

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

THE CANADIAN GROCER

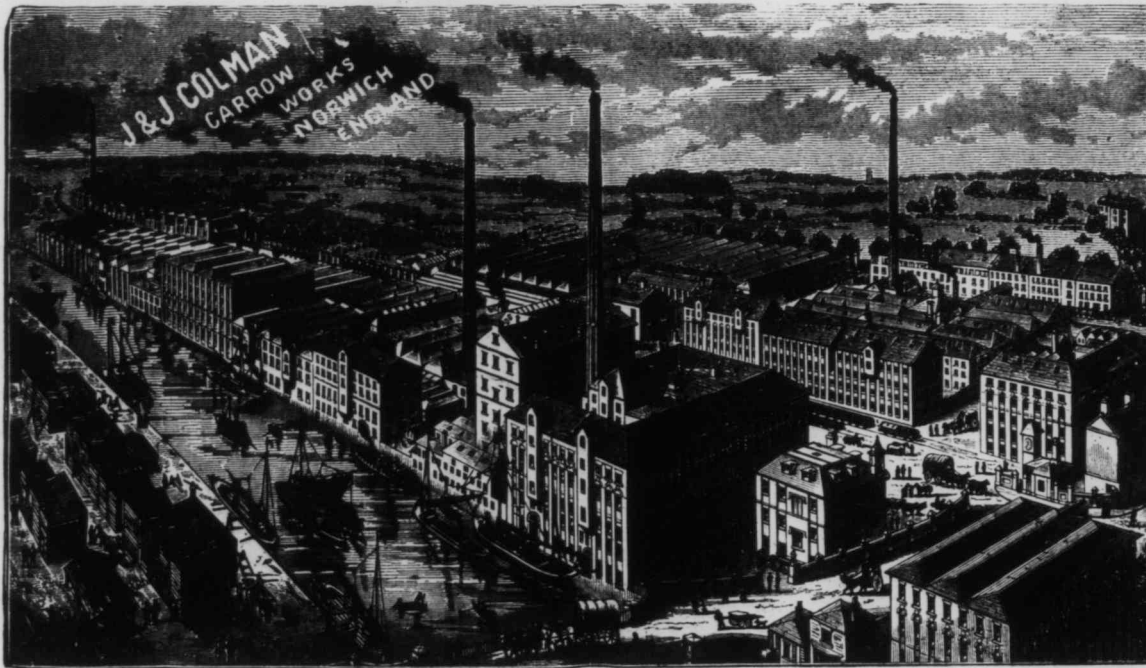
& GENERAL STOREKEEPER

PUBLISHED
WEEKLY
\$200 PER YEAR

VOL. VII.

TORONTO, JULY 21, 1893.

No. 29



MADRE E' HIJO (7 SIZES).

SAFE
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ALEABLE



NELSON'S

Steamship Matches

Guaranteed equal to any in the market.

REDUCED PRICE

\$3.10 per Case. Freight prepaid or 5 case lots. Special prices for quantities make known on application.

H. A. NELSON & SONS

TORONTO and MONTREAL



ASK FOR

MOTT'S

DUNN'S BAKING POWDER

THE COOK'S BEST FRIEND
LARGEST SALE IN CANADA.

CHOCOLAT MENIER



Annual sales exceed 33 million lbs.

To have a sample of the delicious

CHOCOLATE-MENIER

Sent Free in your own name

To every one of your customers

Apply to C. Alfred Chouillou, Agent, Montreal

EL PADRE AND CABLE.

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

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

THE CANADIAN GROCER

PURE CALABRIA "Y. & S." LICORICE, 4, 5, 8, 12 and 16s to pound.
 "ACME" LICORICE PELLETS, in 5-pound Tin Cans.
 TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.
 LICORICE "Y. & S." LOZENGES, in 5-pound Tin Cans and 5-pound Glass Jars.
 "PURITY," PURE PENNY-LICORICE, 100 and 300 Sticks in a Box.

Manufactured
 Exclusively by

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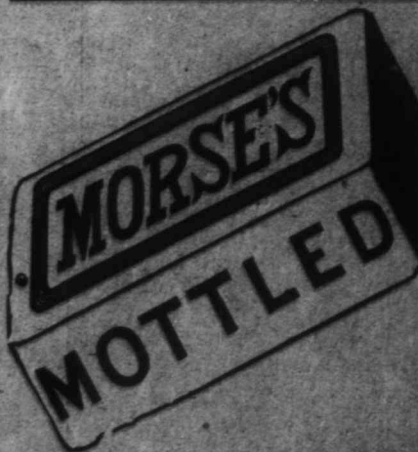
BROOKLYN, NEW YORK.

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GROCERY BROKERS

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

AGENTS FOR
 THE ST. LAWRENCE SUGAR REFINING CO.,



THE PATENT
 .. ARCTIC ..

REFRIGERATOR

Manufactured by

WITHROW & HILLOCK

180 Queen St. East,
 Toronto.

The accompanying cut represents our \$55 Grocer Refrigerator. But we make any size or shape to suit the convenience of our patrons and GUARANTEE satisfaction. We also keep in stock a full line for the use of PRIVATE FAMILIES, HOTELS, BUTCHERS, PROVISION DEALERS, ETC.

Send for Catalogue.

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180 Queen St. East,
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CHRISTR JAMES & CO., LONDON, ENGLAND.

MAKERS OF THE LEADING

Pickles, Marmalade, Sauces

In order to introduce the Imperial pint bottles of PICKLES put up by this celebrated firm, I will, for 3 months, sell them to retailers at \$2.40 per doz.

These Pickles are equal if not superior to those for which \$3.20 is paid. A jobber wanted in each city in the Dominion to handle these goods.

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

“Standard Goods are the best to Handle”

THE STANDARD
PICKLE



LAZENBY'S

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

THE
STANDARD
JELLY



LAZENBY'S

Where you can get Lazenby's Goods :

PERKINS, INCE & CO.
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GEO. CHILDS & CO., MONTREAL.

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And Many Others.

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OUR STANDARD LINES

OF _____

Black Teas

Russian
Imperial
Dalukola

CONGOU :

And . .
v

Mallawalla

(Packed in 100 lb. Metal-Lined Cases.)

(Packed in ½ lb. and 1 lb. tin foil packages—50 lb. cases.)

Are used by thousands all over Western Ontario, demonstrating the fact that rich flavor and invigorating qualities are appreciated by Canadian consumers.

The Counter Tea Mixer

saved, in one week. Mixing by the hand process, which is objectionable to many customers, is avoided. A uniform quality of liquor in mixed teas is guaranteed.

Is an indispensable adjunct to the retail grocers' counter. Why be without one at such a trifling cost; \$1.50 neatly packed, ready for shipment. It will pay for itself in time. We are sole agents for Western Ontario.

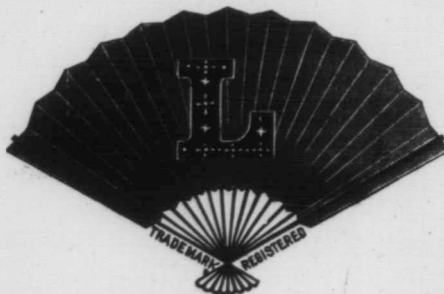
W. H. Gillard & Co. WHOLESALE GROCERS **Hamilton, Ont.**

Edward Adams & Co., Established 1844. **London, Ont.**

Importers of the Celebrated . . .

"Fan" Brand Teas.

- Rose's Lime Juice, Qt. Bottles.
- Morton's Raspberry Vinegar, Qt. Bottles
- " White Wine " " "
- " Crystal " " "
- Keiller's Dundee Marmalade, 1 lb. Jars.
- " " " ½ lb. Tins.



*New
Morning
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GILLARDS' LONDON PICKLES.

ROBERTS' TABLE JELLIES AND CREAMS

**BURNHAM'S
CLAM
BOUILLON.**

IT IS A GREAT SUCCESS.

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

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

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

Vol. VII.

TORONTO, JULY 21, 1893.

No. 29

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

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 10 Front St. E.

MONTREAL OFFICE: 148 St. James St.
E. Desbarats, Manager.

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

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

John Cameron, General Subscription Agent.

A means to increase his profits is something that practically every merchant seeks to obtain. Taking it all round, there is good reason for this desire. The proportion of dealers to consumers has become abnormally large, and as a result profits are not as good as they should be. In Great Britain the grocers derive a good revenue from the sale of patent medicines. And although some grocers and a good many general merchants in Canada pay some attention to this trade, it is evident that they do not reap all the benefits from it that they might. This applies particularly to general stores. A merchant should no more handle patent medicines that are of a doubtful character, or that cannot be recommended, than he should any ordinary article of merchandise, but in extending this department he will have little or no more difficulty than in any other department of his business. Deal with reputable firms and there will not be much danger in this respect. The profits that accrue from the sale of patent medicines are as a rule large, in some instances being as high as 50 per cent. Another advantage in handling patent medicines, aside from the question of profits, is that they do not as a rule deteriorate to any extent in value by being kept in stock. Our

advice to every merchant is: Pay more attention to your patent medicine department.

Two Hamilton newspapers, the Times and the Herald, have been discussing the cash and credit question. The other day the latter in replying to the former said: "The thing is to do away with the law by which small debts can be collected, for the fact is notorious that dealers often grant credit when they should not and when they would not if the law did not stand behind them to enforce their claims. The debt-collecting laws are barbarous because they are unfair, not only to those who have contracted debts which they find they are unable to pay, but to those who pay their bills promptly. * * * Creditors act solely on their own judgment when they allow debts to be incurred, and it is manifestly an imposition for them to rely on the rest of us to see that they get their money, which is practically what they do. The wiping out of Division Courts would be a heavy blow at the whole credit system, would enable storekeepers to sell more cheaply, and would give them a good excuse for refusing credit. Everybody would be much better off if the credit system, more especially as applied to the running of small debts, were done away with. The reform might cause some little inconvenience for a time, but in a short while matter would adjust themselves smoothly enough to the new order of things, and we should all be money in pocket at the end of the year. The merchants themselves would be great gainers by the change, for then they would not be pestered to death to hand over goods to people who they are morally certain will never pay for them if they can find any way to get out of it." The Herald's argument is based on a wrong premise. The credit system is a legitimate part and parcel of the trade and commerce of not only this country,

but the world, and is here to stay. Used as it should be, it is an adjunct to trade; but, like many other good things, it has been abused, and it is this that has resulted in the breeding of evils which are a hindrance instead of a help to trade. Dating ahead, long credit, and indiscriminate giving of credit are among these evils.

As a concomitant of the trade and commerce of the country, the credit system is entitled to the protection of the law. The country is over run with people who will pay no more of their way through life than they can possibly help, and every merchant, no matter how careful he may be, will in turn get duped by them. It is against this class of customers particularly that the merchant needs protection. About the honest man there is no need for concern. Instead of talking about "wiping out the Division Court" and the law regarding the collection of small debts it is the simplifying and strengthening of these laws that should be urged. As at present constituted and enforced the law relating to debts and the collection of the same is a farce. Even if the plaintiff does obtain judgment it is of little or no benefit to him, for should he succeed in securing the amount in dispute the chances are ten to one that the cost will more than swallow it up.

The customer who obtains goods which he does not intend to pay for gets them under false pretences, difficult as it may be to prove it. To get at him through the Division Court, if the amount be small, is the only alternative, and to close up this only avenue would be, to our mind, as unreasonable as to ask that the law against larceny be not applied to the pilfering of goods exposed for sale at store fronts. In fact we do not know but that it would be more so, for the temptation to be dishonest is often greater in the care-

less way that goods are exposed than in the matter of giving credit. But at any rate, why deprive only the retailer of the right to use the machinery for the collection of accounts? Why make the class that have the hardest row to hoe perspire all the more by erecting new obstacles? But would it not be well before the one is repealed to enact a law making it illegal to give credit except above a certain value? That would be only reasonable. But how then would the poor but honest mechanic fare in the spring, whose surplus earnings were exhausted after a long winter's inactivity? The experience of the past spring is sufficient answer.

To talk of the merchant being better off if the Division Courts were removed, is all moonshine. He would be nothing of the kind, any more than would a house be stronger were one of its foundation stones removed. If a debtor has any self-respect at all he will not let his name appear as defendant in the Division Court proceedings if he can help it, and as the last resort to prevent this is the payment of the account he will often do this when a lawyer's letter announces that it is the only alternative to escape legal proceedings. No, what is wanted is revision not removal of the law regarding collections. And the sooner it takes place the better.

A good many interesting and valuable books are issued by the Dominion Government every year, but none are more so than the "Statistical Year Book of Canada." The eighth volume has just been issued by the Department of Agriculture. Sydney D. F. Roper, who compiled the work, is evidently profiting well by each year's experience for the present volume is the best issued. Compressed within its 659 pages is a digest of practically all the blue books and much besides, but it is presented in a more attractive form. A feature of the book is a statistical summary of the Dominion since Confederation up to June 30, 1892, giving comparisons of population, revenue, expenditure, imports, shipping, etc., and while all the figures are not as favorable as one would wish, they at least show one thing, and that is that in most of the essentials the country is growing. On the figures adduced by the census of 1891 regarding population so much has been already said that they may be dismissed with the remark that out of the total population of 4,833,239 the males numbered 2,466,573 and the females 2,366,666. The revenue in 1892 was \$36,921,872 and the expenditure \$36,765,894, against \$3,687,928 and \$13,486,092 respectively in 1867, the year of Confederation. In 1867 the imports were valued at \$73,459,644 and the exports at \$57,567,888, while last year the respective totals were \$127,406,068 and \$113,963,375.

In 1867, 8,028 vessels of 2,104,009 tons passed inwards and 7,978 vessels of 2,215,312 tons passed outwards, while last year 15,672 vessels of 5,475,999 tons passed inwards and 15,289 vessels of 5,276,975 tons passed outwards. The figures relating to 1892 have only been exceeded on two or three occasions, and that only slightly. In regard to vessels built the showing is anything but satisfactory. In 1867 there were 355 vessels of a total of 87,230 tons burthen constructed, while in 1885 the aggregate tonnage was 188,098 and the number of vessels 489, but last year the totals were only 44,321 tons and 278 vessels. In 1867 the vessels registered were 539 with a total tonnage of 113,692, while last year the respective totals were down to 331 and 61,457. In 1881 there were in operation 7,260 miles of railway, with working expenses of \$20,121,418 and earnings of \$27,897,509, while in 1892 the miles of railway in operation were 14,588, working expenses \$36,488,228 and earnings \$51,685,768. At Confederation the paid up capital of the banks was \$30,289,048, the assets \$77,872,257, and the liabilities \$43,722,647, while last year the paid up capital was \$61,512,630, the assets \$292,054,017, and the liabilities \$209,362,011. In 1867 there were 3,638 postoffices, through which there passed 18,100,000 letters and 18,860,000 newspapers, while last year the postoffices were 8,288, the letters 102,850,000, and the newspapers, including books, samples, etc., 98,152,651. The net public debt at Confederation was \$75,757,135, while to day it is \$241,131,434.

A report recently issued by a London firm emphasizes what THE GROCER has at different times said in regard to the growth of the Indian and Ceylon tea trade. The report in question deals with the trade during the last thirty years. In 1862, out of 80,000,000 pounds of tea consumed in England only 500,000 were from India, all the rest being of China growth. Last year, however, Great Britain took 110 million pounds of India tea and only 34 million pounds of China. Even Ceylon has outstripped the Celestial Empire, having last year contributed 63,000,000 pounds to supply the wants of the tea-drinkers of the United Kingdom. In 1887 Ceylon only sent 10,000,000 pounds. It is said that the Indian tea-growers now look upon China as not even worth being counted a competitor. Ceylon and Assam are the only ones accounted to be classed as such. Behold, how are the mighty fallen! China, once the synonym for tea, not recognised as a competitor in the tea market! China's lowly position in this respect may stimulate her to renewed exertions and the adoption of more modern methods of tea culture; and then she is likely to benefit by the silver crisis. China tea has got a good many friends yet, and there is no telling how much of the lost vantage ground it may regain.

CHATS WITH BUSINESS MEN.

"Say, but the boys are having the laugh on H. C. Fortier, of the Toronto Biscuit Co., these days," said a friend of his and of mine the other day, as he held his sides and burst into a convulsive roar of laughter.

"Well, what is it? Let's know," I queried.

"Well, you know, his city traveller was away on his holidays last week and Mr. Fortier kindly took his place. Fortier is live and energetic. He believes in getting acquainted with his customers, and he thought it would be a good opportunity of doing so. You know he's genial, not by any means a bad looking fellow, and makes lots of friends. Well, as I was going to say," continued my friend as he got back to his moorings, "all went well till he reached a store in The Ward kept by a woman. I won't mention her name. Fortier succeeded in getting an order. She could evidently trust him for that, but when he undertook to collect a small account that was due she drew the line. Shortly afterwards, however, she appeared in person at the office to tender payment. 'You know,' she explained, as everybody within earshot snickered, 'Your traveller called on me, but I didn't like his looks one bit, now, and so I just thought I'd better bring it down myself. Who is he, anyhow? I wonder Mr. Fortier employs such a man!' After she went out a roar of laughter went up that shook the flour dust from the window sills.

During my wanderings a few days ago I ran against a gentleman from New York who is pretty well posted on what is going on in the tea market there. "Do you know what became of the Pingsuey's that failed, because of poorness of quality, to pass inspection in New York recently?" I asked.

"Well, I understood that the tea, some 6,000 packages or over, was to have been sent back to the market of production. They could do nothing else with them. Whether they are gone yet I cannot say. Last Thursday nearly 600 packages of poor stuff was sold in New York to a Montreal man. He wasn't a tea man, however. He was a speculator, and for the life of me I don't see how he's going to clear himself at the price he paid."

I had a brief chat with J. A. Milne of Eby, Blain & Co.'s the other day regarding his recent business trip up the lakes. "The crops on Manitoulin Island," he said in reply to a query of mine, "are looking well and the prospects for fall trade are favorable. You know Manitoulin Island is a great grazing country. Did I find many changes since my last trip? Well, in Gore Bay we found a number of changes. D. I. Miller has moved into a new store. John Mutchmor is occupying Miller's old stand. Jackson Bros. we found in Goodmurphy's old place. F. Jennings, who was out of business for about a year, has again started up. Sandy Irving is also opening up in Gore Bay. On our return to Manitowaning we were sorry to hear of the death of a daughter of A. Nelson, a leading merchant there. She was about 19. There are two new stores and a hotel going up at Manitowaning. "Business at the Soo," added Mr. Milne as he again turned to his samples, "is good, and work on the canal is progressing rapidly." Mr. Milne refused to tell any fish stories. At least he said he hadn't any.

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DRUMMERS AT THE FALLS.

When the drummer drops his grip and turns his attention to pleasure dull care is banished and fun and frolic hold sway. In him are combined to a higher degree than in any other man the shrewdness and perseverance of the business man and the joviality of the man whose brow is unfurrowed by care.

When the drummer works he works and when he plays he plays. Wednesday last was one of his play days. That is, it was for the city Knight of the Grip. It was on that day that was held the annual excursion of the City Travellers' Association of Toronto. It took place at Niagara Falls and Buffalo, although the former was, of course, the greater rendezvous. The route taken was via the Niagara River and Lake Ontario Navigation Co.'s line of steamers to Queens-ton and Lewiston, from the former of which those destined for the Falls took the electric cars, while those booked for Buffalo took the cars at the latter place.

And benignly did the gods smile. Had it been possible for the excursionists to have ordered the weather for the occasion it could not have been more favorable. The lake breezes were just strong enough to be felt and cool enough to be invigorating. In any way you take it—both in point of numbers and in amount of unalloyed pleasure—the excursion was a success. Everybody praised it. Several grocers were noticed with the party, the Retail Grocers' Association being represented, among others, by President Clark, Robert Mills, A. G. Booth, John Butcher, — Sinclair, A. G. Marmion, E. Dewey.

The trip up the Canadian side on the new electric railway was delightful. The ejaculations of surprise and of admiration evidenced that. And it will be remembered as one of the most pleasant features of the outing.

The arrangements that the managing committee had previously made for sight-seeing at reduced rates was taken advantage of, the six or seven hours at the Falls being spent in visiting the many points of interest or in picnicking in the shadey groves that abound in Queen Victoria Park or in mingling with the retail grocers of Hamilton, who were also spending the day at the famous resort.

Nearly every member of the Association lent a helping hand to make the excursion a success, but the honors are of course due to the labors of the gentlemen who composed the managing committee. They were: Robert Maxwell, chairman; F. Galow, treasurer; J. A. McGuane, secretary;

J. Owen, Ben. Dack, A. M. Piper, R. C. Morrison, W. Soper, E. N. Tyrrell, S. G. Martin, J. F. Smyth, C. F. B. Spencer, W. F. Daniels, W. Bremner, A. G. Fleming, J. Mortimer.

Some of the excursionists reached home at 8.30 p.m., while others came over on the later boat. Ghoni's brass and string band accompanied the excursionists and materially assisted to enliven the outing.

HAMILTON GROCERS AT THE FALLS

Successful was the fourth annual excursion of the Hamilton Retail Grocers' Association to Niagara Falls on Wednesday last.

It took four special trains of twelve cars each to carry the excursionists to their destination; and then the cars were crowded. Hamilton grocers came out to "have a time" and they had it. They saw all that was to be seen at the Falls and vicinity, swarmed across to the American side, traversed the new electric railway from Queens-ton to Chippewa, and lolled about beneath the shade of the many trees in Queen Victoria Niagara Falls Park and discussed the tasty contents of their lunch baskets or feasted upon the music dispensed by the far-famed 13th Batt. band of the Ambitious City, which accompanied the excursionists. A local barber who was shaving a Toronto man thus remarked: "There's about eight thousand Hamilton grocers here to-day." That gives an idea how the people of Niagara Falls looked upon the excursion.

When hospitable Hamilton grocers go picnicking they always ask some of their friends. When they get them they look after them, too; and on Wednesday they did not depart from the rule, for an upper room of the old museum building was set apart for this purpose. Mr. Bolinger was master of ceremonies, and when he espied one of the Association's guests he trotted him up to the room and placed at his disposal a luncheon that was a luncheon. Everybody took according to his ability and voted Hamilton grocers right jolly good fellows, which they are.

Much of the success of the picnic is due to the efforts of President Winnifith and to Chairman Adam Ballantine, Secretary N. R. Harvey, and Treasurer Bremner of the committee. It was a tired but highly delighted crowd that got back to the shelter of the Mountain Wednesday night.

The Toronto Retail Grocers' Association have secured the 48th Battalion (Highlander's) band for their annual excursion, which takes place to Niagara Falls Wednesday week. All that is wanted to ensure a repetition of the success that has attended previous picnics of the Association is fine weather.

COCOANUT FROM TREE-TOP, TO TABLE.

Cocoanut, with the exception of rice, is perhaps the greatest of all food products consumed in countries lying 20 degrees north or south of the equator. It is the most delicate, soothing, and health-giving of all food, but containing such a large percentage of fiber (50 per cent.) there are few who can digest it after the nut has become fully ripe, as it always is when shipped to northern climes. This not only applies to the cocoanut in its natural succulent state, but when it is cut and dried, or desiccated, the fiber continues to harden and the natural juices disappear. Manufacturers of disiccated and shredded cocoanut attempt to atone for this by adding glycerine and paraffine. The latter, particularly, is not a food product, and adds greatly to the indigestible character of the woody fiber. To meet all these objections, fiberless cocoanut is now made and condensed to a heavy syrup, canned and sterilized, so as to keep after exposure.

The cocoanuts are ground so as to break the juice cells, and then so manipulated as to discharge the milky fiber of all its flavor, oil and nutriment, presenting a beautiful white cream or true milk of the entire cocoanut, which is condensed, sugared, and finally canned; and notwithstanding the large percentage of fat commonly contained in the cocoanut, it retains the wonderful affinity for water, and is readily dissolved for drinks and all forms of manipulation in cooking and flavoring, creams, candies, pies, cakes, etc. It now is presented as a digestible food product, a boon alike to invalid and healthy persons, and can be employed in many forms of cooking and flavoring heretofore unknown. The invalid who is seeking carbonaceous or fat-producing food, can find every nourishment in the fiberless cocoanut that is sought for in cod liver oil, but more readily assimilated and agreeable to the taste. Millions of people feed on cocoanut in the tropics, and its soothing, heat-dispelling properties are universally acknowledged. The natives of Ceylon, by hand manipulation, milk the grated cocoanut and free it from fiber, but it will not keep, and is not concentrated, and it remained for American ingenuity to bring fiberless cocoanut to its present merchandisable condition. It may be of interest to know that 3,500,000 acres of this earth are planted with cocoanut trees, and the nut is the staple food product of many millions of people in India, China, and the islands of the sea. Ceylon alone has 500,000 acres planted 80 trees to the acre, and South America 1,200,000 acres.—American Grocer.

TEA AND SCIENCE.

It is apparent from the published experience of those interested in the tea industry of Ceylon and India, that there are serious defects in the tea grown in those countries. Some of them are due to wrong processes of manufacture and affect flavor and keeping qualities. These defects are not alluded to where these teas are consumed and where efforts are being made to introduce them. And yet in these defects may be found the reason why American consumers do not take kindly to India and Ceylon tea. An Eastern exchange, in discussing tea and science, says:

"There are many suggestive facts in the short history of tea production in Ceylon for which an expert would be able to assign a cause. In more than one instance, within our own knowledge, qualities that had been lost were afterwards restored, showing that, in those particular cases, the process employed, and not the soils or capabilities of the estate were at fault. Tea is a delicate product, and is easily affected by neglect, for want of a thorough knowledge of the chemistry of the process employed, and is peculiarly in want of scientific examination.

"One defect, common to all Ceylon teas, is that they do not keep. This is a serious disadvantage, and one that will tell against them more hereafter than in the past. Till now the demand for Ceylon tea has been so active that none has had to be kept long unconsumed; but as the production increases, and after the consumption ceases to keep pace with it, its lack of keeping quality will be more and more felt. We have noticed, in some of the latest advices, since the recent run on the lower qualities set in, a preference having been given to China teas in blending, because of their superior keeping qualities. We have several times brought this property of keeping into notice in our columns, and it is now of greater importance than ever it was.

"The problem is not how to impart a new quality which might be a very difficult or impossible matter, but how to fix in our teas those they naturally possess. This is a much simpler problem, of which an expert would probably discover the remedy easily. We have ventured to express the opinion, based on experience with coffee, that the lack of fixity of the aroma of tea is due to too great rapidity in the firing processes. It is in these that the fixing of the properties of the tea consists. Col. Money, in his book on tea, says that the Chinese pan their teas, that is: fire them several times, and not by the short and rapid process used in our factories. He reports that frequent experiments satisfied him that there was no advantage gained by these repeated firings, and he, therefore, does not advise planters to adopt them. It does not appear, however, that he tried the effect of frequent pannings on the keeping qualities of the tea, as this could only be

known by a comparison of teas, made by the two methods a year or more afterwards, and we do not see that he made any such comparison. Possibly, some of our planters may have tried the experiment. Be that as it may, the keeping qualities of Ceylon tea is a great desideratum, and worthy of crucial experiment and consideration.—American Grocer.

BUTTER NOSTRUMS.

During the past seven years the farmers of this country have been tempted to invest in various secret nostrums, which it was claimed would increase the yield of butter.

A sample of genuine dairy butter, which was furnished to the Department of Agriculture, after an analysis was found to contain: Water, 15.92 per cent.; butter fat, 80.53 per cent.; ash, 0.38 per cent.; curd and undetermined, 3.17 per cent. The above represents a fair sample of butter, with the exception of water and curd, which are a little higher than the average. In the premium butters obtained at the Chicago dairy show in 1889, the percentage of moisture varied in ten samples from 8.69 to 11.86 per cent. respectively. On the other hand, the artificial butter, which was prepared with the patent compounds by the Producers' Dairy Company, was also subjected to an analysis by the Government chemist, with the following result: Water, 49.55 per cent.; butter fat, 45.45 per cent.; ash, 1.34 per cent.; curd and undetermined, 3.66 per cent. It would appear from the above that the artificial butter had been made by churning the pure butter with diluted milk. A further practical test was made in the laboratory of the Department, and it was found that with one pound of butter, one pint of milk and about one grain of the butter compound, two pounds of materials could easily be made which resembled very closely a first-class article of butter, except that it was much softer.

It was then suspected that the nostrums contained some emulsifying substance, either of a mineral nature or some organic ferment. The butter compound was subjected to a test and was found to contain 70.48 per cent. of anhydrous sodium sulphate and 29.52 per cent. of organic matter. The latter responded in a perfect manner to a pepsin test; probably part of it was pepsin in a crude form. The compound acting as pepsin gave the product an emulsion which enabled it to incorporate an equal amount of milk in its substance without altering its appearance materially. The gilt-edge butter compound is pink in color, with some organic coloring matter to hide its real nature. The anhydrous sodium sulphate seems to be added simply as a carrying material, and it is not supposed to produce any active effect in the emulsifying process; in fact, pepsin, pancreatin, trypsin and rennet used without anhydrous sodium sulphate produce exactly the same emulsifying effect as the "gilt-

edge" butter compound. By this simple device the unprincipled dealer could easily impose upon customers by furnishing an article that contained less than half of pure butter. The keeping properties, of course, of the emulsion butter is not as great as the unadulterated, but in rapid consumption the fraud would not be detected.

In 1892 the fraud of the gilt-edge compound having been so successful, another firm entered the field. Advertisements appeared in all the agricultural and other papers, and the fraudulent manufacturers of "black pepsin" became so bold that the notice of the Government was called to it. The latter answered innumerable inquiries by answering that "'black pepsin' had essentially the properties ascribed to it, but that its use in all cases must be regarded as a fraud and hence avoided." The sale of such butter is also practically an adulteration of a food product, and should be prohibited by law. In spite of the warning given by the Department of Agriculture, Dairy Commissioners, and at the agricultural experiment stations in each State, a brisk and an increasing trade has been kept up in these substances. The innocent purchaser suffers, and the consumer also is cheated by a product not butter, but a mixture of butter fat with water, casein, milk, sugar and other constituents of milk. The magnitude of these fraudulent practices and the extent to which they have spread throughout the country have been revealed in a startling manner by replies to a circular asking for information on this subject sent to the Boards of Health, members of the Dairy and Pharmaceutical Associations and city officers throughout the country.

An analysis of "black pepsin" was made, as follows: Salt, 83; annatto, 15; rennet and organic matter, 3 per cent. respectively, making the value of a two-ounce box, costing at retail \$2.50, about 3 cents.

The Government chemist publishes a circular which states that the U. S. Salyx Co., of New Concord, Ohio, claim to be sole proprietors of this compound, and at the beginning of the year asserted in a circular that they would expend \$125,000 in advertising during 1893 of three specialties—viz., black pepsin, electrofied silver, and a compound extract of salyx. The former is reputed to be a powder prepared expressly for increasing the yield of butter and cheese. Each box, it is claimed, will make 500 pounds of butter. It retails at \$2.50 per box, \$24 per dozen, ten per cent. off to wholesale and jobbing trade, and three per cent. off for cash in three days.

Prof. H. A. Weber, of Columbus, Ohio, states, "black pepsin consists of salt and coloring matter. The results claimed for the compound could be obtained without their aid." About a year ago a man was convicted and sent to States prison for selling a similar compound. A sample of butter analyzed by an eminent chemist was found to contain: Water, 31.93; fat, 67.30; curd, 0.63, and ash (salt), 0.15.—N. Y. Bulletin.

"It has that people 40-cent. te jumps two

And bec ought to g that there a correct v vet, etc., tween the tea expert value of te impossible one place a fair com to judge c profits. A as to the cost of g brands of comes to l oring ext line of she posted to worth the as the que fied. It i common but only bath brick tracts, sh profit put sale of sta the cost c sale of s etc., and l selves. cents wor the quant Why not, goods?

To kno habits of grocer's t butter, or weigh. It as are no to them only a tri way; th it is the gain of a quantity and, the sion on t there is t more it grocer m teas are price bet which su the groc

Few p ing the i point in ple will butter ju will grun about pr against l Grocer.

A PUZZLED GROCER.

"It has always been a queer thing to me that people who willingly pay 75 cents for 40-cent tea are madder than hops if butter jumps two cents a pound."

And because people are queer the grocer ought to get a good round profit. It is said that there are very few experts who can place a correct value on certain lines of linen, velvet, etc., where quality differs slightly between the various samples. We know that tea experts vary greatly in estimating the value of tea; that consumers find it almost impossible to carry color by the eye from one place to another sufficiently well to make a fair comparison. Because of this inability to judge correctly, grocers should get good profits. As a rule, consumers keep posted as to the value of staples. They know the cost of granulated sugar, of established brands of flour and of butter, but when it comes to tea, coffee, spices, dried fruits, flavoring extracts and the larger portion of the line of shelf goods, they are not well enough posted to judge whether the tea or coffee is worth the price asked or not. Just so long as the quality does not offend, they are satisfied. It is folly to cut prices on articles in common use and which people must have but only in limited amount; for instance, bath brick, stove polish, bluing, flavoring extracts, shoe polish, matches, etc. It is the profit put upon little things which offsets the sale of staples at a profit insufficient to cover the cost of the service. Therefore, push the sale of specialties, knickknacks, shelf goods, etc., and let the staples take care of themselves. There is more profit in selling ten cents worth of rice or prunes than five times the quantity of sugar or the pound of butter. Why not, then, put the effort on the paying goods?

To know the peculiarities, the whims, the habits of the people, is as much a part of the grocer's trade as to know the cost of flour or butter, or to know how to count, measure or weigh. In buying shelf goods or such articles as are not freely used consumers will argue to themselves if the price is high: "It's only a trifle, and I don't use much of it anyway; therefore I will not find fault." And it is these very trifles that determine the net gain of a business. There is only a small quantity of tea used in each family daily, and, therefore, its cost makes little impression on the mind of the housekeeper. Then there is the deep-seated impression that the more it costs the better it is; and this the grocer must turn to his advantage. Fancy teas are of high cost, and as the difference in price between these and good medium teas, which suit nine-tenths of consumers, is great, the grocer can always get a heavy profit.

Few palates are educated up to appreciating the niceties of flavor; and that is also a point in favor of good profits, which the people will pay willingly, while getting mad "if butter jumps two cents per pound." People will grumble about quality before they will about price. A perfect service is a safeguard against fault-finding about cost.—American Grocer.

REMINISCENCES OF A LOBSTER PACKER.

An elderly citizen of Portland, who was one of the first to pack lobsters in Maine, and who began business in 1850, talks very interestingly in regard to the great changes in the business since that early period. In 1850 the lobsters caught in Portland bay and those brought from Friendship and Bristol were sufficient in quantity, but the business grew, and in 1859 the firm established a large plant further down the coast. But comparatively few traps were necessary then, for every day each trap would catch from twenty-five to thirty lobsters, and frequently when it was pulled up three or four great savage fellows, weighing from fifteen to twenty pounds, would be clinging to the outside. Disturbed by the movement of the trap, they had seized it and pugnaciously held on. There was no close time then. They packed lobsters there for seventeen summers, and at the end of that time it almost took twenty-five traps to catch a lobster. They had been packing an average of about 20,000 lobsters a day. All the time they were filling orders from the great firm of Crosse & Blackwell, in London. They sent them annually from ten to twenty thousand dozen cans a year. The English were very fond of the spawn or red roe of lobsters, and one specification was that each can should contain a piece of it. Little girls were employed to remove this from the female lobsters. About seventy-five to one hundred pounds of it were handled daily. Of course, this meant the destruction of possible myriads of lobsters in the future; but the present law is no more effective than the absence of law then. It provides that no female lobsters shall be taken with eggs attached outside, but those with the eggs, or roe, inside are still taken. A law prohibiting the catching of any female lobsters during the proper months (between April and September, perhaps) would alone prevent the rapid annihilation of this delicious shellfish that is going on to-day.

In 1874 the firm was obliged to remove to Nova Scotia in quest of sufficient lobsters. Their was the first, or possibly the second plant on that coast, every little cove of which has now a packing establishment. Then they paid 35 cents for 100 pounds. Now the price is \$1.50. In so far as he knows our informant was the first to stop the cruel and unnecessary practice of thrusting small pegs of wood into the joint of the lobster's claw to prevent their biting each other when placed in the cans. It was fully 20 years ago that he told his men not to "plug" the lobsters that year. They were placed in the car and the trifling injury they did each other was nothing compared to the value of the cans of the meat that had been spoiled by one of those pine plugs being boiled with it. Also the vast time and labor of making the plugs and plugging the lobsters was saved. The

plugs were about an inch and a half long, flat on one side, round on the other and with a sharp point. We learned for the first time, and believe that many who read this will have a similar experience, that lobsters are right and left-handed, so to speak. The two long claws on either side of the head are different. The larger has no sharp teeth on the edges, and is used to hold the prey or food, while the smaller has many sharp teeth and is used to tear the food, held by the larger, and carry the fragments to the mouth. These claws are on right and left sides indiscriminately and apparently with no preference either way, as will be seen by examining any pile of lobsters. Our informant says that few people are aware of this fact, that he has seldom known a retail fish dealer that knew of it, and offered to make the experiment at the nearest fish market. We found that the dealer, though he had handled lobsters for years, had never noticed this peculiarity of their claws. A right-handed lobster would be one whose smaller claw, which does the tearing of food and feeding of the mouth, is on the right side and vice versa.

There is an unusually large catch of lobsters this year; not for many years have the smacks brought so many to this market. Our authority says it is due to the fact that there have been fewer heavy storms along the Nova Scotia coast than for many years. Always during his long experience he has found that more lobsters are caught under such conditions. The more the water is disturbed the more they hide away under the rocks, and vice versa.—Portland Transcript.

SOUTH AFRICA FRUIT TRADE.

The South African fruit season, having come to a close, so far as exports to England are concerned, the trade have made up their statements, and found results very encouraging. The total number of packages shipped was 18,128, yielding an average return of about \$13.50 per package. Grapes were the largest item, 10,896 packages, and peaches next, with 2,428 packages. There were 533 packages of apples, 654 of pears, 481 of apricots, 181 of melons, 2,717 of tomatoes and 206 of quinces. The figures here given are small when compared with the yearly imports of fruits into Great Britain, but representing as they do the early efforts of South African growers to open up a new market for their products, they are of some importance both in volume and in variety. The steamship lines trading between London and the Cape of Good Hope have done much to encourage this trade, making special arrangements in their steamers for carrying the fruit shipments, and it is stated that in no single instance where advantage has been taken of these, have the fruits been landed out of condition. Taken in conjunction with experiences in the Australian fruit shipments, the results prove that delicate fresh fruit can be conveyed in cool chambers a long voyage through the tropics in good condition and with the flavor fully preserved.—N. Y. Bulletin.

A BIG DEAL IN RASPBERRIES.

During next week the first carload of Canadian raspberries will leave Montreal for Boston, being the first shipment on account of some sweeping purchases made recently in Canada on behalf of fruit dealers in New York and Boston. The agent who did the buying for the syndicate of Americans was a well known Bonsecours market dealer and he has had his men out scooping in all the berries he could get during the past fortnight. The result of this heavy purchasing has been that although the receipts of berries at Montreal have been unusually heavy the crops being a large one prices have been kept steady by the prospect of this large quantity of fruit been taken across the lines and so relieving the local pressure. So far as known from 70,000 to 100,000 packages of berries have been contracted for on behalf of the American syndicate, and the ruling price has been 70c. From this it is evident they must want the fruit very badly, for it is the exact figure at which they are jobbing out in an ordinary way to the trade in Montreal. Therefore the Americans must have hopes of a pretty high market at home to induce them to make these large purchases at this comparatively full figure. Most of the buying so far has been done in the St. Jerome district, but they are paying attention to other sections as well.

MORE ABOUT CANNED SALMON.

THE GROCER has from time to time exclusively posted the trade with regard to the phases of the position regarding canned salmon, predicting the possibility of some interesting developments. It seems likely from news to hand this week in Montreal that these developments were likely to follow. All sorts of rumors have been in circulation during the spring and summer with regard to the new pack; first of all there were extremely low offers, and then these were supplemented by the news that the pack was to be restricted, in fact everything was calculated to mix up buyers. Recently, however, news has been received in Montreal which outlines the future situation with a reasonable degree of certainty. This news is that the Indians and half-breeds on whom the British Columbia canners depend for salmon had struck for higher prices for their fish caused considerable excitement among the grocery trade to-day. Advices are that the run in the northern rivers is a pronounced failure. There is a very good run in the Fraser River, but it is about three weeks late. One agent sold about 34 cars early in the season, and the men who bought at that time are considerably elated, as they stand to make considerable money, their contracts being made at \$1.27 per dozen, while it is doubtful if contracts could be made to-day at \$1.50. There is a strong probability, however, that

these orders will not be filled, but that the purchasers will only receive a proportion of their order as there is hardly a doubt now that the packers will not be able to fill them, the lateness of the run and the strike of the catchers being drawbacks which they will not be able to overcome. No talk is now heard about that agreement under which the packers agreed to curtail the pack. All in all, as we have said, the situation promises to be interesting, as we predicted at the time these very low offers were made in the spring and early summer.

"TEA WEIGHTS AND TARES."

DEAR GROCER,—The letter under the above title in last issue is a departure in journalism re the tea trade, in that he is the first, I believe, to point out that wholesale merchants sometimes buy a tea for Ceylon and it turns out an Indian, or vice versa. The reference to tares is important, as showing that many grocers don't know enough to weigh their tea and see that they get it. I suppose the same rule applies to sugar and soap. If not, why not? Your correspondent seems to be a good man to buy tea from, as he appears to claim to give two lbs. more tare than anybody else, though I can't quite defend his leniency when dealing with the man who sells a tea for one kind and it turns out to be another. Your correspondent is something of a humorist. His offer to prove his statements by giving names to THE GROCER privately, recalls the story of the man Mark Twain tells about, who was chased by a buffalo, and that when he climbed a tree for safety the buffalo climbed after him. As some of the boys seemed to hesitate about receiving the statement, he exclaimed, "Now, if some of you boys don't believe that buffalo climbed the tree, here's a piece of the bark!" The young men who get ahead of their customers and then go to the bucket shops with their ill gotten gains, should read his letter carefully and mend their ways while yet there is time. The warning to them should have particular force coming from the source it does, and with his example before them, we fervently trust they will turn them from the narrow way, and enter the broad road that leads to scientific knowledge in tea blending and buying.

D. G. WHITTAKER.

LONDON GROCERS' PICNIC.

The program of the third annual picnic of the Retail Grocers' Association of London, to be held in the Queen's Park, London, July 26th, is out. It reveals that the Association has provided entertainment ad infinitum for the occasion, and a most enjoyable outing is anticipated. These compose the managing committee: W. H. Ferguson, president; John Moule, vice-president; C. J. Wall, treasurer; E. Sutton, secretary. All the London grocers' will close up on the day of the picnic.

BRANDS OF CURRANTS.

Referring to the pretensions made by some currant shippers regarding the importance of securing their brands in order to avoid the inferior grades that "it has been the custom of late years to import into this country," the following extracts from a letter from a well-known shipper savor of sound common sense:

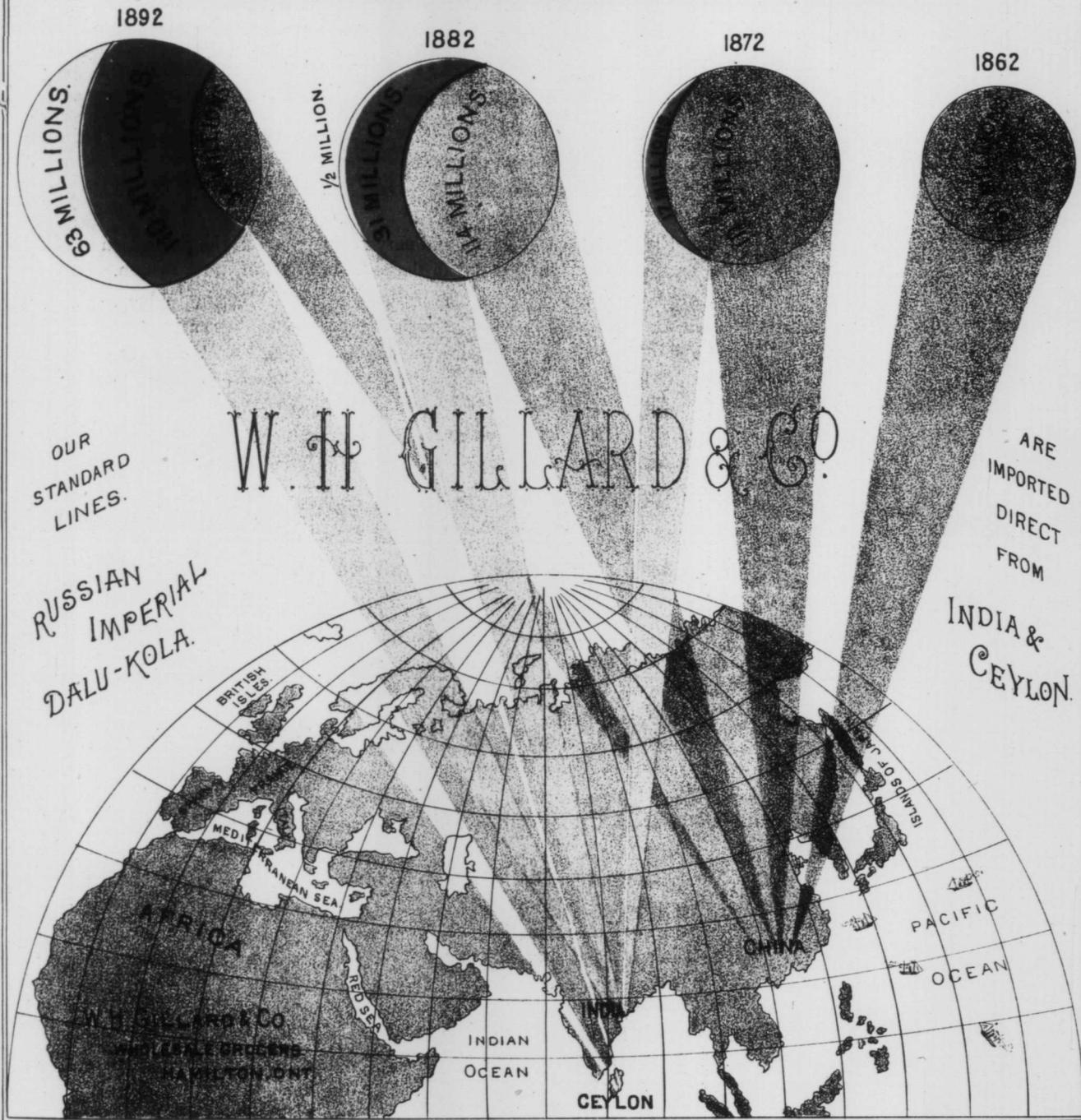
"Currants are not a manufactured article, and no one can make them any better than the atmospheric conditions of each season admit of, and the care and attention of each individual grower to his crop, further allows of. Now each firm established in this trade has endeavored to find out which growers, in each various district, are the most careful and reliable in the cultivation and preparation of their produce, or which (owing to certain favorable conditions of their soil, etc.) are able to show the best quality, and it has been their endeavor always to secure the first refusal of these favorable lots." In this respect the advantage is clearly with those long-established and well-known firms who have acquired the sympathy and esteem of the most desirable growers, by many years of favorable experience and fair dealing, and these make no absurd pretensions to the exclusive advantages possessed by their BRANDS, though they pack some of the best growths, under brands, which by careful selection from year to year, the trade have come to recognize as reliable. The bulk of the crop (provincial) they do not ship under brands. It consists of the growth of many provinces, from the fine production of Campos, Kyparissia, etc., down to the low grades of Calamata and Nisi, and it is a well known fact that the importations of Provincial currants to this country are of a much higher class than those imported to the United States, the standard of which (American staple) is quite unsuited to Canadian requirements. It is absurd to suppose that a fine Provincial currant of good color, etc., that a buyer here concedes to be worth $\frac{1}{4}$ to $\frac{1}{2}$ c. per lb. more than a low grade, can be bought by anyone in Greece at the same price. They are better judges of value than we are, and a grower of fine quality gets his price, on the quality (i. e. what it is worth in excess of a poor sample.) The shipper that has the best facilities, and the most complete connection throughout the growing districts, with the most reliable growers is the only one that can claim any advantages over others in securing reliable qualities.

F. W. Hudson, 50 Front street east Toronto, has been appointed local agent for Sterling soap.

Due entirely to an oversight THE GROCER, in the issue of July 7, failed to give credit to the American Grocer for an article published under the heading, "The Grocer and the Kitchen."

SUPPLEMENT TO THE CANADIAN GROCER.

THE RISE OF INDIAN AND CEYLON TEA, AND THE ECLIPSE OF CHINA TEA.



THE AREA IN EACH CIRCLE REPRESENTS THE QUANTITY OF TEA CONSUMED IN GREAT BRITAIN IN THE YEAR NAMED.

■ RED represents the quantity of Indian Tea used.

□ YELLOW represents the quantity of Ceylon Tea used.

■ BLACK represents the quantity of China Tea used.

The above Diagram, enlarged, is on exhibition at the Indian Court at the WORLD'S FAIR, CHICAGO.

SEE OTHER SIDE

W. H. GILLARD & CO. + Wholesale Grocers + HAMILTON, ONT. + Wholesale Teas +

**“The Cups that Gheer
but Not Inebriate.”**

We direct the attention of the Retail Trade to the Tea chart presented on the foregoing page of the *Grocer*.

THIS Chart exhibits in a striking manner the extraordinary development in the production of India and Ceylon Teas, and the rapid increase in their consumption in Great Britain.

The hold that these TEAS have taken upon the public taste in Great Britain is due to their superior intrinsic merit in parity with China growths. In Canada they are slowly and surely winning their way into popular favor, warranting the prediction, that it is only a question of time when they will as fully supersede China grown Teas in Canada as they have done in the United Kingdom.

To meet the growing demand we have been giving special attention to the importation of India and Ceylon Teas, and we will be pleased to supply samples of the following standard lines :

DALU KOLA,	- -	Price 35 Cents.
IMPERIAL,	- - -	33 Cents.
RUSSIAN,	- - -	30 Cents.

These Teas are packed in 50, 80 and 100 lb. air-tight, metal-lined cases, with hinged lids, and incased in wood. This is far ahead of the lead-lined packages. The Tea keeps better, and especially in retailing, as it is never exposed when not in use. The character and flavor are always maintained, so that buyers can depend on having precisely similar Tea when re-ordering, and save the time and trouble of matching. They are RICH, HEAVY LIQUOR, FULL-BODIED TEAS, and just such lines as thousands of consumers are looking for. The “IMPERIAL” is particularly adapted for alkaline water.

Wherever sold these Teas have given unusual satisfaction, resulting in a steadily increasing trade. We would be pleased if every reader of the *Grocer* not handling them would write us for samples.

PACKAGE TEAS, are claiming a good deal of attention, but, for the reason that there is an extra expense in putting up in $\frac{1}{2}$ and 1 pound lead packages the profit to the merchant is necessarily less provided the same quality of Tea is sold. To meet the popular demand, however, we have secured control for Western Ontario, of the MALLAWALLA ; a blend of pure Indian and Ceylon Teas, rich and delicious in the cup, and a trial with other advertised brands will convince you of its superiority over all package Teas. The MALLAWALLA is packed in $\frac{1}{2}$ and 1 pound lead foil packages, 50 pounds in a case, or in assorted cases of 50 pounds, containing equal weight of $\frac{1}{2}$ and 1 pound. This Tea is sold largely in the United Kingdom and Australia and is the only package Tea offered to Canadian consumers which has stood the critical test of English tea drinkers for upwards of 12 years.

FINE VALUE IN NEW SEASON'S JAPANS.

A splendid range from 12 $\frac{1}{2}$ cents up. We have bargains in YOUNG HYSONS to offer. Prices and samples on application. Correspondence invited and promptly attended to.

Yours truly,

W. H. GILLARD & CO.

**DIAMOND
CRYSTAL
SALT**

HAS won another well-merited victory at the
DUBUQUE CONVENTION.

The best butter in the show was salted with Diamond Crystal Salt.
The best butter made from separator cream was salted with Diamond Crystal Salt.
The best butter made from gathered cream was salted with Diamond Crystal Salt.
Butter which made the highest average score in each class was salted with Diamond Crystal Salt.

This Salt is flaky, has a coarse grain, dissolves just right, and is never found undissolved in butter. It takes less to produce the same result, hence is cheaper.

BUTTER SALT—Packed in 280 lb. bbls., 224 lbs., 56 lb. and 14 lb. bags.

TABLE SALT—In 3 lb. box ; 2½, 5 and 10 lb. bags. ; also in 320 lb. bbls.

For other information address

LUCAS, STEELE & BRISTOL,
HAMILTON, ONT.

Pettijohn's California Breakfast Food

NOURISHING, PALATABLE, DELICATE.

Being made of select and pure Sonora White Wheat freed from hulls, bran and all other foreign substance, the rolled flakes of the true grain are rich in phosphatic matter and nutriment so valuable to the weak and nervous. Makes Porridge, Mush, Griddle Cakes, Pudding or Breakfast Gems. Used with or without Sugar and Milk or Cream. Superior to all other Cereal Foods.

James Turner & Co., Wholesale Grocers, **Hamilton.**

Extra values in New Season's Japan Teas.

Extra values in New Season's Congous.

Extra values in Ceylons and Assams.

Extra values in Dargeelings.

Extra values in Blue Mountain Coffee.

Write us for samples.



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



We are offering **Special Values** in _____

- - Indian Pekoe Souchongs

DIRECT SHIPMENTS UNOPENED IN LONDON.

Packed in half-chests from 18c. to 20c.

.. WRITE FOR SAMPLES ..

STEEL, HAYTER & TO., Toronto

Proprietors of the well-known "MONSOON" Brand, Pure Indian Tea.



[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

British Guiana sends 50,000 pounds of cocoa to the United States every year.

The crop of raspberries is enormous in Muskoka this year and is larger than usual.

The grocery clerks of London, Ont., are agitating the Wednesday afternoon closing.

The raspberry crop of Essex county is reported to be a very large one, and the fruit of an unusually good quality.

The Muskoka and Georgian Bay Navigation Co.'s new steamer Madora made her initial trip from Gravenhurst wharf on Monday week last.

A number of business men and commercial travellers are taking in the World's Fair via Collingwood and the new steamer City of Collingwood. The fare is \$22.

Washington State's hop harvest is expected to be short. The aphids and other insects are doing much mischief in the yards. Spraying is becoming general.

H. Robinson, general merchant, Markham, has sold out to J. W. Selby. He has been in business about 25 years, and his successor was at one time with Sloan & Crowther.

A Montreal despatch says that an American syndicate is buying up all the raspberries they can find. Ten thousand boxes have already been sold at 70 cents per box.

The city of Stratford has sold \$125,000 consolidated debt debentures, bearing interest at 4 1/4 per cent., to G. A. Stinson, of Toronto, at a premium of 1 1/4 per cent and accrued interest.

The losses by fires in Canada and the United States during June aggregated \$16,344,950, according to statistics compiled by N. Y. Bulletin. For the same month a year ago the figures were \$9,265,550.

Crop reports collected by wire from all the leading points in Manitoba and the Territories show that wheat is mostly all headed out, and in an excellent state of advancement. There is plenty of rain and the farmers are in good humor over the excellent prospects.

A French woman may become a doctor, a lawyer, a member of the board of education; she may even be decorated with the cross of the legion of honor, but she may not witness a legal document. She may occupy as high a place

as possible in art, business or commerce, but she cannot possess her own earnings if she is married, and she can neither buy nor sell property without her husband's consent.

The following new post offices were established in Ontario on July 1: Augsburg, North Renfrew; Bronson, North Hastings; Gilead, East Hastings; Rapid River, Algoma; Renwick, Kent; Rosenthan, South Renfrew.

Donald McLennan, jr., left with us last Saturday the finest lot of early potatoes we have seen this season. They were raised by Donald in Mr. R. Westaway's garden, in the valley. They are of the early Ohio variety, the specimens before us are as large as a man's fist.—Guide, Port Hope.

State employment of convicts in road making, which has been tried in New York State, is very generally approved and recommended for adoption as a step towards obtaining better country roads, and also because this occupation will not compete with free labor, as in the case with other prison industries.

The receipts of cattle at Toronto continue heavy, notwithstanding the unsatisfactory state of the markets. For the first six months of this year the cattle entered at the Western Cattle Market were 42,314, against 39,613 for the corresponding period last year. There were 9,286 sheep and 32,732 hogs received up to the end of June.

Mrs. William Ramsay died last week at the family estate, Boland, near Edinburgh, Scotland. Mrs. Ramsay, who resided for many years at Deer Park, was well known in Toronto, Mr. Ramsay being one of the most prosperous wholesale grocers in the city. The deceased lady was the mother of J. Fred. Ramsay, of the Jardine Pure Gold Mfg. Co., whose many friends will sympathize with him for the loss he has sustained.

A despatch from Duluth says: Lake freights from this section are still dropping and have reached the lowest prices known. Wheat is being carried from Duluth to Buffalo at 1 1/4 cents a bushel, or the equivalent of 4 cents a ton on iron ore. Ore has actually been chartered from here at 60 cents to Lake Erie, which nets the vessels only 44. Only the very largest vessels can come out even on these freights, either for ore or wheat, and the smaller vessels are laid up.

Victoria's free imports last month were valued at \$68,000, those dutiable at \$158,558, or together \$226,558, as compared with \$240,144 of the same period last year. Duties collected amounted to \$66,112.57, as against \$69,895.14 of June, 1892, showing a decrease of \$2,782.57. The exports amounted to \$161,005, as against \$111,525 of June, 1892, thus showing a modest increase of \$4,480. Of these last month's exports from

Victoria, \$48,795 consisted of Canadian produce. As Chinese immigration (produced last month a revenue of \$8,017, it is evident that large numbers of Celestials are now entering the Province.—News-Advertiser, Vancouver.

A Board of Trade was successfully organized in Annprior Friday evening. The following officers were elected: President, Claude McLachlin; vice-president, A. T. Hughton; secretary-treasurer, John A. Macdonald. Council—Mayor John Harvey, John Gillies (Braeside), John Gillies (Malloch's Mill), M. Galvin, John Tierney, Wm. Russell, Alex. Menzies, R. J. Tough, A. J. Campbell, Dr. A. Armstrong, Wm. C. McKay, B. V. Stafford and J. D. Lee.

J. S. Larke, the executive commissioner for Canada at the Chicago Exposition, writes to the Minister of Agriculture that he has not yet received full reports of the loss from the fire at the coldstorage building, but he was apprehensive that all the Canadian fruits, roots, cheese, vegetables, ales and wines which were stored in that building for exhibition and competition have been destroyed. Some of the articles lost cannot be restored until towards the fall. In other cases steps will be taken immediately to restore the losses.

The Department of Finance has issued an interim statement of revenue and expenditure for the 12 months ending June 30 last. The revenue for the period in question is given as \$37,183,255, as against \$35,902,028 last year, or an increase of \$1,281,000. The expenditure for the past year is placed at \$30,652,653, as against \$31,267,221, or a decrease of about \$600,000. The nominal surplus at the present time is \$6,530,603 as against \$4,634,807, the amount recorded when the departmental statement was issued 12 months ago.

Complaints have been made by merchants and others throughout Ontario of the alleged inability of their post offices to furnish the new large sized postal cards has elicited the information from the post office department at Ot-

To Grocers - -

Teas of all kinds, repacked into, Half Chests and Catties of all Sizes.

Teas reconstructed, coopered, matted, and caned promptly, and at low prices.

BY _____
BLAIKLOCK BROS.,
17 Common St., MONTREAL.

- - Just Arrived
KEILLER'S MARMALADE

In 1 lb. Pots and 7 lb. Tins.

Shipment of **FINE CEYLONS** In 20 and 25 lb. Boxes.

DAVIDSON & HAY,

36 Yonge Street, TORONTO

TO OUR Business

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

Drop us a card if you have not got yours.

Friends

THE **SNOW DRIFT CO.**
 BRANTFORD.

Apted Bros.

make a
 Specialty of

Fine Book
 and
 Job Printing

54 Yonge St.
 Toronto

THE CANADA MEAT PACKING CO.,

**MONTREAL,
 BEEF AND PORK PACKERS,**

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

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

WRITE FOR QUOTATIONS.

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons. Will not ferment in warm weather.



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

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

A STEADY SELLER.

Keen's Oxford Blue

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

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

tawa that the Government contractor was turning out the new cards with all possible despatch, but the enormous demand all over the Dominion was still ahead of his ability to meet it, while the public refused to purchase the old cards.—Acton Free Press.

The steamer Bonavista, of the Black Diamond line, sailed from Montreal on Friday last for St. John's, Nfld., with 21 head of cattle and 20 sheep, which are being shipped as an experiment. This is the first shipment of Canadian cattle to Newfoundland, and the result will be watched with interest by cattle shippers. The cattle were butchers' stock, weighing on the average 1,150 pounds each, and the sheep averaged 150 pounds each. It will take the Bonavista about six days to reach St. John's, as she will call at several intermediate ports.

"How is it," said a gentleman to a good old Scotch woman, "that your son John, who had so fair a chance when you set him up in business, should have broken down, while you began with nothing at all, and are now well off?" "I will tell ye," she answered. "When we began, my auld man and me, we lived on oat meal and haver bread, and a' things of that sort, but when we began to be weel-to-do we would noo and then have a chicken; but the trouble wi' John and his wife is, that they began wi' the chickens, and now they can hardly get the oatmeal."

Elwood Cooper, the noted horticulturist of California, is reported by the Ventura Observer as saying that he had on fifteen year old trees over 200 pounds of olives to the tree. Bottled, the profits are as follows: Eight and three-fourths pounds to the bottle, say 22 bottles, worth \$1, less 5 per cent., 1,188 bottles, \$1.129. Cost of pickling and preparing, 25 per cent., \$282; net \$847 per acre. According to this, it is stated that olive trees at 15 years old are much more profitable than walnuts, apricots, or probably any other kind of fruit grown in California.

The teacher had the arithmetic class before her, at the head of which was the grocer's boy. "John," she asked, "if a man should buy a barrel of sugar weighing 200 pounds at 3 cents a pound, and sell it at 6 cents a pound, what profit would he make?" John gave the question only a moment's thought. "Seven dollars and a half ma'am," he answered with confidence. "Next," said the teacher promptly. "Hold on," interrupted John; "my answer was right." "It was not," said the teacher with firmness. "Why wasn't it?" insisted John. "Let the next boy answer and you will see." The next boy answered \$6. "That's correct," said the teacher. John looked at the other boy contemptuously. "Maybe it is, in arithmetic," he said, "but it ain't in the grocery business," and as John gave place to the boy below him the teacher heard him mutter something about "extry fer sand."—Detroit Free Press.

SHE DIDN'T CATCH ON.

After the return of the drummer from his travels his young wife explored his grip, with an expectant face. Failing to find that for which she was apparently in search, she turned to him and said:

"Where is the jag?"

"The what?" he asked in astonishment.

"The jag. Mrs. Laces says her husband saw you in Chicago with a lovely jag on. Whatever it is, you are not wearing it, and it isn't in your grip."

"Oh, that's all right I left it at the office. By the way, I saw a handsome spring hat in a milliner's shop down town. If you care, we will go down town and you can look at it, and if you like it you can have it."—New York Press.

STEER STRAIGHT.

"There is only one road to success, and that is in a bee line from where you stand." That saying of a well-known writer upon commercial topics might be classed as one of the axioms of trade. Men follow it and attain success, and then comes the danger, the deviations and disaster. The successful man gains besides money, a supreme confidence in himself. And he has a right to. He has demonstrated that he is the possessor of those qualities which the world has endorsed as the chief requisites of success. His straight steering has brought him to affluence and given him a surplus. That surplus is the reef upon which the successful man is apt to become a wreck.

He seeks to employ it in lines or ventures foreign to the business he has pursued for a life time. The personal equation is largely eliminated when the surplus goes into the Central American Gold Mining Company; the Irreproachable Dish Washing Machine; the Consolidated New Process Refrigerating Company; The Paradise Railway, or other promising corporation or scheme.

His money goes into the control of others, to be used in operations of which he has no technical knowledge. He has a voice as a director or officer, in a line of business of which he is not a master—only a novice. He can be and is misled, deceived, disappointed—often ruined.

We recall X—with \$50,000. He became interested in a patent for making a very merchantable article in twenty-four hours, which ordinarily required days. He pinned his faith and put up his money to back the enterprise. He was told by a shrewder man, that while the process was feasible, the product lacked keeping qualities. He was blind to all objections; went ahead, built a factory, produced the stuff, saw it spoil as predicted, was chagrined over the failure; lost his money, and died broken-hearted.

Recently the newspapers announced the failure of a man trained to a busi-

ness that netted him \$75,000 per year. That would enable him to spend \$25,000 per annum for living, and put away \$50,000 per annum, and thereby add \$750,000 or more to his fortune every ten years. But he was fond of schemes; particularly those controlled by patents, and into them his money poured; they proved so many sink holes, and finally left him high and dry, minus his prestige, business and fortune. Almost every day the newspapers tell a similar story.

A few days since, a manufacturer who started in life with nothing but one superior article, refused \$12,000,000 for his business. He steered straight from the beginning up to the present. Money rolls in upon him in huge volume, and he is solicited to enter innumerable enterprises. Approached to invest in another long established and profitable business he said: "No! I have one inflexible rule. Never to touch any enterprise other than my chosen business. I will not have the care and responsibility of divided interests. My surplus income goes into first-class dividend-paying bonds." That man's only trouble outside of his business is cutting coupons.

It is common rumor on Wall street that one of the richest associations of capitalists in this country has lost money in nearly all of its operations outside of that in which it is legitimately engaged, and which has made some of the greatest fortunes in America. Within a short time they were forced to put up millions er means. Temptation to outside investment. They have been saddled with enterprises that are unproductive and minus a future.

What is true of giants in the business world is equally true of the men of smaller emans. Temptation to outside investment comes to the proprietor of a news stand or peanut vendor, if he has loose money, with the same persistency that it pursues a millionaire.

We have noted retail grocers who have taken an interest in a patent buzz saw, carriage spring, or other notion, and which little side show has withdrawn their attention from business, and led them into annoyance and losses.

The road to success is easy, plain and very straight. From success to disaster is a very inviting road, and many there are travelling thereon. The remedy is to invest surplus money where it brings an income from sources that do not demand personal attention, and call for additional capital. Risks there must be, but keep them as light as possible. To-day there are tens of thousands wishing they had in their main business the dollars they put into outside enterprises.—American Grocer.

Drummer—That was a big order I sent in last week. Have the goods been shipped yet?

Shipping Clerk—Great Scott! Yes. Why they got back here yesterday.

New Season Congous

We are in receipt of mail samples of our first shipments of

These Teas show excellent cup quality and we can assure our friends and the trade generally that it will pay to see samples of these lines before placing orders.

- Moning and
 - Packlum . .
- # Teas

H. P. Eckardt & Co.,

WHOLESALE GROCERS Toronto

**FOR
COOKING
PURPOSES**



STERILIZED.

It makes the most delicious

**PUDDINGS
CUSTARDS
ICE CREAM**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

JAMES TURNER & CO
Hamilton, Ont.

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

We Offer to the Trade :

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

GREENBANK Caustic Soda, in barrels, 98 %.

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

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS Montreal

ARRIVING THIS WEEK:

From the Finest Gardens in Ceylon. . . .

Chests, Choicest Tippy Pekoes.

ALSO

Half Chests, Choicest Pekoe Congous.

Caddies, Choicest Scented Orange Pekoes.

Caddies, Choicest Formosa Oolongs.

REGAN, WHITE & CO. - - - - Montreal

CAVERHILL, HUGHES & CO.

IMPORTERS

AND

WHOLESALE GROCERS

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

MONTREAL

THE SYSTEM OF BUYING.

My article on "Popular Brands," says Jacob Furth in Interstate Grocer, has had the effect of setting grocers to thinking, and has brought out views and expressions of opinion from many who stand high in the estimation of their brother grocers, and who occupy commanding positions in the various trade centres of the country. This much accomplished, I will ask a little more time of the busy grocer to further consider the subject which so much concerns us all, viz., Why is the state of affairs in the grocery business so unsatisfactory and why are our returns so meagre? I take the liberty of suggesting one other reason with my object still continuing to be an effort to get merchants to express themselves, to interchange thoughts, and thus help bring out new ideas, new systems, and a betterment of our condition. In the very nature of our business we are kept so busy attending to details that we frequently overlook the more important duties that attach to our position as business managers. We attend personally to what should be attended to by much cheaper labor, and we fail to take that position in our respective houses which we should take, and which can best be likened to the position of the captain on the bridge. It is in business as elsewhere, the higher we stand the further we can see, the broader is our horizon; the lower the position which we take the more obstructed will be our vision, the less broad will be our ideas, and the less liberal will be our policy. It is true that our business is one of many details which require the personal supervision of proprietors, and much, yes, too much, is expected from them, except when the business is large enough to admit of division



TO YOU IT IS

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

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

into departments, and when competent and experienced men can be employed as department managers. It is therefore but natural that much should be overlooked, and hence an appropriate danger signal may not be considered inappropriate. We frequently attribute all our troubles to our employees, and particularly so to our salesmen, but we do not stop to investigate our own conduct and methods, and to consider whether some at least of our troubles do not originate with us, and whether or not in the most important department of our business, in the office, there is not necessity for the display of more thought and better judgment.

Setting aside for the moment the question of credits and collections, which will furnish subject matter for future consideration, let us examine into our system of buying and carrying stocks. I think I am safe in asserting that as a rule wholesale grocers buy more goods than they need, and carry larger stocks than their capital warrants. The exceptions to this rule will be found to number in their midst the richest houses in the trade, and it has been my experience and observation that the jobbers who buy their canned goods in 50 and 100 case lots, who buy them when they need them, who frequently buy from those jobbers that carry the large stocks, and who are looked down upon with a sort of pity and compassion by the buyers of 5,000 and 10,000 case lots, are those who have money enough to discount their bills, who do not need to look to their banks for accommodation, who sleep soundly in panicky times while the large dealers do the walking and eat the humble pie in the directors' rooms at the various banks. Why is it that jobbers all pitch in at the same time, buy their canned goods either in the beginning or before the opening of the packing season; why, they make bids of five cents per dozen below any price brought to them by the obliging broker when they have not the remotest idea what the goods cost to pack; why is it that they stock up year after year all at the same time; why is it that they try to create a demand for goods that are not needed for six or eight months to come; why they are anxious to relieve the packer of all burdens and all anxieties and assume these burdens for themselves, is beyond my power to comprehend. Has it not occurred to them that if every house in the trade stocks up at the same time that an unnatural competition is created? They rush out to get ahead of their neighbors, to dispose of their early purchases and find out that everybody is as smart as everybody else. That they are similarly situated; that the goods cannot be sold at a reasonable profit when forced on the trade before they are needed. On an advancing market the retailer buys the goods and the

jobber is relieved of his cheap goods and forced to replenish at higher prices, and thus it is that he has no goods on hand when they advance and carries the stock on a level market or when they decline. The smart retailer has the cheap goods, the smart jobber has replenished at the advance. The time spent in unloading such goods could be spent to much better advantage by attending to the ordinary routine business and supplying the trade with what is legitimately needed and what could therefore be sold at fair margin and with a reasonable profit.

Year after year profits are thus sacrificed at the beginning of the packing season; heaven and earth are set in motion to get rid of goods thoughtlessly bought; to crawl out from under them as the phrase goes among the trade, and the same mistakes are made every year, and, following a leader like a herd of mules, we all buy, because one man bought, and we all pay the penalty of our foolishness. Year after year when the packing season draws to a close or is entirely over, the manufacturer appears as a competitor to the jobber that carries a large stock, and forces him to buy again at the decline in order to average up the cost of holdings and nothing short of a drouth or boom can pull the holder out of his difficulties. We all know how much money is made in booms. I venture to say that the greater portion of all the money thus made is made only on paper, and, like the men in Buckram, is more or less a delusion. When the end of the season comes and stocks are cleaned up, there is more money lost on a case of goods carried over than was made on five cases in the early part of the season, and losses are entailed greater than the profit made on the advances. The speculative nature of the grocer seems to be abnormally developed. He differs from the ordinary speculator in having but one string to his bow, while the man in the pit or on the floors of the exchanges has two strings. The ordinary speculator can make as much money on a decline as he can on an advance, but the grocer is always a bull. For him goods must go up to make money, but we all know that they do not always go up, and, consequently when they go down he is frequently and sometimes seriously hurt. The spirit of gambling is abroad in the land and the grocer is no exception. In no one article is our folly better and more frequently illustrated than in the one article of dried fruits. We know in this city, of fruits being sold ahead at a price far above what was deemed fair and prudent by the majority of the trade. Within five weeks after the purchase of these goods the buyers had a loss of fifteen per cent., but this loss would be insignificant, and would be nobody's business but their own, did not offers of this kind have a serious and demoral-

J. F. EBY

HUGH BLAIN



IN LUCK

*Every Merchant
handling*

“Reindeer” brand Condensed

Goods

Condensed Milk

“Coffee and Milk”

WHY?

Because they give better value and satisfaction than any other.

Are you one of the **LUCKY ONES?**



4

OF A KIND.

“ROYAL ARMS” CHEESE, like four of a kind,
is hard to beat.—Do your customers like good
cheese? Sell them Royal Arms.

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



We Have
Adopted



A
Dog's
Head

For our Trade Mark.

Everything sold with
this tag on it will be of
superior quality.

EMPIRE
TOBACCO
Co.

MONTREAL

izing effect on the entire business. The commission merchant holding such contracts can afford to pay more money for the goods than is warranted by existing conditions and the state of the crops, and by doing so sets a precedent and establishes a basis for every grower, dryer and dealer. Everybody tries to get as much money for his product as his neighbor, and the rash act demoralizes a market, retards trade, and does a positive injury to everybody in the business.

It is, of course, an easy matter to reject fruits on a declining market, and perhaps for that reason there may be less risk in buying them, but I am satisfied that no such motives prompted these buyers, and, while they will certainly be entitled to take advantage of every technicality to get out of a bad bargain, there is neither rhyme or reason in making offers on goods of which we do not know the value; when every advantage is on the side of the seller and none on our side. Large stocks entail large carrying charges, and make it necessary to dispose of goods without that regard to profits which sound judgment would indicate. Large stocks mean heavy indebtedness, and when the day of reckoning comes, as it periodically does, when loans are called and prices decline, then comes the wail and the cry, and we look about for causes, and we ask ourselves why it is that the grocery business does not pay. Let us think this matter over; let us talk it over; let us put the blame where it belongs. Let us endeavor to force the manufacturer to carry stocks as his profits justify him in doing so while ours do not. Let them furnish their goods to the jobber as he needs them, and there will be always a legitimate profit for the dealer and less occasion for the grumbling and for cutting prices. Let us remember that we cannot be smarter than our competitors; that they have the same means at their command that we have; that information is to be had even without asking for it; that in addition to the telegraph and the telephone, steam and electricity, we have with us that creation of the industrial age called the broker. It is his business to sell goods, and when the large buyer is filled up, or appears overstocked, he is kind enough to furnish supplies and information to those who buy in smaller quantities, and we find that the battle is not always to the strong, and that the smaller jobber, with his 50 and 100 cases, is a competitor even more dangerous than the largest holder. It is almost always the jobber who buys frequently and constantly, who looks after his stock regularly, that makes the money, and in course of time, of yore, "the stone that the builders rejected" becomes the keystone of the arch, and the houses which were despised and looked down upon by the large

holders of stocks became the leaders, while those who did the large business vanished from the face of the earth, and not a trace of them is left. Every large trade centre furnishes proof of this assertion, and in 25 years that I have been on the street I have seen dozens of such large buyers go out of business and the small ones gradually become larger, and take their places at the front. All this, in my opinion, demonstrates the truth of my assertion that in the buying lies the secret of success and the key to the situation.

A NEW DRYING ESTABLISHMENT.

The fish drying establishment on Liverpool wharf is the scene of activity just now. It is here where Whitman's drying process is in operation. A description of this large building and an explanation of the drying process has already appeared in the Chronicle. A Chronicle reporter paid a visit to this establishment yesterday afternoon. Everything was running in full blast. Forty-five men are employed. The fish are landed on the wharf and carted into the lower storey of the building, where they are washed and heaped. The drying machine is in the top storey and the pressing is done in the second. A ridiculous statement has been made by a city paper to the effect that this establishment is depriving a certain class of people of employment. The case is just the opposite. Formerly the fish were partially dried at the outports and the process completed in Halifax. Now the fish is brought here in the green state and a large number of men find profitable and steady employment in preparing it for shipment. The new process is giving splendid satisfaction. The fish is commanding a higher price and reader market than that cured under the old process and the fishermen are enabled to dispose of their catches without waiting five or six months for their returns. The stock of fish on hand at present is valued at \$25,000. Mr. Whitman is to be congratulated on the success of his venture.

Julius Liebscher and David White are keepers of shops in the same building at No. 235 Delancey street, New York. Liebscher is a shoemaker and White a grocer.

"How are your eggs to-day, neighbor?" asked the shoemaker yesterday, and he took away two.

In a few minutes he returned with a sour face and with the eggs in a glass. They had outlived their usefulness.

"Nice fresh eggs, eh?" he said. "Well, give them back to you for nothing."

The grocer received both glass and eggs full in the face, and the court was subsequently called upon to adjudge.

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LAURENCE GIBB

Provision Merchant,

83 COLBORNE STREET, TORONTO

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

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

THE

Winnipeg Produce and Commission Co. Ltd.

Commission Merchants and
Manufacturers' Agents.

WINNIPEG, - - MANITOBA.

Consignments and Correspondence Solicited.
Good Warehouse Facilities.
Agencies Wanted.

Strang & Co.

WHOLESALE COMMISSION
AND MANUFACTURERS' AGENTS
WINNIPEG, MAN.

Correspondence and Agencies Solicited.
We are open for a first class Canned Goods
Agency.

FOR DAIRY

BUTTER

OR DRESSED

POULTRY

Write or Wire

**PARSONS
PRODUCE CO.**

WINNIPEG—MANITOBA

BUCHANAN & GORDON,

Brokers and Commission Merchants and
Manufacturers' Agents.

WINNIPEG

Representing in Manitoba and the
North-West Territories:

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

Warehouses on C. P. R. Track.

EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.

CORRESPONDENCE SOLICITED.



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

ESTABLISHED 1874.

**JAMES E. BAILLIE
PORK PACKER**

AND WHOLESALE PROVISION MERCHANT
66 Front St. East, Toronto.

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

**WILLIAM RYAN,
PORK PACKER**

Toronto, Ont.

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

PARK, BLACKWELL & CO.

(Limited.)

— SUCCESSORS TO —

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

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

Write for Price List.

W. A. McClean & Co.

OWEN SOUND.

PORK PACKERS

CURERS OF THE

Diamond A Hams

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

Write for Quotations.

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

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

Established 1870. Egg Trade a Specialty.

S. K. MOYER,

Commission Merchant,

76 COLBORNE ST.,
TORONTO.

— DEALER IN: —

Bananas, Pine Apples, California, Messina
and Valencia Oranges, Lemons
dates, Figs, Fresh Fish, etc.

Orders Solicited.

GEORGE McWILLIAM. FRANK EVERIST.

McWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

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

All orders will receive our best attention.

J. CLEGHORN & SON

94 Yonge Street, Toronto.

California Riverside Navels
" Riverside Seedlings Oranges.

Our First Car just arrived, good color, juicy
and sweet, better stock than we have ever had.
Messina Lemons, Figs, Dates, Nuts, Almeria
Grapes, Bananas, Pines, etc., in stock. Full line
Fish and Oysters during Lent.

NOTICE.

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

VANCOUVER, B.C.

Having largely increased their capacity. We ad-
vise all dealers to see their price list before plac-
ing their orders for Jams, Jellies, Canned Fruits,
and Canned Vegetables.

Besides their regular brands of Ground Coffee,
now so favorably known, they quote:

Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "
Their Flavoring Extracts are of the choicest
quality.

McLAREN'S



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

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



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

TORONTO MARKETS.

TORONTO, July 20, 1893.
GROCERIES.

The volume of business this week is probably not so large as a week ago, but it is still of fair proportion notwithstanding. Travellers are sending in good sized orders and the outlook is bright. A deterrent to trade at the moment is the fact that a good many merchants in the country are taking their holidays. Most of the warehouses are short-handed because of much the same thing. There is a little better feeling in teas and people are more disposed to buy. In sugars the situation remains much as before, except it be that the demand is not so brisk. Nothing new or interesting has developed in coffees. Trade is fair in dried fruits and a fair movement is reported in rice. Demand is probably lighter for canned goods, but there is no change as regards price. No complaints are heard regarding payments.

COFFEES.

There is nothing new to note on the local market. In New York the better grades are steady, while the poorer grades are rather easy. The market there is inactive, no one in view of the financial condition being disposed to do business. We quote as before: Rio, 19½ to 21½c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 21 to 22c.; Java, 30 to 32c.; Mocha, 26 to 27c.; Maracaibo, 21 to 23c.

DRIED FRUIT.

There is not a great deal doing in Valencia raisins, and prices are unchanged. Ordinary off-stalk Valencias sells at 4¾ to 5¼c. according to quality and selects at 6¾ to 7c. A good trade is being done in currants at steady prices, good provincials selling at 5½ to 6c., fine Patras at 7½ to 8½c., and Vostizzas at 8 to 9c. There is the usual trade doing in Sultanias at 6¾ to 6¾c. for good, 7¼ to 7¾c. for fine and 8 to 8¾c. for choice. Demand continues limited for prunes at 7½c. for "U's" and "A's," and 8½c. for "B's," in cases. Dates, dull at 5 to 5½c. There is not much stock of figs and the little demand that there is confined to the cooking article.

NUTS.

Quiet and unchanged. We quote:—Brazil nuts 11 to 11½c. a pound; Sicily shelled almonds, 32 to 35c. a pound; unshelled, 16 to 17c.; peanuts, 13 to 14c. for roasted and 11 to 12½c. for green; cocoa nuts, \$5 to \$5.50 per sack; Marbot walnuts 11½ to 12c.; pecans 13½ to 16c.

RICE AND SPICES.

Rice is in fair demand, with more of the finest grades moving than anything else, at about 5½ to 6c.; B is quoted at 3½ to 5¼c. Spices quiet and unchanged, whole ginger being quoted at 20 to 25c.; pure white pepper at 20 to 28c., and pure black at 14 to 16c.

SUGAR.

There has been no material change in the local situation regarding sugar. The volume of business may be scarcely as large as a week ago, but there is still a good movement, although principally in small lots. For granulated 5¼c. is the ruling figure, but the range runs ½c. lower for the Lower Province article; 4½ to 5¼c. is the range for yellows, the latter figure being for an extra bright and the former for a dark sugar.

Willett & Gray's, New York, Sugar Statistical says: The week—Raws unchanged. Refined advanced 1-16c. Receipts, 31,295 tons. Meltings, 12,000 tons. The total stock in all the principal countries, 941,694 tons, against 1,230,443 tons at same date last year. Afloats to the United States from all countries estimated, 50,000 tons, against 70,000 tons last year.

Raws—There has been an almost entire absence of demand during the week, caused by the change of policy on the part of refiners to a hand-to-mouth basis. The first half of the year refiners have worked their houses very full and somewhat beyond the requirements for consumption, thereby carrying all the time a surplus stock of refined, which may be estimated at say 40,000 tons. The wholesale and retail grocers of the country have been placing their business on this hand-to-mouth basis for several weeks past, and have now pretty generally reached it, so that soon there will be very little, if any, invisible stock in this country beyond the usual minimum amount absolutely required in store or in transit. The purchases of raws during the remainder of this campaign will probably be closely limited to the current demand for refiners' product. This demand should be quite large for the next 60 days at least, before the expiration of which time our Congress, which is called together for August 7th, may be in agitation over a tariff on sugar, which will introduce a new element of uncertainty into the business.

Refined—As already said, the country is rapidly approaching a hand to mouth basis of buying, partly, no doubt, because of the financial troubles crowding upon us, and partly because the trade generally have secured good profits thus far this year, which they will not risk so readily on the present advanced basis of values. There is some danger of carrying this conservatism too far on all sides, and with reduced production and delayed purchases, some disappointment may come from delayed shipments, which are already being met on a few grades of softs, of which there are no surplus stocks. The demand of the week has evidently exhausted the consigned stocks of refiners in western cities and has brought largely increased orders to the eastern markets, especially during the last few days. This tends to restore to some extent the nominal parity of difference between raws and refined, and a first small advancement of 1-16c. has been made, to be followed very likely by other advances later, if required by existing conditions. While it is well, perhaps, to keep to a conservative basis of buying, yet no danger of loss is visible from carrying a fair over supply of stock, and it may save some disappointment in the way of deliveries to do so.

SYRUP AND MOLASSES.

Syrups remain quiet and unchanged at from 2c. up. Molasses dull, and the ruling price is 32c. for barrels and 34½c. for half-barrels.

TEA.

There is a little better feeling in teas, people showing more disposition to buy, but values are yet low. Locally the demand is mostly for new Japans. Latest advices from London report the market extremely quiet notwithstanding the arrival of the new crop of Monings, the quality of which is on the whole good. This is particularly noticeable in Ningchows. The price of the new Monings keeps up, but as yet they will not compete with Ceylons.

BUTTER AND CHEESE.

The situation is in sellers' favor, demand being good, prices firm, stocks light and the feeling healthy. Receipts are mostly of store-packed tub, the greater part of which, when sweet, goes out at 17c. The range for this is 16 to 18c. for strictly fine dairy packed, and 15 to 16c. for store-packed mediums mixed in color. Fine dairy crock is selling at 16 to 18c. Farmers' pound rolls are in good demand and plentiful at 17c. Bakers' butter is scarce at 12 to 15c., according to quality. In creamery tubs there is not much required, and we quote 20 to 21c. Pound prints, however, are in good supply and demand is brisk at 22 to 23c.

The cheese market is firm and demand good, with the greater part going out at 9¾c.; the range is from 9½ to 10c.; 9c. is the idea in the country.

COUNTRY PRODUCE.

BEANS—Not much doing and prices remain as before. A medium article can be got at \$1.20, but for good hand-picked beans \$1.40 to \$1.50 is the idea.

DRIED APPLES—Quiet; jobbers are paying 3½ to 4c. and selling, as a rule, at 4½c., although the range is from 4 to 5c. according to quality and size.

EVAPORATED APPLES—Nothing doing and prices are nominal at 8½ to 9c.

EGGS—Receipts are liberal and prices easier at 11½c.

POTATOES—Old are practically out of the market, and they are nominal at 75c. on track; new are lower at \$2.75 to \$3.

HONEY—Quiet and unchanged at 5 to 8c. for extracted dark and white respectively.

POULTRY—Supplies are plentiful and prices are lower at 50 to 65c. for spring chickens and at 50 to 70c. for ducks.

ONIONS—Unchanged, at \$2 to \$2.25 per sack for Egyptian onions and at \$2.25 to \$2.50 per crate for Bermudas.

HOPS—Quiet and Unchanged, at 17 to 18c. for small lots.

HOGS AND PROVISIONS.

In dressed hogs there is not much doing on account of the hot weather; \$7.75 to \$8 is the idea as to prices. A good enquiry is

(Continued on page 30.)

**Sphinx
Prunes**

At Close Prices.

Only a few B's and C's left.

CLEMES BROS.

Phone. 1766

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KENT Pickles . .

Are honestly put up from the best materials procurable. They will benefit your trade, as, where once introduced they will be asked for again.

PACKED ONLY IN
20 oz. Bottles
and 5 gal. Pails.

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.

LYTLE'S PICKLES



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

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

PUT TEXAS BALSAM IN STOCK

The Great Healer for all kinds of wounds on Horses and Cattle. \$3.00 worth only costs you \$1.50. Express prepaid. Cash with order.
C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.

Lakeport

PRESERVING CO.

New Season's Pack **GREEN PEAS** NOW READY

THEY HAVE NO EQUAL.

FACTORIES:
LAKEPORT AND TRENTON, ONT.

CARD'S CELEBRATED
Canadian Tomato Chutnee.

IMPARTS A

Delicious flavor to Hot and Cold Meats, Gravies, Soups, Curries, Etc.

As used on the table of the late Sir John A. Macdonald, (Ernscliff), Albany Club, Queen's Hotel, Walker House, Toronto, etc.

On sale by all Wholesale Grocers.

PREPARED ONLY BY

M. P. CARD,
GUELPH, ONT.

MAPLE PRODUCTS

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

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

Boy Brand
Corn
UNBLEACHED



DAILEY'S

Please try them.

Can be obtained at
all Leading Whole-
sale Houses.

Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.

Boy Brand
Tomatoes



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,



TRADE MARK

DELHI CANNING CO.

CANNED GOODS.

TORONTO.

Like about every branch in the grocery trade canned goods is unmarked by any predominating feature. Taken on the whole the volume of business is of a good average character, although vegetables do not exhibit as much activity as they did. As regards futures, the policy of the jobbers seems to be to refrain from placing orders on this account, and business of this kind is lighter than it has been for years. The demand for tomatoes is rather lighter than it was, but it is with the margin of profits that dissatisfaction is expressed; 85 to 90c. is the idea, and while a few cases might be obtained under the inside figure quoted that is, as a rule, about all. Peas are unchanged, the general run going out at 85 to 90c., with the fancy article selling up to \$1.40. Present season's growth are now being packed. There is a fair movement in corn, and while stocks in this line are lighter than in any other it is likely they will be ample for requirements; 85 to 90c. is the ruling price for ordinary and \$1.25 for fancy. Peaches are not much wanted and stocks are light and prices unchanged, at \$2.10 to \$2.25 for 2's and \$3 to \$3.25 for 3's. Pumpkins are in good demand at 85 to 90c. Plums are in fair demand and unchanged at \$1.45 to \$1.55. There is very little doing in raspberries and prices are unchanged, at \$1.75 to \$2. Apples are scarce, but there is not much doing. We quote as before at \$2 to \$2.25 for gallons and 85c. to \$1 for 3's. Salmon is in good demand for the better brands; \$1.50 seems to be about the lowest figure at which can be got good fish in tall cans. Light stuff can of course be got much cheaper, but no one seems to want it. The best brands of lobster are still in good demand; but other brands are neglected. An inferior article can be got as low as \$1.60, but the idea is \$1.90 to \$2.10 for tall and \$2.50 to \$2.70 for flats. Meats are in fair demand and unchanged in price.

MONTREAL.

So far as local business goes the canned goods market is flat with nothing of importance doing, except in salmon which is very scarce and grades are paying \$1.50 freely for supplies and find them hard to get. We refer to the matter specially elsewhere.

A Pure Soap At Moderate Price.



100 Cakes in Each Box—\$5.00.

The St. Croix Soap Mfg. Co.,

Branches:

St. Stephen, N.B.

MONTREAL: 17 St. Nicholas St.

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

WINNIPEG: E. W. Ashley.

MARKETS—Continued.

reported for barrel pork for the lumbering camps at \$21 for mess and at \$21.50 for short cut. There is a good demand for smoked meats and there is a brisker movement in lard, owing at least to some extent to the higher prices for butter. There have been some carload shipments of green meat to the Coast, 11 3/4 c. being obtained for hams, 9c. for rolls, 11 1/2 c. for breakfast bacon, and 12 3/4 to 13 1/4 c. for lard. Further enquiries from the same direction have been heard for hams.

BACON—Long clear, 10 1/2 to 11c. Smoked backs 12 1/2 c., bellies, 13 1/2 to 14c. rolls 10 1/2 to 10 3/4 c.

HAMS—In good demand and firm at 13 to 13 1/2 c. for smoked.

LARD—Pure Canadian is 13c. in tubs, 13 1/4 c. in pails and 12 3/4 c. in tierces. Compound 10 to 10 1/2 c.

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

DRESSED MEATS—Beef fores are 5 to 5 1/2 c., hindquarters 9 1/2 to 10c., mutton 7 to 9c., lamb 15 to 17c.

GREEN FRUIT.

Trade continues good. There is a brisk movement in lemons, but the season for oranges is about over. The market for bananas is weaker than it has been this season on account of large supplies and a demand none to good. They can now be got as low as 75c. per bunch. Watermelons are selling well, while supplies are not as liberal as a week ago. Raspberries are plentiful and cheap. We quote: Oranges

—Messinas, 1/2 boxes of 80's, \$2.50; 1/2 boxes of 100's, \$2.50 to \$2.75; lemons, \$4.50 to \$5.25; bananas, \$1.50 to \$2; raspberries, 7c to 9c.; cherries 90 to \$1.25 per basket; red currants 65 to 75c. per basket; tomatoes \$1.30 to \$1.40 per crate; cucumbers, 30c per doz.; beans, 75c. to \$1 per bush; gooseberries, 50 to \$1 per basket; cabbage, \$1.75 to \$2.25 per bbl. for Canadian; watermelons, 20 to 30c.; California fruit—Apricots \$2.25; peaches, \$2 to \$2.25.

FISH.

Trade in fish continues good, although the hot weather has compelled fresh water caught fish to drop out. Blue back herring has declined \$1 per hundred. We quote as follows: Fresh sea salmon, 15c.; skinned and boned codfish, 6 1/2 c.; Labrador herring, \$3 per half barrel; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12 1/2 c.; boneless fish, 4c.; boneless cod, 7 to 8c.; blue back herring, \$1 to \$1.50 per hundred; blue pickerel, 4 to 5c. a lb.; yellow ditto, 7 to 8c. a lb.; salmon trout and white fish, 7c.; eels, 6 to 8c. a lb.

SALT.

Sales in salt during the week have been good, this being the busy season with salt dealers. Ruling prices in car lots were barrel salt \$1; coarse, in sacks, 68c.; dairy, \$1.25; Liverpool rock, \$10 per ton.

HIDES, SKINS, TALLOW, WOOL.

HIDES—The market in hides remains weak. Few car lots are being sold at 4 3/4 c. Green is coming in at 4c. for No. 1 and 3c. for No. 2.

SKINS—Calfskins remain much the same. Veal dealers are paying 7c. for selected No. 1. No demand for cured. Lamb skins re-

SYMINGTON'S

C.OFFEE
ESSENCES

. . . UNEQUALLED . . .

ASK FOR THEM

WHOLESALE AGENTS

STANWAY & BAYLEY

. . . TORONTO . . .

HILLS & UNDERWOOD'S
ENGLISH
MALT VINEGAR.

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15010 Sugar.



1302 Mug.



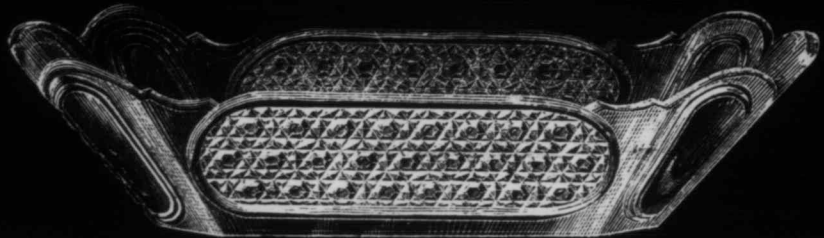
4282 Goblet.



6 in. Brazil Nappy.



15010 Spoon.



7 in. 260 Oblong.

PHYDY I. SMITH PRINTING CO. LITHO CO. PITTSBURGH, PA.

The above cuts represent one of each of the articles in the
Barrel, (no charge for package), containing 120 useful
and can be profitably retailed at 5 and 10 cents each.

TORONTO,
54 & 56 Wellington, St., W.

JAMES A. SMITH
Sole Agent for

— TRY A SAMPLE —

AN EN CENT ASSORTMENT.



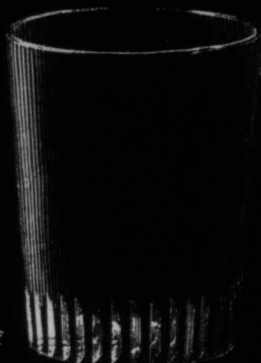
5 in. Magic Jelly.



15010 Cream.



15010 Pickle.

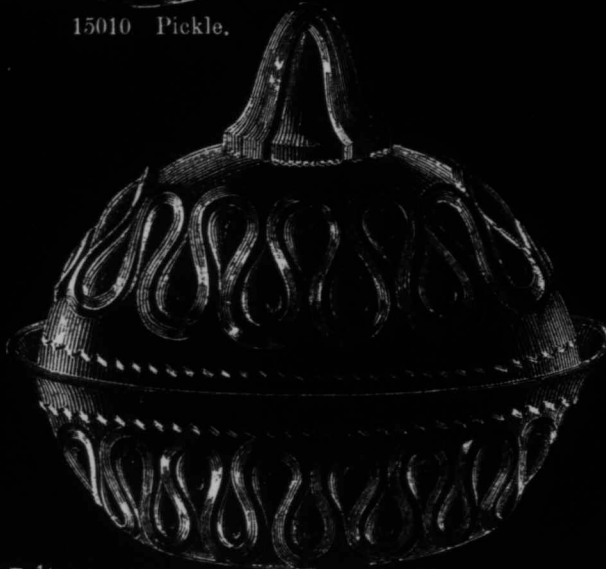


210 Tumbler.

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5 in. Cottage Berry Nappy.



15010 Butter.

SCALE 1/2.

the articles in the Columbian Assortment, packed in a
useful articles only, which cost no more than Toys,
 each. For sale only by

WINNER & CO.

VANCOUVER, B. C.,

for Canada.

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THE PACKAGE.



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RETAIL GROCERS

WILL FIND IT
TO THEIR INTEREST

BRANTFORD STARCHES

The Purest and Best in the Market.

British America Starch Co., Ltd.,

BRANTFORD, ONTARIO.

The Norton Manufacturing Co.

E. P. Breckenridge, President.
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MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

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

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

WOODEN WARE,
WILLOW WARE,
BROOMS, BRUSHES,
PAPER AND TWINE,
GROCERS' SUNDRIES,
ETC., ETC.

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WALTER WOODS & Co.

Manufacturers, Importers,

AND

Wholesale Dealers . . .

74, 76, 78
McNAB ST. Hamilton, Ont.

GRIMBLE'S English Malt Six GOLD Medals VINEGAR

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

GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.

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

W. A. Carson.

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BELLEVILLE CANNING CO.

PACKERS OF THE

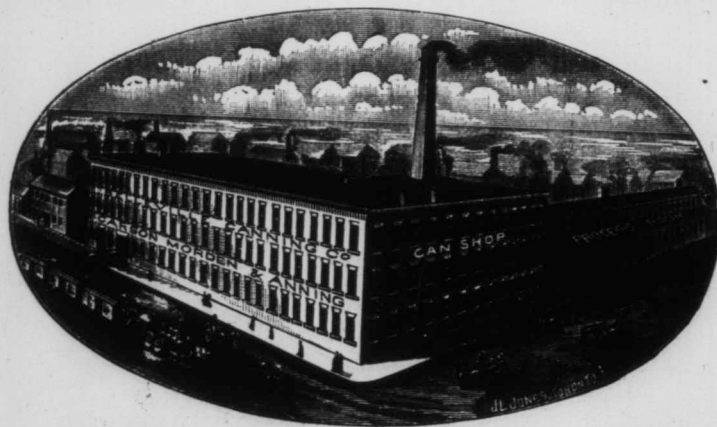
"Queen Brand"

Fruits and Vegetables.

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

.. THE QUEEN BRAND ..

Every Can Guaranteed.



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

MARKETS—Continued

main firm at 40c.; few full grown sheep skins are running at \$1 to \$1.50. Pelts are from 15 to 20c., having dropped 5c. during the week.

WOOL—A few round lots are moving at 17 to 18c. for selected combing. Large dealers say these prices are too high, as they leave no margin of profit to the dealers of domestic wools. United States wools have dropped down to a point that is fairly out, and compares favorably with our domestic wools. As the anticipated change of the United States tariff has already been discounted, farmers and dealers in wool in Canada need not expect any rise in the price of wool by a reduction of duties. Foreign wools are in moderate demand, but not equal to the demand, as factories are running on full time the consumption of wool is large.

TALLOW—The tallow that is being offered is of an inferior quality and difficult to sell, the soap manufacturers not caring to buy country summer-rendered tallow. Several factories have closed down, as they cannot find a market for their productions at prices that will pay, and if this goes on tallow will have to come down. Dealers are paying 5c. for rendered and selling at 5½c.; rough is unchanged at 2c.

PETROLEUM.

The Petroleum Advertiser, in its weekly report, says: We are pleased to note this week a stronger feeling in crude values, and the signs of the times can be seen on our Oil Exchange, for where a good deal of apathy has been displayed for a long time past, one sees now enquiries made for large blocks of oil, with holders displaying an amount of confidence that was not observable a few weeks ago. A continuation of this policy means a hastening of that day of \$1.50 oil which is now dawning. Activity in refined continues very good for the time of year, although shipments have improved for illuminating oils the past week, it can hardly be said that the market has advanced beyond 10c. car lots. The market to-day may really be said to be very sympathetic, each refiner watching the other, and manifesting, as a rule, a desire to await the course of events, and does not launch out into the cutting business, and there seems to be a general desire on the part of manufacturers to decline quotations for future deliveries, except at advanced figures. The disposition among refiners, we are informed, is to hold oil for higher figures for the last half of September, in car lots, but the free offers to dealers of five and ten barrel lots at 10½c. has had the effect to disturb values.

MARKET NOTES.

Musson & Co. have an exceptionally fine line of Rio coffee in stock.

Smith & Keighley are offering fine selected Valencia raisins in 14-lb. boxes.

Eby, Blain & Co. are placing a good many orders for salmon to arrive.

Sloan & Crowther are still showing some fine values in first Young Hysons.

Perkins, Ince & Co. have just received a shipment of their "Sailor Boy" brand of Japan tea.

T. Kinnear & Co. are showing a fine sample of imported Japan rice at a reasonable figure.

Warren Bros. & Boomer are quoting low prices on Valencia raisins for a new lot just to hand.

A London letter to J. L. Watt & Scott, dated July 8, says: "New Kintucks are high. The first cargo was placed on the

market on the 4th inst., and up till now prices paid are good. Common teas will be scarce and dear, 6 1-2d. being now paid here for teas inferior to those selling at 5 3-4d. last July."

T. Kinnear & Co. have just received a shipment of "Scripture" brand, this season's pack. The stock is first class.

The new hand cured cod offered by Lucas, Steele & Bristol is meeting ready sale. Another lot is now on the way.

Sloan & Crowther are in receipt of a shipment of canned sausage, "Cambridge" brand.

The Toronto Salt Works reports the following sales: Four carloads of barrel salt, 4 carloads coarse sack salt, 2 carloads dairy. They are offering Liverpool rock at \$10 per ton.

Gallon canned apples suffer more or less from the general depression in the canned fruit trade. In any event first-class Maine pack was offered at \$2.20 here, while some brands not as popular with discriminating buyers went at about 10c. less.—N.Y. Bulletin.

Advice received by J. L. Watt & Scott from Dem. Schizas, of Patras, under date of July 4, says: "Market quiet, but very little really good serviceable fruit is now left here, and the condition is such that I would recommend to Canadian buyers that they had better await next crop. The new crop, in spite of the appearance of mildew in nearly every district, promises well in quality and quantity, though we have many risks to run until the complete housing, and a reliable estimate of the yield can be well formed."

The position of canned tomatoes is a nice problem, but the indications are that holders of a few hundred cases have the advantage. In any event small orders come along with enough frequency to make it clear that jobbers have no more stock on hand than they can find outlet for at a good margin of profit. By way of illustration, 2 1-2-lb. California stock sold at \$1.27 1-2, against \$1.22 1-2 paid a few days ago, and full standard Eastern pack at less than \$1.40 do not appear in sight.—N.Y. Journal of Commerce.

Initial prices from Denia indicate that Valencia layers can be sold delivered in New York for first half August steamer shipment on a parity with 7c. per lb. duty paid; that by the second direct steamer, which would apparently sail prior to August 25, this season, they can be laid down at nearly 1c. per lb. less than this; so that compared with last season late September shipment is likely to be as low as 5c. The cost of fine off-stalk would be from 3-4 to 1c. per lb. below the price of layers, the fruit being

(Continued on page 24)

FLOUR AND FEED.

TORONTO.

Flour continues dull and unchanged, and mill feed quiet and steady.

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

Car prices are: Toronto freights—Manitoba patents, \$4.00 to \$4.10; Manitoba strong bakers', \$3.70 to \$3.80; Ontario patents, \$3.50 to \$3.60; straight roller, \$2.85 to \$3.10; extra, \$2.65 to \$2.70; low grades per bag, \$1.00 to \$1.25.

MEAL—Oatmeal is \$4.10. to \$4.30 Cornmeal is \$3.25 to \$3.50.

FEED—Bran (ton lots) \$13.00, do (on track) \$11.00 to \$12.00, shorts (ton lots) \$15, ditto (on track) \$12.50 to \$13; mixed feed \$20 to \$22, feeding corn 57 to 58c., oats 39 to 40c. on track.

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

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

MONTREAL.

There is only a small local demand for flour, the market ruling very dull and quiet. Prices are almost nominal. We quote:—Winter wheat, \$3.90 to \$4.10; Manitoba patents, best brands, \$4.10; straight rollers, \$3.15 to \$3.25; extra, \$2.90 to \$3.05; superfine, \$2.60 to \$2.90; Manitoba strong bakers', \$3.65 to \$3.80; Manitoba strong bakers', best brands, \$3.80 to \$3.90.

LAWSON BROS. Manufacturers of . . .

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

The Best Goods in the Dominion.

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

X. L. C. R. SOAP

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

Has no equal in the market.

L. E. LAWSON,

261 King St. West - - TORONTO, ONT.

ENOCH MORGAN'S SONS'



SAPOLIO

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

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

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

EMIL POLIWKA & CO., Selling Agents

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

Important Announcement

Please take notice that the price of

SAPOLIO

In ¼ and ½ Gross Boxes

The Western Milling Company
(Limited.)

REGINA, ASSA.

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

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

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

Correspondence Solicited.

OATMEAL

Dominion Mills,
LONDON.
Excelsior Mills,
MITCHELL.

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

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots

WALTER THOMSON, London and Mitchell.

Embros
Oatmeal
Mills

D. R. ROSS, - - - EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

R. & T. WATSON, Manufacturing Confectioners,

IF 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.

Established in Paris, 1770. 40 Prize Medals

THREE LEADING FACTORIES—

Paris, London, Strasbourg

Compagnie
Francaise

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

SUPERIOR CHOCOLATE
(Yellow Wrapper.)

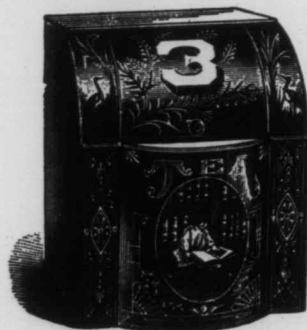
PURE COCOA POWDER,
½-lb. and 1-lb. Tins.

CHOCOLATE WAFERS,
A delicious eating Chocolate.

HIGH LIFE BONBONS,
The most tasteful Dessert Sweetmeat.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

AGENTS FOR CANADA:—
C. E. COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N. B., and Montreal.



WE MAKE THE
FINEST TEA CADDIES IN CANADA

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

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

TRY THIS PLAN FOR INCREASING SALES.

Write our nearest house for Prices and Catalogue.

THE McCLARY M'FG COMPANY

London. Toronto Montreal. Winnipeg.

WILLIAM ARCHER, Carpenter and Store Fitter
VALUATOR,

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

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

COWAN'S
COCOAS AND
CHOCOLATES

Are Standard, and sold by
all grocers.

SAFE WANTED

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

shipped in boxes of 28 lbs. each. The Denia crop is said to be from 30 days to six weeks in advance of that of last season.—N.Y. Journal of Commerce.

Recent London market reports on tea state that this season's new make Congous are very difficult to move, and prices are low, and offer capital value against other kinds of tea in half-chests. There is really no demand for China tea, and sales are of the most retail character; buyers are waiting for the new season's, but the trade are taking Ceylons freely. A drought is reported in India, and this, together with the forced enhanced value of the rupee, it is thought, favor the demand for both China and Ceylon tea, as the latter will be able to lay it down at a lower cost.—N.Y. Journal of Commerce.

Attention is directed to the delicious pickles and sauce advertised by W. H. Gillard & Co., of Hamilton. These goods are English made and unsurpassed by any similar goods now on the market. W. H. Gillard & Co. are sole agents for Western Ontario, and the trade would do well to try them.

Moffatt & Heath's Tea Circular says: During the past month the general market has been very quiet, and the amount of business passing, small, even for this season of the year. The Moyune, with the first cargo of tea from Hankow docked early on the morning of the 4th, and up to the date of this some 4,500 packages have changed hands at prices ranging from 53-4d. to 1s. 11d., the trade shows less interest in the teas than usual, and, with the exception of Ning-chows, we consider it an inferior crop to that of last season. The imports of the month for London are 9,055,000 lbs., as against 8,410,000 lbs. last year. The deliveries for London are 18,618,000 lbs., against 17,523,000 lbs. last year. The stock in London on June 30th was 54,842,000 lbs., against 59,170,000 lbs. last year.

Farmers as a rule are very careless as to the quality of salt used for butter making, and are not very often enlightened by the grocers. The analysis of Diamond Crystal Salt show it to contain 99.698 per cent. of pure salt. If this were used instead of common goods butter results would show to better advantage.

Wright & Copp have just issued a neat little circular setting forth the quality of McLaren's Imperial Cheese, Snider's Home-Made Catsup and Pettijohn's California Breakfast Food, for which they are agents. They announce that they have decided to substitute a brown stone jar for the glass jar that now holds McLaren's Imperial Cheese, it having been found that the latter attracts the heat.

A splendid illustration of the stride made in the consumption of Indian and Ceylon teas will be found in W. H. Gillard & Co.'s advertisement on another page. The chart will no doubt prove interesting to thoughtful merchants, and W. H. Gillard & Co. are to be congratulated on the novel method used of conveying the figures up to date. The firm have been paying special attention to this branch of the trade, and their suggestion to merchants to write for samples, if acted upon, will prove mutually advantageous. Their standard lines have made many friends wherever introduced, and it has proved a most satisfactory and money-making investment to the many hundreds of merchants now using them.

MONTREAL MARKETS.

MONTREAL, July 20, 1893.

GROCERIES.

The grocery market as a whole has been a quiet one, but there has been a fair movement in sugar, and this has gone to preserve the week from absolute dullness. Values all round continue steady, and in some lines, for instance, canned salmon, there are indications that prices may go higher, as the news from the coast is bullish in its tenor. Tea keeps very quiet. Coffee is firm at full former prices, and spices are generally steady under a fair volume of business. Syrups and molasses are quiet, and in dried fruit there is little business to note for the reason that practically all the fruit in first hands has been cleaned up here, which tends to quietness in a wholesale way. Payments rule much the same, but the extreme tightness of money is causing some uneasiness, although it has not had any appreciable effect in regular business circles as yet.

SUGAR.

The sugar market generally, speaking is quiet. London cables were rather easier at the close of last week, but it has had no effect on the spot market. As to the actual movement on spot there has been a somewhat improved enquiry, granulated leaving the refineries in good round quantities at 5 1-2c. and yellows 4 1-2 to 5 1-4c. as to grade.

SYRUPS AND MOLASSES.

There is little or nothing doing in syrups and molasses also is quiet at unchanged prices. For the former 2 to 2 1-2c. has represented the basis for business in Canadian, and 33 to 34c. the regular combine price for the latter, but outside lots are still offering here for less money.

TEA.

A little more activity has been noted in the tea trade, medium grade Japans worth about 18c. being in very fair demand. In blacks and greens the volume of business is limited. We quote as follows: Common Japans, 11 to 13c.; medium, 15 to 17c.; fine, 18 to 21c., and finest, 24 to 30c.

COFFEE AND SPICES.

The coffee market continues firm, and business has transpired during the week at steady prices. Round lots of Maracaibo sold at 21 to 21 1-2c., which shows this plainly. We quote: Jamaica, 19 to 20c.; Maracaibo, 21 to 22c.; Rio, 19 to 21c.; Java, 24 to 28c., and Mocha, 25 to 28c., these prices being for straight lots only, small quantities calling for an advance.

Spices remain steady and unchanged. We quote common Jamaica ginger 16 to 18c.; finer grades, 20 to 23c.; black pepper, 8 to 9c.; pimento, 6 1-2c., and nutmegs, 50 to 52 1-2c. and \$1.

RICE.

The local market continues steady. We quote: Ordinary, \$3.85 to \$4; Japans, \$4 to \$4.50; Patnas and Carolinas, \$4.50 to \$6.50.

DRIED FRUIT.

There has been a steady jobbing demand for dried raisins sufficient to clear out practically all the stock remaining here in first hands. Off-stalk Valencias have moved at 3 to 3 1-2c. for fair to good sound fruit. Advices from Denia to brokers here state that the prospects for new crop are encouraging.

In currants business has been quiet. The tenor of advices tend to strength

with regard to new crop, but there is no change here, and we quote 5 to 6c., as to quality and quantity.

GREEN FRUIT.

There has been a good business in lemons and oranges at steady prices. We quote the former \$3 to \$4, and the latter \$2.50 to \$5 per package.

Raspberries are in liberal receipt, but there has been a good American as well as local demand. We quote 70c. to \$1. Other fruits are precisely the same, bananas, etc., showing no special change.

BEANS.

The market rules quiet, and we quote hand picked, \$1.40 to \$1.45; ordinary, \$1.25 to \$1.30, and inferior, 95c. to \$1.10.

PROVISIONS.

The provision market is steady but dull. We quote: Canadian short cut, per barrel, \$21 to \$22; mess pork, Western, new, per bbl., \$22.50 to \$23; hams, city cured, per lb., 12 to 13 1-4c.; lard, Canadian, in pails, 11 to 12c.; bacon, per lb., 11 1-2 to 12 1-4c.; lard, common refined, per lb., 9 1-2 to 10c.

EGGS.

The egg market holds steady at 11 to 11 1-2c. The demand is fairly good, being about equal to the supply. Dealers say that prices are too high to ship, and as there is no prospect of any decline the exports from Montreal will likely be small.

BUTTER.

Butter this week does not furnish anything special. The tone is steady, with buyers and sellers somewhat apart. Creamery, 20 1-2 to 21c.; townships, 18 to 18 1-2c.; Western dairy, 15 1-2 to 16c.

CHEESE.

The cheese market is steady, the secret purchasing in the country showing plainly that some cheese is wanted here for this week's steamers, as we intimated last week. Finest Ontario colored, 9 1-8 to 9 1-4c.; finest Ontario white, 9 to 9 1-8c.; finest Townships, 8 7-8 to 9c.; finest French colored, 8 7-8 to 9c.; finest French white, 8 3-4 to 8 7-8c.; under grades, 8 1-2 to 8 5-8c.; cable, white, 45s. 6d.; cable, colored, 46s. 6d.

MONTREAL TRADE NOTES.

American buyers have taken something like \$7,000 to \$10,000 worth of raspberries off this market since last Wednesday.

New Japans are being offered here at 16 1-2 to 23c. as to grade, but sell very slowly.

Brazil advices on coffee to brokers here are very bullish, and are having their effect on holders of coffee on this market.

Outsiders are still quoting low prices for Barbadoes molasses, but the combine stoutly stick to their basis of 33 to 34c.

The anticipation is that all the salmon on the coast would be wanted this year, no matter if the run is going to be large or not, and from information which we publish elsewhere it does not look as if it was.

Burman advices are very strong on rice, and the acute stage which matters in Siam have reached is likely to accentuate the feeling of firmness among growers in that country.

Some round orders of Menier's chocolate have been sent west during the week.

Messrs. Caverhill, Hughes & Co. have received their first consignment of Linton's celebrated London teas. THE GRO-

JAMES A. SKINNER & CO.

Toronto and Vancouver.

IMPORTERS OF

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

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

SPECIAL ATTRACTIONS IN
LAMPS AND FANCY GOODS.

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

-GREAT VALUE.

ESTABLISHED 1851.

WE OFFER

.. TOMATOES ..

in 3 lb. Tins

Quality Guaranteed,
at **80c.** per doz.

N. QUINTAL & FILS,

WHOLESALE GROCERS,

274 St. Saul Street, Montreal.

SHOULDERS - -

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

WRITE FOR QUOTATIONS.

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

J. W. LANG & CO.

Tea, Sugar .
Syrup . . .
Canned Goods

Wholesale Grocers,

59, 61, 63 Front Street East
TORONTO

Seasonable Goods

Canned Salmon—"Brittania" talls and "Clover Leaf" flats, also full lines of Aylmer Canning Co's Meats, Chicken, Turkey, Duck, Lunch Tongue and Pigs Feet.

SLOAN & CROWTHER,

WHOLESALE GROCERS,

19 Front St. E., Toronto.

VALENCIAS

We were selling two months at the So-Called special prices of to-day. We are still offering choice layers and prime off-stalk lower than any house in the trade.

WARREN BROS. & BOOMER,

35 and 37
Front St. East, TORONTO

WE ARE OFFERING—

Selected Valencias

In 14 lb. Boxes.

Very Fine Quality.

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



May 29th, 1893.

**Smith and
Keighley**

9 Front St. E., Toronto.

JUST TO HAND.

Samples of

**NEW SEASON'S
Moning
Congous**



PERKINS, INCE & Co.,
41-43 Front Street East, Toronto.

JOHN BURGESS & SON

SAUCE

AND

PICKLE

MANUFACTURERS,

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

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

Lord Byron's "Beppo," VIII.

SEELY'S Flavoring Extracts



have stood critical tests for 31 years

Their—

**Purity, Strength
and Rich Flavor**

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

The most attractive line
in the market.

Send for our Illustrated
Price List.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

Victoria Tea.

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

T. KINNEAR & CO.,

WHOLESALE GROCERS,

49 Front St. E., TORONTO.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

CER noted the other week that this firm had been appointed the Eastern Canadian agents for these goods.

Mr. David Brown, the Canadian manager of Tetley's teas, is at present down East, and reports business in packet teas in the Maritime Provinces very good.

Mr. Rose, of Rose & Laflamme, who is at present in England, is expected back at the end of the month. The firm will handle a complete line of grocery specialties.

Messrs. L. Chaput, Fils, & Co. report some good orders for molasses from the Three Rivers district at the regular full prices.

PERSONAL MENTION.

Wm. Ross, Port Perry left for the World's Fair on Saturday.

J. F. Eoy, of Eby, Blain & Co., is holidaying around Penetang, Midland, etc.

Robert Hopper, of Claremont, has returned from the World's Fair. He reports having had a good time.

R. T. Macdonald, of Eby, Blain & Co.'s, is spending his vacation at Windermere, Lake Rosseau.

W. J. Reid, crockery and glassware, London, is in England purchasing supplies for his house.

C. F. Fairbairn, of the Imperial Extract Co., whose leg was fractured during the Ontario Jockey Club's race meeting in May, is doing nicely.

Elder Boddy, of J. S. Boddy & Bros., of Bradford, is taking his holidays on Lake Simcoe, making his headquarters at Big Bay Point. He has the use of his brother-in-law's (J. McL. Stevens) steam yacht.

W. Dallas, New York, representing Mourylan, Heilmann & Co., is in the city showing Japan teas. He talks steady on the market in the States and Canada, and says the situation is better than for years. There are very few old low grades in New York, and in Canada he finds they are pretty well cleaned up between Quebec and Toronto, both cities included. The demand has been quieter than usual, or there would have been a thoroughly bare market when new teas came. The Canadian trade is more active than it was. He looks for a steady market throughout the year. Some houses say there is a shortage of 25 per cent., but he doubts that it will be as great. The first crop was 3,000,000 lbs. short.

FREE EXCURSION.

The Sterling Soap Co., St. John, N. B., have arranged to give a free excursion to the citizens of Toronto, as an advertisement for their soap, on July 28th to Wilson, N. Y., by steamer Garden City. W. J. Forrestall, the Ontario manager, has the matter in hand and is sparing no pains to make it the best excursion of any kind that has left Toronto his season. Every retailer handling this soap will receive an invitation for himself and family and also for a limited number of customers only, as they do not wish to take more than will comfortably fill the boat. A special orchestra of professional musicians will accompany the excursion.

ADVERTISING SAWS.

Don't think that because you put your money into print you're bound to get it back. Much depends on the print and where it is printed.

"What may words say, and what may words not say." In advertising it's not so much what they say as how they're said.

Everybody's willing to give a prospective advertiser some good advice, but will ever any of them take their own medicine when it comes to spending their own money?

Catching the eye in the show window doesn't always sell the goods. A smart talker is wanted inside to clinch the sale. Apply this to an advertisement.—Business.

SUGAR AFFAIRS IN CUBA.

A statement issued recently by Senor Joaquin Guma, of the well-known crop statistician, shows that to June 30, this year, the exports of sugar from the Island of Cuba amounted to 3,901,752 bags and 13,465 hogsheads, a total of 549,292 tons, against 4,669,647 bags and 31,565 hogsheads, or 668,087 tons for the corresponding period last year. The stock on hand on June 30 amounted to 1,440,900 bags and 657 hogsheads, or 199,865 tons, while on the corresponding date last year there were on hand 1,786,607 bags and 6,172 hogsheads, equal to 251,524 tons. These totals, with the amounts taken for local consumption added and the stock of old sugar on hand January 1 deducted, show the receipts for the first six months of 1892 and 1893 to have been respectively 924,666 and 769,657 tons.

During June of the current year the average prices of sugar as compared with those paid during the corresponding month 1892 were as follows:

	1893.	1892.
Centrifugal, in bags...	4.42	3.14 1-20
Molasses sugar, in bags	3.40 13-20	2.23 3-10
Muscovado, in hhds...	3.26	2.13 1-2

The Havana Weekly says: The weather keeps propitious, cane is doing well, and the appearance of the fields continues improving. Despite the overwhelming taxes imposed on sugar in the new budgets, planters and tenants expect to obtain remunerative results next year, and whilst the former improve and

increase their means of production, the latter bestow their best attention upon the cane, whose culture has been increased to a considerable extent during the past month. Though it was reported at first that the abandonment of the old fields and the reluctance of growers to place new ones under cultivation would certainly cause the next crop to be a very small one, stimulated by the liberal offers planters made them, tenants changed their minds, and if we are to judge from the extension given to cane culture and the care bestowed upon the fields, it is likely that production next year will exceed the past one.

CAUSE OF THE SHORT WEIGHT.

There is a little story going the rounds, says an exchange, which does not help to raise one's estimate of human nature. A certain baker, in business in a small town, obtained his supply of butter from a farmer in the neighborhood. One day he discovered that the rolls, which were supposed to weigh three pounds each, were not up to the standard, and further examination revealed a steady diminution. At last the baker lodged a formal complaint against the farmer, and the affair was brought before the court. "Have you any scales?" enquired the magistrate. "Yes," was the reply. "And have you any weights?" continued the judge. An answer this time in the negative was given. "But how did you manage to weigh your butter?" asked the magistrate. Then the farmer related that ever since the baker had taken his butter he had returned the compliment by buying his bread. The baker supplied him with three-pound loaves, and he used them as weights for his butter. "It is his fault, not mine, if the weight is not correct," added the farmer, who was speedily acquitted and left the court in triumph with an escort of friends.

Grocer (meeting friend on street)—I thought you said you would mail me that five dollar bill you owed me.

Creditor—I did mean to, but when I went to the post office I found this placard on the walls: "Post no bills."

EPPS'S COCOA

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

C. E. Colson, Montreal

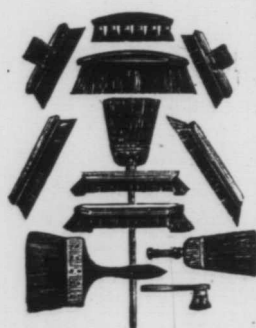
The Windsor Patent Brush Co. Ltd.

WINDSOR, ONT.

Make a Full Line of Saleable

BRUSHES, WHISKS AND BROOMS

For the General Trade.



A . . .
 Few . . .
 Reasons
 Why . . .



Spanish Blacking

EXCELS ALL OTHERS

- It contains more oil and keeps the leather softer and more pliable than any other.
- It gives a beautiful bright polish, and holds the polish longer than any other.
- It does not burn or injure the leather.
- It gives a quicker polish than any other.
- It resists dampness from the foot.
- It does not rub off on the clothing.
- It is the handsomest put up blacking in the world.
- It will never get hard or dry up, it will keep for years in any climate.
- It is altogether the best polishing blacking made or sold in Canada, and we challenge the makers of the world to produce a blacking to equal it.

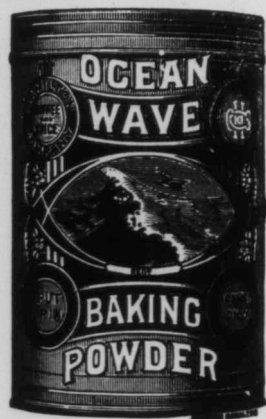
The F. F. Dalley Co.
 of Hamilton, Limited.

WELL, YES, You can sell . . .

ADAM'S TUTTI FRUTTI GUMS

Quicker and make more profit on them in the end by a long way than you can on all others put together.

ADAMS & SONS CO.,
 11 and 13 Jarvis St.
 Toronto, Ont.



You Can't Beat It

Sold only in Cans by the Live
 Wholesale and Retail
 Trade

and Manufactured by

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

Lightbound, Ralston & Co.

Wholesale Grocers,

MONTREAL

HEADQUARTERS FOR

TEAS OF ALL KINDS

Japans,
 Young Hysons,

Congous,
 Ceylons,

Assams,
 Dargeelings.

Canned Goods

PROPRIETORS OF THE JUSTLY CELEBRATED
"Empress Queen Brand"

Canned Vegetables, Salmon, Lobsters, Etc.

DRY GOODS.

MONTREAL MARKET.

The chief topic of conversation in dry goods circles during the past week has been the subject of dating a long way ahead and the cutting of prices. Conservative merchants all agree that every means should be adopted to do away with both these ruinous practices, and they announce that they are prepared to back up to the full extent of their ability any steps decided upon with that end in view.

Regarding business during the past week orders from travellers have been quite satisfactory, and already several houses have been compelled to forward repeat orders for several lines of staple fall goods. This is considered a very encouraging sign, and those who have been affected this way feel correspondingly happy. The lines running in most demand have been cashmeres, skirtings, jaquards, and ladies' cloakings.

Payments have ruled fair, and in several cases improvement is reported in this connection. It is the fervent wish of everyone that this change for the better will not be a flash in the pan, but be of sufficient duration to make itself felt in an appreciable way.

The wholesale millinery men have been conferring with the railway people regarding reduced rates to the fall millinery openings. The latter have announced their decision to allow reduced fares on the 25th, 26th and 27th August, good to return until the 11th September. These fares will apply only to points in the territory west of Kingston and Sharbot Lake and do not apply to the district east. For this reason they are not satisfactory at all to many of the houses. In fact some of them hold that the concession means practically nothing, for their customers up there will not come into town, but will do their business through the travellers. Besides, the large bulk of the patrons of two or three of the houses lie east of Kingston, and it is these that they want to convenience, but the railways don't seem disposed to do so. The exact reduction has not been made public yet.

Coverhill & Kissonck are giving their warehouse an extensive and complete overhauling. A convenience that will be decidedly welcome is an electric passenger elevator which is now in running order.

Brophy, Cains & Co. are receiving skirtings in silk stripes and moire effects, also meltons in single and double widths.

Gault Bros. have been receiving recently some extensive repeat orders of cashmeres in popular shades. Bright colors seem to be taking very well.

Jas. Johnston & Co. are receiving some handsome lines of velveteens. They report good orders from their travellers for meltons, etc.

Some handsome Moreens in bright and natural colors were received by Greenshields,

Son & Co. They are in good demand for skirtings. The same firm were turning some fine lines of laces into stock also.

TORONTO MARKET.

Sorting trade has dwindled down to very small proportions. The exodus from the city to the pleasure resorts has made the buying by city retailers very meagre and half-hearted. All the trade that is being done on present account is being done at a loss, but clearances must be made.

Fall shipments are going on and large quantities of goods are being moved every day. Reports from travellers show that trade promises to be fully up to the average, although buyers are very cautious and no remarkable sales are being made. The tone of the trade is very fair considering everything, and complaints are conspicuous by their absence.

Gordon, Mackay & Co. opened this week a quantity of manufacturers' sample Cashmere hose and half-hose, bought at job prices.

John Macdonald & Co. are cleaning out the balance of their cotton neckwear, also balances of summer underwear and top-shirts.

For the sorting trade Wyld, Grasett & Darling have a line of ribbed cotton vests, laced front, short sleeve. They are scarce goods.

Gordon, Mackay & Co. show a novelty in 36-inch printed flannelette skirting of German manufacture. This line is finding ready sale and is likely to be popular.

Caldecott, Burton & Spence are showing special value in estamine and diagonal serges suitable for travel and boating wear. Blacks are in stronger demand than usual.

W. R. Brock & Co. are reducing the prices of the balance of their stock of ladies' blouses. Buyers in need of this class of goods can secure samples and quotations on application.

Caldecott, Burton & Spence report that their fall stock in the gloves, hosiery and underwear department will be complete next week. They will thus be fully prepared for all visiting buyers.

Gordon, Mackay & Co. report unprecedented success in their dry goods department, orders for the coming season being the largest and most satisfactory they have ever booked.

Wyld, Grasett & Darling show new styles in ladies' waterproof coaks. In Marguerite and Olympia shapes they show a large number of new patterns. They also show special values in plain and ribbed cashmere hosiery for the fall trade.

Caldecott, Burton & Spence have a balance of cotton hosiery and fabric gloves they are anxious to clear out at reduced prices. They report their summer stock of gloves, hosiery and underwear lower than it has ever been in the history of the house.

This indicates that the sorting trade has been exceedingly favorable for this house. Next spring their entire stock must necessarily be new and their customers will then be sure of the latest in these lines.

Wyld, Grasett & Darling are showing this season an especially desirable range of men's waterproof coats, with 26-inch capes, sewn seams, fly fronts, worked buttonholes and large pockets. They show them in plain black and fancy tweed patterns.

W. R. Brock & Co.'s stock of Madras and colored muslins in white, cream, lemon, terra cotta, azuline and coquelicot effects is very complete and attractive. Many new lines have just been received.

Wyld, Grasett & Darling are showing some special lines in umbrellas. These are made in 25 and 27 inch, each size in low price as well as in finer qualities. The handles are especially unique and the goods are in every way desirable.

John Macdonald & Co. have opened a new shipment of pongees in 25 different shades. These are 22 inch goods and will be sold at a job price. A line of colored silk Bengalines in all the new shades is also to hand. Over 100 cases of black and colored henriettes have just been passed into stock.

Gordon, Mackay & Co. a few days ago placed in their travellers hands a collection of samples of Japanese silk handkerchiefs bought at almost the lowest point the market touched. Their embroidered goods from 85 cents to \$2.25 per dozen are excellent value.

W. R. Brock & Co. for fall, have several plain lines in their hosiery, glove and fancy goods department. Amongst them are the "Bouncer" mitt, the "Bulger" glove, the "Startler" vest, N. N. and R. W. P. hose in ladies' sizes, Arctic and R. G. L. heavy wool socks, any of which can be retailed at the popular price of 25 cents with handsome profits.

John Macdonald & Co. have now their complete fall stock of wools, consisting of 2, 3 and 4 ply Canadian yarns, Canadian fingerings in black and colors, Scotch fingerings in black and Baldwin's Beehive in 3 and 4 ply in black, white and colors, 2, 4 and 8 fold Berlins, German and domestic Andalusian wools, 'Popular 'Queen City,' and 'Standard' Saxony wools. Art embroidery silks are shown in a full range of manufacturer's shades and qualities. New lines of tassels and pompons are to hand, as are also chenille and silk cords. Beads and Daisy fringes are also shown.

BUSINESS CHANCES.

Advertisements inserted under this heading two cents per word each insertion.

AN OPPORTUNITY—A FIRST-CLASS GROCERY business for sale in the city of Toronto. Last year's business \$90,000; ill health only cause for parting with it; finest stand and premises; to rent, good house over store; all heated with hot water system; advertiser owns property and will sell only to first-class live man; closest scrutiny desired. Address A. B. C., care John L. Davidson, Esq., 36 Yonge St., Toronto.

ENORMOUS SALES - -

and Constantly Increasing.

PETTIJOHN'S

California Breakfast Food

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

Every Retailer should carry it in stock.

The following Wholesale Grocers will supply you :



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

Hamilton.
W. H. GILLARD & Co.,
LUCAS, STEEL
& BRISTOL,
JAS. TURNER & Co.,
Montreal.
GEO. CHILDS & Co.,

Write for samples and particulars.

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

GOODS that are
Always
Reliable



PAY A GOOD PROFIT

AND GIVE
SATISFACTION
TO THE
CONSUMER.



Wholesale Grocers
Sell These Goods.

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



A Popular Table Luxury,

A Culinary Article,

AND

A Perfect Infant Food.

COMPLETELY STERILIZED

FOR SALE BY ALL WHOLESALE GROCERS

... PREPARED BY ...

HELVETIA MILK CONDENSING Co., HIGHLAND, ILL
U. S. A.

WRIGHT & COPP, Toronto

BATTY'S



BATTY & CO.

London, Eng.

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

Wholesale Grocers Sell Them.



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

THE WIFE IN BUSINESS.

Although the bachelor merchant perhaps has an advantage in respect of his cheaper living expenses, yet the prospects of success of the married dealer should on the average be more promising, other things being equal, on account of the assistance which the wife can render her husband at critical periods, when accurate judgment is needed to steer a right course, and when two heads should be better than one. As a writer in a woman's journal says: "A man's wife often knows more than he does about a great many things, and, while he need not lower himself in her estimation by admitting her mental superiority, it is well sometimes for him to silently recognize her superior intelligence and profit by it. If he is a wise man, he will not be too ready to come into accord with the opinions of his wife, but will affect a great deal of wisdom of his own, even though he knows that he has none. It never increases a wife's respect for her husband to know that he is her inferior in anything, and it certainly does not increase her respect or affection to have him intimate by word or look that she does not know anything at all. The judgment of the average woman regarding the disbursement of money is often better than that of the average man, particularly when it comes to spending money for domestic purposes. It takes a shrewd tradesman to get over the average sensible woman, while a tradesman finds it easy to work off stale goods on the average man; and the most conceited man might as well acknowledge frankly that his wife can attend to most of the affairs of her own household better than he can attend to them for her. Women very often have the most acute perception regarding business affairs. If men would only "talk business" with their wives, instead of taking it for granted that women "don't understand anything about business," there would probably be fewer failures. Many a successful business man owes his success to the keenness of judgment of a partner whose name does not appear in the firm or over the shop window, and who is not supposed to have any connection with the business, and that partner is his wife, in whom he is wise enough to confide."

We believe that many of our married readers could testify from their own experience to the truth of most of the statements in the foregoing clipping. To those who are incredulous regarding the help that their wives can render them in business, we say, consult them when in doubt, and learn from practical experience that woman's intuition is often more accurate than the slower and more laborious reasoning of the man.

Since writing the above, we have received the London Grocers' Chronicle, in

which we find the following sentences on the above subject: "We remember once hearing a grocer say that the grocer's wife was a most important partner in the business. Her judgment is not always to be despised in buying, whilst it has been well said that her taste might more often be consulted in the matter of window dressing and shop decoration. Not infrequently she takes a very considerable part in the book-keeping, whilst, of course, there is no person more interested in the progress of the business." Surely after all this testimony no one will doubt the value to the business man of a prudent wife's counsels upon matters of business, or hazard the opinion that the chances of the average married merchant's success are not better than those of the average bachelor dealer!—Merchants' Review.

SHRINKAGE OF STORED GRAIN.

In deciding whether to sell harvested grain or to store for higher prices the American Agriculturist thinks that the question of shrinkage from drying and from attacks of vermin is of important consideration. It appears that C. E. Thorne and J. F. Hickman at the Ohio station (B. 16, IV. 1.) selected 100 pounds of ear corn at the husking time from each of 38 varieties. The 100 pounds of maize were weighed out when husked and placed in a loose box in a mouse-proof room, remaining there to dry until in February, when it was again weighed. The average loss in weight of all 38 varieties was nearly one-tenth or nine and one-third per cent. The medium sized yellow dent varieties lost the least, or five and two-thirds per cent. The large yellow dent came next, with a loss of just over 10 per cent. Then followed the large white dent with a loss of over 10 3/4 per cent. The mixed dent lost nearly 12 per cent., and the medium sized white dent lost most, or over 12 per cent. The individual loss varied from 2 per cent. in the yellow King of the Earlies to 22 1/2 per cent. in the Mammoth White Superior. J. F. Hickman selected samples of each of 20 varieties of wheat (B. 42) and in August placed them in small boxes, the two sides and ends of which were made of half-inch pine, thoroughly seasoned, the bottom of window screen wire and the top of glass. The full boxes were numbered, weighed, and buried for a year in a bin of wheat, after which they were left in one corner of the bin without any covering until the end of the third year, when it was found that six, or nearly one-third of the 20 boxes were badly injured by insects. The other 14 boxes were weighed in August, and showed a loss in weight from three years' storage of nearly one fortieth, or two and one-third per cent. The loss varied from nothing in the Hungarian wheat to nearly 5 per cent. in the Bearded King. A similar test through the six months, from January to July, showed a gain in weight, caused by weather conditions.

BAD COLLECTIONS A BLESSING.

Being on very confidential and intimate terms with one of my old customers, writes A. J. in a contemporary, in corresponding with him I have sometimes mentioned matters in my business that either pleased or annoyed me, although not of special interest to him. Recently in writing him I wound up by saying: "Nothing new at present, but extremely worried over collections, which are very bad." In a day or two I received a letter from him, which I think, might give some other fellow a hint and a help as it did me. I quote from his letter as follows:

I regret that you find collections slow, but right here is a chance for you to firmly establish some of the best customs you will ever have. By a kind, personal talk with many of these fellows, by giving them your confidence and telling them your needs you will get their confidence in return and some new ideas as well. Here is your opportunity; they don't know anything about business compared with what you know, and by careful attention you can learn their weak points, which will enable you to instill some of the simplest yet most important business principles and precepts into them. These simple foundations of business success are all that many of them lack, for they are industrious and even enterprising, but bad pay for the lack of something which they would gladly acquire if it could be secured without humbling their pride. With your fund of knowledge and wide experience nobody could better than you apply the remedy, but do it in such a way that he will remember you when your hints bear fruit, of which, it is needless to say, your share will not be withheld. Enquiry into the inner affairs of a man's business requires tact. If done conscientiously and a fearless recommendation is given of the needed reform, it will gain you a friend, as well as secure firmly a customer, who will pay better as the plans suggested progress. The reason it is so hard to sell goods to some men who are dealing with another house is more frequently than you have any idea due to just such a past history. To keep your temper and be generous and just under the exasperating influences of tight money and bad collections with men whose business methods are stupidly and radically wrong is difficult, I know. If, however, you are equal to the strain you will be successful in time in making slow payers prompt payers, and the outlay of vitality and mental effort will bring big dividends. It takes a man of wide experience, great ability, generosity and gentle firmness to collect from slow payers and reform them, but it pays to study and fill these requirements. Such a condition in the majority of cases is due to selling your customer more than he can dispose of, and then he is entitled to great consideration from the seller.

Smith & Keighley are offering a fine selected Valencia raisin in 14 lb. boxes at 6 1/2 c.

The Imperial Rubber Stamp Works

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

Estimates given. Orders by mail promptly attended to.

102 ADELAIDE ST. WEST - - - TORONTO.

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Gillard's New Pickle

Far superior to every other kind.

The most delicious made.

Gillard's New Sauce

Is made only from the finest

ingredients.

Undoubtedly the Best Value offered to Canadian Consumers.
Sold retail at 25c. Half Pint Bottle.

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

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

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

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

Enquiries Solicited.

Orders Promptly Executed.

Satisfaction Guaranteed.

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

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

Don't Miss A Good Thing

Halla Valley Indo-Ceylon 1 and 1-2 Pkgs.

"Nector" Brand Ceylon Blend In Caddies.

Japan Teas.

**E
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M. Masuret & Co. LONDON, ONT.

..MOLASSES..

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

Samples upon application.

N. W. Taussig & Co.

96 Wall Street, NEW YORK

Cable Address, "Taussig, New York."

Atlantic Sugar House, BROOKLYN.

CANADIAN AGENTS:

R. S. McINDOE, Toronto.

JAS. SIMPSON & SON, Hamilton.

L. H. DOBBIN, Montreal.

J. WINFIELD, Quebec.

M. F. EAGAR, Halifax.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. M. Burk & Co., bankers, Kaslo, B.C., have suspended.

Henry Reimer, general merchant, Langenburg, has assigned.

George Webster, general merchant, Lion's Head, has assigned.

Albert E. Phillips, grocer, Smith's Falls, has assigned to Ogle Carss.

J. C. Richardson & Co., general dealers, Beeton, have assigned to J. B. Laing.

Mrs. J. C. Beatty, general store, Moncton, N.B., has assigned to Clifford Robinson.

Andrew Lindsay, general storekeeper, Southampton, has assigned to Henry Barber & Co., of Toronto.

An insolvency declaration has been applied for in the matter of George F. Phillips, lobster packer, St. John's, Nfld.

SALES MADE OR PENDING.

The general stock of W. Campbell, Tweed, is advertised for sale by tender.

W. E. Hambly, general merchant, Rockwood, is advertising business for sale.

Alex. Richardson and Chas. Latour have been registered partners to run a creamery at St. Remi, Que.

The stock of E. Bourret & Co., general merchants, Louiseville, Que., has been sold at 60c. on the dollar.

The estate of John E. Fortune, general merchant, River Bourgeois, N. S., has been conveyed to him by assignee

PARTNERSHIPS FORMED AND DISSOLVED.

White, Pearson & Co., of Toronto, are applying for charter of incorporation.

Clara Rosa Monette will do business as commission merchant under the firm name of M. Monette & Cie., Montreal.

John Samuel Prince and Hermas Monette, agents, intend to carry on business under the firm name of Prince & Monette, Montreal.

Ernest Fellay and John Lavine have registered as cigar manufacturers, and will do business under the name of the Cuban Cigar Co., Montreal.

Turner, Mackeand & Co., wholesale grocers, Winnipeg, Man., have dissolved. Mr. Martindale retires and D. Naismith is admitted. Style unchanged.

Jean Baptiste Rcy and Joseph Roy, hotel-keepers, have registered as partners and will carry on business under the firm name of J. B. Roy & Cie, Montreal.

Rose de Lima Bousquet, of Mile End, wife separated as to property of L. N. Paquette, will carry on business as trader under the firm name of Paquette & Cie.

Clark & Son, grocers, Vancouver, B.C., are advertising giving up business. Vaughan & Co., commission merchants, of the same place, are also giving up business.

Joseph Delorme and Samuel Dumoulin have registered as partners to carry on the grocery business under the firm name of Jos. Delorme & Cie., St. Louis de Mile End.

CHANGES.

W. Beatty, general merchant, Atha, has removed to Stouffville.

Hogg Bros., of Oakwood, have bought out McCracken & McDonald, of Sonya.

FIRES.

R. E. Turnbull, liquors and cigars, Viriden, Man., has been burned out.

LEADING UP TO THE INEVITABLE.



Mr. Philloo (who has escaped from a very late dinner and is talking to himself)—"Now, you rattle-headed ole idjut, you've gotter be careful.—"



—Easy, now! I'm dead sure you're goin' t' fall, an' you know it yourself. Easy, now; e-a-s-y!—"



—Well, you did ease your ole corporation down one step, didn't you? But

you jest mark my words, you mizzerble 'nebriate, you're bound t' tumble, an you might 's well get good an' ready. Slow, now; slo's mud.—"



—Look out, there, you tank! look out! Oh, well, it don't make any difference. P'raps you'd better hurry up an' git it over with. John Philloo 's booked for hittin' th' sidewalk, an' I hope he will.—"



—That's jest what I said, you paresis-scarred ostrich! that's jest what I said: an' now th' nex' time a sensible man talks t' yer you sit down an' listen t' him an' don't try t' monkey with a flight of steps. Now go home, you sway-back!"

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

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

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Thousands of Retailers . . .



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

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

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

BRANCHES AND AGENCIES at Toronto, Montreal, Winnipeg, Halifax, St. John, Quebec, Hamilton, Kingston, and Victoria, B. C.

THE E. B. EDDY CO.

Mammoth Works - - - Hull, Canada.

E. BROWN & SON'S

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

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

What Time Is It ?

Don't Know ! Well, get a box of Somerville's "Mexican Fruit," or "Pepsin" Chewing Gum, and find out the easiest way in the world to secure a first-class time keeper.

G. R. SOMERVILLE, London, Canada.

**STERLING
SOAP :::**

THERE is no end to the good things grocers and consumers are saying about our **STERLING SOAP**. If quality is considered worth anything, **STERLING** is the cheapest **SOAP** because it is the **BEST**.

Manufactured by

Wm. Logan

ST. JOHN, N.B.

MUNN'S FAMOUS BONELESS CODFISH.

NEW and GENUINE. NOW ARRIVING.

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

MUNN'S BONELESS CODFISH.

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

Orders can be filled at short notice after this.

STEWART, MUNN & CO., Montreal.

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

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

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

**Nixey's
Black NO-DUST
Lead**

Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace. NIXEY'S EXHIBITION HONOURS.

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

Always Bright & Beautiful. In Large Packets 1d. & 3d. each. Use only for Laundry Purposes, producing the best results.

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

THE PUREST—BEST—NO SEDIMENT. ONLY NAME THE EXACT QUANTITY REQUIRED. Eight 1-oz. squares in Box for 6d. Of all Grocers and Oilmen; or write to 12, SOHO SQUARE, LONDON, ENGLAND.

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

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

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

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

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Biscuit

HU given to tions sin awarded Trade ar following "Un productic

This list day. The lication, s and quant by retail d of credit. Goods i pay are ge prices. All quot are under Editor, at tored by s bing hou name; tl exclude s reliable ir

BA

doz in c 4 oz. cans

Dunn's N Cook's G

English Biscuits

All Grocers should keep a supply of Genuine English Biscuits

MANUFACTURED BY

HUNTLEY & PALMERS

Biscuit Manufacturers to Her Majesty the Queen, Etc.



Reading AND London England

FOR WHICH THERE IS AN EVER INCREASING DEMAND

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

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

For Price List and Terms Apply to:

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

or to their Representative

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

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, July 20, 1893.

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

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

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

BAKING POWDER.

PURE GOLD, per doz	19 80
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
Per doz	
Dunn's No. 1, in tins	2 00
" " " " "	75
Cook's Gem, in 1 lb pkgs	\$1 75
" " " " "	85
" " " " "	40
" " " " "	65
" " " " "	12



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

COOK'S FRIEND.

(In Paper Packages.) Per doz	
Size 1, in 2 and 4 doz boxes	\$2 40
" 10, in 4 doz boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Round tins, 3 oz in case	3 00
12 oz tins, 3 oz in case	2 40
5 oz tins, 4 "	1 10
5 lb tins, 1/2 "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
" " " " "	1 30
Ocean Wave No. 1, 2 "	1 90
" " " " "	2 26
Ocean Wave 5 lb, 1/2 "	9 60

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

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.	
Abernethy	8 1/2
Arrowroot	\$0 10 1/2
Butter	0 6
" 3 lbs	0 20
Cabin	0 7 1/2
Cottage	0 84
Digestive	0 08
Daisy Wafer	0 16
Garibaldi	0 09
Gingerbread	0 10
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 06 1/2
People's Mixed	0 10

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

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " " " "	2 10
Spanish, No. 3	4 50
" " " " "	8 00
" " " " "	9 00
Japanese, No. 3	4 50
" " " " "	7 50
Jaquot's French No. 2	3 00
" " " " "	4 50
" " " " "	6 00
" " " " "	9 00
" 1-gross Cabinets, asst.	7 50
Egyptian, No. 1	9 00
" " " " "	4 50

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

No. 7, 1 or 2 doz. in box	per doz \$2 00
No. 4, " " " "	1 25
P. G. FRENCH BLACKING.	
No. 4	per gross \$4 00
No. 6	4 50
No. 8	7 25
No. 10	25

BLACK LEAD.

NIXEY'S	
Refined in 1d., 2d., 4d. and 1s. packages, (9lb. boxes)	7s 6d \$2 5
Jubilee in 1oz. and 2 oz. round blocks in cartons	
(9 lb. boxes)	4s 3d 2 00

Silver Moonlight, Plum-bago Stove Polish (13 1/2 lb. boxes)	4s 3d 1 50
6 1/2 lb. in large 1d. pkts, 1 gross	8s 6d 3 00
13 lb. in large 1d. pkts, 1 gross	7s 6d 2 50
13 lb. in large 3d. pkts, 1 gross	7s 6d 2 50
Reckitt's Black Lead, per box. Each box contains either 1 gro., 1 oz.: 1/2 gro., 2 oz., or 1/4 gro., 4 oz.	

F. F. DALLEY & CO.

Silver Star Stove Paste	Per gross 9 00
Packed in fancy wood boxes, each box contains 3 doz.	
BLUE.	
Reckitt's Pure Blue, per gross	10
NIXEY'S	
Soho Square in 8 lb. boxes, of 16x6d. boxes, London	6s 0d
Soho Square in 8 lb. boxes, of 16x6d. boxes, Canada	\$2 25

CORN BROOMS.

CHAS. BOECKH & SONS, per doz	
Carpet Brooms—	net.
"Imperial," ex. fine, 8, 4 strings	\$3 65
Do. do. 7, 4 strings	3 45
Do. do. 6, 3 strings	3 25
"Victoria," fine, No. 8, 4 strings	3 30
Do. do. 7, 4 strings	3 10
Do. do. 6, 3 strings	2 90
"Standard," select, 8, 4 strings	2 90
Do. do. 7, 4 strings	2 75
Do. do. 6, 3 strings	2 60
Do. do. 5, 3 strings	2 40

CANNED GOODS.

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

Prices current, continued.

Table with 2 columns: Item (Cherry's Irish) and Price (Per 1 lb. tins, 1/2 lb. tins, Pure in 1 lb. tins, Pure in 1/2 lb. tins)

Table with 2 columns: Item (Nuts: Almonds, Ivica, Tarragona, Pornigetta, Shelled Valencia, Jordan, Canary, Brazil, Cooconuts, Filberts, Sicily, Pecans, Peanuts, Walnuts) and Price (per lb)

Table with 2 columns: Item (Walnuts, Bordeaux, Naples, Marbots) and Price (per lb)

Table with 2 columns: Item (Petroleum: Canadian, Carbon Safety, American Water White, Photogens) and Price (Imp. gal)

Table with 2 columns: Item (Pickles, Sauces, Soups: Snider's Tomato Catsup, Chili Sauce, Snider's Soups) and Price (per doz)

Table with 2 columns: Item (Provisions: Bacon, Pork, Hams, Bellies, Rolls, Lard, Compound, Tallow) and Price (per lb)

Table with 2 columns: Item (Provisions: Chicken Gumbo, Or Tail, Mul, Ligatawny, Mutton Broth, Beef, Vegetable, Frintanier, Julienne, Vermicelli, Noodle, Consomme, Bouillon, Pea) and Price (Per doz)

Table with 2 columns: Item (Worcester Sauce, Pickles, Harvey Sauce, Mushroom Catsup, Anchovy Sauce) and Price (Per doz)

PRODUCE

Table with 2 columns: Item (Dairy: Butter, Cheese) and Price (Per lb)

Table with 2 columns: Item (Country: Eggs, Beans, Onions, Potatoes, Hops, Honey) and Price (per doz)

PROVISIONS

Table with 2 columns: Item (Provisions: Bacon, Pork, Hams, Bellies, Rolls, Lard, Compound, Tallow) and Price (per lb)

Table with 2 columns: Item (RICE, ETC.: Rice, Aracan, Patna, extra Burmah, Java extra, Genuine Carolina, Grand Duke, Sago, Tapioca, Goathead) and Price (Per lb)

ROOT BEER

Table with 2 columns: Item (Hire's Liquid) and Price (per doz)

SPICES

Table with 2 columns: Item (Spices: Pepper, Ginger, Jassia, Cloves, Allspice, Cayenne, Nutmegs, Mixed Spice, Cream of Tartar) and Price (Per lb)

STARCH

Table with 2 columns: Item (Starch: 1st Quality White Laundry, Ditto, Canada Laundry, Brantford Gloss, Lily White Gloss, Brantford Cold Water Rice Starch, No. 1 Pure Prepared Corn, Challenge Prepared Corn, Pure Starch) and Price (Per lb)

Table with 2 columns: Item (Silver Gloss Starch, Oswego Corn Starch) and Price (per doz)

ST. LAWRENCE STARCH CO'S

Table with 2 columns: Item (Culinary Starches: St. Lawrence corn starch, Durham corn starch, Laundry Starches: No. 1, White, 4 lb. Cartons, Canada Laundry) and Price (per doz)

SUGAR

Table with 2 columns: Item (Sugar: Granulated, Paris Lump, Extra Ground, Powdered, Extra bright refined, Bright Yellow, Medium, Brown, Dark yellow) and Price (c. per lb)

SALT

Table with 2 columns: Item (Salt: Bbl salt, Coarse, Dairy, Common, Rock salt, Liverpool coarse) and Price (per lb)

COFFEE In Large Variety FINEST IMPORTED OLD GOVERNMENT JAVA, ARABIAN MOCHA, JAMAICA, EAST INDIA, MARACAIBO And SANTOS. Orders for these Goods Receive our Personal Attention. THE Pure Gold Mfg. Co. TORONTO.

Kingsford's Oswego STARCH. STRONGEST. PUREST. BEST. 'THE ORIGINAL' FOR THE TABLE. 'Silver Gloss' Kingsford's Pure Starch. Corn Starch. (Others so-called are imitations of our brand.) FOR SALE BY ALL LEADING JOBBERS IN CANADA. T. KINGSFORD & SON OSWEGO, N.Y.

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

NO BLUEING Material whatsoever is used in the
 Manufacture of **OUR GRANULATED**

THE CANADA SUGAR REFINING CO'Y [LIMITED],
MONTREAL.

Manufacturers of Refined Sugars of the well-known Brand

Redpath

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

Lump Sugar, in 50 and 100 lb. boxes.

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

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

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

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Fluid Beef**
Maintains its high standard as
**A Perfect - -
- - Beef Food**

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is a FOOD and A TONIC combined.

It contains the feeding qualities of
BEEF AND WHEAT and the tonic
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PALATABLE BEEF TEA.

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It contains nothing that is not naturally
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It is the **NATURAL FOOD** for an
infant deprived of its mother's milk.

CHARLES F. CLARK, EDW. F. RANDOLPH
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Offices in the principal cities of the United States
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The Bradstreet Company is the oldest and,
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DURABLE PAILS AND TUBS.

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OF NEWMARKET, ONT.,

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Hoops, sunk in grooves in the staves and cannot
possibly fall off. The hoops expand and contract
with the wood. **BEST GOODS MADE.**

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IVORY BAR
SOAP**



**Crosse &
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- Sauces,
- Potted Meats,
- Table Delicacies.

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

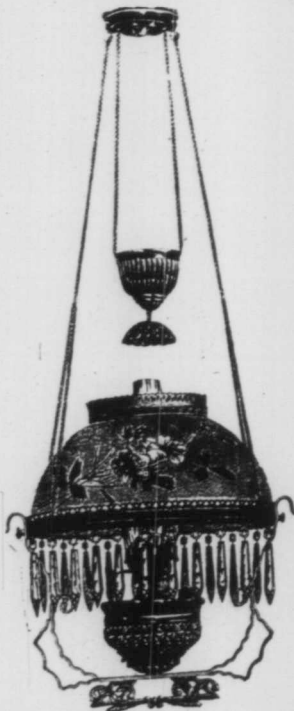
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LAMPS are no good for **THIS SEASON**

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"Scotch Home Made," } Made from Seville Oranges.
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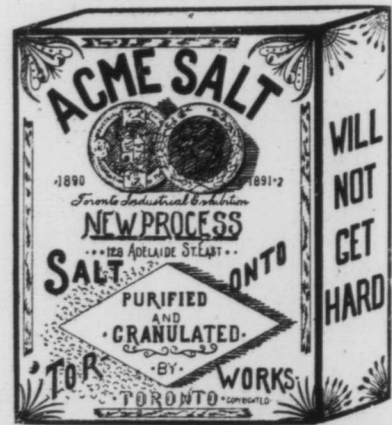
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The Original and only Genuine Preparation for Cleaning Cutlery.

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