Durham, is to be complimented. He has just completed stocktaking, with satisfactory results. His general stock

of groceries, boots and shoes, dry goods, and hardware, etc., is one of the best assorted in Durham. It is an old-established business, J. A. succeeding his late father, who was a M.P.P.

In its review of the dried fruit market the London Economist has the following regarding currants: "The remaining stock in Greece is difficult to arrive at. Last year at this date it was reported to be 25,000 tons, against 45,000 tons in 1892. The crop is estimated to be 160,000 to 170,000, against 115,000 in 1892, and 165,000 tons in 1891."

Graham, McLean & Co., is the name of a new wholesale commission firm that has this week started into business at 77 Colborne street, Toronto. Both have had some years' experience in the business, Mr. Graham as city traveler and Mr. McLean as bookkeeper for D. Gunn, Flavelle & Co. They were trained in a good school, and both are bright and energetic young men.

The attention of every thoughtful and successful retail merchant has no doubt been directed to the necessity of making better profits: Pounding away at sugar at cost; canned goods, three tins for 25c.; tea of all kinds, five pounds for \$1, may be healthy exercise, but there is not much money in it. The up-to-date merchant will try the good things advertised with a view to improving and increasing his trade. In a great measure the grocer is gauged by the general excellence and uniform quality of his teas. Dealers handling such grades as the Dalu Kola, Imperial and Russian Congous are not only increasing their profits, but doing a much larger tea trade. W. H. Gillard & Co., who control the sale of these lines, have added another and finer grade to their assortment, which will be known as "The 400 Select Tea." This retails at 60c. and costs the merchant 40c.

## MONTREAL MARKETS.

MONTREAL, March 9, 1894.  
GROCERIES.

THE past week has not been a very eventful one in so far as the actual business movement is concerned. For several reasons buyers have taken the indifferent position, and any purchasing that has been done was in a perfunctory manner, the slightest tendency to speculation being carefully avoided. In sugar, for instance, there is some uncertainty about the future of values, but the fact has not led to any business of importance. In tea, molasses and canned goods there is nothing striking in the tenor of the market. Easiness has characterized several lines of fish, both fresh and salt, owing to the accumulation of stock here, and the fact has led to decline in prices. Canned goods are dull and easy in tone for the same reason. Both dried and green fruit have ruled fairly steady, while the striking feature in produce is the absolutely

**CAFFAROMA**

Makes the finest cup of coffee in the world. Sold in 1 and 2 lb. tins only. For sale by all wholesale and retail grocers throughout the Dominion.

C. A. LIFFITON & CO., Montréal  
Proprietors of the original patent Caffaroma

**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.

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

Representing in Manitoba and the  
North-West Territories:

ARMOUR & Co., Chicago, Ill.  
THE ARMOUR PACKING CO., Kansas City, Mo.  
THE B. C. SUGAR REFINING CO., Ltd., Van  
couver, B. C.  
HIRAM WALKER & SONS, Ltd., Walkerville  
Ont.  
JOHN DEWAR & SONS, Tullymet Distillery  
Perth, N. B.  
PERINET ET FILS, Reims, Champagne.

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

CORRESPONDENCE SOLICITED.

**FOR DAIRY  
BUTTER  
OR DRESSED  
POULTRY**

Write or Wire

**PARSONS  
PRODUCE CO.**  
WINNIPEG—MANITOBA

**MONTREAL MARKETS.—Continued.**

demoralized condition of the egg markets owing to very heavy receipts of inferior supplies of western limed eggs, on which some very heavy losses have been incurred.

**DRIED FRUIT.**

The dried fruits market has ruled dull during the week, and at the time of writing business generally is limited. Raisins have been very firm, but the movement is small, while the market is bare of stock. Carload lots of fine Valencia off-stalk changed hands at 4 $\frac{3}{8}$ c., and medium at 4 $\frac{1}{2}$ c. regular terms. Layers are as scarce as ever, and selected are not to be had at all, while supplies in jobbers' hands are said to be very small indeed, being confined to a few small lots here and there. We quote: Ordinary off-stalk, 4 $\frac{3}{8}$  to 5c.; fine off-stalk, 5 to 5 $\frac{1}{4}$ c.; and layers, 6 to 6 $\frac{1}{2}$ c. Currants still keep dragging on the market, although a small sale of fine Filiatras occurred during the week at 3 $\frac{3}{8}$ c. We quote: Barrels 3 $\frac{3}{8}$ c., half-barrels 3 $\frac{3}{8}$ c., and cases 4c. There is a fair movement in figs at rather low prices, viz., 7 $\frac{1}{2}$  to 10c.

Dates have ruled steady and unchanged under a fair demand at 4 $\frac{1}{2}$  to 5c. Supplies of prunes continue fair, but prices remain as last quoted, at 4 $\frac{1}{2}$  to 5c. Business is rather quiet.

**NUTS.**

The nut market is rather quiet, and rules on the easy side. We quote: Grenoble walnuts, 11 to 11 $\frac{1}{2}$ c.; pecans, 7 $\frac{3}{4}$  to 8c.; peanuts, 6 $\frac{3}{4}$  to 10c.; cocoanuts, \$3.50 to \$4; Terragona almonds, 11 $\frac{1}{2}$  to 12c.; and shelled almonds, 22 to 40c.; filberts, 8 $\frac{1}{2}$  to 9c., and shelled walnuts, 16 to 18c.

**SUGAR.**

There is some uncertainty in the sugar market regarding the future of prices, owing to the unsettled feeling in New York, but at the time of writing prices are as last quoted. Business is dull for this season, as buyers are holding off. We quote as before. Granulated, 4 $\frac{1}{2}$ c., and yellows, 3 $\frac{1}{2}$  to 3 $\frac{3}{8}$ c. for dark grades, and 4c. for brights. Recent private cables are rather easy on beets from London.

**MOLASSES.**

The molasses market is fairly steady under a moderate amount of business. Round lots of Barbadoes have been placed at 29 $\frac{1}{2}$  to 30 $\frac{1}{2}$ c., with smaller lots 32 to 33c.

**SYRUPS.**

These have ruled dull owing to small offerings from refiners, and no business of importance is to note. We quote Canadian syrup in the wood at 1 $\frac{3}{4}$  to 2c. per lb., and small lots of American have been placed west at 17 $\frac{1}{2}$  to 22c.

**TEA.**

The tea market as a rule has been quiet, and outside of some enquiry for Japans, ranging from 10 to 15c., there has been nothing of importance doing. Some demand

(Continued on page 32.)

**LAWSON BROS.** Manufacturers

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

The Best Goods in the Dominion.

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

Produce Consignments  
SOLICITED BY  
**WITT, MACAULAY & CO.**  
64 Colborne St., TORONTO  
HIGHEST PRICES—QUICK RETURNS

**COWAN'S COFFEES,  
COCOAS AND CHOCOLATES**  
Are the best in the world.  
The Cowan Co., Ltd. Toronto.

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

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

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

DEALER IN

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

Orders Solicited.

**MUNN'S  
BONELESS CODFISH.**

NEW ARRIVALS.

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

SKINLESS CODFISH in 100 lb. Cases.

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

**Stewart Munn & Co.,  
MONTREAL.**

# FLOUR AND FEED

**A** COMPLAINT was made to us recently, by a man who keeps a flour and feed store, that the grocers sell most of the flour used by families in the city. The woman who goes to buy her supply of groceries gets her flour where she gets her groceries, because it is handy; saves the trouble of going to a flour store. No doubt this is largely the case. It seems, however, that a storekeeper whose special business it is to buy flour and retail it out, ought to be able to give such value as would attract customers. To do so, however, he must make his name known for first-class flour, careful and prompt delivery, and everything in good condition. The most important consideration is quality—and uniformity. The most successful flour dealers are those who sell few brands, and those the best. The delivery is something, too. A lady lately changed her custom because her sack of flour was delivered to her from a cart in which coal had been conveyed. She had no fault to find with the flour, but she drew the line at the coal cart.

Flour and feed items are not plentiful this week. Such an absolute flatness of prices, and at so low a level, has never been known before, and being so long continued has taken the life out of the trade. The sudden jumps and plunges of former times seem to be incapable of repetition, now that all the world's production and requirements are becoming so approximately known to every one.

When the crop statistics have become so developed that they can be fully relied on, the speculativeness in breadstuffs will be very small comparatively. The price of flour will be more like the price of most other commodities—comparatively steady.

## THE MARKETS.

### TORONTO.

Flour is still unchanged. The demand continues to be a hand to mouth one only, buyers being afraid to stock up to any extent, notwithstanding the very low prices.

**FLOUR**—Manitoba patents, \$3.60 to \$3.70; strong bakers', \$3.50; white wheat patents, \$3.25 to \$3.40; straight roller, \$2.80 to \$2.95; Ontario family, \$2.85 to \$3.10; low grades, \$2.10 to \$2.25. These prices are in round lots delivered here to the trade.

**MEAL**—Rolled and standard oats, \$3.95 to \$4.00; granulated, \$4.05 per brl.; corn meal (common) \$3.10; Gold Dust, \$3.25 to \$3.20.

**MILLFEED**—Bran still continues in active demand, with city mills selling at \$15 per ton; carloads on track, \$15. Shorts \$16 per ton in small lots, and offering at \$16 per ton carloads in bulk.

**OATS**—Are strong and in good demand, cars on track selling at 36c. per bush.

**FEED CORN**—50 to 52c. per bush.

**BARLEY**—Dull, farmers' loads on market selling at 45 to 48c. per bush.

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

**STRAW**—Demand moderate, with prices unchanged. Quoted at \$5 to \$5.50 for car lots on track; market prices are \$7 to \$7.50 for sheaf.

**PEAS**—Steady, with sales on the market at 58c. per bush.

### MONTREAL.

There has been fair local demand for flour, and the market was moderately active and steady with no change in prices to note. Sales reported were ten carloads of Manitoba strong bakers' at current rates. The receipts of wheat in the Northwest are very light, and the indications are that some of the mills will have to close down at the end of the week. We quote: Winter wheat, \$3.60 to \$3.80; Manitoba patents, best brands, \$3.60 to \$3.70; straight rollers, \$3.10 to \$3.25; extra, \$2.75 to \$2.90; superfine, \$2.50 to \$2.65; Manitoba strong bakers', \$3.35 to \$3.45; Manitoba strong bakers', best brands, \$3.50.

The feeling in oatmeal continues firm, and prices are well maintained. Local demand was fair for small lots, and a moderately active business was transacted. Standard, bags, \$1.95 to \$2; do. brls., \$4 to \$4.10; granulated, bags, \$2.05 to \$2.10; do., brls., \$4.20 to \$4.30; rolled oats, bags, \$2 to \$2.05; rolled oats, brls. \$4.20 to \$4.25.

There continues to be an active demand for bran and shorts, and supplies are absorbed almost as fast as they come to hand. Mouillie is fairly enquired for, and values all round are firmly held. Bran, \$17; shorts, \$18; Mouillie, \$23 to \$25.

### ST. JOHN, N. B.

If there is any change to note in flour it is a little easier this week. Middlings and bran are both in good demand and are hard to get. The price of the former is firm while that of the latter has been marked up 50c. New Brunswick oats were marked up 1c. this week; in others the price remains as last week. Beans are easier. There is little change in hay, but prices cannot be said to be firm. Manitoba flour, \$4.40 to \$4.50; best Ontario, \$3.60 to \$3.75; medium, \$3.45 to \$3.55. Oatmeal, \$4.40 to \$4.50; cornmeal, \$2.50 to \$2.55; granulated, \$3.50 to \$3.60; middlings, \$20.50 to \$21; bran, \$20.50; New Brunswick oats, 35 to 36c.; P. E. I., 43 to 45c.; hand picked beans, \$1.35 to \$1.40; prime, \$1.25 to \$1.30; split peas, \$3.75 to \$4; round peas, \$3.65 to \$3.75; pot barley, \$4; hay on track, \$12.25 to \$12.50; rice, 3½ to 3¼c.

**GOX'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



THE  
**Eureka Refrigerator,**  
PATENT.

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

**Wilbert Hooey**  
Manager

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

Send for Catalogue.



**COLUMBIA**  
**CATSUP AND SOUPS**

"Connoisseur's Delight."

It is impossible to produce  
finer goods than the

**COLUMBIA BRAND**

IN STOCK:—Catsup, Pints and 1-2 Pints.  
Soups, Tomato and Assorted.

**THE CANADIAN SPECIALTY CO.**

Dominion Agents, **TORONTO, ONT.**  
Write for Price List.





# QUEEN **Costs a little more than common Flour,**

But it has no equal, and in consequence dealers who handle it know that it surpasses any article they ever sold for holding the trade of their customers.

**TRY IT.**

TELEPHONE 636.

**M. McLAUGHLIN & CO.**  
Royal Dominion Mills, TORONTO.

**Good Groceries MUST BE Pure Groceries**

Our Cereal Foods are of the Highest Quality and Undoubtedly Pure.

WE MANUFACTURE

Pan-Dried Rolled Oats, Molina Rolled Wheat, Choice Family Flours, Flake Peas, Split Peas, Flake Barley, Pot Barley, Graham Flour, Wheat Farina, Choice Buckwheat Flour.

WE SHALL BE PLEASED TO SERVE YOU

*E. D. Tilson,* Tilsonburg, Ont.

**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.

**YOU LOSE MORE THAN WE DO BY NOT ADVERTISING IN THIS JOURNAL**

Selling Agents for Baltimore

**FRUIT PUDDING**

**TODHUNTER, MITCHELL & CO.**  
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A Boon for Dyspeptics

ZIMMERMAN'S

**DANDELION COFFEE**

An excellent preparation. Superior to any other. The most popular Hygienic Beverage.

**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. Kelghley, Manager,  
468 King st West. Telephone 1610.

Show Cases, Amberg Letter Files, Cashier Cash Registers, Mantels, Pulpits, Church Chairs, Lodge Furniture and Library Furniture.

Large stock must be closed out at Manufacturers' Cost. Giving up Manufacturing these lines.

**GEO. F. BOSTWICK**  
24 West Front St., TORONTO, ONT.

## MONTREAL MARKETS—Continued.

is expected from London shortly for first shipments from this port. We quote: Japans, common, 12 to 13c.; medium, 14 to 17c.; fine, 18 to 21c., and choice, 23 to 28c. Black and green teas are quiet, the only business doing being in some very low grade greens at 10½c.

## COFFEES.

There is a fair business in coffees, and prices are firm, though offerings are fair. Round lots of Maracaibo and Colombo have been disposed of during the week. We quote: Java, 27 to 28c.; Mocha, 26 to 28c.; Jamaica, 19 to 21c.; Rio, 18 to 21c.

## SPICES.

Spices have undergone no change, business being moderate, while prices are fairly steady. We quote: Penang black pepper moves at 6½ to 7½c. White pepper is dull at 10 to 12½c., and cloves quiet at 7½ to 9c. Cassia rules firm at 9 to 10c.; nutmegs, 60 to 90c., and Jamaica ginger, 15 to 18c.

## RICE.

Business in rice is quiet, and no improvement is to note as compared with a week ago. Prices are unchanged as follows: Standard \$3.50 to \$3.75, Japan \$3.75 to \$4.25, and Patna \$4.25 to \$4.75.

## CANNED GOODS.

The market shows little change or improvement since our last. Demand is slow, and though prices rule low holders find it difficult to move goods. In fact it looks as if no change would come in the near future. In regard to prices there is little or no change to note, but holders would no doubt cut if the turn over of a round lot was in question. We quote: Tomatoes, 75 to 80c., corn 75 to 80c., peas 90 to 95c., strawberries \$2.75 per doz., raspberries \$1.80 to \$2.05, salmon \$1.25 to \$1.27½ for best brands and \$1.05 to \$1.10 for cohoes, lobsters \$1.60 to \$1.75, mackerel \$1 to \$1.05.

## GREEN FRUIT.

The green fruit market is characterized by much the same features. Apples are in good demand, and carload lots have sold at \$2 to \$4.70 per barrel, and we quote \$4 to \$6 as to quality. There is a brisk demand for Florida oranges, which are somewhat scarce and firm at \$3 to \$3.25 per box. Valencias are more plentiful, ranging from \$4.25 to \$4.75, and fancy Messinas sell at \$2.50 in half boxes. California oranges are plentiful, selling at \$2.25 to \$3. Lemons meet a slow demand, as stocks are heavy and buyers are very indifferent. In fact they were auctioned off this week as low as 82½c. to \$1.25 per box. There is a good demand for cranberries, stocks of which were light and are fast diminishing at \$4 to \$5 for common and \$6 to \$7.50 for fancy. Pears meet a quiet demand at \$2 to \$2.50 per barrel. Almeria grapes have commanded good sales at \$4.50 to \$6 per keg, and the tone is steady under light stocks.

## FISH.

There has been little change in fish since our last report. Prices rule much the same except in fresh frozen herrings, which, owing to heavy receipts, show a big decline. Several carloads which arrived have been offered in lots to suit buyers at 35c. per 100 for small and \$1 to \$1.25 for large. The season for tommy cods is about over, and as stocks on spot are not large prices are firmly held at \$1.25 to \$1.50 per barrel. In salt and pickled fish, to relieve the market of large accumulations here, shipments of Labrador salmon and green cod have been made to Boston. The feeling on these two classes of fish continues easy, but prices show no change, No. 1 large green cod being quoted at \$5.50, No. 1 ordinary \$4.50, and No. 2 \$3.50. No. 1 Labrador salmon at \$13, and No. 2 B.C. ditto, \$10.50 to \$11 in a jobbing way. Fresh cod and haddock have ruled steady at 3½ to 4c. per lb., white fish 6½ to 7c., smelts 5 to 6c., and haddies 7 to 7½c.

## COUNTRY PRODUCE.

Receipts of eggs are very large at present, especially of western stock, and with warm, mild weather the market is in a demoralized state, all the more so as the quality of the bulk of the offerings is very poor. In fact, in lots of 30 dozen 2 dozen only turned out to be sound, and this heavy shrinkage means that the shipper will hardly net 3c. per dozen. We quote: Western limed, 8 to 9c.; Montreal limed, 9 to 10c.; held fresh, 7 to 9c., and boiling stock at 18 to 19c. per dozen.

The movement in beans is small and prices are unchanged, at \$1.35 to \$1.40 for choice lots. Honey meets with a fair enquiry at 8 to 9c. per lb. Old maple syrup is quiet, a few lots changing hands at 50 to 55c. per tin. There is very little demand for hops, which range from 16 to 21c. according to grade. There has been a big business in onions, red and yellow stock selling at \$2.25 to \$2.50 per bbl. Potatoes are meeting a slow demand, at 55 to 60c. for car lots on the track and 10c. extra for smaller lots.

## PROVISIONS.

The provision market continues quiet, there being only a very limited demand for pork and lard at about steady prices. The receipts of dressed hogs to-day were fair: 670 hogs. Owing to the mild weather buyers were holding off, and little business was transacted. It is somewhat difficult to quote prices, therefore. Canadian short cut, per brl., \$15.75 to \$16.50; hams, city cured, per lb., 11 to 12c.; lard, Canadian, in pails, 9½ to 10c.; bacon, per lb., 10½ to 11½c.; lard, common, refined, per lb., 7½ to 8c.

## BUTTER AND CHEESE.

The small stock of cheese here has been steadily absorbed since our last, until at the time of writing only 2,000 boxes remain open to an offer. Exporters have been in the market at 11¼ to 11¾c. and on this basis have taken since our last report about 4,000

cheese. The cable is unchanged at 57s., and the exports of Canadian cheese, via American ports, since our last figures were 11,478 boxes to London, and 3,454 to Liverpool. This makes the total to dates since the close of navigation as follows: Liverpool, 99,841; London, 91,033; Bristol, 24,883, and Glasgow 2,381, or a total to the four ports of 217,138 boxes. This figure is rather in excess of the estimates of the stock which was said to be held in Canada after the close of navigation, and is another illustration that there is always a certain quantity of stock knocking around that no one knows anything about.

The butter market is still characterized by a scarcity of finest butter of all grades and prices rule very firm as a result. Rolls continue to be the chief supply, and nice fresh parcels of these are greedily snapped up at the top of the market. It is too early yet to expect any really palatable winter-made dairy from the townships, but the high prices ruling will soon bring along some stock of this kind. In creamery available supplies are now all held stock from the early fall, as the finer goods have all been taken. Finest fall creamery, 24 to 25c.; earlier makes, 22 to 23c.; finest Townships dairy, 21 to 23c.; Morrisburg and Brockville, 19 to 20c.; roll stock, 19 to 20c.; Kamouraska, 19 to 20c.

## MONTREAL TRADE NOTES.

Private cables quote beets, firsts, 12s. 9d. March and 12s. 7½d. for April.

Recent advices quote Penang black pepper 13-16d., which means about 5c. net laid down in Montreal.

Rose & Lafamme have placed some large lots of cream corn between here and Kingston during the week.

There was a round lot of fine off-stalk raisins turned over on Western account here, 2,000 boxes being taken at 4¼ to 4½c.

The stock of onions in Montreal is estimated to be not over 2,000 brls., which is much smaller than usual at this season.

The stock of apples in Montreal is down to almost nothing, and on Saturday last it was placed as not exceeding 2,000 brls.

Frank Magor & Co., Montreal, report a fair enquiry for the celebrated jams, packed by Chas. Southwell & Co., London, and expect to do a larger business in them during the coming year.

There have been offerings of evaporated apples on this market at 9c., but prime stock is held at 9¼ to 9½c., the supply being small.

The agents for Messrs. Cadbury Bros., Frank Magor & Co., Montreal, are sending out a neat pamphlet of "Cocoa and its Use" to all enquiring. The book is well worth reading.

Stewart Munn & Co. have turned over some round lots of fresh frozen herring within the past few days. The market is

**BUY RELIABLE GOODS**

.. Quality Is Our Aim ..

**VEGETABLES:**

Tomatoes, Corn, Peas, Etc.

**FRUITS:**

Pears, Peaches, Strawberries, Etc.

**Lakeport Preserving Co.**  
LAKEPORT, ONT.

**NOW** is the time of the year to push the sale of

**"Kent" Pickles**

They are appetising, will please your customers and prove trade winners.

For sale through all wholesale grocers

**The Kent Canning & Pickling Co.**

CHATHAM, ONT.



**THE "Lion Brand"**

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

Bay of Quinte Canning Factories.

PICTON and DEMORESTVILLE.

**W. BOULTER & SONS,**  
PROPRIETORS,  
PICTON, ONT.

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

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

Has no equal in the market.

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

TRY

**PHOENIX BRAND**

**CANNED CORN PEAS TOMATOES.**

Factory, Welland, Ont.

**W. E. HARDISON, Manager.**



**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

**"Jersey Brand" Condensed Milk**



It is guaranteed Pure and Unskimmed.

An excellent Food for Infants

Buy only the **Jersey Brand** for all purposes.  
Sold by Grocers, Outfitters and others.

— MANUFACTURED BY —

**FORREST CANNING CO.,**

HALIFAX, N.S.

F. W. HUDSON & CO., Agents, Toronto

Keep your

**EYE**

on the

and your mind on the fact, that every can of goods put up

by us, has printed in large letters the name describing the contents of the can truthfully, and Delhi Canning Company, Delhi, Ont., which is a guarantee that the contents are just as represented and strictly first-class.

Yours truly,

**DELHI CANNING CO.**



TRADE MARK

very easy on these fish in consequence of large receipts.

Vipond, McBride & Co., are offering a fine assortment of choice comb honey this week, which should have no difficulty in finding a buyer.

The quantity of dried fruit in first hands here is very small. Messrs. Gillespie & Co., of St. Sacramento, control a small quantity which they hold firm.

Mr. Wright, of Wright & Copp, Toronto, was in town this week. He called on several of the houses here in company with Mr. Laflamme, of Rose & Laflamme.

Recent London quotations on selected Valencia raisins have been 18s. 6d. cost and freight with no takers. This figure means about 5½c. net laid down.

F. Morgan & Co. have placed some round lots patent barley and patent groats with jobbers during the week. Grocers are finding that the specialties have to be kept on their shelves.

Tea brokers here have had enquiries recently for blacks from London, and they expect some demand shortly from that market for first shipments from this port.

A leading wholesale grocery firm here, it is reported, have placed some round lots of dried fruit in the west at full figures—better, in fact, than can be done on spot.

Frank Magor & Co. report an improved demand for Edwards' desiccated soup this winter. This article is very conveniently put up, and needs the addition of boiling water only to place on the table a most delicious soup.

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

ST. JOHN, N.B., March 8, 1894.

**B**USINESS for the past week is reported good, and there is a general hopeful feeling in regard to the spring trade. Collections, though not as good as might be desired, are fair. Values all round are firm. The custom house receipts for February were far ahead of the same month of last year, one dry goods house paying over twenty thousand dollars of duty. The English steamers brought some 400 packages to this port during the past week. There is a general inquiry among the jobbers for Valencia raisins, particularly layer Valencia. In Halifax the market is even more bare than here. Inquiries from here brought out the fact that there were no lots of Valencia layers to be had, and only a few off-stalk at 4¼c. The scarcity of this fruit is causing inquiries for California loose muscatels, of which some very fine ones are now in this market. Cheese is also in better demand among jobbers, and 11½c. is being asked for round lots.

**CANNED GOODS**—Demand is light and stocks are fair. The stock of salmon is understood to be large. The prospect in

# SURPRISE SOAP

For the benefit of your customers. For your own profit.  
ALL JOBBERS SELL IT.

THE ST. CROIX SOAP MFG. CO.,

Branches :

MONTREAL : 17 St. Nicholas St.

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

WINNIPEG : E. W. Ashley.

St. Stephen, N.B.

these lines cannot be said to be bright, and some are even looking for lower prices. Prices are this week: Corn, 90c.; peas, 90c.; tomatoes, 95c. to \$1; salmon, \$1.40 to \$1.50; lobsters, \$1.75 to \$2; canned beef, 2-lb. tins, \$2.75; oysters, 2s, \$2.15 to \$2.25; gal. apples, \$2.40.

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

**SALT**—Demand quiet. Stocks, particularly of coarse, are large. Canadian in 10-lb. bags, \$3.10 per barrel; 5-lb. bags, \$3.25 per barrel; factory filled, \$1.10; coarse, 50c.

**OIL**—Prices as last week. Best American, 20c.; best Canadian, 19c.; second grade, 13½c.; no charge for barrels; terms, 30 days net.

**DRIED FRUIT AND NUTS**—Valencia and Valencia layers are very firm, and stocks are not large, particularly layers. California loose Muscatels are beginning to be sold in their place. In a number of cases, so far, these have been imported in sacks of about 90 lbs. Prunes, except Californias, are about ½c. lower. Californias are very firm, with prospect of higher prices. Prices this week are: Sultana raisins, 7 to 7½c.; Valencias, 5 to 5¼c.; layer Valencias, 6 to 6¼c.; London layers, \$2.25 to \$2.40; California loose Muscatels, in sacks, 6¼ to 7c.; prunes, new, 6 to 6½c.; old, 5 to 5½c.; new Californias, 11 to 12c.; currants, in barrels, 3½ to 4c.; in cases, 4 to 5c.; dried apples, 6¼ to 7c.; evaporated, 11 to 11½c.; dates, 5½ to 6c.; figs, 10 to 12c.; onions, \$3; French walnuts, 11 to 12c.; Grenobles, 13 to 15c.; almonds, 13 to 15c.; Brazils, 12½ to 13c.; filberts, 10 to 11c.; pecans, 12 to 13c.; peanuts, roasted, 10 to 11c.

**FRUIT**—Good apples are about out of the market; California oranges are beginning to take the place of Floridas, which are becoming scarce. Malaga grapes are very

firm and high. The business in green fruit, on account of the cold weather, has of necessity been small, but as it is now much milder, a better business is looked for. Apples, \$2 to \$3.50; lemons, \$4 to \$4.50; Oranges, Florida, \$3 to \$3.50 for cases; Valencias, \$4 to \$4.50; Californias, \$2.75 to \$3.50; bananas, \$2.55; Malaga grapes, \$6.50 to \$7.50.

**SUGAR**—Price continues very firm and higher prices are looked for. Granulated, 4½ to 4¾c.; yellows, 3½ to 4¼c.; Barbadoes, 4¼ to 4½c.; Paris lump, 6 to 6¼c.; pulverized, 6 to 6¼c.

**MOLASSES AND SYRUP**—Demand is good. The new Barbadoes, though of good flavor and body, is not over bright. The new Antigua, in bbls., is also dark. A new molasses here called (N) is a splendid article; it commands a high price, but for color, body, and flavor it is the finest goods seen in this market for some time. Markets are as follows: New Diamond (N), 45c.; new Barbadoes, 32 to 33c.; best old, 30 to 31c.; second grade, 29 to 30c.; Porto Rico, 30 to 32c.; Antigua, 29 to 30c.; syrup, 30 to 35c.

**DAIRY PRODUCTS**—Eggs are very slow, even fresh do not sell as quickly as last week. Butter is in better supply. Cheese is firm, with prospect for higher prices. Eggs, cases, 16 to 18c.; fresh, 20 to 22c.; creamery, 24 to 25c.; best dairy, 22 to 23c.; store packed, 20 to 22c.; cheese, 12 to 12½c.

**FISH**—Cod are 10c. up. There are practically no pickled herring in the market. Medium smoked herring are also scarce. The demand all round being good, higher prices are looked for. Large cod, \$4.10 to \$4.30; medium, \$3.50 to \$3.60; pollock, \$2 to \$2.10; Grand Monan, half-brls., \$1.85 to \$1.95; Shelborn, brls., \$4.50; half-brls., \$2.50; medium smoked herring, 12 to 13c.; lengthwise, 11 to 12c.

**PROVISIONS**—Clear and mess pork are off 50 cents; lard is marked ¼c. lower. Clear mess, \$18.50 to \$19; mess, \$17.50 to \$18; P.E.I. mess, \$17.50 to \$18; prime mess, \$15 to \$16; plate beef, \$14 to \$14.50; extra plate, \$14.50 to \$14.75; pure lard, 11 to 12c.; compound, 9 to 10c.



SPRING'S AWAKENING.

# CONFIDENCE IN THE FUTURE

**I**S ALL that is required to make trade boom, and full confidence has now been restored by the publication of the Trade and Navigation Returns for the fiscal year ending 30th June last, which

shows that the aggregate trade for the year was the largest ever known in the history of the Dominion. At last the tide has turned. Already Canada's sons of toil are returning from the United States in droves. Long trains of settlers' effects are passing the border northward daily. The United States free lands are gone, but the richest natural meadow and mineral lands of the world remain. We are on the eve of a glorious future. What it holds for this country is too grand to be fully realized. Our unlimited resources practically remain undeveloped.

THE CANADIAN GROCER is the only journal in Canada read by the grocers and general merchants; its circulation extends over the whole Dominion; it is the standard paper of the trade; it carries a higher class of advertising than any other grocery journal in the world; it has five times the circulation of any other journal in Canada; and there is no room at the top—we are there.

IF THEY SEE YOUR GOODS IN THE CANADIAN GROCER THEY BUY THEM.

**THE GREAT CANADIAN HEN.**

"These fellows from Canada, said a prominent New York state chicken raiser at the poultry show in Madison square, "come down here loaded for bear. Whether the climate or the soil helps them most I can't say, but I guess it's both. They're regular chicken sharps, that's what they are, and we have all we can do to keep up with them. Some of us thought the protective tariff would keep them down. We've found that you can't prevent chicken raising by law, and even on eggs it don't make much difference. Canada is right up near the head of the list this time. If they keep on they'll beat us out of our boots or out of our coops, which is almost the same thing."—N. Y. Times.

**HER SAMPLE CASE.**

He entered the car with an off-handed grace,  
An easy smile and—a sample case.  
Two seats in one did he lightly whirl,  
Across from a not ill-looking girl  
With a novelette and a cart-wheel hat.  
"Alone, by Jove! I will have a chat  
Ere we have gone ten miles," he said,  
As he lifted his skull cap on his head,  
"The girls who travel in Texas are  
Soft snaps, as a rule—too fresh by far;  
Just lend them a book—lift the window sash,  
No trouble at all to make a mash."  
He did not know that the maiden small,  
Had been on the road two years last fall:  
A female drummer with "grip" immense,  
And a lot of good, shrewd common sense.  
This is the time and proper caper:  
"Miss, will you look at the morning paper?"  
And there on the margin the maiden read,  
"To do you a favor I'd give my head,  
That I might not in turn, perchance,  
One gentle word—one kindly glance."

\* \* \* \* \*  
The engine whistled, the train slowed in  
At the station known as the town of Lynn.  
The maiden rose with her sweetest smile  
And said, as she straightened her frills and lace,

"You may help me off with my sample case."

—Shoe and Leather Gazette.



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

**OAK**  
- - DASH - -  
**CHURNS**  
**BUTTER** Bowls, Ladles, Spades, Tubs, Prints, Moulds,  
Plates, Paper, Etc., Etc.

**WALTER WOODS & CO.,**  
**HAMILTON, ONT.**

1894

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

**WHOLESALE GROCERS**

Importers of

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

Established 1842

**CONSOLIDATED FLAVORING POWDERS**

**A PERFECT FLAVORING** that is not lost in Baking or  
Cooking like Liquid Extracts.

Results not only the BEST, but secured at ONE THIRD of the usual expense, giving satisfaction to the DEALER, in handling, and CONSUMER in using. Done up in beautiful screw top bottles, so every one can be tested. NO DETERIORATION WHILE IN STOCK. NOT sold to the wholesale trade.

RETAIL TRADE SOLICITED

**TARBOX BROS.,** Sales Agents,  
73 Adelaide St. West, - - - TORONTO, ONT.

**= BROOMS =**

We are offering the best value in the market to-day.

Our Corn is CHOICE and carefully selected. Our Brooms are of superior workmanship and finish, and full weight guaranteed.

Send for sample lot. Freight paid to any Railway Station in Ontario, in 6 doz. lots.

**CHAS. BOECKH & SONS**

Manufacturers of Brushes,  
Brooms and Woodenware.

TORONTO

**New Maple Syrup**

.. **AND SUGAR** The old reliable Maple Leaf brand. Always delicious.

First consignment expected about March 25th, from Eastern Townships, Que., the great maple district of America.

Order early and get sample lot of "First Run." Write for special prices to large buyers.

**JOHN WILKINS & CO.** —  
Wholesale Agents, TORONTO



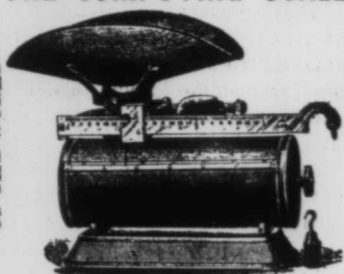
**FREE ..**  
**Adams' Tutti Frutti**  
**SIGNS**

Send postal card with your address to  
**ADAMS & SONS CO., 11 and 13 Jarvis St., Toronto, Ont.**

**EPPS'S COCOA**  
 ¼ lb packets, 14 lb. boxes secured in tin.  
 Special Agent for the Dominion:  
**C. E. Colson, Montreal**

Medal Awarded at Industrial Exhibition, Toronto, 1893

**THE COMPUTING SCALE**



**THE EIGHTH WONDER OF THE WORLD**  
**IT HAS REIGNED AND ALL RULERS TAKE**

.. TEA SCALE ..  
 CAPACITY, ¼ oz. to 6 lbs.  
 COMPUTES FROM 5c. to \$1.00.

Are you making all the money you desire? An investment paying from 100 to 1,000% per annum, according to your volume of business. A scale that weighs in money. The results are marvellous as well as startling. Why hesitate on a good thing? No man is so blind or deaf as the one who refuses to see or hear. It costs nothing to investigate. They may prove just what you have needed for years. Over 4,000 grocers are now saying so.

For further particulars' address  
**Fry & Trask, 34 Yonge St., Toronto**  
 Canadian Agents for the Computing Scale Co.  
 of Dayton, Ohio, U. S. A.



Sold by the  
 Wholesale  
 Grocery  
 Trade and  
 the  
 Manufacturers,  
**THE HAMILTON**  
**COFFEE AND**  
**SPICE CO**

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

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

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

SEND FOR PRICE LIST.  
**75 Front Street East, - - TORONTO.**

**KOFF NO MORE.**  
**WATSON'S COUGH DROPS**  
 Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to Orators and Vocalists. R. & T. W stamped on each drop. Try them.

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.



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

Three sizes, retails at 25c., 50c., and 90c., in bottles only.  
 Order from **E. S. BURNHAM COMPANY**, "Manufacturers," 120 Gansevoort St., New York, U.S.A., or **JAMES TURNER & CO.**, Hamilton; **R. H. HOWARD & CO.**, Toronto  
**H. P. ECKARDT & CO.**, Toronto.

**ROBT. MOORE**, Travelling Agent, London, Ont.

### DRY GOODS.

#### MONTREAL MARKET.

THE millinery openings of the previous week brightened up matters a trifle in the dry goods trade, but this week matters have become quiet again. Monday was the fifth of March, and the general impression with regard to payments is that they have been slow on the whole. Quebec and the Maritime Provinces have given the least cause of complaint, while Ontario, Manitoba, and the Northwest are distinctly on the unfavorable side. In domestic staples on spring account the leading feature has been the demand for white cotton goods, and it is claimed that the mills are booked considerably ahead in this line. There is a fair demand for colored goods, but the limited number of patterns is complained of by some people. Spring tweeds, cloakings, silks and serges have shown some degree of life also.

Greenshields, Son & Co. report good orders for Priestly's dress fabrics in black, plain, and fancy descriptions. The run in laces and trimmings, also, has been fair with them during the week.

Jas. Johnston & Co. note good round orders for their extensive assortment of satin-finished dress goods; also a satisfactory call for velvet ribbons, their extensive line of all the narrower widths furnishing everything to assort from.

Hodgson, Sumner & Co.'s extensive line of silks has received merited attention of late.

Brophy, Cains & Co.'s line of imported prints, especially their list of fancy crepe prints, have attracted close attention from buyers who were in town attending the millinery openings.

J. G. Mackenzie & Co.'s line of spring tweeds, both imported and domestic, has furnished a good many orders during the week. This is especially the case with the fine line suitings and worsteds that they are showing this spring.

#### TORONTO MARKET.

The past ten days has seen an increased activity in dress goods. Buyers are not placing large orders, but they are placing orders, and that means that a considerable volume of trade is being done. Confidence is increasing rapidly, and the prospects for a good sorting season are much improved. Dress goods are especially active in nearly all lines. Tweeds and trouserings are given much attention by merchant tailors. Staples are somewhat quiet. Such lines as crinkles, chambrays, sateens, gingham, etc., are in moderate demand. Veilings, ribbons and laces are quite active.

The feature of the week has been the increased demand for black and white goods of all descriptions. Fashion has settled on these colors for early spring, and everything in this line goes. Black and white dress

goods, silks, laces, veilings, ribbons, parasols—all are good.

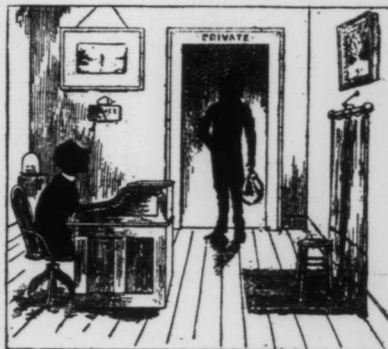
Caldecott, Burton & Spence have nearly exhausted their second shipment of the two-tone Jacquard or crocodile effects which have been so prominent in their range of dress goods this season. They have sold better than was expected in this dull season, showing that their buyer has excellent judgment in selections.

W. R. Brock & Co. are showing a large range of ladies' and men's waterproof mantles and coats. Two special lines of men's goods, with 26-inch capes, sewn seams, pockets and latest improvements, called Edinburgh and Aberdeen respectively, can be retailed from \$7.50 to \$9, and are better than ordinary value at these prices.

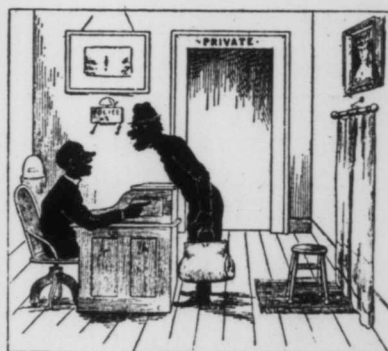
W. R. Brock & Co. have experienced, during the past two years, a much greater demand for unlaundried shirts than formerly. They attribute this to the value they have been showing, which is far ahead of any lines previously on the market. They carry five lines which can be retailed all the way from 35 cents to \$1 each.

Scotch crinkles in a variety of pretty patterns, sateens and chambrays, in fashionable shades, gingham in a variety of checks, and twelve special lines of roller towellings at one price are the leaders for the week in John Macdonald & Co.'s staple department.

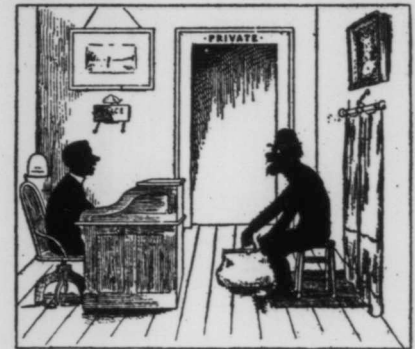
### WHERE HE GOT IT.



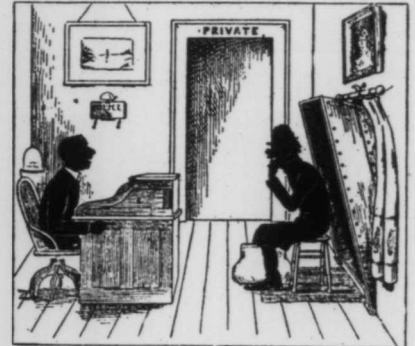
1.—CRANK: I cum fer dat million dollars I lent yer last week.



2.—CAPITALIST: Well, I'm glad you called to-day, as I've got it all ready for you. Take a seat.



3.—" Make yourself comfortable while I count it."



4.—" You don't mind how you get it, do you?"



5.—But he did mind, when he got it in the neck, as the Automatic Crank Extinguisher got the drop on him.

### 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.

### NOTICE

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

VANCOUVER, B.C.

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

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

Their Flavoring Extracts are of the choicest quality.



# Baby's Clothes

are washed whiter than snow with Ammonia Soap. Fine clothes are

# DESTROYED

by using common rosin soaps, but in Ammonia Soap you have a pure article. It is the delight of the laundry.

MANUFACTURED BY

**W. A. Bradshaw & Co.**

SOLD BY ALL GROCERS.

48 and 50 Lombard Street, **TORONTO, ONT.**

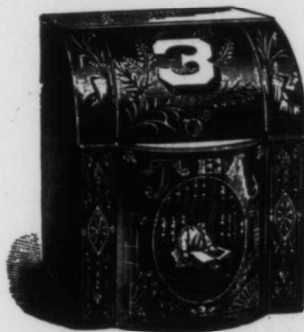
**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**  
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

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

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

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

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



WE MAKE THE FINEST—

## TEA CADDIES IN CANADA

Spice, Baking Powder, Tobacco Tins and Tin Signs

LITHOGRAPHED OR JAPANNED.

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

Try this plan for increasing sales.

Write our nearest house for Prices and Catalogue.

**THE McCLARY M'FG COMPANY**  
London. Toronto. Montreal. Winnipeg.

# ROSEBERY LEADS IN BRITISH POLITICS



THIS  
LEADS

IN  
CANADA

**Rose & Laflamme**

**MONTREAL**

“Here is positive proof:”--

EMERSON, Feb'y 28, '94.

J. & J. TAYLOR,  
TORONTO.

DEAR SIRS:

The safe has passed through a fire;— has stood the test well.

\* \* \* \* I lost about \$10,000 above insurance. The Safe preserved my books, otherwise I should have been ruined financially.

Yours truly,

Signed

R. A. WHITMAN.

The above is one of the Celebrated

**TAYLOR  
SAFES**

## BUSINESS CHANGES.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**T**HE Legal and Commercial Exchange, Toronto, is going into liquidation. The business will in all probability be closed up about the first day of May.

Theophile Geoffrion, boot and shoe manufacturer, Montreal, has assigned at the instance of Simeon Delorme, with total liabilities of about \$32,000, of which \$13,717 is indirect. The principal creditors are: Geo. Bisson, \$1,270; S. Delorme, \$2,055; J. E. Mooney, \$826; McIndoe & Aird, \$3,060; L. H. Packard & Co., \$714; Piers, Locke & Sons, \$1,187; W. J. G. Roger, \$620; J. E. M. Whitney & Co., \$846; Reformed School Brethren, \$1,410; Banque Nationale (indirect), \$13,000; Hector Lemontagne (indirect), \$717.

Mrs. Thomas Cook, boots and shoes, Sydney, N.B., has assigned.

Green, Worlock & Co., bankers, Victoria, B.C., have suspended.

H. A. Scarth, Griswold, Man., has compromised at 60c. on the dollar.

A demand of assignment has been made upon Louis Andrews, grocer, Quebec.

D. McKellar & Son, general merchants, Belmont, have assigned to W. H. O'Neil.

W. Watson, general merchant, Cadmus, has assigned to W. A. Campbell, Toronto.

F. G. Lewin, general merchant, Moosomin, Man., has been granted an extension.

J. W. Hyde, boots and shoes, Trenton, is offering to compromise at 40c. on the dollar.

D. Dagenais, Jr., boots and shoes, Arnprior, is offering to compromise at 40c. on the dollar, cash.

Foster, Foster & Co., produce and commission, Halifax, have assigned notes, book debts, etc., \$1,800.

A demand of assignment has been made on A. Vezina, general merchant, Ste. Genevieve de Batiscan, Que.

W. S. Garrison, general merchant, Sheffield, N. B., has assigned. So has W. J. Hemenway, in the same line of business at Carman, Man.

W. A. Whinfield & Co., confectioners and bakers, Montreal, have assigned at the demand of Anon S. Wheeler, with liabilities of \$13,750. The principal creditors are: Bank of Nova Scotia, \$1,012; G. B. Burland, \$8,618; both privileged.

## PARTNERSHIPS FORMED AND DISSOLVED.

Cote & Frere, general merchants, St. Johns, Que., have dissolved.

Pierre E. Gouin and Ernest Gouin have registered a partnership in Montreal under the style of Gouin Freres.

George B. Jones, general merchant, Apohagin, N.B., has admitted W. Jones as partner; style, Jones Bros.

Partnerships have been registered in Montreal between Jos. Price and Wm. John Price, hides merchants (John Price & Son).

Dissolutions have been registered in Montreal between John Thomas Cassidy

and Albert W. Bonner, leather belting and manufacturers' agents (Cassidy, Bonner & Co.)

## SALES MADE AND PENDING.

The estate of W. H. Pallister, groceries and liquors, Halifax, is advertised for sale.

The boot and shoe stock of Abner Smith, Sackville, has been sold to James Smith.

James A. Rathburn, general merchant, Whitburn Mines, is selling off to close business.

The stock of H. W. Hancock, grocer and dry goods, Toronto, is advertised by assignee for sale.

The general stock of W. H. Maulson, general merchant, Moosomin, Man., is to be sold by auction on March 12th.

The general stock of C. A. Gillespie, of Woodstock, amounting to \$5,497, was sold at Suckling's to J. Stanley, of Brantford, at 59¾c. on the dollar. The book debts, amounting to \$717, were withdrawn, the highest bid made being 9c. on the dollar.

## CHANGES.

John Murphy, grocer, Wallaceburg, has sold out.

Wannick Packing Co., Rivers Inlet, B. C., has sold out to R. P. Rithet.

Wm. Smith has rented the oatmeal mill at Portage la Prairie from Joseph Martin.

Mrs. H. N. Gardiner, flour and feed, Bridgewater, N. S., has been succeeded by David MacKay.

Dame H. French, has been registered proprietress of the wholesale and retail grocery firm of H. F. Pacaud & Co.

## FIRES.

J. & W. Dick, general merchants, Findlay, have been burned out.

John Cain, grocer, Huntingdon, Que., has been burned out; partially insured.

Louis Mercier, grocer, Quebec, has had his stock partially damaged by fire.

F. B. Horner & Co., general merchants, Sault Ste. Marie, have been burned out.

The syndicate block, Brandon, Man., owned and occupied by Wilson & Rankin, was destroyed by fire 28th ult.; damage, \$25,000; uninsured.

The residence, general store, stock and household goods belonging to William O'Donnell, Cloyne, Ont., were destroyed by fire on Friday. Everything was consumed. The fire is supposed to have been of incendiary origin. The stock was insured for \$800.

Fire at Sault St. Marie, Ont., on Saturday morning destroyed Goorke's boot and shoe store, also a brick block owned by Mr. Holt, of Montreal. Mr. Goorke's loss is about \$4,000; insured for \$2,500. Holt's loss is about \$7,000. The building was occupied by Horner & Co., general merchants. Loss about \$5,000; insured for \$3,000. The fire originated by the explosion of a lamp in Goorke's back shop.

These have been burned out or partly burned out in Kalso, B.C.: J. Almore, general merchant; G. C. Buchanan, saw mill; Byres' Hardware Co.; A. & J. Fletcher, hotel; Galena Trading Co.; H. Giegerich, general merchants; Green Bros., general store; Mrs. H. T. Gunn, hotel; J. W. Levers, drugs; W. J. Parbain, gents' furnishings; Mahoney & Lundbery, hotel; J. F. Ward & Co., hotel; J. B. Wilson, general store; Wilson & Perdue, butchers; R. W. Wright, produce.

## DEATHS.

John Branigan, grocer, Kingston, is dead.

C. S. Stuart, hotel and general store, N. S., is dead.

E. Bloomingdale, of the firm of Simon, Leiser & Co., Victoria, B. C., is dead.

Do You Sell

**BROOMS?**

We make the best. Our Brands are all Sellers

**-: THE QUEEN BROOM :-**

Is the favorite, and has the largest sale of any Broom made in Canada.

.. THEY GIVE SATISFACTION ..

**Taylor, Scott & Co.**

**TORONTO.**



# John Taylor & Co.

Proprietors Morse Soap Works

TORONTO

## BRUSHES, WHISKS, BROOMS

FOR THE

Wholesale and large and Progressive Retail Grocery Trade.

Correspondence or Sample Order Solicited.

The Windsor Patent Brush Co., Ltd.,  
SANDWICH, ONTARIO

## Young & Smylie's Licorice Leads.

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

**SEE QUOTATIONS.**

Sold  
by . .  
all . .  
Dealers  
every-  
where.



## Silver Star . . Stove Polish

Has No Equal.

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

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

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

## Toronto Salt Works,

128 Adelaide East,  
TORONTO

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

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

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



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

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

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


**The British Columbia  
Commercial Journal**

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

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

**SUBSCRIPTION \$2.00 PER YEAR.**  
Advertising Rates made known on Application.

77 JOHNSON ST., VICTORIA, B.C.



**MOTT'S  
DIAMOND  
CHOCOLATE.**  
JOHN P. MOTT & CO.  
HALIFAX, N.S.  
ESTABLISHED  
1844

**IS THE  
BEST.**

**ASK FOR  
MOTT'S**

OTHER SPECIALTIES.  
NOUGAT  
RAHAT LAKUHM  
ALMOND ROCK  
EL MAHNA

**CALLARD & BOWSER'S**



**BUTTER-SCOTCH**  
(The Celebrated Sweet for Children).  
*"Really wholesome  
Confectionery."* Lancet

MEDALS AND DIPLOMAS.  
PARIS  
SYDNEY  
MELBOURNE

ST. JOHN'S WORKS, LONDON, W.C., ENGLAND.

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

ASK FOR, INSIST ON GETTING & USE ONLY

"CLEANLINESS"

**NIXEY'S  
BLACK LEAD**

W. 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



EVERY GROCER KEEPS THE BEST

# Keen's Mustard

IN SQUARE TINS..

CELEBRATED FOR ITS  
UNEQUALLED FLAVOR

When your stock of this every-day seller runs low, make a note of it and order from your wholesaler at once.

## CURRENT MARKET QUOTATIONS

TORONTO, Mar. 8, 1894  
This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

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

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

### BAKING POWDER.

PURE GOLD, per doz	5 lb. cans, 1 doz. in case	19 80
4 lb. cans, 1 doz. in case	16 00	
3 1/2 lb. cans, 1 and 2 doz. in case	10 50	
16 oz. cans, 1, 2 and 4 doz. in case	4 60	
12 oz. cans, 2 and 4 doz. in case	3 70	
8 oz. cans, 2 and 4 doz. in case	2 40	
6 oz. cans, 2 and 4 doz. in case	1 90	
4 oz. cans, 4 and 6 doz. in case	1 25	
Dunn's No. 1, in tins	2 00	
" " 2	75	
Cook's Friend—		
Size 1, in 2 and 4 doz boxes	\$2 40	
" 10, in 4 doz boxes	2 10	
" 2, in 6 "	80	
" 12, in 6 "	70	
" 3, in 4 "	45	
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—4 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 ases	2 00
3-lb. 1 doz. in cases	5 75
5-lb. " "	9 00
5-lb. " "	9 60
DIAMOND—1 lb. tins, 4 doz cases	0 67 1/2
" " 1 lb. " 3 " " "	1 17
" " 1 lb. " 2 " " "	1 98

### BISCUITS.

TORONTO BISCUIT & CONFECTIONERY CO	
Abernethy	8 1/2
Arrowroot	10 1/2
Butter	6
" 3 lbs.	30
Cabin	7 1/2
Cottages	8 1/2
Digestive	8
Daisy Wafer	16
Garibaldi	9
Gingerbread	10
Ginger Nuts	10
Graham Wafer	09
Lemon	10
Milk	9
Nic Nac	12
Oyster	6 1/2
People's Mixed	10
Pic Nic	08 1/2
Prairie	14
Rich Mixed	14
School Cake	11
Soda	6
Sultana	20
Tea	10
Tid Bits	9
Variety	12
Village	7 1/2
Wine	8 1/2

### BLACKING.

Spanish, No. 3	4 50
" " 5	8 00
" " 10	9 00
Japanese, No. 3	4 50
" " 5	7 50
Jaquot's French No. 2	3 00
" " 3	4 50
" " 4	6 00
" " 5	9 00
1-gross Cabinets, asst	7 50
Egyptian, No. 1	9 00
" " 2	4 50
P. G. FRENCH BLACKING, per gross	
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 95
RALSTON'S FRENCH	
No. 1	\$9 00
" 2	4 80
" 3	3 60
" "	4 50

### BLACK LEAD.

NIXEY'S	
Refined in 1d., 2d., 4d. and 1s. packages, (9 lb. boxes)	7s 6d \$2 25
Jubilee in 1oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d 9 00
Silver Moonlight, Plum-bage Stove Polish (13 1/2 lb. boxes)	4s 3d 1 50
6 1/2 lb. in large 1d. pkts, 1 gross	8s 6d 3 00
13 lb. in large 1d. pkts, 2 gross	7s 6d 2 50
13 lb. in large 2d. pkts, 1 gross	7s 6d 2 50
Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.: 1/2 gro., 2 oz., or 1/2 gro., 4 oz.	
Silver Star Stove Paste	9 00
Matchless silver polish	21 00
MATCHLESS STOVE PASTE POLISH	
No. 1	9 00
" 2	7 90
" 3	4 80

### BLUE.

"Soho Squar" in 8 lb. boxes, of 16x6d. boxes, London	6s 0d
"Soho Square" in 8 lb. boxes, of	

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

### KNIFE POLISH.

NIXEY'S	
"Cervus" boxes of 1 doz. 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. BORECK & SONS, per doz	
Carpet Brooms—	net.
"Imperial," ex. fine, 8, 4 strings	\$3 65
Do. do. 7, 4 strings	3 45
Do. do. 6, 3 strings	3 25
"Victoria," fine, No. 8, 4 strings	3 30
Do. do. 7, 4 strings	3 10
Do. do. 6, 3 strings	2 90
"Standard," select, 8, 4 strings	2 90
Do. do. 7, 4 strings	2 70
Do. do. 6, 3 strings	2 60
Do. do. 5, 3 strings	2 40

### CANNED GOODS.

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

# Matchless Silver Polish

The best substance on this green earth for cleaning and polishing Silverware.

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

For Sale Everywhere.

## Delicious . . GELATINE

Made with  
**Nelson's  
Brilliant Gelatine**

In 1 oz. Packets.

## THE MOST PROFITABLE SOUPS . .

- ARE -

## Edwards' Desiccated

In 10 Cent Tins.

BROWN, WHITE or TOMATO

NO WATER to be paid for.

Write for quotations to the Agents,

**FRANK MAGOR & CO.**

16 St. John Street, MONTREAL.

Prices Current Continued—

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

CANNED MEATS.

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

CHEWING GUM.

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

Orange Blossom	150 pieces	1 00
(each box contains a bottle of high class) perfume. Guaranteed first		
Flirtation Gum (115 pieces)	0 65	1/2
Monte Cristo, 180 pieces	1 30	1
(with brilliant stone ring)		
Mexican Fruit, 36 5c. bars	1 20	
Sappota, 150 pieces	0 90	
Sweet Fern, 230 "	0 75	
Black Jack, 115 "	0 75	
Red Rose, 115 pieces	0 75	
Magic Trick, 115 "	0 75	
Oolah, 115 "	0 75	
Puzzle Gum, 115 pieces	0 75	
Bo-Kay, 150 "	0 90	
Red Spruce Chico 200 "	1 00	
Automatic	800 pieces	6 00
Tutti Frutti Girl	800 pieces	6 00
Sign Box (new)	6 00	
Tutti Frutti cash box 800 "	6 00	
Glass Jar with Pepsin Tutti Frutti, 115-5c. pkgs, per jar	3 75	

C. R. SOMERVILLE.

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

CHOCOLATES & COCOAS.

CADBURY'S.		
Per doz		
Cocoa essence, 3 oz. pkgs	\$1 55	
" "	per lb	
Mexican chocolate, 1/2 & 1/4 lb pkgs	0 40	
Rock chocolate, loose	0 37 1/2	
" " 1 lb tins	0 40	
Cocoa nibs, 11 lb. tins	0 35	
TAYLOR BROS.' CHOCOLATE & CHICORY		
Per lb		
Soluble chocolate, 1/2 lb packets	0 30	
Granulated chicory	0 10	
Powdered	10 1/2 to 11	
TODHUNTER, MITCHELL & CO'S		
Per lb		
Chocolate—		
French, 1/2's, 6 and 12 lbs.	0 30	
Caraccas, 1/2's, 6 and 12 lbs.	0 35	
Premium, 1/2's, 6 and 12 lbs.	0 30	
Sante, 1/2's, 6 and 12 lbs.	0 26	
Diamond, 1/2's, 6 and 12 lbs.	0 22	
Sticks, gross boxes, each	0 00	
Cocoa, Homopat'c, 1/2's, 8 & 14 lbs	30	
" Pearl	25	
" London Pearl 12 & 18 "	22	
" Rock	30	
" Bulk, in bxs	18	
EPP'S.		
per lb		
Cocoa—		
Case of 112 lbs each	0 35	
Smaller quantities	0 37 1/2	

BENSODOR'S ROYAL DUTCH COCOA.

Boxes each 1 lbs	
1/2 lb. cans, per doz	\$2 40
1 " " "	4 50
1 " " "	8 50
FRY'S (A. P. Tippet & Co., Agents)	
Chocolate—	
Caraccas, 1/2's, 6 lb. boxes	per lb 0 40
Vanilla, 1/2's, " "	0 40
"Gold Medal" Sweet, 6 lb bxs.	0 30
Pure, unsweetened, 1/2's, 6 lb bxs.	0 30
"Fry's" Diamond 1/2's, 6 lb bxs.	0 26
"Fry's" Monogram, 1/2's, 6 lb bxs.	0 26
Cocoa—	
Concentrated, 1/2's, 1 doz in box	2 40
" " " " " "	4 50
" " " " " "	8 75
Homopathic, 1/2's, 14 lb boxes	0 84
" " " " " "	0 84

JOHN P. MOTT & CO'S

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

OWAN COCOA AND CHOCOLATE CO.

Cocoa—	
per doz	
Hygienic Cocoa in 1 lb. tins, 12	
24 and 36 lbs in box	7 95
Hygienic Cocoa in 1/2 lb tins, 12	
24 and 36 lbs in box	3 75
Hygienic Cocoa in 1/4 lb tins, 12	
24 and 36 lbs in box	2 25
Cocoa Essence, pkgs, 2 and 4 doz in box	1 40

WALTER BAKER & CO'S

Chocolate—	
Premium No. 1, bxs 12 lbs each	45
Baker's Vanilla in bxs 12 lbs each	55
Caraccas Sweet bxs 6 lbs each	40
Best Sweet in bxs, 6 lbs. each	30
Vanilla Tablets, 416 in box, 24 bxs in case, per box	4 00
German Sweet Chocolate—	
Grocers' Style, in bxs 12 lbs each	30
Grocers' Style, in boxes 6 lbs each	30
8 Cakes to the lb, in bxs, 6 lbs ea.	28
Soluble Chocolate—	
In canisters, 1 lb., 4lb., and 10 lb.	50
Breakfast Cocoa—	
1 lb bxs 6 & 12 lbs., each, 1/2 lb., tins	48
MENIER FABRICANT DE CHODOLAT.	
Paris et Noisiel.	
Per 120 lb. case lot.	Per 12 lb. case lot.
per lb.	per lb.
Yellow wrapper	\$0 34
Chamois	0 43
Pink	0 50

Blue	0 58	0 66
Green	0 50	0 56
Lilac	0 58	0 66
Bronze	0 65	0 74
White Glace	0 73	0 83
Premium	0 28	0 42

Fancy Chocolates.  
Fingers—  
40 in a box...per box } \$0 36 \$0 40  
30 " " " }  
Croquettes—  
Yellow wrap. " } 2 70 3 00  
Pink " " } 3 75 4 30  
Green " " }  
Croquettes are packed 12 1/2 lb. pack.  
ages in a box, and 8 boxes in a case.  
Pastilles—  
Yellow wrapper per lb } \$0 40 \$0 45  
Pink " " } 0 55 0 60  
Green " " }  
Each case contains 54 1 lb packages or  
108 1/2 lb packages.



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

CLOTHES PINS.

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

COFFEE.

GREEN		c. per lb.	
Mocha	28, 33		
Old Government Java	25, 35		
Bio	21, 22		
Plantation Ceylon	29, 31		
Porto Rico	24, 26		
Guatemala	24, 26		
Jamaica	22, 23		
Maracibo	24, 26		
Caffaroma, 1 & 2 lb. tins asstd	30		
TODHUNTER, MITCHELL & CO'S			
Excelsior Blend			34
Our Own	32		
Jersey	30		
Laguayra	28		
Mocha and Java	35		
Old Government Java	30, 32, 36		
Arabian Mocha	35		
Maracibo	30		
Santos	27, 28		

DRUGS AND CHEMICALS.

Alum	lb \$0 02	\$0 03
Blue Vitriol	0 06	0 07
Brimstone	0 08	0 08 1/2
Borax	0 19	0 14
Camphor	0 65	0 70
Carbolic Acid	0 80	0 50
Castor Oil	0 07 1/2	0 08
Cream Tartar	0 25	0 28
Epsom Salts	0 02 1/2	0 03 1/2
Paris Green	0 18	0 17
Extract Logwood, bulk	0 13	0 14
" " boxes	0 15	0 17
Gentian	0 10	0 13
Glycerine, per lb	0 17	0 20
Hellebore	0 16	0 10

# RECKITT'S Blue and Black Lead

ALWAYS GIVE YOUR  
CUSTOMERS SATISFACTION.

# "The Home of the Hustlers."

Times are hard if you think so and keep telling everybody they are so; but did you ever hear any person connected with

## The Toronto Biscuit & Confectionery Co.

admit that times were hard? Guess not. We are at it "hammer and tongs." Our Biscuits and Confectionery are too well liked to give us any room to grumble of hard times. New lines almost every week. Watch this space.

Prices current, continued—

Iodine	5 50	6 00
Insect Powder	0 26	0 30
Salpetre	0 08	0 09
Soda Bicarb, per keg	2 50	
Sal Soda	1 18	1 25
Madder	0 19	0 20

EXTRACTS.

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

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	
Currants, Provincial, bbls.	3 1/2
" " bbls.	4 1/2
" Filistras, bbls.	4 1/2
" " bbls.	4 1/2
Currants, Patras, bbls.	5 1/2
" " bbls.	5 1/2
" " cases	5 1/2
Vostizzas, cases	6 1/2
" " cases	6 1/2
5-crown Excelisior (cases)	8 1/2
" " case	8 1/2
Panarita (finer than Vos.)	9 1/2
Dates, Persian, boxes	5 1/2
Figs, Florence, 10 lb. boxes	9 1/2
7 Crown	13 1/2
Natural Figs, 25 lb. bxs	6 1/2
Prunes, Bosnia, casks	4 1/2
" " cases	5 1/2
Bordeaux casks	4 1/2
Raisins, Valencia, off-stalk	4 1/2
Selected	6 1/2
Layers	6 1/2
Raisins, Sultanas	5 1/2
" " Eleme	5 1/2
Malaga:	
London layers	2 25
Imperial cabinets	2 25
Royal clusters	2 25
Fancy Vega boxes	2 25
Black baskets	2 25
Blue	2 25
Dehesas	1 30
Lemons	3 00
Oranges, Californias	2 50
Valencias	4 00
Floridas	2 50

DOMESTIC

Apples, Dried, per lb.	6 61
do Evaporated	10 1/2

FISH.

Oysters, per gallon	\$1 30
" select, per gallon	1 75
Pike " " " per lb.	0 06
White fish " " " "	0 07
Salmon Trout	0 07
Lake herring	0 04
Smoked Fish:	
Finnan Haddies, per lb.	0 06
Bloaters " " " "	1 00
Digby herring " " " "	0 15

Sea Fish:	
Express Haddock per lb	0 06 1/2
Freight " " "	0 05
Cod " " "	0 05 1/2
B.C. salmon " " "	0 15
Frozen Sea Herrings per 100	1 50



FOOD—AM'CAN CEREAL CO.

PETTIJOHN'S	
Per case, 3 doz. 2 lb pkg in case	\$1 00
Ten cents more Quebec.	
QUAKER ROLLED OATS.	
Per case, 3 doz. 2-lbs in case	\$3 70
Ten cents more Quebec.	

FOOD—NATIONAL.



Cases contain 1 doz packages	
Dessicated Wheat, per case	2 25
Rolled Oats " "	2 25
Rolled Wheat " "	2 00
Snowflake Barley " "	2 25
Buckwheat Flour, S.R.	2 25
Breakfast Hominy " "	2 00
Prepared Pea Flour " "	2 00
Farinose or Germ Meal " "	2 35
Pearl Barley (xxx) " "	1 40
Farina " "	1 40
Gluten Flour " "	3 00
Gluten Biscuits, per lb	1 1/2
Whole Wheat Flour " "	3

FOOD

ROBINSON'S BARLEY AND GROATS.	
per doz.	
Patent barley, 1 lb. tins	\$1 25
" " " " " "	2 25
Patent groats, 1 lb. tins	1 25
" " " " " "	2 25

GRAIN.

Wheat, White	0 61	0 69
" Red Winter	0 61	0 62
" Goose	0 69	
Wheat, Spring, No 2	0 64	
" Man Hard No 1	0 75	
" " No 2	0 76	
" " No 3	0 69	
Oats, No 2, per 34 lbs	35	36
Barley, No 1, per 48 lbs	00	44
" " No 2		
" " No 3		
Peas	52	52 1/2
Corn		48

HAY & STRAW.

Hay, Pressed, " on track	9 25	9 50
Straw Pressed.	0 00	5 50

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto	
50 to 60 dy basis	2 30

40 dy	2 35
30 dy	2 40
20, 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy O P	2 80
3 dy O P	3 40

HORSE NAILS:

Canadian, dis. 65 to 70	
Horse Shoes:	
From Toronto, per keg	3 65

SCREWS: Wood—

Flat head iron 7 1/2 p.c. dis	
Round " " 7 1/2 p.c. dis	
Flat head brass 7 1/2 p.c. dis	
Round head brass 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 25
2nd " (26 to 40 inches)	1 40
3rd " (41 to 50 " )	3 10
4th " (51 to 60 " )	3 40
5th " (61 to 70 " )	3 70

ROPE: Manila 0 10 0 10 1/2  
Sisal 0 08 0 08 1/2  
New Zealand 0 08 1/2 0 09

AXIS: Per doz, \$6 to \$12.  
SHOT: Canadian, dis. 12 1/2 per cent.

HINGS: Heavy T and strap...04 05  
" Screw, hook & strap...03 04

WHITE LEAD: Pure Ass'n guarante ground in oil.

25 lb. irons	per lb	5
No. 1	"	4 1/2
No. 2	"	4 1/2
No. 3	"	4 1/2

TURPENTINE Selected packages, per gal 0 44 0 46

LINSEED OIL per gal, raw 0 60 0 62  
Bollid, per gal...0 63 0 65  
GLUE: Common, per lb...0 10 0 11

INDURATED FIBRE WARE.

1/2 pail, 6 qt	\$4 00
Star Standard, 12 qt	4 50
Milk, 14 qt	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	15 00
" " " "	13 25
" " " "	11 00
Fibre Butter Tubs (30 lbs)	4 50
Nests of 3	3 40
Keelers No. 1	10 00
" " " "	9 00
" " " "	8 00
" " " "	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
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	Per lb	\$0 06
Family		0 07

Black and Red currant, Rasp- berry, Strawberry, Peach and Gooseberry per lb	0 12
Plum	0 10
Jellies—pure—all kinds	0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.	
Marmalade—orange	0 12

SOUTHWELL'S GOODS

per doz.	
Clear jelly marmalades	\$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	

LICORICE.

YOUNG & SMYLYN'S LIST.		
5 lb boxes, wood or paper, per lb		0 40
Fancy bxs. (36 or 50 sticks), per box	1 25	1 25
" Ringed" 5 lb boxes, per lb	0 40	
" Acme" Pellets, 5 lb cans, per can	2 00	
" Acme" Pellets, Fancy boxes (30s) per box	1 50	
" Acme" Pellets, Fancy paper boxes, per box (40s)	1 25	
Tar Licorice and Tolu Wafers, 5 lb cans per can	2 00	
Licorice Losenges, 5 lb glass jars	1 75	
Licorice Losenges 5 lb cans	1 50	
Purity" Licorice, 900 sticks	1 45	
" " " " 100 " "	0 72 1/2	
Imitation Calabria, 5 lb bxs		0 20
p lb		0 20

MINCE MEAT.

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

COLMAN'S	
Square tins—	per lb.
D.S.F., 1 lb. tins	\$1 40
" " " "	0 42
" " " "	0 45

KEEN'S.

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

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

CHERRY'S IRISH

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

NUTS.

per lb	
Almonds, Ivica	12 1/2
" Pargona	12 1/2
" Farnigita	25 30
Almonds, Shelled Valencias	40 45
" Jordan	40 45
" " Canary	24 27
Brazil	12 1/2
Cocoanuts, per 100	\$4 50 \$5 50
Filberts, Sicily	9 10 1/2
Pecans	12 1/2
Peanuts, roasted	11 1/2
" green	8 10
Walnuts, Grenoble	13 14
" Bordeaux	11 12
" Naples, cases	
Marbots	11 12



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



**A Common Error.**

Chocolate & Cocoa are by many supposed to be one and the same, only (hence more easily cooked) and the other is not.

This is wrong—  
TAKE the Yolk from the Egg,  
TAKE the Oil from the Olive,  
What is left?

**A Residue.** So with COCOA.  
In comparison,  
COCOA is Skimmed Milk,  
CHOCOLATE, Pure Cream.

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 & 14 St. John  
Street, Montreal.

**GEO. ROSSITER,**

Brush Manufacturer,  
10 to 14 Pape Avenue, TORONTO

Machine Brushes Made to Order  
SEND FOR PRICE LISTS

**The Hilliard House**

RAT PORTAGE, ONT.

Strictly first-class. The favorite commercial  
house along the line of C. P. R.

**LOUIS HILLIARD, Prop.**



Old King Cole  
was a merry old soul  
And a merry old soul  
was he.  
He called for his pipe &  
he called for his glass  
And he called for  
**TETLEY'S TEA.**

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

Prices current, continued.

**PETROLEUM.**

5 to 10 bbl lots, Toronto.	Imp. gal
Canadian	0 12 0 12 1/2
Carbon Safety	0 15 0 16
Canadian Water White	0 19 0 19
Amer'n Water White	0 18 0 19
Photogene	0 20

(For prices at Petrolia see Market Report.)

**PICKLES, SAUCES, SOUPS.**  
Wright & Copp, Agents, Toronto.

Snider's Tomato Catsup	per doz	5 50
"	pts	3 50
"	pts	2 00
" Chili Sauce	pts	4 50
"	pts	3 25

Snider's Soups (in 3 lb cans).

Tomato	3 50
Bouillon, Beef, Chicken	
Consomme, Chicken Gumbo,	
Cream of Asparagus, Cream	
of Celery, Cream of Corn, Cream	
of Green Pea, Julienne, Mock	
Turtle, Mulligatawny, Mut-	
ton Broth, Noodle, Oxtail,	
Printanier, Pea, Vermicelli,	
Vegetable	4 00

Worcester Sauce, 1/2 pts. \$3 50  
" pints 6 25  
" quarts 6 00

Pickles, all kinds, pints. 3 25  
" quarts 6 00

Harvey Sauce-genuine-hlf. pts 3 25  
Mushroom Catsup " 2 25  
Anchovy Sauce " 3 25

**PRODUCE.**

Butter, creamery, tubs.	\$0 24 \$0 25
" dairy, tubs, choice	0 19 0 20
" " medium	0 15 0 16
" low grades to com	0 15 0 16
Butter, pound rolls	0 21 0 22
" large rolls	0 16 0 18
" store crocks	0 18 0 19
Cheese	0 11 0 12
Eggs, fresh, per doz	0 16 0 17
" limed	0 10 0 11
Beans	1 25 1 50
Onions, per bag	1 10 1 20
Potatoes, per bag	50 0 60
Hops, 1892 crop	0 9 0 10 1/2
" 1893	0 15 0 00
Honey, extracted	0 05 0 08
" section	0 14 0 15

**PROVISIONS.**

Bacon, long clear, p lb	0 08 1/2
Mess pork	15 00 00 00
Pork, shortcut, p. bbl.	16 00 16 50
Hams, smoked, per lb	0 11 0 11 1/2
" pickled	0 10 1/2
Breakfast Bacon	0 12
Rolls	0 9 1/2
Bacon	0 11 0 00
Lard, pure, per lb	0 9 1/2 0 9 1/2
Compound	0 07 1/2 0 08
Tallow, refined, per lb	0 05 1/2 0 05 1/2
" rough	0 03

**RICE, ETC.** Per lb

Rice, Aracan	\$3 65
" Patna	4 1/2
" Japan	5
" Imperial Secta	5 1/2
" extra Burmah	3 1/2
" Java extra	6 1/2
" Genuine Carolina	9 10
Grand Duke	6 1/2
Sago	4 1/2
Tapioca	4 1/2
Goathead (finest imported)	6 1/2
Crystal, 25 lb sacks	\$1 35
" 50 " bags	2 60

**SAPOLIO.**

In 1/2 doz grs. boxes, per gross... \$11 30

**ROOT BEER.**

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

**SPICES.**

Pepper, black, pure	\$0 14 \$0 16
" fine to superior	10 15
" white, pure	20 28
" fine to choice	20 25
Ginger, Jamaica, pure	25 27
" African	16 18
Jassia, fine to pure	16 25
Cloves	14 25
Allspice, choice to pure	12 15
Cayenne	30 35
Nutmegs	75 1 20
Mace	1 00 1 25

Mixed Spice, choice to pure. 30 35  
Cream of Tartar, fine to pure 25 32

**KEEN'S MIXED**

1 oz. tins. 2 lb boxes per box... 1 00

**STARCH.**

**BRITISH AMERICA STARCH CO**

1st Quality White Laundry—	
3 lb. cartons, boxes, 36 lbs.	5 1/2
Lily White Gloss, kegs, 100 lbs.	5
Ditto	5
6 lb. draw-lid bxs, 8 in c'te, 48 lbs.	7
Canada Laundry, boxes, 40 lbs.	4 1/2

Brantford Gloss—

1 lb. fancy boxes, cases, 36 lbs.	7 1/2
Lily White Gloss, kegs, 100 lbs.	6 1/2
1 lb. fancy cartons, cases, 36 lbs.	7
6 lb. draw-lid bxs, 8 in c'te, 48 lbs.	7

Brantford Cold Water Rice Starch—

1 lb. fancy boxes, cases, 28 lbs.	9
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No. 1 Pure Prepared Corn—

1 lb. packages, boxes, 40 lbs.	7 1/2
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Challenge Prepared Corn—

1 lb. package, boxes, 40 lbs.	7
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**KINGSFORD'S OSWEGO STARCH.**



SILVER GLOSS	{ 40-lb. bxs., 1-lb. pkgs., 6-lb. bxs., sliding covers (12 bxs. each crate)
PURE	{ 40-lb. bxs., 1-lb. pkgs., 36-lb. bxs., 12 3-lb. bxs.

ONTARIO—38-lb. to 48-lb. t. xs. bulk

KINGSFORD'S OSWEGO CORN STARCH { 40-lb. bxs., 1-lb pkgs  
20-lb. t. xs., 1-lb pkgs

For puddings, eustards, etc.

**ST. LAWRENCE STARCH CO'S**

Culinary Starches—	
St. Lawrence corn starch	7 1/2
Durham corn starch	7

**Laundry Starches—**

No. 1, White, 4 lb. Cartons	5 1/2
" " Bbls	5
" " Kegs	5
Canada Laundry	4 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers	7
Ivory Gloss, fancy picture, 1 lb packs	7
Patent Starch, fancy picture, 1 lb. cartons	7 1/2
Ivoryine Starch in cases of 40 packages	\$3 00

**SUGAR.** c. per lb

Granulated	4 1/2
Paris Lump, bbls and 100 lb. bxs	5 1/2 6 1/2
" 50 lb. boxes	5 1/2
Extra Ground, bbls icing	5 1/2
" less than a bbl	5 1/2
Powdered, bbls	5 1/2
" less than a bbl	5 1/2
Extra bright refined	4 1/2
Bright Yellow	3 1/2 4
Medium	3 1/2 3 1/2
Brown	3 1/2 3 1/2
Dark yellow	3 1/2 3 1/2
Haw, brl.	3 1/2 3 1/2

**SALT.**

Bbl salt, car lots	0 90
Coarse, car lots, F.O.B.	0 60
" small lots	0 75 0 80
Dairy, car lots, F.O.B.	1 25
" small lots	1 50
" quarter-sacks	0 38 0 40
Common, fine car lots	0 70
" small lots	0 85 0 90
Rock salt, per ton	10 00
Liverpool coarse	0 75 0 80

**SYRUPS AND MOLASSES.**

SYRUPS. Per gallon	
bbls. & bbls	
Dark	20 25
Medium	25 23
Bright	30 35
Very Bright	50 00



# THE LEADERS

IN THEIR LINE

## FOR FINEST GOODS

# ST. LAWRENCE STARCH CO.

Prices current, continued—

Redpath's Honey.....	40
" " 2 gal. pails	1 25
" " 3 gal. pails	1 50

MOLASSES.		Per gal
Trinidad, in puncheons...	0 32	0 35
" " bbls .....	0 36	0 37
" " 1/2 bbls .....	0 40	0 40
New Orleans, in bbls.....	0 30	0 52
Porto Rico, hdds.....	0 38	0 40
" " barrels.....	0 42	0 44
" " 1/2 barrels.....	0 44	0 46

SOAP.		per lb
Ivory Bar, 1 lb. bars.....	6	54
Do. 2, 5-16 and 3 lb bars ..	8	3
Primrose, 12 oz. cske, per doz...	4 85	
Sterling (100 cakes).....	4 85	

MORSE'S MOTTLED		Per box—in box lots
100 bars .....	\$5 25	
60 bars .....	3 25	



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.....	3 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 Boquet, paper.....	2 50
Carnation .....	0 60
Rose Boquet .....	0 60
Oriental, per gross.....	5 00
Ocean Boquet .....	0 45
Barber's Bar, per lb .....	0 25
Pure Bath .....	1 00
Oatmeal .....	0 85
Unscented Glycerine .....	0 90
Gray Oatmeal .....	0 60
Plain Honey, Glycer., Windsor.	0 75
Morse's Toilet Balls.....	0 90
Turkish Bath .....	0 60
Infants' Delight .....	1 20
Home Comfort .....	0 85
3% Glycerine .....	1 25
Floral Boquet .....	0 50
Stanley .....	1 00
Heliotrope, wrapped, 1/2 doz.....	1 50
" " in gross lots .....	15 00



AMMONIA SOAP.		per box
72 bars.....	1 box.	\$3 00
" " " " " "	5 "	2 85
" " " " " "	10 "	2 75
" " " " " "	25 "	2 65

LONDON SOAP CO.



Sweet Home, 100 bars 4 00
Glycerine, 60 " 3 00
" " 90 " 3 00
" " 30 " 2 40
Eureka Electric, 60 bars 2 00
" " 100 " 3 25
World, 70 " 2 40
" " 60 " 2 40



1 Box Lot 5 00
5 Box Lot 4 90
10 Box Lot 4 90
Freight prepaid on 10 Box lots.



SUNLIGHT SOAP.

5 Case.....	3 40
1 Case lots.....	3 50

TEAS.

TETLEY'S TEA.		per doz.
No. 1 quality.....	50	
" 2 .....	35	
TETLEY'S COFFEES.		per doz.
One quality only.....	35	
CHINA GREENS		per lb
Gunpowder—		
Cases, extra firsts .....	42 50	
Half chests, ordinary firsts ..	28 38	
Young Hyson—		
Cases, sifted, extra firsts .....	42 50	
Cases, small leaf, firsts .....	35 40	
Half chests, ordinary firsts ..	22 38	
" " seconds .....	17 19	
" " thirds .....	15 17	
" " common .....	13 14	
PING SUEYS.		per doz.
Young Hyson—		
Half chests, firsts .....	28 32	
" " seconds .....	16 19	
Half Boxes, firsts .....	28 32	
" " seconds .....	16 19	

JAPAN.

Half Chests—		per doz.
Finest May pickings .....	38 40	
Choice .....	32 36	
Finest .....	28 30	
Fine .....	25 27	
Good medium .....	22 24	
Medium .....	19 20	
Good common .....	16 18	
Common .....	13 15	

Nagasaki, 1 chests Pekoe... 16 22		
" " Oolong .....	14 15	
" " Gunpowder .....	16 19	
" " Siftings .....	7 11	
Congou—		per doz.
BLACK.		
Half Chests Kaisow, Mon- ing, Paking .....	12 60	
Caddies, Paking, Kaisow... 18 50		
INDIAN.		per doz.
Darjeelings .....	35 55	
Assam Pekoes .....	20 40	
Pekoe Souchong .....	18 30	
CEYLON.		per doz.
Broken Pekoes .....	35 42	
Pekoes .....	20 40	
Pekoe Souchong .....	17 35	

TOBACCO AND CIGARS		per doz.
British Consols, 4's; bright twist, 5's; Twin Gold Bar, 8's .....	590	
Ingots, rough and ready, 8's..... 57		
Laurel, 3's..... 49		
Brier, 7's..... 51		
Index, 7's..... 46		
Honeyauckle, 8's .....	56	
Napoleon, 8's .....	50	
Victoria, 12's .....	49	
Brunette, 12's .....	46 1/2	
Prince of Wales, in caddies .....	48	
" " in 40 lb boxes .....	48	
Bright Smoking Plug Myrtle, T & B, 3's..... 60		
Lily, 7's..... 59		
Diamond Solace, 12's..... 50		
Myrtle Cut Smoking, 1 lb tins... 70		
1 lb pg, 6 lb boxes .....	70	
1/2 lb pg, 5 lb boxes .....	70	

MICALPIN TOBACCO CO.		per lb
White Burley Chewing—		
Duty paid .....		
Beaver, 12 oz., smooth, 3x12, 50 and 100 cuts, 12 lb butts..... 61c.		
Do. 8 oz., R & R 2x12, 5 and 100 cuts, 12 lb butts..... 61		
Do. 16 oz., R & R, 10c cuts, 2x12, 18 lb butts..... 61		
Jubilee, 7 1/2 to lb, chocolate, 15 lb butts .....	58	
Prince George, 8 1/2 lb caddies... 47		
Tecumseh, 9 to lb (fancy chew'g) 65		
Extra Black Chewing—		
Gold Shield, 16 oz., 7 to lb, 20 lb butts .....	47	
Black Chewing—		
Standard, 3rds, 4ths, 7s and 12s, 20 lb. pkgs..... 45		
Plug Smoking—		
Woodcock, 18 lb caddies, 7s..... 50		
3rds..... 50		
Sunny South, 6s and 7s, 18 lb caddies..... 46		
Solid Comfort, 6s, 18 lb butts... 44		
Special, 7s, extra value, 18 lb caddies..... 44		
Cut Tobaccos, Smoking—		
Silver Ash, 1-9ths, 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, 30 days, less 2 per cent.		

CIGARS—S. DAVIS & SONS Montreal.		Per M
Sizes		
Madre E' Hijo, Lord Landsdowne	60 00	
" " Panetelas .....	60 00	
" " Bouquet .....	60 00	
" " Perfectos .....	85 00	
" " Longfellow .....	85 00	
" " Reina Victoria .....	80 00	
" " Pina .....	55 00	
El Padre, Reina Victoria .....	55 00	
" " Reina Vict., Especial .....	50 00	
" " Conchas de Regalia .....	50 00	

Houquet .....	55 00	
Pina .....	50 00	
Longfellow .....	80 00	
Perfectos .....	80 00	
Mungo, Nine.....	35 00	
Cable, Conchas.....	30 00	
Queens .....	29 00	
Cigarettes, all Tobacco—		Per M
Cable .....	7 00	
El Padre.....	1 00	
Mauricio.....	15 00	

DOMINION CUT TOBACCO WORKS, MONTREAL.		per lb
CIGARETTES.		Per M
Athlete .....	\$7 50	
Puritan .....	6 25	
Sultana .....	5 75	
Derby .....	4 25	
B. C. No. 1.....	4 00	
Sweet Sixteen .....	3 75	
The Holder .....	3 85	
Hyde Park .....	10 50	

CUT TOBACCO.		per lb
Puritan, tenths, 5 lb. boxes.....	75	
Old Chum, ninths, 5 lb box.....	70	
Old Virgin, 1-10 lbpkg, 10 lb boxes	62	
Gold Block, ninths, 5 lb boxes.....	73	
CIGARETTE TOBACCO.		per lb
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.		per lb
Old Chum, plug 4s. Solace 16 lbs.	68	
" " " 8s. " 16 .....	68	
" " " 8s. R. & R. 12 1/2 .....	68	
" " " 7s. R. & R. 14 1/2 .....	58	
" " " 7s. Solace 14 1/2 .....	58	
" " " 8s. R. & R. 16 .....	58	
" " " 8s. Solace 15 .....	58	
O. V. - plug 8s. Twist 16 .....	58	
O. V. - " 3s. Solace 17 1/2 .....	58	
O. V. - " 7s. " 17 .....	55 1/2	
Derby, - " 12s. " 17 1/2 .....	51	
Derby, - " 7s. " 17 .....	51	
Athlete, - " 5s. Twist 9 .....	74	

WOODENWARE. per doz		per case.
Pails, 2 hoop, clear .....	No. 1.....	\$1 70
" " " " " " .....	" " " " " " .....	1 90
Pails, 2 hoops, clear .....	No. 2.....	1 60
" " " " " " .....	" " " " " " .....	1 80
" " " " " " .....	" " " " " " .....	1 80
Tubs, No. 0.....		9 50
" " " " " " .....		8 00
" " " " " " .....		4 00
" " " " " " .....		6 00
Washboards, Globe.....		\$1 90
" " " " " " .....		1 40
" " " " " " .....		2 25
" " " " " " .....		1 70
" " " " " " .....		1 60
" " " " " " .....		1 50
" " " " " " .....		1 30
" " " " " " .....		1 85
" " " " " " .....		2 75
" " " " " " .....		2 25
" " " " " " .....		2 00
" " " " " " .....		1 80
" " " " " " .....		1 75
" " " " " " .....		2 30
Matches, 5 case lots, single case		per 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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**Syrups** of all Grades in Barrels and Half Barrels.  
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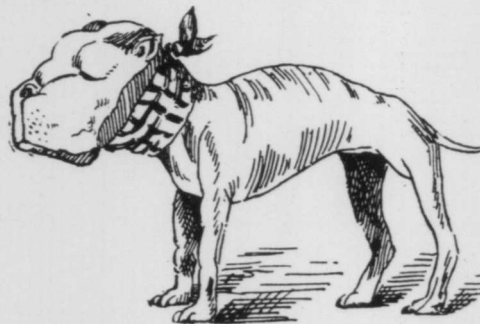
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