



The **Canadian** Grocer

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

It is  
cellent  
to."  
B  
NTO.

# EDDY'S NO. 1 MATCHES

In Woodboard Caddies. Weight only 63 pounds. Other makes weigh 80 to 90 pounds.

-- UNIFORM IN SIZE --

-- SUPERIOR IN QUALITY --

-- HANDSOME IN APPEARANCE --

-- UNRESERVEDLY GUARANTEED --



EVERY STICK A MATCH.--EVERY MATCH A LIGHTER.

The Ten Gross Cases are well and strongly made.

The Quarter Gross Caddies are neatly and handsomely printed.

The Small Boxes are machine made, uniform in size, and regular in count.

To the dealer there is a great saving in freight and storage.

To the consumer, great satisfaction in use, known excellence of manufacture, absolute guarantee as to quantity and quality.

SOLD EVERYWHERE

-- Mammoth Factories at Hull, Canada. --

Branches: TORONTO and MONTREAL.

ESTABLISHED 1851.

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

Manufacturers  
To Her Majesty  by Special Warrant  
THE QUEEN

# COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL  
INTERNATIONAL EXHIBITIONS

**ONLY GOLD MEDAL PARIS 1878**

**TWO GOLD MEDALS**  
INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862      Only Silver Medal Paris 1875  
Only Medal Dublin 1865      Grand Gold Medal Moscow 1872 & 8




FINE GOODS OUR SPECIALTY.

MADRE E' HIJO (7 SIZES)

## BATTY & CO'S PICKLES AND SAUCES



Are of the Finest Quality and Guaranteed Pure.

**Batty & Co.'s  
NABOB SAUCE**

Is the Sauce of Sauces, and the most  
delicious for Fish, Hashes,  
Steaks, Stews, &c.

**Batty & Co.'s  
NABOB PICKLE**

Is universally admitted to be the  
finest and most enjoyable  
Pickle in the World.

**Batty & Co.'s  
JAMS, JELLIES, &  
MARMALADES**

Are prepared of Ripe, Sound Fruits  
only and Refined Sugar.

**THEIR CALF'S FOOT JELLIES**

Are unsurpassed for quality  
and flavor.

Proprietors of the well-known  
**DR. KITCHENER'S SALAD CREAM.**



123 and 125 FINSBURY PAVEMENT, LONDON.

WRIGHT & COPP, Agents, TORONTO.

ASK YOUR  
WHOLESALE GROCER  
—FOR—  
RAILROAD AND STEAMSHIP  
**MATCHES**

GUARANTEED  
Second to None.

**H. A. NELSON & SONS**  
Manufacturers and Wholesale Dealers  
56 AND 58 FRONT ST. W.  
**TORONTO.**



MAKE SIMPLY WITH BOILING MILK OR WATER  
FOR SALE BY ALL GROCERS.

**DUNN'S  
BAKING  
POWDER**  
THE COOK'S BEST FRIEND  
Largest Sale in Canada.

**PURE GOLD**  
**Flavoring  
Extracts -**

ALL THE NATURAL FRUIT FLAVORS,  
OF PERFECT PURITY AND GREAT STRENGTH.

**VANILLA, LEMON, ORANGE,**

AND OTHER FRUITS.

Don't take any other, but insist on  
getting

**PURE GOLD GOODS**

MANUFACTURED BY

**The Pure Gold Mfg. Co.**  
TORONTO.

MUNDO CIGARS. EXCEPTIONALLY FINE.

EL PADRE AND CABLE.

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



ARE THE FINEST QUALITY

AND GUARANTEED PURE

"NABOB"

**BATTY & CO'S**

*123 and 125 Finsbury Pavement,  
London, Eng.*

**PICKLES**

AND

*Wright & Copp,  
Agents, Toronto.*

**SAUCES**

### Nabob Sauce

Is the Sauce of Sauces, and  
the most delicious for Fish,  
Hashes, Steaks, Stews, &c.

### Nabob Pickles

Is universally admitted to  
be the finest and most en-  
joyable Pickle in the World.

**BATTY & CO'S**

JAMS, JELLIES, AND MARMALADES  
are prepared of Ripe, Sound Fruits only  
and Refined Sugar.

### THEIR CALF'S FOOT JELLIES

Are unsurpassed for quality and flavour.

Proprietors of the well-known

**Dr. Kitchener's Salad Cream.**



# S. J. FRY & SONS

Bristol, England.

Manufacturers of

## CHOCOLATE AND COCOA.

No article of consumption has increased so rapidly in sale and use as COCOA and CHOCOLATE, and the last report of the Royal Commissioners states that within the past five years the consumption of COCOA in Great Britain has increased 34 per cent. They further say:—We have no reason to doubt that there is still abundant room for the further advance in the consumption of this wholesome article of food.—(Vide Commissioners' report for 1891-92.

COCOA continues to grow in popularity wherever used. It cannot be classed as a rival to tea and coffee. The latter are stimulating beverages, whilst the former is nutritious and sustaining in its properties.

MESSRS. FRY & SON are the oldest house in the manufacture of this article, and are also the largest. They have just added a new factory that employs upwards of 300 additional hands, making a total of upwards of 3,000 employees.

## IT PAYS TO KEEP THE BEST



DIAMOND CHOCOLATE.



PURE CHOCOLATE.



"GOLD MEDAL," SWEET.

ALL FRY'S GOODS PAY A GOOD MARGIN TO THE RETAILER.

FRY'S Diamond is the best low-priced Chocolate in the Market.

FRY'S Gold Medal Sweet is the best Chocolate at the price.

FRY'S Pure Chocolate is an absolutely pure article---unsweetened.

**FRY'S**  
Pure Concentrated  
**COCOA.**

Is the strongest preparation of Cocoa made, and is absolutely pure, without flavoring matter or any other ingredients.

It is recommended by the highest medical authorities for its marvellous purity and strength and solubility. It is a profitable line to handle.

These goods can be obtained from all leading dealers. Samples will be gladly furnished on application, together with prices on all varieties, on application to the undersigned.

**Arthur P. Tippet & Co.,**

Agents for Ontario and N. W.

43 1/2 Wellington St. East, TORONTO.



W. BOULTER, President Canadian Packers' Ass'n.

PEOPLE WHO

DO NOT EAT

Have never been heard of and people who do not eat canned goods are very scarce. The

"Lion Brand"

Canned Goods

Is acknowledged to be the best packed in Canada and is sold from the Atlantic to the Pacific.

## THE BAY OF QUINTE CANNING FACTORIES

PICTON AND DEMORESTVILLE.

Apples.	Peaches.	Tomatoes.	Beans.
Pears.	Gooseberries.	Corn.	Pumpkins.
Strawberries.	Currants.	Peas.	Boston Baked Beans.
Raspberries.	Blueberries.	Succotash.	Tomato Catsup.
Plums.			

**WHOLESALE TRADE ONLY SUPPLIED. FOLLOWING ARE AGENTS:**

HALIFAX, N.S., John Peters & Co.

ST. JOHN, N.B., Harding & Smith.

QUEBEC, P.Q., J. Winfield.

TORONTO, ONT., R. B. Ellis.

WINNIPEG, MAN., Tees & Persse.

VICTORIA and VANCOUVER, J. Earsman.

MONTREAL, J. M. KIRK & CO.

See that the word "BOULTER" is on every can.

**ASK YOUR WHOLESALE GROCER FOR THEM.**

**W. BOULTER & SONS, Proprietors.**



2 to 15 Gallons.



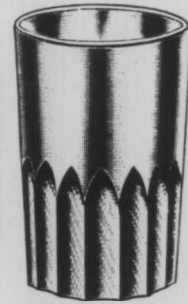
¼, ½, 1, 2 Gallons.



1 to 10 Gallons.



1 and 1½ Gallon.



Ale Tumbler, Bristol



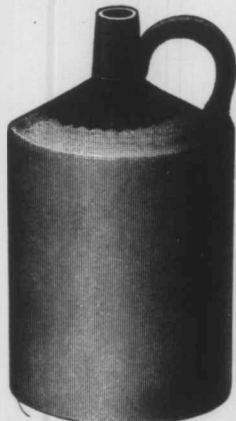
½, 1, 1½ Gallon.



½, 1, 1½ Gallon.



Ale Mug—Bristol.



¼, ½, 1 Gallon—Bristol.

⊗ LONDON ⊗  
**STONEWARE POTTERY**  
 ⊗ WORKS. ⊗

Manufacturers of Salt Glazed and Bristol  
**STONEWARES**  
 —AND—  
 Terra Cotta Flower Vases, Flower Pots, Hanging Baskets,  
 Fire-brick and Fire-clay, Chimney Linings, Tiles, etc.  
**GLASS BROS. & CO.,**  
 OFFICE AND WORKS, POTTERSBURG, ONT.  
 WRITE FOR CATALOGUE AND PRICES. (Opposite Asylum.)



3 Sizes—Bristol.



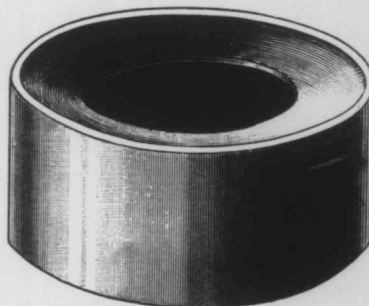
Ginger Beer Bottles.



5 Sizes.



2 to 5 Gallons.



10, 12, 14 Inch.



3 sizes Hanging Basket.

*English*  
*Biscuits*



*English*  
*Biscuits*



# HUNTLEY & PALMERS

*Biscuit Manufacturers,*

*Reading and London, England.*



*THEIR celebrated Biscuits are kept by all the Best Grocers  
in Canada. For Price Lists and Terms apply to  
Huntley & Palmers, Reading, or to their representative,*

*MR. EDWARD VALPY,*

*28 Reade Street, New York.*



# THE CANADIAN GROCER

& GENERAL STOREKEEPER


PUBLISHED WEEKLY.  
\$200 PER YEAR

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

Vol. VI.

TORONTO, OCTOBER 7, 1892.

No. 41



FALL NUMBER of THE CANADIAN GROCER can hardly be spoken of as a special one any longer. It has come to be expected, and that fully endows it with a regular character. It differs as much as ever from the other numbers of the year, but its chief distinguishing mark is now its general resemblance to like numbers that have gone before it, which are numerous enough to turn the Fall Number from an individual into a class. It has therefore become an essential part of our annual volume, and is to the year what the ordinary issue is to the week. It is THE GROCER'S regular way of rounding up the natural year—that is, the year between earliest seed-time and latest harvest. It celebrates the season of natural replenishment, as the rural festivals did in ruder times, as the English harvest homes and the Canadian fall fairs do in our times.

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As a man on the anniversary of his birthday may be permitted a glance into a mirror to see how time is using him, so THE GROCER on the occasion of its Fall Number issue may be allowed to read a little of its history in its readers' eyes. The first thing it notes, with due pride and satisfaction, is that it has more friends than ever. Its mailing and local delivery sheets and its subscription receipts are larger than they were a year ago. The relation between it and each of its subscribers is not a mere business tie, but it is also one of confidence and kindly feeling on the part of the subscribers and of earnest loyalty to their interests on the part of THE GROCER. The tone of all renewals and the numerous complimentary expressions in the correspondence we receive are the strongest testimony to the extent and heartiness of the regard which this paper has won from the trade. Its title to it has been its success in its efforts to serve them. The paper is of the trade, as distinctly and essentially as sap is of trees and plants. It is indigenous to the trade climate, as it were, and consequently is of the substance that is most readily assimilated into the fibre of the trade. It is this affinity which has led to the almost unanimous adoption of THE CANADIAN GROCER by the Canadian grocery trade. The most strong-minded man could not stand outside the trade and publish a paper that would win general acceptance within it. A paper must be based on the needs and opinions of its readers, as government under a representative system must be based on a majority of the votes of the electors. Representative journalism differs from dogmatic journalism as a running stream differs from a stagnant pool.

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We have ample assurance from our subscribers that they find benefit in reading THE GROCER. This compliment simply means that they find a contemplation of the lessons, facts and current history of their own trade useful to them. Their own trade is the best school for them to study in, as within that trade all the necessary

material is to be found. The only difficulty is that the material is so scattered that it is impossible for any one trader to include all of it in the circle of his individual observation. Some agency is necessary to collect it and present it, if any one man, much more the whole trade, is to get the benefit of its cumulative effect. THE GROCER is such an agency. It gathers from all and it renders to all. Its office is to perceive, collect, record, discuss and point out the bearing of everything that comes into relation to or arises out of the trade, or is in any way essential or incidental to it. THE GROCER is indeed the Press of the trade, whose business is to extract the essence out of everything that is of trade import. Before THE GROCER came into existence the trade had no means of focussing the light of its own progress, and consequently there was an enormous waste of money, energy and educative matter. One man's example or practice, no matter how good it might be, one man's solution of a standing difficulty of the trade, an individual issue at law in a typical case of collection, insurance, chattel mortgage, etc., isolated cases of trouble with the inland revenue department, and numberless other momentous separate experiences acquired at the expense of hard thinking, close observation or money outlay, went but little farther than the person they touched. Each man had to take his chances over again, the same as if the matter had not been settled at all. All these fugitive facts of current progress are now hived every week in the columns of THE GROCER. There is everywhere a bee to extract the honey from every flower that might otherwise waste its sweetness in the desert air, and we make it a point to capture the bee. Great economy has been effected in this way by the wide circulation of the paper, as thereby each trader is enabled to help his fellows by making his individual discovery general. The same medium soon repays him for his public spirit, for in it some one else's experience along another line soon appears to forewarn him. Reciprocity within the trade has been made possible and actual by THE GROCER.

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It is impossible for each seller by means of private commercial instrumentalities to seek out all the buyers and keep them constantly advised of what he has to sell. It is equally impossible for each buyer to keep himself informed upon the changing prices and goods of the many sellers there are on the market. The two sides can do business with each other but imperfectly if there is not an intermediary between them that enjoys the confidence of and circulates among both. The want of such an intermediary was the missing link in the grocery trade of this country before THE CANADIAN GROCER'S day. That want THE CANADIAN GROCER supplies. It has been an influential means of extending business, and has made the arm of commerce as long as that of the law. Wholesalers send goods to the most remote corners of the country, because subscribers of THE GROCER in these distant places saw these wholesalers' advertisements in this paper. THE GROCER, like the central office in a large telephone system, can put buyer and seller into direct and speedy communication by means of its widely ramifying connections.



### THE LIGHT OF OTHER DAYS IN TORONTO'S WHOLESALE GROCERY TRADE.



FROM the confederation of the Provinces in 1867 to the present year is but a short period in the history of a nation, but to a locality it means a great deal more. Toronto twenty-five years ago appeared to be drifting into a commercial condition like that of Buffalo and Detroit to New York, subsidiary and tributary to a larger neighbor, instead of being purveyor for herself in the markets of production. Supplies were then mainly obtained in Montreal and New York, with fitful importations of certain commodities from Great Britain and other markets abroad. Direct importations, for example of tea and coffee, were almost unknown, and the first direct importation in bulk from China was about the year 1870. A formidable rival to Toronto was Hamilton, the robustness and vitality of whose trade made it a dangerous competitor for the commercial prize of Ontario. The vigour and enterprise of its merchants placed them in the van. But the geographical position of Toronto, the extensions of its railway systems, and the rapid increase of its financial institutions, aided its younger men to develop trade in newer and more remote fields, and it captured the first place as the wholesale distributing centre of the grocery trade of western, central, and northern Ontario. The addition to the commercial list of some enterprising houses removing here from other places assisted too in disturbing the lethargy of the trade. The firm of Frank Smith & Co. was a notable and beneficial instance of the effects of this immigration, and it was the pioneer in this way and survived all its imitators, only retiring from a successful career about a year ago. Hamilton probably suffered eventually by the coddling its trade received for many years from the Great Western Railway, which great corporation always stood its friend. Toronto leaned for favors on the Northern Railway.

In those days commercial travelling, as a system was unpractised, probably not more than one or two houses using this aid to reach distant customers. Grocers then supplied a multiplicity of commodities, most of which are now relegated to legitimate dealers in hardware, drugs, ship-chandlery, wines and liquors, provisions, and dairy products. In the 1870 period it was entirely exceptional for a wholesale grocer not to look upon wines and liquors as an important branch of his business. Now these commodities have a languid hold, and only one or two houses continue the joint trade.

Of those who were in the trade, say from 1867 to 1872, but few remain, and probably Messrs. Wm. Ince, A. M. Smith, and W. W. Keighley are the sole representatives. Many retired with handsome fortunes. Some, and they were few, succumbed to business vicissitudes. Some changed their locality to seek fortune more rapidly in other places. And some were removed by death.

The wholesale grocers of Toronto to-day are almost entirely men who have advanced from the counter, office, warehouse, or the road, to the positions they now hold as principals.

In the early period, about 1870, the calibre of trade capacity was narrow, and the feeling feebly small and jealous. Non-intercourse practically was the law, though unspoken. Did a merchant see in a foreign market a bargain, quantity became a thing to seriously consider. How much would his retail connections take? How much could he sell outside Toronto? If these points could not be satisfactorily connected, he would buy only part of the lot at a higher price, abandon the whole, or, if he ventured the purchase, run the serious risk of a large remainder of stale stock. He could not get the aid of a local intermediary or broker to divide up a too ponderous invoice among neighbours, for as yet there was no work on the market to make one of that class a living.

About this time a well-known merchant of Toronto tried to create

or develop an inter-provincial trade between Ontario and the Maritime cities, and put the steamer "Her Majesty" on the route. On a return trip from Halifax to secure cargo he bought or obtained a consignment of about one hundred hogsheads of sugar. He anticipated no difficulty in getting cost and freight on his venture from his commercial fellow-citizens, the wholesale grocers, but to his chagrin and dismay they refused to treat for his goods, looking upon him as an interloper to be discouraged. Finally, what the magnates of the trade classed as a minor house took courage and bought the lot, which an early change in market prices made a most profitable venture for them. The wreck of the vessel in a subsequent trip ended the enterprise. Had a cargo under similar circumstances arrived in either Montreal or Hamilton, the trade would willingly have absorbed the lot at market rates at one and the same time, relieving the shipowner, encouraging the trade of the port, and supplying their own wants.

The efforts for extension in the railway systems, primarily in the narrow gauge direction, brought into contact with each other the representatives of all branches of commerce in Toronto, and their missionary excursions into all parts of the country likely to be traversed by the proposed new lines, diffusing information and seeking for sympathy and bonuses from the rural municipalities, added greatly to the knowledge and eye-opening of the commercial class to the wants and capacities for trade of the country to be opened out. No class benefited or learned more in this school than the grocers. When built, the new roads fully realised all expectations as to the increased trade of Toronto. Customers were more easily reached, and goods distributed more quickly, and at all seasons of the year. This quickened the desire to shorten the time of credit, and enabled country dealers to work on lighter stocks, thus enabling them to pay more promptly.

The period about 1874 to 1879 was a trying one. The commercial policy of the government at Ottawa threw again into the hands of United States dealers a large proportion of the wholesale grocery trade of Ontario. The retention of differential duties in the United States against Canada on articles like tea and coffee, while our countervailing duties were removed, opened our market to their dealers, and the closing down of Canadian sugar refineries and the system of drawbacks on sugars for export threw this trade into New York hands. Dried fruits and other articles followed in the same direction, until the main market of supply of the great staple commodities threatened to centralise in the United States.

The adoption of a different policy in 1879 restored confidence to Canadian importers, and an important trade was, if not created, at least largely developed by it in another direction, namely, that of Canadian canned goods. Fruits, vegetables, fish and meats were all profitably packed at home, and the Toronto grocers have largely benefited by the handling of this industrial product of home-grown raw material. The direct importing trade in teas, coffees, spices, sugars, dried fruits and other commodities speedily revived. The energy and capital of our banks provided the necessary facilities and funds for those engaged in the wholesale trade. A rapidly increasing home population afforded a large local trade and the new railways afforded facilities to increased outside business.

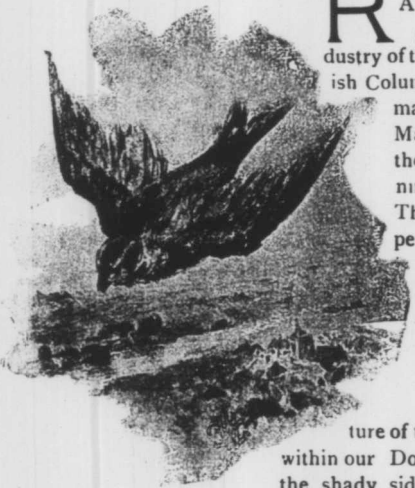
It is a safe thing to say, in a retrospective view of twenty-five years, that the methods and men of the wholesale grocery trade of Toronto of to-day, are in no way to be put behind those of the old time in merit and good business qualities.

AN OLD MERCHANT.

So live thou here that when thy life is fled  
No one may say of the, "This man is dead." HAFIZ.

Brave men who work while others sleep,  
Who dare while others fly ;  
They build a nation's pillars deep,  
And lift them to the sky. EMERSON.

## EXPANSION OF THE CANNED GOODS TRADE.



**R**ANKING alongside the great salmon canning industry of the sister province of British Columbia, and the lobster and mackerel canning of our Maritime Provinces, comes the fruit and vegetable canning business of Ontario. The latter especially is a prosperous and growing outgrowth of the National Policy, and may be termed a purely Canadian industry, everything pertaining to it, except the tin used in the manufacture of the cans, being produced within our Dominion. Those of us on the shady side of forty will appreciate the vast public benefit conferred, when we recollect the time when for two-thirds of the year we had to depend for our fruit and vegetable supply on the rudely constructed root houses and ill ventilated cellars, from which we drew semi-decayed cabbages, apples and other articles, which we are now enabled to have deliciously fresh and wholesome on our tables all the year round. Before the advent of the National Policy our good Canadian dollars went to purchase these and many other necessities to the United States. Since then great strides have been made in this important industry. In those days our wholesale grocers considered their stocks complete with a few hundred cases of canned goods, whereas nowadays many of them handle tens of thousands of cases during the season, one house here alone claiming to have turned over last season thirty-seven thousand cases of Ontario packed fruits and vegetables, without taking into account large quantities of other goods, such as salmon, lobster, meats and soups. Seeing the vast importance in this great canning industry of protecting the public from deception and fraud, the Dominion Government has very wisely enacted that packers shall put a label on each can, bearing the proper name of packing firm or company, and the locality where the goods are put up, thus wiping out the occupation of unscrupulous persons, who, under fictitious names and labels or no labels at all, put up inferior goods, such as soaked corn and peas, and palmed them off on the public, much to the injury of the legitimate packer. The demand is now supplied in Ontario by some dozen or more concerns, most of them having capacity for turning out large quantities of goods. Many of them use the greatest care in selecting and putting up goods under their brands, and make excellence their motto, and are fast gaining an enviable position for their turn-out, not only in the markets of the Dominion but in Great Britain also. While this is generally the case, we regret to find there are still a few who are disregarding these business-like methods, and the baneful results of carelessness and slovenliness are more than apparent in the slop goods which they turn out, and it would seem as if they realized that their pack was intended for hogs instead of human beings. It is comforting, however, to know that this class of canners very soon come to grief, sometimes leaving banks and capitalists, who were foolish enough to make them advances, in a position to talk ever after most knowingly, with sometimes dear-bought knowledge, about different brands and packs of canned goods. Nature, being a mother kind alike to all, here generally protects the innocent consumer, inasmuch as if the goods are not properly and cleanly handled in processing, any filth or decayed matter finding its way into the can generates a gas soon after it has been hermetically sealed, which causes one or both ends of the can to swell, rendering of course the bad quality or carelessness apparent, and the can unsaleable. If the can be allowed to remain long in this swollen con-

dition, it usually explodes with a report like a cannon, scattering the contents in all directions, and being the cause of much unpleasantness, and were it not that our retail grocers are, generally speaking, piously inclined, would be productive of much profanity, more especially if the innocent dealer, having bought heavy of such trash, is forcibly reminded of a fourth of July celebration when the pile in the back storehouse begins to work.

Unfortunately in some cases the grocer or dealer is himself very greatly to blame, when for the sake of making, or expecting to make, a trifle of five or ten cents a dozen extra, he knowingly and with malice aforethought buys these rubbishy brands. He scarcely or never makes the difference, as in any case he is sure to lose in prestige, and in fact all our best retail grocers, realizing this, will not buy any but first-class recognized brands. Of these there are some two or three especially good in everything they put up with their brand on. A few more pack some remarkably well, other articles indifferently well.

The public are beginning more and more every season to discriminate wisely in favor of certain brands, and by so doing rewarding the legitimate and conscientious packers, who are aiming to put up goods of only the finest quality and excellence. In vegetables more particularly this is no easy task, as only the very best and in many cases special varieties are required. These have to be selected and planted as in the case of peas, corn and beans, and cared for until fit for canning with great attention. Then they must be put up when fresh and not be allowed to become over-ripe. When put up in this way and turned out of the cans as soon as opened, they become a delicious and wholesome article of food. Being subjected to boiling by steam in processing, the heat effectually destroys all disease germs or microbes, and we noticed lately their recommendation as a general article of diet in the unfortunate event of the spread of cholera, by so good an authority as the "American Druggist." In this regard the low prices to which competition has brought the very best brands bring them within the reach of all, a can of tomatoes, corn or peas of best quality being procurable from any respectable retail grocer at the low price of ten cents each. Under this figure it is, in the ordinary course of trade, impossible to obtain the best goods, therefore, the three or four for a quarter stores should be shunned by those desiring, (and who does not desire?) to get the very best goods only. There are also some extra fancy brands not obtainable under fifteen cents, especially in corn and peas. Having for some years watched with pleasure the rapid growth in Ontario of this great canned goods industry, so beneficial in enabling us to have, one might say, the delicacies of the season all the year round, besides affording employment to our farmers, gardeners and fruit growers, we still hope for greater development and progress, especially in the direction of the British markets.

Therefore, we would say to all connected with the industry, especially the packers, aim above all things at excellence of quality, as on this almost everything depends, and send out the beautiful and magnificent vegetables and delicious fruits which our glorious province of Ontario is capable of producing, send them out to our own Dominion markets and the markets of the world as near as possible to their natural state, not marred by careless handling or slovenly processing, but see that every can which bears your name and brand be only perfect. None but those working on these lines can hope for success. To every retail grocer we would say, purchase your canned goods only from the wholesale dealers who keep the very best brands, and do not allow yourselves to have inferior goods loaded on you to the great detriment of your own reputation and of the increase of your business. Depend upon it, if your trade for canned vegetables particularly is not increasing there is something wrong, and the business is likely being done by your competitors, as the sale is rapidly growing and bound to increase year by year.

T. C. P.

"Only the actions of the just  
Smell sweet and blossom in the dust."

## THE RELATION OF THE PRESS TO TRADE.



DEBATES on that old time topic, "the pulpit versus the press as a power for good," do not as a rule now-a-days in intelligent communities find much favor. There is too much doubt about the ultimate decision to be reached to make the condi-

tion of this subject anything else but stale. The very goodness of the pulpit is simply met by the actual necessity of the press. When therefore we find so important and growing a factor in our midst, as the press must be when it successfully challenges comparison with the grand old pulpit, we think it right to consider its ultimate relation to trade. This we might profitably do under three heads, as follows:—

- (1). Trade's relation to the general printing.
- (2). Trade's relation to the newspaper press.
- (3). Trade's relation to the book and newspaper press.

(1). The exact conditions under which trade is carried on in these busy days would entail more just elaboration than we fear is practicable at this present time. Not the least of these varied interests is that of the printing account. The house which spares ink in this branch of our subject is infinitely worse than the house which has for its sole sin that it "does not advertise." So far true is this remark that we are safe in saying that no first-class house does neglect the golden opportunities lying in the simple matter of every-day printing connected with the establishment, and we will assume that no house absolutely dispenses with the use of printer's ink in some form, and proceed to criticise some of the methods in vogue.

Take ordinary invoices. What execrable taste holds forth! To receive the invoices of a wholesale house is a daily task with almost every retailer, and criticism, nay odious comparison, soon follows, and even the very envelope comes in for its share of encomium or reverse, alas generally the reverse. The only house in the grocery trade which really comes up to a proper standard in this respect is one in Hamilton, it rejoicing in a beautiful copperplate for envelope, invoice, statement and letterhead. Some of the houses on Front street use very cheap stuff, not at all to their credit, and one spends money on a neat copper-plate for invoices and statements which are stuffed into the envelopes with as much folding up as would put them into a pence envelope, and when they are removed the appearance is certainly not very dignified. The retailer has much to reform in this matter. Too much common tea paper, is made to do the work of ordinary plate paper, which in all conscience is cheap enough. Copper-plate, although the correct thing, is certainly not necessary, the general run of printers being able to produce very excellent and tasteful work in this, as in other branches. Nor is it necessary to have the "blanket" invoices and statements, as some do, unless you wish people to imagine you require lots of room to write. Adopt a neat blank leaf check book for your counter, send one of these checks out with each order, and render your weekly, bi-monthly, or monthly bill on a neat, well-printed and good piece of paper, called a statement. This advice is not meant to be a fault-finding one, but a certainly needed one in many stores.

Of the many other uses to which printing can be put in both wholesale and retail stores, we need not particularize much. A certain wholesaler in Ottawa has a nice little printing room in the establishment, and runs off many a helpful skit on this, that and the other thing, as well as all necessary press-work in connection with a

large concern. We don't advise dodgers for retailers. They are cheap, over-done, and do not pay. We do advise printing all bags. This offers many opportunities for the circulation of necessary information regarding your stock, and costs very little extra. For the man who steadily prints his card only on his bags, year in and year out, we have nothing but sympathy. This is indeed a steadfast course if nothing else. Of the many schemes which can be profitably and cheaply worked with the aid of a little printer's ink, we will not now speak; suffice it that we commend its more liberal use to our confreres.

(2) What trade would be without the aid of the news paper, could not well be answered save by saying, that probably it would be better off than the newspaper without trade. That we merchants do not appreciate our newspapers, be they daily, weekly or monthly, goes without saying. There is, of course, that hasty glancing at the city news, general despatches, and births, deaths, and marriages column, without which no civilized mortal can sleep. But anything like a careful perusal of the articles, financial columns and market reports, is not general, but rather the exception. This may easily be proved by an ordinary question or too, to the general trader, and these things are very important to every one of them. Too much stress is laid upon that ancient saw, that the papers lie to suit themselves. That they make ridiculous statements to suit themselves at times, is perhaps better truth, but the general reader must not let political exigencies warp his judgment nor keep him from reading and studying that which is of general use and interest, and perhaps treated by an expert on the subject. The market reports are valuable as comparative features, even if occasionally wide of truth. Where some of the market prices are hatched, nobody save the idle reporter knows. But this catastrophe only happens once in a while, and, generally speaking, market reports are safe guides to close buyers. Of the weekly and monthly newspapers, especially trade papers, we know far too little. What constitutes the ideal trade paper in our minds might profitably be treated of in another article, as space is now limited. Suffice it to say that, as they are, a very profitable hour can be spent each issue, in a thorough study of the contents. Do not pay undue attention to the smart man, who always is finding fault and advising regarding your store and its appointment, your clerks and their department, or yourself and your abilities. Ten chances to one if he ever was behind the counter, and if he was that he practised what he so volubly preaches from Cape Cod to the Pacific.

[Of course in all that is said of the faults touched on in the foregoing paragraph, the old formula, that present company is excepted, is understood.—Ed.]

Perhaps the most important branch of this division of our subject is advertising. Does it pay the retailer or wholesaler? We think a great deal before we write. Whether the retail grocer should advertise, is not to be treated of lightly. The great difficulty is want of profits to come and go on. Advertising that is cheap is not cheap as an investment, for the same reason that gold dollars at 90c. are not cheap. The chances are that both are worthless. If the retail grocer sees his way to advertise in the press, by all means go to the dailies and to the best of them. The effort must be sustained steadily to ensure success, and the utmost ingenuity is needed to secure a fair return. We personally believe that good goods, prompt attention and low prices will make the grocery trade grow as fast as advertising; the general run of people who are worth having, not being inclined to run around much with a small amount to spend, and there is not enough novelty in the trade, as in dry goods for instance, to make people want to read what you say.

(3) We have very little space left for our last division, and it is very important. We traders have too long left these things alone, thinking they were not for us, and yet it is just as necessary for the thorough enjoyment of life that we taste of its intellectual fruits, as of any other kind. The commercial world and its multiform labors do not preclude the dipping into the great products of the world of letters. That broadened minds, more liberal ideas, and happier

mortals are the outcome of generous mental food, goes without contradiction; and bright and cheery is the man who, laying completely aside within his home, the cares and trials of the day's business, turns himself to the thoughts and brilliant writings lying so profusely all around him. The best things in a literary way belong as much to the most sordid money-getter, as to the oil-burning student; the only difference being a disparity in appreciation. It behooves us then to make full use of our opportunities for pleasure and self-improvement. Nor do we advocate pedantry. Those who carry all they know on their tongue's-end, ready for immediate distribution, are to be pited as well as feared. There is that quiet restful enjoyment of intellectual matter, which is grateful and comforting; more so than the cocoa which is called by these endearing terms. That there is a lack of time for these things is only too true, and yet we hazard the assertion, that one hour a day can be saved for the purpose without very much effort. This difficulty we think would be easier of solution than the one of "what to read." Men's tastes are so varied that definite advice is out of the question. The individual longing must be the surest guide, and once a start is made in real earnest, rapid progress will surely follow. Many a thoughtful man has started reading Dickens, and has never dropped his reading; advancing from story to history, and from history to biography and criticism.

To those who desire a little of everything surely nothing can compare with the American magazines. Theirs is indeed a splendid history. And they deserve, too, every atom of success which they have earned. They represent all that is good, gentlemanly and scholarly in the American people; and no one can peruse their contents from month to month without much profit and pleasure. To Canadians it has long been cause for regret that we had not a magazine of our own. This reproach is not necessary now. We have two, one in Montreal and one in Toronto. Neither comes up, of course, to the American standard, but this standard is the result of age and experience, and can be reached eventually by careful management and liberal treatment of illustration, letter-press and public. That a good magazine needs time as much as money is well known, and amply proved by the experience of others.

We say then to our fellow-tradesmen,—Do not neglect the press; when you print anything do it tastefully and well. When you read your papers, do them justice. When you read anything in your spare hour, which you must contrive to have for your own good, read something which has a name as living literature, and you shall have a good return for your investment of time. When your children grow up you will not be ashamed, in the light of their greater knowledge, born of greater opportunities, of your stock of stored knowledge, as a net result of your saved moments.

RICHARD. A. DONALD.

#### HOW TO LOSE CUSTOMERS.

**M**UCH that is thoughtful, salient and witty has been written and spoken to show the thousand and one methods of gaining and keeping customers, but very few writers have stated or suggested methods of losing customers. This may not seem to be very necessary, but this is only a first-sight impression. Methods for getting rid of customers are often very necessary and desirable. Such results should be attained in a very methodical manner, as haphazard ways and methods do not suit the business of to-day.

One of the easiest methods to accomplish the desired end—getting rid of a customer—is to trust him unnecessarily. This may not always work, but there are a certain class of people that any merchant can rid himself of entirely, by allowing them to run a bill without making a payment for about two months. Let one of this class run up a bill of say twenty-five to fifty dollars, and you will have the grim pleasure and satisfaction of watching him sneak around the corner into your rival's store to try the same thing again. He may, of course, be forced to pay cash, if your rival will not trust him, but he would sooner pay cash where he owes nothing than where he has an overdue account. It is reasonable that he should too, because at the new place he receives goods for his cash, while with you he would

be paying for a dead horse. Experiment on one of your customers and see the fun. Sell him all the goods he wants, and don't ask him for a settlement at the end of each month, and he will soon become frightened at the course he is running. Then his visits will be less frequent, and soon you will be rid of him entirely, when you can feast with satanic delight on the thought that he is around the corner paying out the cash you never got to the rival who demands prompt settlements. Then you may sing the good old song—"And he never came back" till your sufficiency is sufficed. Try it, there's loads of fun in it.

No claim for originality is put forward with regard to this idea. It is neither copyrighted, or patented, the government has refused to do either. It is neither new nor old, neither an invention nor a discovery. Many dealers throughout this enterprising Dominion are using it successfully. In fact it has proven so successful, that, unlike the Waterbury watch, it never runs down. Once started the method goes on itself, and the only thing that runs down is the business of the man who uses it. But, of course, the men who have adopted this famous contrivance are the men who have too many customers, and consequently desire to lessen the strain on their business capacities. For cleaning out a business it is the best purgative known. All other patent medicines and quack-doctor mixtures lose their reputation when brought into competition with this brilliant and powerful cure-all.

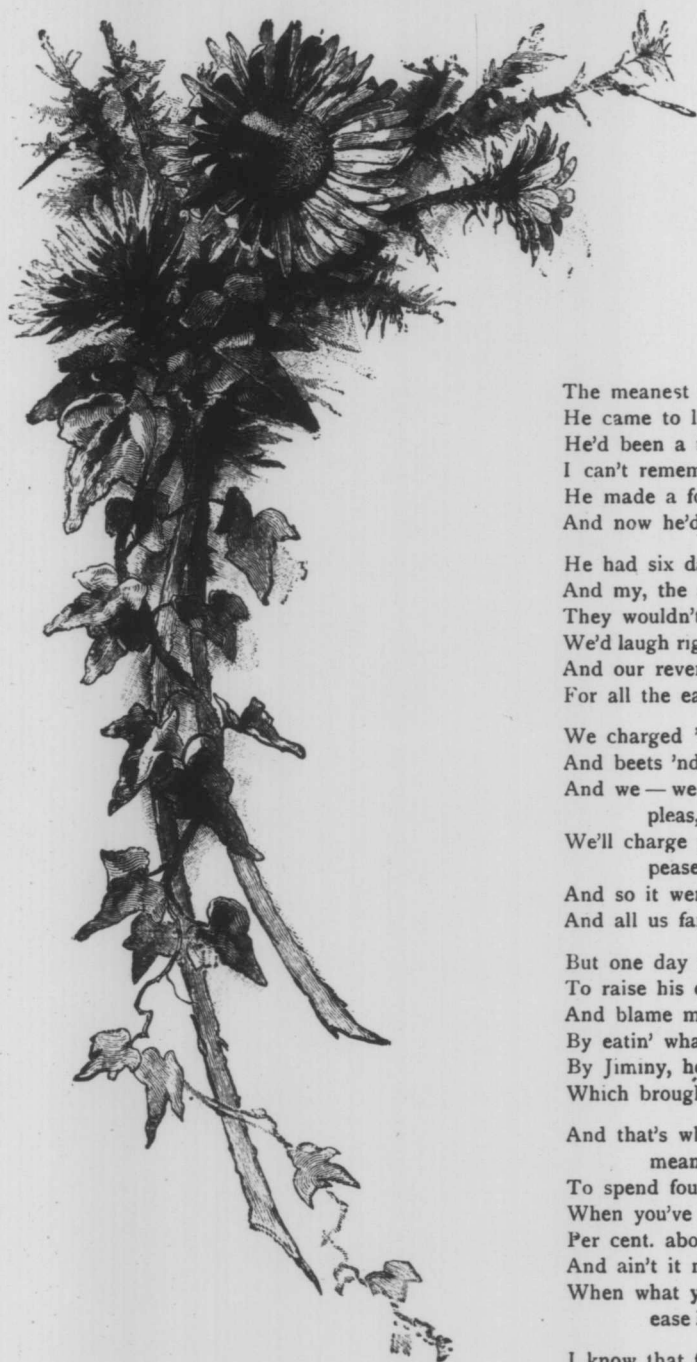
One peculiar fact concerning this method is that as yet it is known only among civilized and cultured nations; but missionaries are being sent out to teach the heathen merchant the way to happiness. An effort is also being made to induce the scattered Jewish nation to adopt it, but hitherto this has been unsuccessful. They are naturally a shrewd people in regard to finance, but this is one thing on which they seem to be unduly prejudiced, and consequently efforts to induce them to adopt it have so far been unsuccessful. Still, its promoters recognize its efficiency as a means of getting rid of offensive and inoffensive buyers, and they have more faith in it than in most of the weather prophets. The resemblance between this method and the weather is that both kill the prophets, as any business man who has long tried the system will tell you if you worm the secret out of him and spell the word differently. It is a great thing, bound either to kill or cure.—and often does both.

One of the leading attractions at the World's Fair will be—it is expected—a huge mound which will rival the Eiffel Tower in size and solidity. It will be composed mainly of bulky ledgers which will form the foundation, while the superstructure will be a motley collection of blighted hopes and broken hearts. The mound will be surmounted with a large flagstaff, from which will float one of the largest banners ever manufactured. The flagstaff will be made of hollow mockery, while the banner will be mainly of woven tears. On either surface of this enormous banner will be the well known symbol of the skull and cross-bones. A legend will also be worked in with pen quills, which will read thus: "Hail to our Great Oppressor, the Long Credit System." Below this will be the words: "Erected by the Unsuccessful and Bankrupt Retailers of America."

TIMOTHY HAY.

#### MERCANTILE INFLUENCE.

Mercantile influence is a powerful force in any section where it is exerted in the form of boards of trade, business men's associations, etc., and the range of its action is very wide. What it does unconsciously in the mere development of trade interests touches the community at many points not comprehended in the mercantile purpose. But merchants ought to be a little more self-asserting, and show that they know their value and their strength. There is no reason why they should not apply their influence to many other questions than those it is now applied to. It ought to be solidified in self-defence as well as for progress. Through mere default of mercantile agitation and opposition many a step is made against merchants' interests. The Patrons of Industry have disturbed trade simply because they had individuals to cope with instead of a commercial spirit in an organized body of traders.



## MR. PETER COMPLAINS.

The meanest man I ever saw lives right next door to me ;  
 He came to live in Myrtleville, I think, in eighty-three.  
 He'd been a merchant all his life in Boston or New York,  
 I can't remember which it was ; his line was mostly pork.  
 He made a fortune bringin' pigs from out the woolly West,  
 And now he'd come to settle down 'nd give himself a rest.

He had six daughters and a boy—a college lad, they said—  
 And my, the airs them gals put on ! They acted real high bred.  
 They wouldn't look at one of us ; but we—we didn't care !  
 We'd laugh right out when they come by, their heads up in the air ;  
 And our revenge we allers got when 't came to market-day ;  
 For all the eatables they bought we made them ronndly pay.

We charged 'em sixty cents for eggs ; for milk we ast 'em ten ;  
 And beets 'nd vegetables went up to where they'd never been.  
 And we—we grinned, and sort o' said, " Be snobbish as you  
 pleas,  
 We'll charge you for it when you come to buy your beans and  
 pease."

And so it went for nigh four years without a break or hitch,  
 And all us farmers round about was feelin' pretty rich.

But one day that old skinflint said as how he thought he'd try  
 To raise his eggs and milk himself, his oats 'nd beans 'nd rye.  
 And blame me if he didn't ! Spiled the market for our stuff  
 By eatin' what he'd raised himself ; 'nd if he had enough,  
 By Jiminy, he'd sent it out by freight to friends in town,  
 Which brought the total profits of the farmer's business down.

And that's why we all hate him ! Just his meanness ! Ain't it  
 mean

To spend four dollars good hard cash for one small Lima bean,  
 When you've a neighbor that don't ask no more than four or five  
 Per cent. above the market price for all the beans alive ?  
 And ain't it mean to spend a pile to raise your own green peas,  
 When what you've paid for profits went to give your neighbor  
 ease ?

I know that fellow pays at least a dollar ten a peck  
 For all the oats he raises, and I seen a single check  
 For sixty dollars that he paid to get a bag o' seed,  
 That when it grew would yield about two dollars' worth of feed  
 I wish the boys would vote to send me down to Washington ;  
 I'd call upon the gover'ment to see what could be done.

It's high time farmers got some sort of aderquate return  
 For all the taxes they pays out ; 'nd I'd take pains to learn  
 If any city snob's a right to come 'nd use his gold  
 To take the bread out of our mouths, 'nd treat us stiff 'nd cold ;  
 And if I couldn't make a law to cure this rank abuse,  
 I'd raise a dollar mortgage on my farm 'nd then vamoose !

—Harper's Magazine.

## THE BEAN.

"When shall the beans, by Samian sage adored,  
With savoury pork and pottage grace my board?  
O halcyon nights! O feasts that never cloy!  
Feasts that the gods themselves might taste with joy."  
Horace (Satire VI Book II.)



HUS with the delightful Horace sings my soul, when, o'er a dish of genuine Boston baked beans and brown bread on a Sunday morning, I reflect on the blessings of a frugal meal and a peaceful stomach. I have heard people declaim on the merits of hen-fruit in conjunction with a thin slice of prime bacon, have seen the

brawny son of the heather open his capacious orifice and brush aside the long straggly moustache and make a meal out of his "parritch," and have myself imagined myself in the acme of epicurean delights in the enjoyment of buttered toast and a soft-boiled egg and a cup of Standard Java and Mocha with cream, but never until my footsteps wandered in the crooked ways and places of Boston and woke the echoes of classic Beacon Hill, and I was privileged to sit at the festal board of a West End "beanery," did I realize the perfection of gastronomic delights.

Beans, oh beans, praised be thy virtues and thy seed undying! Among vegetables art thou king, rave the wild Hibernian as he may of cabbage and potatoes! Thy insidious charms and syren songs have lured me from the beaten path in spite of the cotton batting of prejudice plugged deep into mine ears.

I do not know who first tickled the human palate with the divine melange known the wide world over as the pride of every true Bostonian, but that some inspired patriarch or ancient alchemist gave the world gratis the result of his inspiration or life-time's research is in my mind a settled fact. That Horace knew of it and loved the bean is repeatedly manifested in his songs. He had it clearly in mind when singing of the merits of a vegetable diet—

"..... What your garden yields  
The choicest honors of your cultured fields,  
To him be sacrificed, and let him taste,  
Before your gods, the vegetable feast."

(Book II, Satire V.)

and in his Satire III, Book II, he exclaims:

"Vain-glorious fool, thus to consume thy means  
In scattering largeness of peas and beans."

Again and again we find the loved Roman chanting the praise of his frugal life and love for the vegetable kingdom, and his admonishments to his friends on their mode of life and diet are worthy of application to ourselves in this world of beef and pork. Small wonder then that the classic descendants of the Pilgrim Fathers sing the praise of their beloved beans, and I, who have revelled in the delights of the genuine article for years, and even now in another country enjoy this favorite dish as regularly as the blessed Sabbath morn comes round, feel myself transported with enthusiasm at the sight of the dish of shiny brown berries floating in a sea of amber sweetness, with a miniature mountain of dark brown bread dotted with fat Valencia raisins by its side, all steaming hot. To the uninitiated such rhapsodizing seems absurd, but the 33 degree men can fully appreciate any liberty taken with the language to express one's love and admiration of the Boston baked bean.

It seems a sacrilege to me to see the so-called Boston baked beans served up in our restaurants (even the best) and there is not an hotel in this city, high or low, that can with justice label their article

"Boston," baked beans. It requires a residence of years in the classic Hub to perfect one in the preparation of this wonderful article. How I recall with pleasure the olden days, when, before we were initiated into the mysteries of the art of preparation, I sauntered round the block in the South End every Sunday morning with my little jar, and wended my way to the little grocery and bakery near the Church of the Immaculate Conception, and purchased my beans and the steaming circular pyramid of brown bread. And how long the short way back seemed to me with the tantalizing odor of the luscious food breathing itself into me at every step. And then at our frugal board how the steaming feast opened a prayer of thankfulness in our hearts for so little and yet so satisfyingly much; the little browned pearls in their shining bath and the spongy brown bread, each slice topped with a crown of butter. It is thus that one learns to love this meek and modest vegetable, and in every household of the classic town, from the richest fish-or shovel-aristocrat of Beacon Hill or the Back Bay Extension, to the humblest and poorest resident of Nigger Hill or the tortuous ways of the North End, this dish is served on Sunday morning, and not only served but thoroughly enjoyed. The merits of the Boston baked bean and its concomitant the brown bread, are indisputable, and those who sneer at the dish either have not tasted the genuine article or are dead to the highest and finest sense of taste. Living here in my own loved Canada, I yet feel and acknowledge that the years spent in the classic city on the Charles have not been lived in vain, as outside of its elevating atmosphere and historic surroundings the two legacies left to me are a due appreciation of its divine dish and a lasting shiver at the memory of its East winds. In conclusion I might quote with an appreciative soul one who too has evidently become enamoured of the bean:

"Old Boston, proudly raise thy head,  
Thou Athens of our day,  
Whate'er the changes that are made  
Thy bean is pure alway."

If any of your readers desire to enter into the enjoyment of this dish I will be happy to furnish them with the recipe.

W. H. SEYLER.

Toronto, Ont., Sept. 15, 1892.

## PAPER BAGS.

NOTHING has had a greater influence in making possible the rapidity with which certain branches of retail business are now conducted, as compared with ten years ago—more especially the sale of groceries—than the cheap and rapid production of paper bags. At the outset, these bags were all made by hand-labor; but now machinery has crowded out the hand-workers, and factories are in existence on this continent which produce millions of paper bags per week, and not unfrequently fill single orders for three millions. Paper sacks for the transportation of flour are now used to the extent of over one hundred millions per annum on this side of the Atlantic; and to this same extent have superseded the use and requirement of cotton sacks and of barrels. With machinery have also come many improvements; square bags that stand up of themselves, and need only when filled from a measure to have the top edges turned over to make the package at once ready for delivery. A purchaser can now also take his butter or lard in paper trays that are brine and grease proof; his vinegar in paper jars that are warranted not to soak for one hour; a bottle of wine wrapped in a corrugated case that would not break if he dropped it on the pavement, and his oysters in paper pails that will hold water overnight. A few years ago, to to have furnished gratuitously these packages, would have been deemed extravagance; but now it is found to pay as a matter of business.

The golden-rod is yellow,  
The corn is turning brown;  
The trees in apple orchards  
With fruit are bending down;  
The gentian's bluest fringes  
Are curling in the sun;  
In dusty pods the milkweed  
Its hidden silk has spun.



**G**OOD roads are closely connected with the material progress of a country or a section of country. Any one who has driven along the best roads in this province cannot fail to be struck with the thrifty looking homes and farms that skirt them. The old frontier and interior roads originally made and maintained by the Government for the opening up of the country to settlement, are generally good roads to-day, and the people who live upon them are doing well. Toll-gates, often spoken of as a relic of barbarism, nevertheless do good. They are never to be found on bad roads, for they afford the revenue that makes the maintenance of good roads easy and certain. Equally good results are got by substituting a special rate for the toll-gate mode of taxing people. Thus the long road called the Kingston Road in one section, the York Road in another, the Dundas Road in another, is kept in firm smooth condition. Thus also the Indian Road running through the country of Wellington is kept up. The York Roads, as Yonge St. and certain roads in Vaughan township, are kept in repair partly by toll-gate receipts and partly by rates. All these roads and all other roads of their kind in the country are as a rule flanked by well-kept, well-tilled, well-drained farms. With a good hard road, well rounded up so as no water shall lie on it, trenched with ever-open gulleys on each side, and kept in constant repair by road makers, the border farms are worth many per cent. more than others of equally good land, equally close to the market but situated on a bad road. The former have a road that can carry a load in the worst of weather. The latter are often obliged to leave off teaming, when probably the market for their produce is at its best, because the roads are miry or are cut up with washouts. When their roads are but moderately bad, traffic is laborious and wasteful, and costs more in damage, to horses, wagons and harness, than would suffice for keeping the roads in good condition. Where roads are bad farms are usually not well drained, and this points to one of the ways in which bad roads are related to bad farms. In some parts of the country the municipality requires a margin to be kept clear on both sides of the road, as forest tends to keep out the sunlight from the road and to preserve a moisture that constantly oozes out into the road.

The Romans knew the value of good roads. Their famous highways form the very groundwork in their colonizing system. The first work they did was to run their roads through the newly conquered country, and neither time nor money was stinted to make these roads perfect. There never were before nor have there been since such roads as were run through all parts of the Empire. The first consideration was undoubtedly the expediting of military movements, but the economy of these roads soon manifested itself and became a motive for the extension of them.

Railroad building, which should have been a developing factor in our road making, really arrested its progress. It did so in this way: It lessened the amount of transportation by horse power of heavy loads over long distances. The trains took the lumber, timber, grain and other heavy staples and brought them to the central market. Drawing to the railway station took the place of drawing to a market a day's journey distant. If the latter long hauls had continued there would undoubtedly have been better wagon roads all over the country than we have to-day.

The Patrons of Industry have a subject close to their own doors in this bad roads question. Why do they not give it their attention, instead of going out of their way to alter the mercantile system of the country? They see what an utter failure the statute labor method of keeping country roads in condition has proved. They could make a radical change in the condition of the majority of the farmers of the country by bringing about a great improvement in country roads. Villages, towns and cities are as much interested as

are rural districts in this matter. Good roads to all places of trade promote business and increase the purchasing power of country buyers. Hence, boards of trade, business men's associations, town and city councils, should give the subject of the roads radiating from their town or city thoughtful attention, and should agitate every means in their power for the improvement of the same. The improvement of the roads is a live modern subject, widely discussed and attracting a great deal of attention.

There is no reason why bad weather should make bad roads. It is because roads are of soft material, ill made and poor drainage that they are made impassable by a heavy rain or a spell of wet weather. If they were properly made and kept in repair, traffic would not be interrupted beyond the time rain was actually falling, and as long as the weather was clear overhead it would put no obstacle under foot. But now the roads are frequently in a broken state for weeks after a rain or thaw, and are almost closed to traffic for some time after a sudden freezing up follows a soft spell. Hence one of the most commonly assigned causes for dulness in trade in the stores of this country is bad roads. Bad weather, bad roads, bad trade are thus connected in a progressive relation of cause and effect, and the trader is interested in working for the betterment of the roads. Customers are kept away by bad roads, travellers cannot get to interior towns, and goods cannot be got from railway stations a few miles distant if the roads are impassable. Demand that is then held back through people's inability to get to town is not merely deferred. Part of it is lost, as people invariably contrive to get along altogether without some part of what they cannot at the moment get.

#### EARLY CLOSING.

A good deal has been said in your valuable and spicy paper on the early closing subject. Interchange of thought and experience will tend to aid other places that have not adopted the system yet. About four or five years ago our city adopted the by-law. Dry goods and hardware stores close at 6 and grocers close at 7 each evening, except on Saturdays and the day before a holiday, when the hour of closing is 11 o'clock. It has worked admirably ever since it was adopted, and merchants are delighted with the arrangement. Six-thirty would be a better hour for grocers and 9 on Saturdays, as it really makes no difference to sales, as the customers prepare accordingly. Many places still hold to the long hours, which are productive of no good, and to aid the early closing I would make a few suggestions:

1. All factories should make Thursday pay-day, so that the want of wages could not be an excuse.
2. Customers should do all they could by sending in all the orders not later than Friday, which they will invariably do if asked.
3. Market day should be changed from Saturday to Friday. The advantages of an arrangement based on the adoption of these rules would be:
  1. Better health to all concerned.
  2. Clerks both male and female could spend Sunday as they should.
  3. Delivery men could get their work done by 10 o'clock instead of 12 or 1 as at present.
  4. No excuse could be given for Sunday cooking.
  5. Much more of the best talent would find its way to the churches, which is now kept away through exhaustion from overwork.

#### DISADVANTAGES OF THE PRESENT SYSTEM.

Long hours (1) bring weary, tired bodies and brains, both to clerk and employer. (2.) Unfitmen for worship on Sunday. (3.) Necessitate late buyers doing their cooking on Sunday. (4.) Often bring the delivery man to encroach on the Lord's Day before he can get through delivering, and he also keeps customers up late waiting for goods. (5.) Necessitate clerks working six hours longer than other workmen.

By adopting the 6.30 hour for general closing and 9 o'clock Friday evening, a great deal of good would be accomplished. The present system is based on only a habit, which could soon be over-come. Let all our mercantile men take an interest in the above changes, and give it a trial. Ice cream and fruit stores keep open late every night.

W. T. BARKER.



*Superior  
Quality*



*Canned  
Goods*

# BUYERS

OUR interests are identical. It has paid us to pack a superior quality of Canned Goods. It will pay you to Sell Them. Our sales for 1892 have doubled 1891. You may double yours by securing now—while the price is right and stock fresh and complete—a full assortment of our leading lines, such as Niagara Tomatoes, Delhi Sugar, Cottage and Epicure Brands of Corn, English, Marrow, Sweet Wrinkle and Sifted Peas, Valentine and French Beans, Sweet Pumpkin and Hubbard's Squash, Preserved Strawberries, Raspberries and Blackberries, English Morellow Cherries and Gage Plums, Choice Table Peaches and Bartlett Pears, Epicure Catsup in pint and quart bottles, pure Jams in jars and pails.



*Delhi Fruit and  
Vegetable Canning Co.*

FACTORIES :

**Delhi, Ont., and  
Niagara-on-the-Lake.**

ALL OF WHICH IS GUARANTEED  
STRICTLY A 1.





# CROGERS:

Advertisements are frequently nothing but an exaggeration of facts. An advertisement to be of any benefit ought to be truthful—the commodity advertised just as represented. We believe this, and fearlessly assert that our



## Sodas

Are the best on the American Continent, and what we ask is a fair trial, leaving our customers to judge if they are not all we represent. Our

## Sweet Biscuits

Are not surpassed by any other manufacturer. This may appear like boasting, but why should it not be true? We give our undivided attention to this department, and as we do our own buying we are thus in a position to secure the best materials money can purchase.

Canada leads in this line, as in many others, and always will as long as the Union Jack continues to wave over us.

Our Confectionery, Jams and Jellies speak for themselves, and we are the sole manufacturers of the celebrated

## B. F. P. Cough Drops.

Reserve an order for our travellers or give us the privilege of filling one by hearing from you direct. We will feel honored if when in the city you call on us; and concluding would say that it will be our constant aim to anticipate your wishes at all times.

# The Toronto Biscuit & Confectionery Co.

7 Front Street East, Toronto.



It is an interesting question whether low-priced goods or goods of good quality bring the largest volume of trade. Low-priced goods kept by some merchants and sold at very low figures often embarrass a merchant selling good goods till he finds out that the competing goods are inferior. Then he has no trouble in convincing his customer of the difference. Competitors often try to get the start in that way, but such tricks are soon found out and the customer is discouraged from buying there again. I have found in my experience that it is the best way to keep the best goods always, that is, if you want to continue in the trade. Take one example: A customer visits one store and purchases an article which turns out to be very inferior. She takes it home and is not pleased with it. Then she tries another store. This time she gets a fine article of the same class, takes it home, spreads it out on the table, and the result of that deal is that the first merchant has lost a customer.

I have found even the poorest classes will buy good goods, so I think, on the whole, that although the price may be a little higher, if the article pleases by its merit, a greater volume of trade can be done if it than if it were of poor quality. It is requisite also to get the customers to believe what you say, and if they have confidence in the merchant they will not be so apt to leave on account of the price. Keep the best goods, be accommodating and obliging, get the confidence of your customers and good goods will sell themselves.

I have often bought low-priced goods, and find as a rule they are harder to sell, remain longer in stock, decrease in value and often have to be thrown away. Not so with a good article. Then see the difference in selling the goods. A customer comes in, I hand him down the article he asks for, I know it is good, it affords me pleasure to recommend it. With confidence in me the customer takes the article, and if it turns out as I say I have gained a customer. On the other hand, if I am hesitating, the customer notices my difficulty and decides in his own mind that the article is none too good, and if he should purchase, it would only be for that once. My advice is to keep in every line the best goods, be candid and honest. You will then retain your customer, and a customer retained will gain others.

W. T. BARKER.

ENGLAND'S JAM INDUSTRY.

With the advantage of cheaper sugar than any other commercial nation, the jam industry has developed in Great Britain to a great extent, and this, too, notwithstanding that Great Britain is a country not especially adapted to the growing of fruits, and in which domestic fruits are, as a rule, costly. According to Sir Thomas Farrer, about 100,000 tons (200,000,000 pounds) of refined sugar was used in this industry in the United Kingdom in 1884; employing 12,000 men, or more than double the number employed in the British sugar refineries, and for 1888 the estimate was 150,000 tons. With the reduction in the price of jam, consequent on the low cost of sugar, the consumption of jam throughout the world has received an enormous impulse, and preserves of every kind, more especially orange marmalade, which were formerly regarded as luxuries, are reported as becoming articles of daily use in England among the very poorest families, supplanting to a certain extent the use of butter.

Purple aster and golden rod,  
At your graceful beck and nod  
Come trooping in the Autumn days,  
Bedecked with fruits, with gold ablaze.

THE TEA TASTER.

SEE him bending o'er his cups,  
How he draws, and sips and sups,  
China cups,  
Sips and sups,  
Tasting, gurgling, fondling drawing,  
Sipping, dipping, dusting, pawing  
Leaf on leaf and grade on grade,  
Style by style and shade by shade,  
Twisting, dropping, turning, lifting,  
Smelling, blowing, sorting, sifting!

Note his swift ingurgitation,  
Gulping, gorging, epulation.  
See the chewing, manducation,  
Long and steady inhalation.

What effusions and rejections!  
What discharges and trajections!  
What expulsions and detrusions!  
Moist evictions and extrusions!  
How he looks and lifts and smells!  
How each leaf its virtue tells!  
How he fondles and caresses,  
Like a lover's sweet addresses!  
How he watches close each drawing!  
What an endless turning, pawing,  
Stirring of the twisted leaves!  
Hyson, Congou, Jap or Oolong,  
India, Ceylon, Assam, Souchong,  
Each its charms around him weaves.

Never gamester watched more closely  
Deal on deal and card on card,  
Never tippler grasped more firmly  
Poisoned cups he loves so hard.

See him bending o'er his cups,  
China cups.  
How he draws and sips and sups,  
Sips and sups,

Tasting, gurgling, fondling, drawing,  
Sipping, dipping, dusting, pawing,  
Twisting, dropping, turning, lifting,  
Smelling, blowing, sorting, sifting.

W. H. SEYLER.

The knowledge gained in recent years respecting the wonderful fecundity of fish, and the conditions for their favorable breeding and preservation, is so complete, that the claim has been made that the world might be fed from the ocean alone, and that an acre of the sea properly cultivated is capable of yielding more food than ten acres of arable land. Thirty or forty years ago fish in its most acceptable form, namely, fresh, was only available to consumers living in close proximity to the ocean; but now, fish caught on the waters of the North Pacific, and transported more than two thousand miles, are daily supplied fresh to the markets of the Atlantic slope, and sea-products of the coast of the latter, transported two thousand miles, are regularly furnished in a fresh condition to British markets.

The sedges flaunt their harvest,  
In every meadow nook,  
And asters by the brookside  
Make asters in the brook.  
From dewy lanes at morning  
The grape's sweet odors rise;  
At noon the roadsides flutter  
With yellow butterflies.





AUTUMN IN THE COUNTRY.

DAVIDSON

&



HAY

TORONTO

WHOLESALE  
GROCERS

---

TEAS  
SUGARS  
SYRUPS  
FRUITS  
CURRANTS  
RAISINS  
FIGS  
NUTS  
VEGETABLES  
CANNED FISH  
SPICES  
ALL GENERAL GROCERIES

---



LETTER  
TELEPHONE  
TELEGRAPH  
ORDERS  
HAVE  
PROMPT  
ATTENTION

AUTUMN IN THE COUNTRY.

# Giving Entire Satisfaction



**BATTY  
& CO.,**  
PICKLES  
& SAUCES

LONDON, ENGLAND.

The Celebrated  
Nabob Sauce, Nabob Pickles,  
Jams, Jellies and Marmalades.



**HIGHLAND**

**BRAND**



**Evaporated Cream.**

PREPARED ONLY BY  
HELVETIA MILK CONDENSING COMPANY,  
Highland, Ill., U.S.A.



**THE T. A. SNIDER  
PRESERVE CO.,**  
Cincinnati, Ohio.

Tomato Catsup.  
Chili Sauce.

20 VARIETIES OF SOUP.



**The St. Croix Soap Mfg. Co.**  
**ST. STEPHEN, N.B.**



**WRIGHT & COPP,**

40 WELLINGTON ST., EAST, TORONTO,

Will furnish full information for above goods.

## THE SALESMAN AT HOME AND ABROAD.



**C**OMMENT has frequently been made by merchants and salesmen upon the difference of inside and outside salesmen, and the question asked which of the two classes of salesmanship is the more difficult and which calls for the more effort in securing orders. There can be no doubt in the mind of any reflecting person as to which should be the more

difficult, and the general verdict would be in favor of the outside or travelling salesman, but a calm review of the subject, founded on long experience in both situations, convinces me that the inside or sample-room salesman's task is as onerous as his travelling brother's. In order to look at the matter clearly, it is necessary to make a comparative review of the duties of the two positions.

It is generally assumed that when a merchant visits the warehouse he comes with the intention of buying certain stated or required articles, and all that is demanded of the sample-room salesman is close attention to his customer, and, prices being satisfactory, the deal is consummated; while the traveller when calling on his customer is obliged to put forth his best efforts, and use his most persuasive and earnest appeal to open up the heart of the merchant. This rule, however, does not invariably obtain, and the reverse is as often the case. The wide-awake merchants—and their number is becoming larger with each year—pay more frequent visits to the trade centres, make the tour of the various wholesale houses, and keep closer tally of the various quotations of the street, and are, in consequence of their readier knowledge of prices and the state of the market, better able to drive a bargain with the sample-room salesman than if they stayed in their stores and awaited the arrival of the traveller, at whose tender mercies they occasionally find themselves. In consequence of this special knowledge of the market on the part of the visiting merchant, the sample-room salesman has no easy time of it in securing a satisfactory order.

It is also contended that the sample-room salesman has the advantage of his travelling brother by reason of his ability to show the articles he desires to sell, but on the other hand he lacks the visual knowledge of what his customer is short of in his store, and cannot say "I see you are low in tobacco, baking powder, etc.," as the case may be. I have frequently secured an opening for a respectable order by just such quiet observations of shortages in a customer's shelf goods, and while conversing with him on this or that subject had my eye on the lookout for another article in which he was seemingly low. The inside salesman, of course, has the advantage of being able to show the goods to his customers, but lacks those ever-present reminders of former sales that the traveller has, and cannot so readily know the time when a duplicate of this or that line is necessary.

To illustrate:—Ferguson, travelling for Jones, Smith & Co., calls on Hardman, of Orillia, and after paying his usual respects about health, state of trade, weather, etc., launches out, "Well, John, I suppose you have a little something on the list for me this morning?"

"H'm, No, sorry to say I haven't, Joe. Clean sheet this morning just wrote in for a few pressing lines."

"Too bad that, but what about that cheap Nagasaki we were talking about on my last trip, and on which you said you thought of

making a run? I've got a good card, price right, quality ditto, new line, only a short one, and just in, better take it."

Hardman, carefully looks at sample, compares it with his own, possibly draws it, hems and haws, forces the price a bit on a quantity, says, "All right send it along," and the ball is opened. All that was required was an opening item. Now the sailing is much smoother if the traveller keeps his eyes open. One article leads to another, and in a short time a very respectable order is booked.

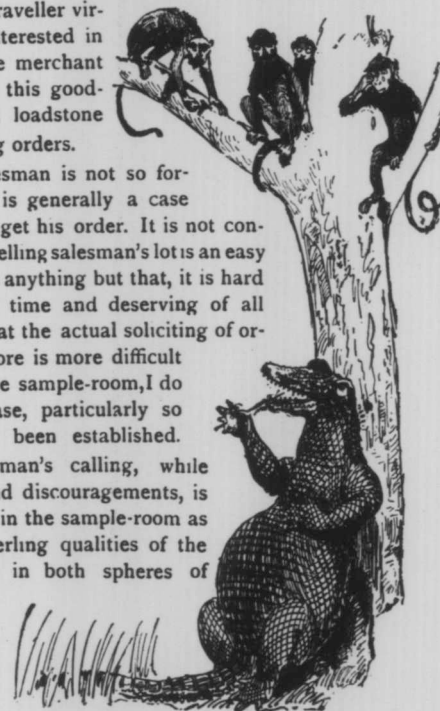
The other side of the case is slightly different. Hardman visits the city, calls at the wholesale house, pays on account and is taken charge of by the salesman, who naturally inquires his wants. "Anything we can do for you to-day?" Hardman wants a Nagasaki Japan, casually inquires for it, not too urgently, is really not actually in need of it, though all the time he has had it in mind as one of his primary objects in visiting the city. The salesman, scenting a good tea order, shows him his leading values and draws it if Hardman has time. Hardman, now on the spot, and knowing that he can look around among the other houses, stands the salesman off, will be in again, thought he had been offered slightly better value by so and so's traveller last week, promised to call and look at it when in town, etc. At this point the salesman's hardest work commences. He doesn't wish to lose the order, cannot afford to cut much on the price, still Hardman is a good mark and it won't pay to let him go. Hardman knows this and calls the turn on the salesman, and either gets the tea at his price or goes out and purchases elsewhere. Even if he does not secure any better value from the competing house he will not return to the house first visited, a certain business pride holds him back, and, moreover it will stand him in good stead in making future purchases from that house, as his not coming back naturally leaves the impression that the other house had a good article, drew his trade and will make competition keener and prices better for him.

These two pictures are not intended as rules as unchangeable as the laws of the Medes and Persians, they are merely inserted as illustrative of the differences in making a certain sale, and there are few travellers and merchants who will not appreciate the object lesson.

As a rule the merchant is apprised of the traveller's coming, and if he is not too urgently in need of goods, will hold the order for him and frequently makes it a point to hunt up enough for him "to make freight." There is also a "bon camaraderie" developed between the traveller and his customers through the frequent and regular visits paid, which makes the traveller virtually a townsman and interested in all that appertains to the merchant and his interests, and this good-fellowship is a powerful loadstone in securing and retaining orders.

The sample-room salesman is not so fortunately situated, and it is generally a case of hard work with him to get his order. It is not contended by me that the travelling salesman's lot is an easy and a happy one, for it is anything but that, it is hard and earnest work all the time and deserving of all honor and reward, but that the actual soliciting of orders in the merchant's store is more difficult than waiting on him in the sample-room, I do not believe to be the case, particularly so where a connection has been established. At all events, the salesman's calling, while bringing with it trials and discouragements, is as honorable and glorious in the sample-room as on the "road," and the sterling qualities of the salesman are appreciated in both spheres of usefulness.

W. H. SEYLER.



**J. F. EBY.**

**HUGH BLAIN.**



A FEW OF  
OUR  
LEADING  
SPECIALTIES

**BENS DORP'S** ROYAL DUTCH **COCOA**

**BATGER'S** TABLE JELLIES, JAMS, MARMALADES  
AND CANDIED PEELS.

**BOOTH'S BARATARIA SHRIMPS**

**CUNNINGHAM & DEFOURIER CO'S**  
ENGLISH POTTED MEATS AND GAME  
DELICACIES.

**FERRARI'S** PURE ITALIAN  
**OLIVE OIL**

**GILLARD'S** (LONDON, ENGLAND) **RELISH**

**HEINRICH'S** "GERMAN" FAMILY **GELATINE**

**HIGGIN'S** "Eureka" **SALT**

**HIGHLAND** EVAPORATED **CREAM**

**MORTON'S KIPPERED HERRINGS**

**ORIENT TEA** THE BEST PACKAGE TEA  
IN CANADA

"SPORTSMEN" KEY OPENER **SARDINES**

**SNIDER'S** HOME MADE **CATSUP AND SOUPS**

**CHASE & SANBORN'S STANDARD COFFEES**

**EBY, BLAIN & CO.,**

Wholesale Grocers,  
**TORONTO, ONT.**



The Perfection of  
English  
Breakfast  
Tea





## BISCUIT TOWN.

THE old English town of Reading has a history that goes back for over a thousand years. As a seat of trade and commerce it has been celebrated for its manufactories of cloth and velvet. These have disappeared to make way for Biscuit Town. The supplementary works of Biscuit Town include tinshops and smithies, engineering sheds, and saw-mills for the manufacture of the thousands of boxes and packing-cases used by the firm.

About the time of the Queen's accession the Reading house began to develop a small wholesale trade. Mr. George Palmer joined the late Mr. Huntley, and the firm of Huntley & Palmer commenced their career. "As hard as a captain's biscuit" was a proverb in those days. Almost the only biscuit made, it was as firm as adamant, and sold at a penny. To-day a dozen or twenty better biscuits are sold for the same coin. When the firm began to introduce various kinds of biscuits the demand overwhelmed them. They had to invent machinery to meet it. From making half a dozen kinds of biscuits they have come to making nearly four hundred; from supplying England they have come to supplying the world. Once they employed fifty hands, now they employ between four and five thousand. They used to send their goods in carts to the railway. Three great railway systems now run into their yards. During the past half-century Reading has increased in population from 16,000 to 60,000. This growth is chiefly traceable to the biscuit industry. Mr. George Palmer might be called the father of modern Reading. He was untiring in his schemes for its improvement, lavish in his gifts, a model mayor, a conscientious representative in Parliament. The statue in bronze erected in the principal street was uncovered in his presence on the occasion of a popular demonstration in his honor. On the death of Mr. Thomas Huntley in 1857, Mr. George Palmer's two brothers, Mr. Samuel and Mr. William I. Palmer, joined the business, and at the present time three of Mr. George Palmer's sons and three of Mr. Samuel Palmer's are members of the firm. Besides the working staff at Reading, the firm have a large establishment in London where several of the partners are resident, conducting the extensive London, Continental and foreign business of the house. Numerous travellers also are engaged in representing the firm in England and abroad.

The biscuit factory is a town within a town. It is a series of buildings, connected with each other by bridge and passage-ways. The River Kennet flows through it. You enter the works from the King's Road. We begin our tour with the mixing mills. Here are elaborate revolving pans, in which materials for special kinds of biscuits are being mixed into dough. Each mixer is waited upon by a number of men carrying buckets of flour, sugar, treacle, milk, eggs and other tempting ingredients. One set of mills is dealing with gingerbread nuts. Other mills are engaged with Milk, Empire, Colonial and other biscuits. In the centre of each pan is a shoot for the dry mixed meal that is prepared in a room above, and this is tempered to taste and consistency with the wet products and the sweets. When the material is thickened into dough it is put into great presses and rolled, leaving it in flat firm masses, very fine in appearance, quite silky to the touch, with almost a polish upon it. There are mixing drums as well as pans. Inside them are agitators, with long arms that work up the paste and fit it for the breaking rollers that await it close by. It comes out in solid slabs of dough. The dough passes from the breaking rollers to a machine known as

the gripper. The machine is fed very much as a printing machine is fed. The rolled dough is carried along automatically, the cutters cutting out the biscuits, and the dies stamping them ready for baking. The cut and printed biscuits are removed on trays to the ovens. As we follow them we pause to notice hand-made biscuits, rolled in the old way, and cut into shape with the hand-block. Here are also raspberry biscuits, the jam being laid in with a kind of palette knife; and, also by hand in an adjacent department, German rusks and French rusks are being prepared. Here is a hand-machine for making a sugary kind of cake or biscuit, called African and Queens. It is a curious tubular arrangement. At the breach it is loaded with the already prepared material, which is wound out in long zig-zag ropes that are cut into lengths and despatched to the bakery. Here are also the moulding machines for filbert biscuits and other forms for dessert. The managers of the bakery have their tried brands of biscuits that never change. For these they have a settled demand. But never a year passes that does not see some marked addition to their list of goods. One of their newest productions is the "Breakfast Biscuit" The "Wheatmeal" is also very popular, and who does not know the "Osborne," the "Oval Thin Captain" and the "Toast"? The "Spray," the "Abernethy," the "Nonpareil," the "Lunch," and the "Picnic" are equally famous.

Cracknel biscuit baking brings us to an artistic corner of the works. After the Cracknel has gone through the process of making and rolling it does not go straight to the oven; it undergoes the intermediary process of boiling. We come to one of the great blocks of ovens by and by. There is a vast block of masonry. The ovens debouch as it were into a large serving room. You cannot see into them. They have a row of wide apertures nevertheless. Hardly any heat is emitted from them. The apertures, as if they were mouths,



READING'S MONUMENT TO MR. GEO. PALMER.

HAVE YOU

CAUGHT ON

TO ABOVE

FOR SALE BY

**JAMES TURNER & CO.,**

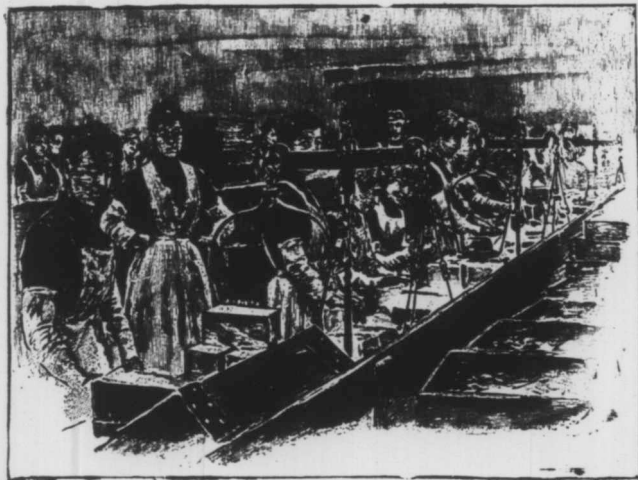
WHOLESALE  
GROCERS  
WINES  
LIQUORS

**HAMILTON, ONT.**

**W**HO are also agents for Bendsorp's Royal Dutch  
Cocoa, St. Charles Evaporated Cream, Munn's "Caplin" Half-  
tins, Royal Egg Macaroni, Batger's Compressed Jellies.

*Our Stock new Fruits are just in and arriving.*

are fed with trays of biscuits from the Abernethy right through the alphabet of biscuits to the Water and the Yacht, biscuits of every shape and form, round, oval, diamond, square, thick and thin, long and broad. The ovens' mouths take them in as fast as they can be fed. At length we find ourselves at the other side of the tropical country through which the baking material is passing. Out come the biscuits in layers, falling one over the other into tubs and baskets, yellow and brown and white, the ginger nuts a dark rich cocoa color, all sharp and crisp and perfect in form. They travel hence by miniature railway, by hoists and lifts to their several destinations in the sorting-rooms for the home, colonial, and continental trade. Hundreds of workmen on the floors above or beyond will receive and



PACKING FANCY BISCUITS.

sort them, pack and label them for their various journeys. There is no affectation in calling this great factory a town. It has its government, its social life, its reading rooms and library, its telegraphs and telephones, its busy crowds, its railways and river, its strangers within its gates, its highdays and holidays, and its thousands of busy people.

We now ascend a stairway, and by a short overland route cross the Kennet and enter the newer part of the works. We enter one of the great stores of flour in sacks. No illustrator of "The House that Jack Built" has ever yet indicated such a vast array of malt-sacks as this store of flour in Biscuit Town. Here we come to a cutting-room with sixteen of these enormous machines like newspaper presses ranged all in a row, with flying wheels and bands overhead, with white-capped men feeding the presses and white-aproned men carrying away the cut and printed biscuits. Once more we pass down the narrow way by the ovens and come to the receiving-room. We are more and more impressed with the regularity of the progress from flour to dough, from dough to biscuit. We next come to a hundred-and-seventy horse compound horizontal engine, bright and shining; one of a dozen engines scattered through the works. We pass out and meet with vast repetitions of the machines already described; larger floors still, more light, greater spaces, and increasing varieties of biscuits, with the additions of cakes in moulds and cakes with icings white and pink. Among these varieties are sets of tempting designs for children. Here are biscuit sailors, soldiers, organ men pedlars, farm yard favorites, and Punch himself; and, in perfect keeping with the familiar figure, by his side are thousands of caricature biscuits stamped with humorous portraits of serious people. On we go again, more machines, more ovens, more cakes, more biscuits; until at last we arrive at the sorting-rooms, and then it is all biscuits and no machines. The primary object of sorting is that every biscuit shall go into the packing-rooms perfect as to shape and color. The packing departments employ women and girls, as well as men and boys, but the former work in separate rooms. The women wear over their own gowns large sleeved linen aprons, their hair is neatly dressed, their hands scrupulously clean, their whole appearance in

keeping with their work. This portion of the establishment is carefully divided into three departments, continental, colonial, and home. In the general export department, are hundreds of stencil plates for branding packages with addresses which include many familiar and unfamiliar names such as San Juan, Jeddo, Hong Kong, Jaffa, Jerusalem, Quebec, Cape Town, Antigua, Porto Rico, Batavia, Bonny, and the Rio Grande. From this floor we pass through a long range of offices and counting houses belonging to the export department (a business kept entirely distinct in every way from the executive offices on the ground floor at the entrance of the factory) into a room bright and lively with a crowd of girls engaged in packing Sugar Wafer biscuits, which are largely sold on the Continent, where they are universally popular. They consist of eight or ten varieties of as many flavors—vanilla, raspberry, lemon, and so on, not forgetting the meat wafer, which is as nutritious as it is dainty. The Wafers are sorted and packed with as light and delicate a touch as they were treasures beyond price. Adjacent is the decorating room, where the sugar-coated cakes and biscuits are ornamented. The artists are mostly girls. Each is provided with a bag of icing, which erminates in a tube similar to the ordinary artists' color tube, except that it is pointed and is practically used as a pencil. As the decorator moves the tube over the subject to be decorated she squeezes the bag, and the icing-sugar exudes in such proportions as the subject requires and with pretty results. This work reaches its highest standard in the wedding cake room, where the elaborate ornamentation of the great discs of spice and plum are the bases of the sugar-artist's fancy.

Flanking one of the packing-rooms we came upon more ovens. This time, however, they are the old-fashioned baking ovens, open and served with ancient peel. They belong to the Easter cake and sponge cake department. Here the cakes are put into the oven in batches. You can look in and see them packed not unlike porcelain in a potter's kiln. And now we come to the home department of sorting and packing, and discover the destination of a certain overhead kind of railway, which has its little station in one of the lower rooms. The gradients are steep as a mountain railway. They called it "Jacob's ladder." Every minute a new basketful arrived, every minute an empty one descended. Sorting and packing occupy both men and women. There are tins of mixed biscuits, some of large assortment, and in cases of various sizes. A certain quantity must be got into each box. For the mixed tins as many girls are employed as there are varieties of biscuits. A tin passes from one to the other until it is finished, the first one placing a layer and so on, the last having to see that the whole are properly fitted. Curious machines are employed in the manufacture of the tins for which the firm pos-



OVENS AND CUTTING MACHINES.

sesses several patents. For the export trade they use special tin boxes that, being watertight, are nevertheless provided with an ingenious contrivance for opening without the need of knife or nippers. It is a necessity as regards the East this soldering of cases so that they are absolutely watertight. Civilised cities receive the biscuits as a matter of course, but the pioneer, the soldier on the march, the wanderer outside the frontiers of law and order, open the biscuits-tin



# CANNED GOODS SEASON 1892.

We have been able to maintain the well-known superior quality of our Canned Corn and Peas as usual this season. Our popular brand, "CANADA FIRST," is fast gaining attention in the British markets as well as those of our own country. Our goods will always be found reliable. A full stock of the different articles we pack, is kept in Toronto by SLOAN & CROWTHER, Wholesale Grocers, 19 Front St., East.

THE AYLMER CANNING CO.,  
AYLMER, ONT.



# Little Chief Faultless.

We use only the finest varieties of Tomatoes, Peas, Corn, and Beans for this choice brand of Canned Vegetables. Being put up with the greatest care and attention under our own supervision accounts for their excellence of quality and flavor and the ever rapidly increasing demand, although almost bewildering, assures us of public appreciation of our efforts to produce only the best goods.

We are putting up this season an additional brand of Corn which we are naming "Little Chief Extra Faultless," in both tall and flat tins, for which we solicit small trial orders.

A. C. MILLER & CO.,  
Factories: PICTON and BRIGHTON

P. S.—Messrs. SLOAN & CROWTHER, Wholesale Grocers. Toronto, have both these brands for sale to the trade.—A. C. M. & CO.

with a satisfaction that few can understand who know nothing of the hardships of savage travel, with its scant supplies of food and the miserable character of the best that is to be had. The very tins in which his biscuit is packed will help to pay the pioneer's way as a valuable exchange with African tribes and savages of the Eastern seas. There are countries where kings and queens of dusky subjects find material for personal adornment in the boxes and packing-cases made at Reading on the Upper Thames. The accompanying illustration is from a photograph recently forwarded to Messrs. Huntley and Palmer, from Hong Kong, by Mr. Wilkinson, a stranger to the firm, who thought the incident of one of their familiar tins being part of the furniture of a Dusun or Malay house, in North Borneo, could not fail to interest them. It is quite within our own time that the region of Sandakan, where Mr. Wilkinson during his travels came upon this token of civilization which inspired his excellent picture, was one of the most mysterious regions of the unexplored world. Sandakan is now one of the chief settlements of the British North Borneo Company; but the native still roams at large upon its borders.

When the tins and boxes are packed at last in the larger cases of plank and nails, they arrive at the same place of out-put, whether their destiny is Glasgow or Timbuctoo. Instead of a crane, Biscuit Town has constructed a kind of switchback railway, along which the



IN A NATIVE BORNEON HOUSE, SANDAKAN.

great cases with their varied addresses are shot into the railway shed below. The shed is part of the general buildings, and it has a railway siding; so that the goods may be said to slide into the trucks that await the loading. The Biscuit Town locomotives convey the trucks and attach them to the main-line trains. Out in the yards and on the Kennet wharves one might be inspecting the premises of some great railway company with its work-shops. Here are hundreds of tons of timber layer upon layer, cut and uncut. Close by a saw-mill is buzzing and humming. On one hand is an engineering shop where the mysteries of rapid and perfect biscuit-making by machinery are worked out; on the other tinmen are at work with ingenious contrivances for making boxes, while the joiner is constructing giant packing cases for ocean voyages. Far away in the distance the several lines of railway that intersect the yards and buildings can be seen pointing in the direction of Oxford, and thither and beyond run the trains for the west. Above us tower the red buildings of Biscuit Town with their tall chimney stacks that seem to reach the sky.

### THE SHOP PHONOGRAPH BREAKS CONFIDENCE.

GALL.

SCENE. Bland St. near grocery store. Pedlar approaches on wagon laden with fruit.

PEDLAR—(Shouting) Fine ripe strawberries! Here! Only 8c. a box.

[A lady rushes past grocery store at the corner, in front of which are some very choice strawberries. She is in a hurry for fear she misses the pedlar. She buys three boxes at 8c. thinking she has got a bargain, then returns to the grocery store.]

LADY—(Addressing clerk.) What is the price of the nice strawberries at the door?

CLERK—(Who has seen her buy from the pedlar and thinks he will make her feel bad.) Only 5c. a box ma'am.

LADY—What, those fine large ones?

CLERK—Yes ma'am.

LADY—Why, I thought they were dearer than that.

CLERK—Oh no. Why we have never charged more than 10c. at the very most at any time.

LADY—Well if they are as cheap as that I will take three boxes. [Gets three boxes and wraps them up for her, but leaves unwrapped, the boxes she brought in, and walks to the end of the store.]

LADY—(To traveller who is standing in store.) I think he might have asked me if I would not have the other ones wrapped up.

(Traveller places them on her arm.)

LADY—Thank you. I am very much obliged. (exit.)

CLERK—(To traveler) I went to the back of the store for fear she would ask me to wrap up the pedlar's berries. I didn't think she would buy them after her getting some from the pedlar. I'm just out on that deal about 6c., but I thought I would make her mad.

Scene II.—[Another grocery store, about 50 yards away. Man who sells strawberries behind counter. Enter lady with strawberries.]

LADY (to clerk)—Would you please be so kind as to wrap these up for me?

CLERK—Yes, ma'am. (Wraps them up in paper and ties them.)

LADY—Thank you; I just bought them from a pedlar at 8c., and I bought better ones after at S's for 5c., but the clerk would not wrap these up for me because I bought them from a pedlar, so I thought you would do it for me.

CLERK—Why, certainly. Anything else you want, ma'am?

LADY—No. Nothing else, thank you. I know that clerk over there didn't expect I would take those berries, and that's why he offered them so cheap, but I was just as sharp as he was. I know they cost him more than that. I would like to have taken more if I could have carried them, but I couldn't. I would just like to have taught him a lesson. I'm not so green as I look, am I?

CLERK—No, ma'am. (Exit lady.)

CHARGING.

[Scene, grocery store. Proprietor writing out bills. Enter city traveller.]

C. T.—Good morning, Jones. I see you are busy getting out your monthly reminders.

S. K.—Yes, I wish to goodness they would not need to be so often reminded.

C. T.—I suppose you have to jog their memory pretty often.

S. K.—Well, I should smile.

C. T.—Do you know, I was walking along King street to-day and I was just thinking what a wonderful thing electricity is, and the thought occurred to me that the city would soon become so charged with electricity that the whole thing would explode and we would be gone.

S. K.—I was just thinking the same thing about the grocery business. It is overcharged, and is bound to burst soon.

C. T.—Too much charging is a bad thing.

# The McKay Milling Co., Ltd.,

OTTAWA,

Manufacturers of High Grade Patents, Strong Bakers,  
and Family Flours.

**OATMEAL**—Granulated, Mid Cut, Fine Cut, Flour Cut and Round Cut.

WE MAKE THE CELEBRATED **K-Y**-ROLLED OATS.

**“MONSOON”** PURE INDIAN TEA. Always reliable, never changes. In cases of 60 lb. caddies, or 120 halves.

WE HAVE JUST RECEIVED NUMEROUS LINES OF INDIAN AND CEYLON TEAS,  
IN CHESTS AND HALF CHESTS.

## STANDARD BLENDED TEAS.

OUR BLENDING DEPARTMENT IS NOW OPEN, UNIFORMITY CAN BE RELIED ON. WE HAVE THE FIRST CHOICE OF THE MARKET AND THE BEST ESTATES AT OUR DISPOSAL, AND GUARANTEE EXCELLENT VALUE. WRITE FOR PARTICULARS.

## STEEL, HAYTER & CO,

11 AND 13 FRONT ST. EAST.

Growers' and Importers, Toronto.

## JOHNSTON'S FLUID BEEF



TRADE MARK.

Essential Characteristics :  
HIGHLY NUTRITIOUS  
EASILY DIGESTED  
EASILY and QUICKLY  
PREPARED.

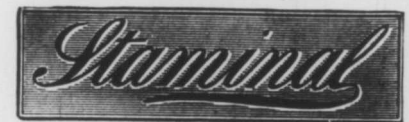
Put up in 2, 4, 8 oz., and  
1 and 2 lb, Tins.

## RELIABLE GOODS

We have much pleasure in bringing before the notice of the Trade, our two Standard lines of Beef preparations, which have gained such a strong hold on the public through their intrinsic merits, and for which there is an ever increasing demand.

We spare no pains or expense in keeping up their high Standard.

THE JOHNSTON  
FLUID BEEF CO.,  
MONTREAL.



TRADE MARK.

A combination of the  
vital principals of  
Beef and Wheat.

THIS PREPARATION SUPPLIES THE  
TWO STAPLE ELEMENTS OF FOOD  
IN AN EXCEEDINGLY PALATABLE  
FORM.

Put up in 2, 4, 8 and 16 oz.  
Bottles.

## WHERE A SAFEGUARD IS NEEDED.



**A** SALUTARY condition was introduced into the canned goods industry when the present law relating to the labels on packages was enacted. It was the principle that responsibility for quality should be openly assumed by

the canner. Each canning concern has to acknowledge its goods by placing its name very prominently on every package. There is no anonymity in the canning business. Every canning company must father its own goods, and reap the benefit or incur the loss that comes of the close association of its name on the tin with the quality of its goods in the tin. It was expected that this enforced advertising, making so objective an impression on the minds of consumers, would have an elevating effect upon the industry, as it appeared suicidal for any canner to put up notoriously bad goods under his own name. The law did have a remarkably good effect upon the quality of the goods manufactured after it came into force, but it did not lead to the production of uniformly choice goods nor did it put an end to the production of very bad goods. Some concerns were unblushing enough to put their names on most miserable stuff. In the pack of '90 there was a considerable volume of rubbish, and in that of last year there was probably quite as much. The manufacturers of it seem to have shamelessly abandoned all pretence of seeking trade on the basis of merit and took to a pure low-price policy. If their goods were objected to on the ground of quality, they would force them on the market by the pressure they would exert on prices. When it was found that low prices were almost as good a basis for a certain class of trade as is merit itself the canned goods law became less comprehensive in its wholesome effect. It continued to restrain canners who had commercial conscience or commercial pride, but it lost its influence on those who had neither.

It seems therefore about time that this law was supplemented by inspection. The canned goods industry of this country has grown to such proportions and has acquired a so generally respectable reputation, that regard for its welfare as a national industry and an important branch of commerce should be strong enough to secure its preservation, by the enactment of fresh legislation if necessary. But its importance as an industry is not the ground on which the need for inspection will be most readily admitted. In the state of public opinion upon sanitary matters there is a more promising opening through which inspection may be introduced. Everything is moving in the right line just now to favor an agitation for the appointment of inspectors to see that only proper material and processes are used in the manufacture of canned goods. Public opinion is ripe for the change, as there never was a time when sanitary considerations had more control over the public mind than they have to-day. The alarm caused by the cholera did much to make the people particular as to their food and habits, and to increase the influence of health boards all over the country. The provincial boards of health are active and ambitious bodies, determined to justify their existence by their works, and they are rising into prominence among the institutions of the country, and are being looked to for important results. Their usefulness is increasing every day. The local boards of health are not the superfluous, perfunctory bodies they were a few years ago, but are usually exercising their authority with little less activity than the school boards. As the efficiency and scope of the health boards increase, we may expect to see the discretion of some of our manufacturers of food curtailed. In view of the fact that wretchedly bad raw material has been used in some of the canned goods put up in recent years, it is probable that health authorities will be roused to take measures for the protection of consumers and recommend rigid inspection. It is reported that green tomatoes are being put up by some packers this year, and in one case it is stated that the tomatoes were allow-

ed to stand four or five days before they were packed. They could not fail to be half putrid by that time.

The Canners' Association should take up this matter of inspection. The Association of White Lead Manufacturers managed to bring about a similar reform a year ago in their industry. Of course it would be hard to establish any standard of excellence that goods could be tested by when once they get into consumers' hands, so that no such term as "pure" could be invested with any well defined significance, but inspection and confiscation could be authorized. It is time that a man should have some protection against the chance of getting trash when he wants prime goods. Nothing is more exasperating than to find a can turn out a lot of rubbish instead of a toothsome edible. The grocer who aims to carry choice goods should not neglect the argument founded on health considerations as against claims made on the ground of cheapness.

## CHEAPNESS THE MOTHER OF COMBINES.

Sugar, says the author of "Recent Economic Changes," can now be, and generally is, refined at a profit of an eighth of a cent a pound, and sometimes as low as a sixteenth; or, in other words, from eight to sixteen pounds of raw sugar must now be treated in refining in order to make a cent; from eight hundred to sixteen hundred pounds to make a dollar; from eight thousand to one hundred and sixty thousand pounds to make a hundred dollars, and so on. The mere capital requisite for providing and carrying the raw material necessary for the successful prosecution of this business, apart from all other conditions, places it, therefore, of necessity beyond the reach of any ordinary capitalist or producer. Hence from such conditions have grown up great corporations or stock companies, which are only forms of associated capital organized for effective use and protection. They are regarded to some extent as evils; but they are necessary, as there is apparently no other way in which the work of production and distribution in accordance with the requirements of the age, can be prosecuted. The rapidity, however, with which such combinations of capital are organizing for the purpose of promoting industrial and commercial undertakings on a scale heretofore wholly unprecedented, and the tendency they have to crystallize into something far more complex than what has been familiar to the public as corporations, with the impressive names of syndicates, trusts, etc., also constitute one of the remarkable features of modern business methods. It must also be admitted that the whole tendency of recent economic development is in the direction of limiting the area within which the influence of competition is effective.

Quebec city wholesale merchants are beginning to be alarmed at the payments from the eastern end of the province coming in so slowly. It is feared that before spring many of the country merchants will fail.

In 1876-78 there was so little demand for the drug known as "Balsam Tolu" that it seemed not unlikely that its production and market supply would entirely cease. In later years, however, it was discovered that it could be used for the manufacture of "chewing-gum" an article in extensive use on the American continent, and the demand thus occasioned has not only created a greater market than ever before, but the increased production has been attended with a reduction of from sixty to seventy per cent in price.

Cotton-seed oil, an article a few years ago absolutely unknown in commerce, and prepared from what was formerly regarded almost in the light of a waste product, has come into such extensive use as a substitute for lard, olive, and other oils, for culinary and manufacturing purposes, that its present annual production and sale are estimated to be equivalent to about 70,000,000 pounds of lard; and has contributed not only to notably reduce the price and the price of that important hog-product in the world's markets, but also to impair the production and depress the price of almost all other oils, the product of the industries of other countries.

TO THE  
**RETAIL GROCERS**

We beg to advise you that although we are amongst THE LARGEST  
 PACKERS and PRESERVERS of

**CANNED GOODS**      **JAMS and JELLIES**

In the Dominion. We have already received orders for every case of Staples that it may be possible for us to pack this season.

These orders have been placed with us by THE LEADING WHOLE-SALE HOUSES in nearly all the Principal Cities and Towns, specially in the larger and older Cities where our goods are best known. This is an evidence that the

**SIMCOE BRAND**

OF

**CANNED GOODS**

TAKES = THE = LEAD.

So that when you are open to purchase to replenish your stocks, apply to THE LEADING WHOLESALE GROCERS in almost any part of the Dominion, and you will be sure to get our goods from them. Don't be put off with other brands, but insist on getting

**"Simcoe" AND "Lynnvalley" Brands.**

These will always give satisfaction.

Your customers once they use them will always want them.

*The Simcoe Canning Co.,*

*Factories at Simcoe, Hamilton, and Cedar Springs. -:- Head Office, SIMCOE.*



## NOTES ON CANE SUGAR COUNTRIES.

THE improvements in recent years in the production of sugar from the beet, and the artificial encouragement of this industry in the Continental States of Europe through the payment of large bounties, says D. A. Wells in his "Recent Economic Changes," has in turn compelled the large producers of cane sugars in the Tropics to entirely abandon their old methods of working, and reorganize this industry on a most gigantic scale as a condition of continued existence. Thus, for example, although the business of cane sugar production was commenced more than three hundred years ago on the Island of Cuba, the grinding of the cane by animal or "wind" power, and the boiling and granulating by ancient, slow and wasteful methods was everywhere kept up until a very recent period, as it still is by small planters in every tropical country. But at the present time, upon the great plantations of Cuba and some other countries, the cane is conveyed from the fields by a system of railroads to manufacturing centres, which are really huge factories with all the characteristics of factory life about them, and with the former home or rural idea connected with this industry completely eliminated. In these factories, where the first cost of the machinery plant often represents as large a sum as \$200,000 to \$250,000, with an equally large annual outlay for labor and other expenses, all grades of sugar from the "crude" to the "partially refined" are manufactured at a cost that once would not have been deemed possible. In Dakota and Manitoba the employment on single wheat estates of a hundred reapers and an aggregate of three hundred laborers for a season has been regarded as something unprecedented in agricultural industry; but on one sugar estate in Cuba, "El Balboa," from fifteen hundred to two thousand hands, invariably negroes, are employed, who work under severe discipline in watches or relays during the grinding season, by day and night, the same as in the large iron mills and furnaces of the United States and Europe. At the same time there are few village communities where a like number of people experience the same care and surveillance. The male workers occupy quarters walled and barricaded from the women and the women from the men. There is in every village an infirmary, a lying-in hospital, a physician, an apothecary, a chapel and priest. At night and morning mass is said in chapel, and the crowds are always large. There is of a Sunday less restraint, though ceaseless espionage is never remitted. On these days and parts of holidays there is rude mirth, ruder music and much dancing. This picture is given somewhat in detail, because it illustrates how all-pervading and tremendous are the forces that are modifying society everywhere—in civilized, partially civilized, and even barbarous countries, conjointly with the new conditions of production and consumption.

In order to neutralize to some extent the exceptional advantages enjoyed through such an economic policy by the producers of beet sugar in Europe, some of the cane-growing countries have felt obliged to encourage, by subsidies or tax-exemptions, their own sugar production. In both Brazil and the Argentine Republic the manufacturers of cane sugar have obtained a guarantee from the State of a five to six per cent. return on their capital invested, while all the machinery needed in this industry may be imported free of duty. In South Africa and Australia the production of sugar has also been encouraged to such an extent that both of these countries will hereafter be undoubtedly included among the number of important sugar-exporting regions. In Central America, the British and Dutch West India Isles, Guiana and India (which last produces more sugar than any other country), production has not yet been artificially encouraged, and with the exception of the levying of export taxes in certain localities, neither have any impediments been placed in the way of the natural growth of production. But at the same time it cannot be doubted that the recent increased facilities for transportation and

communication have, as before pointed out, been in the nature of a stimulus to the production of sugar, in common with all other commodities, and have opened up large and fertile sections of the earth which a quarter of a century ago were practically inaccessible.

The disaster which the extreme artificial reduction in recent years in the price of sugars has brought to other great business interests, and to the material prosperity and even civilization of large areas of the earth's surface, can not well be overstated. In Barbadoes (British West Indies), in February, 1887, it was estimated that the loss at that time on every ton of sugar produced and exported to London was £1 15s.; and in the absence of all profit on what is almost the sole industry of the West Indies, it would seem as if civilization would disappear from many of the Islands, as indeed it already has in a great degree from some of them, the Island of Tortola, for example, which was, comparatively a few years ago, the seat of a profitable industry. In the Spanish Island of Cuba and Porto Rico poverty is reported to be almost universal, save among the large planters and merchants in the cities, and brigandage has so greatly increased as to be devoid of novelty. Taxes on the sugar product of these Islands (mainly through export duties) have hitherto constituted an important source of revenue to the Spanish treasury, but latterly the home Government, as a condition for saving the planters from ruin, has felt obliged to relinquish most of them. The suggestion has been seriously made that, as the tobacco crop commands good and increasing prices, the cultivation of sugar should be abandoned altogether, and the Islands converted into tobacco farms. In Java the situation of the sugar industry has been so deplorable that in order to save it from destruction, with the consequent throwing of half-a-million of Javanese laborers out of employment, and thereby increasing the already large number of Malay pirates, the Dutch ministry, in 1886, decided besides making advances to planters on their crops, to purchase from their colonial planters five-eighths of their production at a price that would entail a sacrifice on the Dutch treasury of about 40,000,000 francs, or \$8,000,000. And since then it seems to have been well established that German beet-root sugar has been and is now exported half-round the globe, and largely sold in Singapore, the centre of the great sugar-producing countries of Asia, at a price which makes its use to the manufacturers of preserved fruits more advantageous than the sugar of Java and the other Islands of the Indian Archipelago.

In the Hawaiian Islands where a remission of duties on sugars exported to the United States is equivalent to an export bounty of about eighty-five per cent (and amounting for the year 1888 to over \$6,000,000), the domestic production of sugar has increased from about 12,000 tons in 1875 (the year before the duties were remitted) to 114,000 tons in 1888, an increase (nine hundred per cent.) that has no parallel in the history of the sugar industry.

An interesting feature of the world's sugar-supply in 1888 was the change in the relative proportions of cane and beet, the result of a reduced beet-crop on the Continent of Europe. Taking the British Board of Trade returns as a standard, the importations of beet sugar into Great Britain for 1888 as compared with 1887 decreased 278,000,000 pounds, but with an increase in price. Cane-sugars, mainly the product of Java and the British West Indies, immediately flowed in to nearly supply the deficiency.

Nearly all tropical fruits that will bear transportation have become as cheap in non-tropical countries as the domestic fruits of the latter, and even cheaper, and the increased consumption thus induced has built up new and extensive branches of business, and brought prosperity to the people of many localities that heretofore have had no markets for any products of their industry. In the seven years from 1880 to 1887 the importation of bananas into the United States increased forty-fold. In the latter year twenty-six steamers per month, together with a large number of sailing vessels, were engaged in this business, and in the city of New Orleans more than five-hundred people found employment in the handling of this article of fruit.

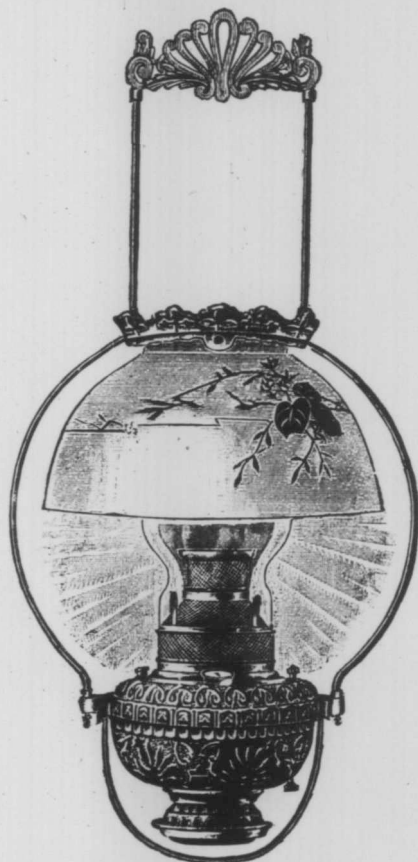
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NO MORE POOR LIGHTS,  
NO MORE DISAGREEABLE SMELLS**

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1. Because it is the cleanest and most durable.
2. Because it is the easiest to work (there are only three pieces.) A child can take it apart without trouble.
3. Because it gives more light and burns less oil than any other.

WRITE FOR CATALOGUE.

**GOWANS, KENT & Co.,**

SOLE AGENTS FOR CANADA.

TORONTO AND WINNIPEG.

## RECENT ECONOMIC CHANGES IN THE TEA TRADE.

THE tea plant is a near relative of the camellia, and is so far only cultivated to perfection in Asia, from Java in the south to China and Japan in the North. Either China or Corea was the original home of the plant. In each of these countries it has been in use for considerably over a thousand years, and it is said to have been introduced into Japan about the 9th century. It is easily within the memory of the present generation since the cultivation of tea in Assam and other north-eastern parts of India commenced, and its introduction into the island of Ceylon does not go back more than a decade and a half.

There is no non-alcoholic beverage which is in such general use throughout the world, and this gives the plant and its trade an importance which it is difficult to over-estimate. Opinions have varied much as to its dietetic value, but the general verdict must certainly be that, unless used immoderately, its effect on the human system is good. One medical authority writes: "Tea seems to have a decidedly stimulative and restorative action on the nervous system, which is perhaps aided by the warmth of the infusion." There is very good ground for the opinion that the soothing and stimulating effects of the hot water in which the tea is infused have a great deal to do with the immense success which tea has had as a beverage, and are responsible to a great extent for its almost universal use. If tea were drunk in a cold condition it is quite certain that the number of people who would consume it habitually would decrease very much.

Two or three decades ago, when China was the principal producer, an immense proportion of the product was shipped to England. This was especially the case with regard to black teas. England supplied the Continent to a considerable extent. But now this is changed, and Continental supplies are shipped direct from China, a large quantity going into Russia through Odessa, a port on the northern shore of the Black Sea. Australia has always taken a fair quantity of tea, which is principally imported direct from Foochow, where only black tea is produced. Of late years India and Ceylon have been making efforts to obtain a share of this trade, and their efforts have met with a good deal of success.

Twenty years ago the trade routes of tea were few. The only countries receiving it were practically England, United States and Canada, Australia and Russia (overland). America and Australia took what they required of black tea, and England practically took the remainder. Of green tea America has always been a large importer, and her proportionate consumption, as compared with England, is increasing. Japan tea, which must be classed as a green tea, is almost entirely exported to the United States and Canada, its consumption in England being almost nil.

The completion of the Canadian Pacific Railway has produced a considerable change in the trade routes for tea from China and Japan to this continent. Formerly, when the only lines of steamers running between China and the Pacific Coast connected at San Francisco with the trans-continental railways, the rate of freight was high, and the great bulk of the crop destined for this continent went to New York via Suez Canal. Now, however, the great bulk of tea, from Japan especially, comes over the Pacific Ocean, and overland by the Canadian Pacific, Northern Pacific and Union Pacific Railroads. A healthy competition has reduced freight rates to a basis on which they can, aided by the great saving in time and distance, monopolize the greater part of this important business. A few sailing vessel cargoes come each season from Japan, occupying about three

weeks longer in transit than the steamer cargoes. The ordinary time occupied by steamer teas from Japan to Toronto may be reckoned at four to five weeks via Pacific, and seven to nine week via Suez.

The most remarkable features of this trade during the past few years have been the extraordinary increase in production and consumption of Indian and Ceylon teas, and the concurrent decrease in production and consumption of China teas. Sixteen years ago the comparative imports of tea into the United Kingdom were, approximately, from China 150,000,000 lbs., from India 25,000,000 lbs., and from Ceylon 200 lbs. ! Last year these figures were as follows, viz., from China 70,000,000 lbs., (less than half,) from India 100,000,000 lbs., (export quadrupled) and from Ceylon 50,000,000 lbs. !! In actual consumption in the United Kingdom it is claimed that during 1891 Ceylon teas have for the first time surpassed China teas.

There are, of course, solid reasons why such great changes should have taken place in such a comparatively short period. Briefly stated, these reasons appear to be: 1st, the greater strength and pungency of Indian and Ceylon teas, 2nd, their more intelligent, scientific and business-like cultivation and preparation, 3rd, the heavy local taxes under which China tea groans, and which alone have enabled the British-grown teas to successfully compete with them as to cost of production and export. Anyone who has tasted and compared the two teas, British-grown and China, can have no doubt left on his mind as to the greater pungency of the former. On the other hand it is equally undeniable that the milder infusion of China tea is the more wholesome. The greater pungency of the British-grown teas, while very grateful to the palate, indicates the presence in larger proportion of the principle which acts on the nerves and stomach, and which may be considered as the only undesirable component of the beverage. The "Lancet" newspaper recently gave the palm for wholesomeness to Moning teas, grown in the more northerly district of China, about a thousand miles up the great river Yang-tse-Kiang.

In China the natives do their own cultivating, firing and packing, the greater part being done by hand. In India and Ceylon, on the contrary, all operations are under the guidance and supervision of Britons, specially educated for the purpose, and machinery is used wherever possible, hand work being avoided as far as it can be. In India and Ceylon the cultivation of the plants and the condition of the soil are matters which receive all necessary attention.

The taxes imposed upon tea before it can be exported from China, consist principally of an export duty of 2 4-5 Hakwan taels per picul of 133½ lbs., and secondarily of likin taxes, imposed inland before the teas reach their marketing place. These taxes amount probably to about four cents per pound, which constitutes a most serious drag on the business, and which merchants engaged in this trade in China would like to see removed. It may be removed when the Chinese government realizes that, if it is retained, the tea business, hitherto so profitable to Chinese subjects, must still further languish and decrease. On this point the following remarks, culled from a consular report, make interesting reading:

"The real mischief which is driving China teas out of the market is the heavy local taxation, which makes it impossible to compete with the untaxed produce of India and Ceylon. Duty and likin together come to about 5 taels per picul, which, considering that the average price of Shanghai-bought teas is 13 taels to 14 taels per picul, represents a taxation of some 36 per cent. On the commonest sorts it is as much as 50 per cent. of the cost. These facts have been urged on the attention of the Chinese Government again and again but they seem indifferent to the threatened ruin of the once great national industry. At the present moment Russia is the best customer for China, and if the Russian taste were changing to India—which is always possible—the China tea trade would soon be a thing of the past. It is a delusion to suppose that China tea has deterior-



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IMPORTERS OF

Crockery, Fancy China, Glassware and Lamp Goods.

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Assorted Crates J. & G. Meakin's white Granite,

WHEAT CROWN AND CABLE.

Assorted Crates Smith, Ford & Jones' white Granite,

IN PLAIN AND EMBOSSED LINCOLN.

Assorted Crates of Grindley's Printed Seconds.

BEST VALUE IN CANADA.

Assorted Packages of Hanging Lamps, Banquet Lamps,

TABLE LAMPS AND GLASS LAMPS.

Assorted Packages of Fancy China,

FRESH FROM THE FINEST CENTRES OF EUROPEAN ART.

We have the largest premises and the best assorted stock in Canada. Send us a sample order and you will not be sorry. Orders by mail receive the attention of reliable and experienced salesmen.

Branch House at Vancouver, B.C.



## THE "ORIGINAL"

*And Deservedly Popular*

### Phoenix Brand Canned

Corn,

Tomatoes,

Peas,

Pumpkin,

Strawberries,

Red Raspberries,

Black Raspberries,

Red Cherries,

Bartlett Pears,

Crawford Peaches, Apples.

Our Fruit and Vegetables are grown at Fonthill and Pelham--Canada's Garden of Eden.

Try the PHOENIX BRAND once, and you will be only sorry you did not do so before.

W. E. HARDISON, Proprietor,  
WELLAND, ONT., CANADA.

# MERCHANTS

*Of Hastings, Prince Edward and Northumberland Counties who favor us with a call find our Stock full, well assorted, goods fresh, and prices consistent with the best markets of the day and proper regulations of the trade.*

## J. E. WALMSLEY & CO.,

Importers and Wholesale Grocers, Belleville, Ont.

CANNED  
GOODS  
— A —  
SPECIALTY.  
WRITE US.

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**STANWAY & BAYLEY.**  
BROKERS  
AND  
GENERAL COMMISSION MERCHANTS.  
44 FRONT ST. EAST. TORONTO.

PACKERS'  
AGENTS.  
SALMON,  
VEGETABLES, Etc.  
WRITE US.

ated; the apparent deterioration of late years in teas sent to England has been due to the low prices paid by English buyers, at which they could naturally only get inferior teas. Russian buyers, who pay good prices, get teas of the former excellence. If the crushing burden of taxation were brought down to something like what it was originally meant to be, viz., 5 per cent. ad valorem, instead of 20 per cent. to 50 per cent. as it now is, there would be a good chance for China teas yet. For the time being, India and Ceylon teas are the most popular, no doubt, but there is a large consensus of medical and expert opinion in favor of the view that China tea is more wholesome, and in its method of preparation free of tannin and other deleterious elements."

As an instance of the enterprise shown in the production and marketing of British-grown teas, we may say that it proposed that the Ceylon Planters' Association, assisted by the Ceylon government, shall spend one hundred thousand dollars in exhibiting, introducing and pushing Ceylon teas at the forthcoming Chicago exhibition.

T. G. W.

### NOTES BY THE WAY.

**R.** Goold, grocer, St. John, Que., expressed himself very strongly in favor of legislation to regulate the hours for closing. He drew a strong comparison between the day laborer, the banker, the manufacturer and the retired merchant and gentleman of leisure. All these people looked upon it as the most natural thing in the world that they should call seven to ten hours a full day's work; and Mr. Goold could not see why a grocery man should be expected to work from fourteen to eighteen hours per day to serve these people, who, until there is a law to regulate this abusive system, will expect to see the grocer's shutters down from six in the morning until ten at night, and there are simpletons enough in the trade to keep the custom up unless compelled to submit to a law that will prevent them.

Gullet Bros., Cobourg, say there is no denying the fact that the loss of the college to that town is a severe blow, and, while all the eading merchants will survive it, it will leave a vacuum that will

need filling up by some new industry that at present does not appear on the horizon of this pleasant lake town's prospects, for the coming winter at least.

J. S. Beaton, Oshawa, has done quite a shipping trade in fruits this fall, all of which has been remunerative, not only by a profit on shipments but has increased his trade with the grower and no doubt turned some accounts into cash. Mr. B. only takes in first class goods, no hap-hazard buying for the sake of turning over stock.

M. E. May, Oshawa, says if he owes anything on the CANADIAN GROCER it is not his fault, it was always ready. Mr. May is very fortunate in the possession of shop help in his own family, the Misses May being capital coadjutors.

J. W. Babcock, Oshawa, says trade is up to the average, and with the prospects of a new industry for that town it looks decidedly better for the winter.

Shaw Bros., successors to Wm. Jewell, Oshawa, have started on the cash system and are determined to hold to it. They are well pleased with the results so far.

G. M. Ashley, Cedar Vale, is always ready for the representative of THE GROCER. Mr. A. has competitors around him in the same line, but the trade gravitates to his store, where a well-assorted stock can always be found. He carries a general stock of fine groceries, cotton goods, cloths, notions, etc., etc.

Oshawa merchants are not behind in spirit of thrift or enterprise in fitting up their places of business, and G. M. Bloomfield, grocer, is happy in the possession of a double store and plate glass front. This change would have taken place years ago if Mr. B. could have got possession. We are glad of this evidence of prosperity.

Mr. Chapleau will introduce legislation next session to provide for the appointment of a Dominion Board of Appraisers, composed of retired merchants, to sit in different places in order to settle the inequalities in appraising made by different officers.

# BALFOUR & CO.,

*Wholesale Grocers and Importers of Teas,*

**HAMILTON, ONT.,**

*Offer extra values in new crop Japan, Young Hyson and Black Teas--  
selected with great care for cup quality.*

PROPRIETORS of the celebrated "DALLY" BRAND TEA—a rich delicious blend. Also the "DUFF HOUSE"—half green and half black. Both in beautiful one-pound tins of artistic designs. Also "BARRA-CHERRA"—pounds and half pounds, pure Ceylon.

**WESTERN AGENTS for**

CHERRY'S MUSTARD, absolutely pure,  
FAULDER'S SILVER PAN MARMALADE,  
FAULDER'S SILVER PAN SAUCES,  
ELIZABETH LAZENBY'S PICKLES.

**IN STORE AND ARRIVING—**

NEW OFF-STALK VALENCIAS,  
NEW SELECTED VALENCIAS,  
NEW LAYER VALENCIAS,  
NEW CURRANTS, NEW FIGS,  
NEW DATES, NEW PRUNES.

Kent Canning Company's Tomatoes and Corn,

Dunn's Absolutely PURE SPICES, and a

**Full Assortment of General Groceries.**

## CAVERHILL, ROSE, HUGHES & Co.

— IMPORTERS OF —

Teas, Staple and Fancy Groceries, and Table Delicacies,

**MONTREAL.**

**ON HAND AND ARRIVING.**

VOSTIZZA CURRANTS,  
PATRAS CURRANTS,  
PROVINCIAL CURRANTS,  
IN BARRELS, ½ BARRELS, AND CASES,  
ELEMÉ FIGS, "BOXES"  
MALAGA FIGS, "MATTS,"  
PRUNES "ATLAS" IN CASES,

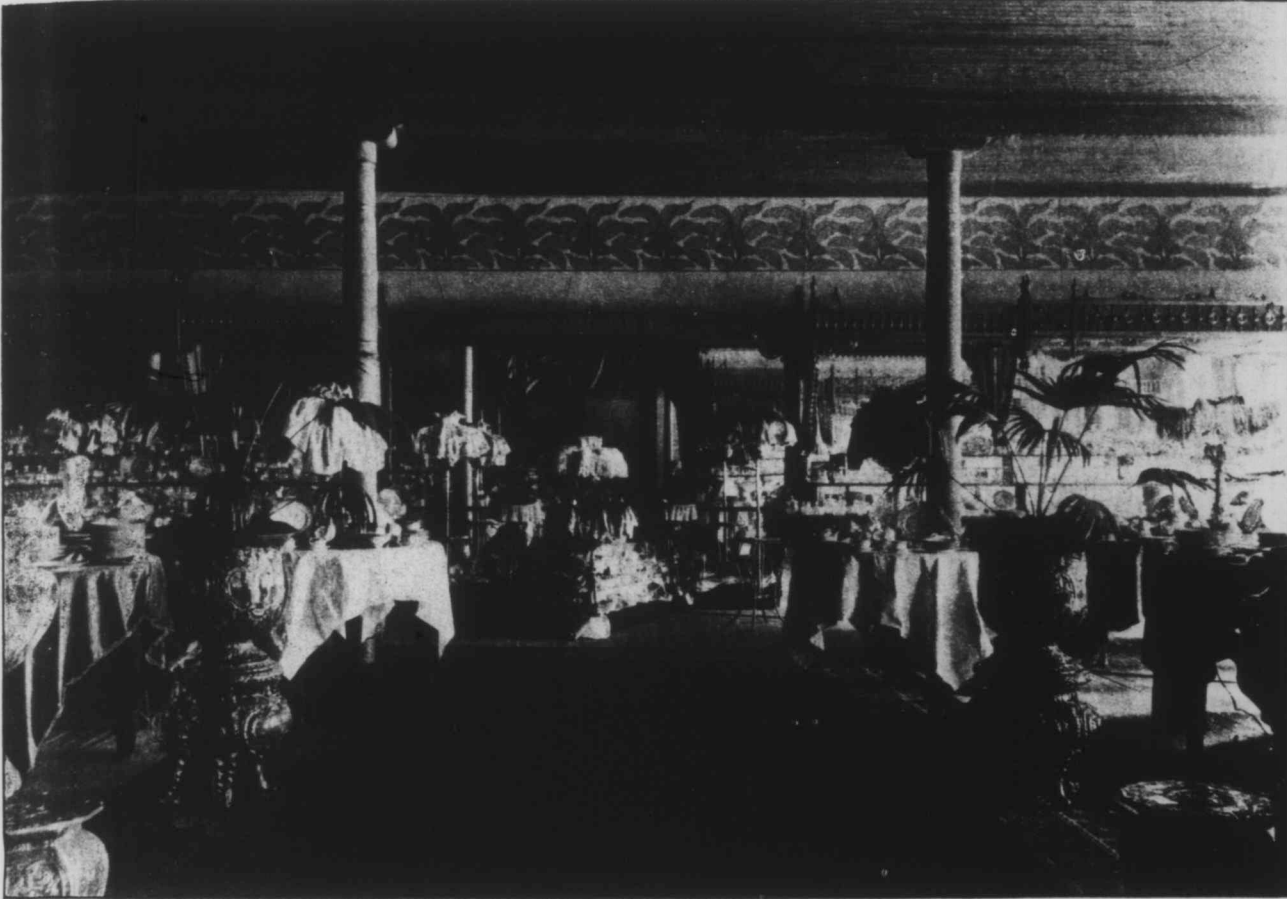
VALENCIA ALMONDS SHELLED,  
JORDON " "  
TARAGONA " "

LONDON LAYERS,  
INPERIAL CABINETS,  
BLACK BASKETS,  
DESERT CLUSTERS,  
ROYAL DEHESAS,  
VALENCIA RAISINS OFF STALK,  
VALENCIA RAISINS, LAYERS,  
SULTANAS FINE TO CHOICE,  
WALNUTS,  
GRENOBLE,  
CHILLA.

AGENTS FOR, BATGERS JAMS AND JELLIES.

Cunningham De Fourier & Co., Celebrated Potted Meats, Fish, Game, Camp Pie, and Wild Boars' Head,  
Choice Assortment Foreign and Domestic Canned Fruits and Vegetables.

Our Tea department has the especial attention of Mr. Hughes. See our values before placing your fall order. Every attention given to letter orders. Write for Prices and Samples.



ENTRANCE TO GOWANS, KENT AND CO'S SAMPLE ROOMS—CROCKERY GLASSWARE, ETC.

**BUSINESS CHANGES.****SALES MADE OR PENDING.**

**T**HE stocks in the estate of Ruby & Hilker, general merchants, Port Elgin, and Underwood, Ont., are advertised for sale by tender.

The stock in the estate of Rhodes & Co., grocers, Halifax, is advertised for sale by tender.

Daniel Gunn, grocer, Truro, N.S., is sold out.

Wm. H. McDonald, grocer, Victoria, B.C., advertises his business for sale.

**PARTNERSHIPS FORMED AND DISSOLVED.**

Taylor & Co., produce and commission merchants, Montreal, have dissolved.

The Canada Match Co., St. Anne de la Perade, Que., is dissolved. The business is continued under the same style by T. H. Laganniere.

J. Samuel Bowser is registered sole partner in the Halifax Tea and Coffee Co., Halifax.

The Balfour Trading Co., general merchants, Balfour, B.C., has dissolved. J. Almoure continues.

C. S. Ault has been admitted to the wholesale fruit and commission firm of Thos. Alice & Co., Victoria, B.C.

**REMOVALS AND DEATHS.**

Wm. Davies, jr., of the Wm. Davies Co. (Ltd.), pork packers and provision dealers, Toronto, is dead.

Robert Cairns, general merchant, Sawgerville, Que., is dead.

Daniel Cronan, West Indian trader, Halifax, is dead.

**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

S. F. Taylor, grocer, Dresden, Ont., has assigned to H. W. Waddell.

Donald Currie, general merchant, Duart, Ont., has assigned to James D. Currie.

John S. Betzner, merchant, Plattsville, Ont., has assigned to John Robinson.

H. J. Clancy, grocer, Toronto, has assigned to Fred H. Pratt.

Wm. Hood & Co., manufacturers of spices, Toronto, have assigned to James Dickson.

Elizabeth McCormick, fruit dealer, Toronto, has assigned to Donald M. Robinson.

T. Vance, dealer in fruits and oysters, Toronto, has compromised. O'Neil & Co., general merchants, Broadview, Man., have assigned.

John Benjamin Smith, general dealer, Fort McLeod, Alberta, has assigned.

Miss E. Lemieux, general merchant, Montreal, has assigned.

Thos. Charette, general merchant, Gatineau Point, Que., has assigned.

J. E. Degagne, general merchant, Les Eboulements, Que., has assigned.

T. J. Winship & Co., wholesale leaf tobacco merchants, Montreal, have assigned.

J. A. Mercier, general merchant, St. Michel, (Bellechasse), Que., has assigned.

J. A. Chapdelaine, crockery merchant, Sorel, Que., has assigned. Nisbet & Drake, grocers, Halifax, have assigned.

J. H. Whitman, general merchant, Salmon River, N.S., is offering to compromise.

E. Sutton, Secretary of the London Grocers' Association, has written to the City Council, recommending a high license for peddlers in the city, or that peddling be prohibited. Left with the Chairman and Inspector to report at next meeting.

ALL  
GROCERS



ARE  
INVITED

To benefit their customers, themselves, and us, by handling goods the PEOPLE WANT.  
Such are the Celebrated

# “REINDEER BRAND”

## GOODS

**Condensed Milk** For purity, flavor, richness, keeping qualities, and as a food for Infant and invalids, the “Reindeer Brand” Condensed Milk is unsurpassed.

Professor Robertson, Dominion Dairy Commissioner, says: “Analysis has proved that Truro Condensed Milk, ‘Reindeer Brand,’ is superior to the famous Swiss products.”

**Condensed Cocoa** The ingredients are pure rich Cocoa, Cream and Granulated Sugar. Prepared for use with boiling water. Makes a most palatable and nutritious beverage.

**Condensed Coffee** Contains Pure Coffees, Cream and Granulated Sugar. With boiling water one teaspoonful of Condensed Coffee makes a delicious cup, all ready for use. Think of a cup of Coffee in a **SECOND** for a **CENT**.

**Condensed Tea** The greatest Novelty of the Age! An immense success! Supplies all the requisites, excepting hot water, for a delightful, fragrant and refreshing “Cup of Tea.”



We mean to remain in the Condensing Business, and offer the trade only, goods that will give consumers right value and entire satisfaction. At the great Toronto Exhibition of '92, thousands of visitors sampled and praised the “REINDEER BRAND” preparations. Introduce them. They will please you and your customers. Our products are constantly kept in stock by leading Wholesale Grocers throughout the Dominion.

# THE TRURO CONDENSED MILK AND CANNING CO., LIMITED.

Sole Manufacturers  
“REINDEER BRAND” GOODS.

TRURO, N. S.





## AMONG OUR ADVERTISERS.

## STOCKS UP WITH BOULTER'S.

THE readers of THE GROCER will recognize the change in the sale of canned fruits and vegetables in the last few years. Formerly all our canned goods were imported from the United States. Now very few find their way into Canada. W. Boulter, one of the pioneers in this industry, firmly believing that we had as fine fruits and vegetables as could be produced in Uncle Sam's domains, eleven years ago established his first factory at Picton, Prince Edward County, the garden of Canada, and from the first began packing a class of goods that downed any American pack ever brought into Canada, and these goods are a household word from the Atlantic to the Pacific. Mr. Boulter has taken his two sons into business with him, and both firmly believe in the principle their father has adopted, viz., "Pack goods second to none," and they have always kept their "Lion Brand" prominently to the front, so that now these goods rank as "Standard," and the aim of other packers is to try to pack goods equal to Boulter's. Mr. Boulter is one of the originators of the Canadian Packers' Association. He was its first President, and is at present. He has devoted his well-known energies to make it a success. His advertisement appears in this number, and he has always had a kind word for THE GROCER, being one of its first advertisers.

## THE REINDEER BRAND.

One of the most attractive displays at the recent Industrial Exhibition in Toronto, was that of the Truro Condensed Milk and Canning Co. (Ltd.), whose celebrated "Reindeer Brand" preparations are justly gaining an excellent reputation. Their Condensed Milk, Condensed Cocoa, Condensed Coffee, and Condensed Tea, constitute we believe, the most complete line of Condensed Goods ever manufactured. It will repay grocers unacquainted with these popular preparations to peruse the advertisement of this enterprising Company on page 10.

## ADAMS' AUTOMATIC TUTTI FRUTTI GIRL SIGN BOX.

This is an attraction for your window which will double your chewing gum sales and also bring you a large increase in the sales of your other lines of goods. This box contains Adams' Chewing Gum in the following brands: 80 Bars regular Tutti Frutti, 60 pkgs. Pepsin Tutti Frutti, 100 pieces Red Rose. Also one glass covered box for counter use only. This is a positive and enduring hit for the retailer's show window. It is twelve inches wide and twenty-two inches high, with a handsome lithographic front showing the young lady in the act of pulling a piece of Chewing Gum to and from her mouth. The box contains a clock movement which will run from three to five hours with one winding, making the arm of the subject rise and fall and the eyes follow the movement of the arm automatically. Try it. Place it in a conspicuous part of your window, then watch the result. Ask your jobber for it.

## PUTZ PASTA.

This is the name of a soap that is unexcelled for polishing either silver or gold. The German manufacturers of it have bought out the ground in England, where for the last 30 years the jewellers' rouge has been dug. By a skilful preparation of Putz Pulver, used in the manufacture of pomade, etc., along with saponaceous materials, they have made a grand silver polish, "Universal-Metall-Putz-Pasta." The demand for this new polish is developing rapidly, and considerable shipments have already been made to this country. It is designed for those who prefer a soap to a powder for cleaning and polishing

purposes. It is used in England and Germany by the large silver-ware and prominent jewelry stores. Gowans, Kent & Co., Toronto and Winnipeg, are the sole agents for Canada.

## ENKOSIS.

Enkosis is the name of a parlor game now being issued by the Copp Clark Co., Ltd., in which the principles of the game of lacrosse are well kept to the fore. It is the first time that Canada's national game has ever been issued in this form, and, contrary to the usual run of affairs, it is a game of merit and one that will afford a pleasant evening's amusement. It is played on a board representing a green field with twelve men on each side, placed in positions always occupied by a lacrosse team, a round piece is also used to represent the ball and game is scored by this piece being carried between the flags by one of the players. The terms running, dodging, tobying, are all represented by moves which will tend to make the game more attractive and interesting. This promises to be one of the largest selling games in the market, not only on account of its name "Lacrosse" but from the fact that in merit it equals and in some points excels Halma and any of the old time favorites in parlor games.

## MYSTERIOUS OUIJA.

Does he love me - does he not?  
Will sad or happy be my lot?  
Soon I'll know, for now I've got  
an Ouija.

Most people think fortune-telling is a lost art, but any one who has tried the Egyptian Talking Board Ouija will be astonished to find it is not so. The popular taste now-a-days is for anything mysterious—give a man something he cannot understand and it becomes popular. Man is such a poor creature that he cannot conceal his inmost feelings, his very actions tell his heart's desire. Put him in a position where for a few moments he will forget self and unconsciously his thoughts are laid bare. It is thus with Ouija, and the mind for the moment controls man's actions. Ouija is now being placed on the market in a greatly improved form by The Copp Clark Co., Ltd., who have the sole right to manufacture and sell it in Canada.

## WILLIAM RYAN'S NEW OFFICES.

To keep abreast of the times and compete with all opposition is the aim of every energetic business man. There is no man in the trade here who understands and applies this principle better than William Ryan, the well-known commission merchant and pork packer of this city. For the proof of this assertion one has only to visit his extensive premises and see the improvements being made there. A representative of THE GROCER called this week and was most agreeably surprised at the transformation that had been made in the offices of the big establishment. The new offices have just been finished, and are not surpassed by any other business chambers in the city. The floors and woodwork are of hardwood and elegantly grained. Hardwood partitions with stained-glass windows separate Mr. Ryan's private office from the general business offices. The ceilings are of sheet-metal, handsomely decorated. A commodious clothes and wash-room forms a very useful adjunct, and a telephone box in the counting-room is another. The desks are in the middle of the offices, thus allowing work on all parts of them, and preventing dust from accumulating in the corners. A wide counter is situated near the door for the convenience of customers. The space under the counter is fitted up with shelves suitable for holding stationery, books, etc. A substantial stand in the right hand corner serves as a place for the letter-press, and shelves underneath are used for keeping the letter-books for immediate reference. Mr. Ryan's private office is at the end of the general office and is elegantly furnished, in keeping with the rest of the place. Two large plate-glass windows allow of the premises being well flooded with light. The ventilation is perfect. Three radiators, connected by pipes with the engine-room in the packing-house, are well calculated to make it cheery and comfortable during the winter. But the most extensive alterations are taking place in the rear portion of the warehouses which are being raised to three storeys, new machinery

(Continued on page 43.)

# OUR LEADING BRANDS

GOLDEN PLUG.      GEM.      ST. LAWRENCE.

“SOMETHING GOOD.”      STERLING.

STAR.      JUDGE.      CURRENCY.



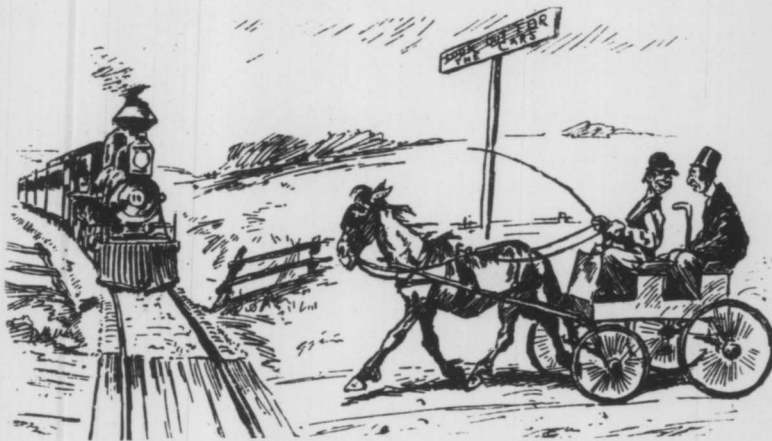
## EMPIRE TOBACCO CO.,

758 to 788 NOTRE DAME STREET,

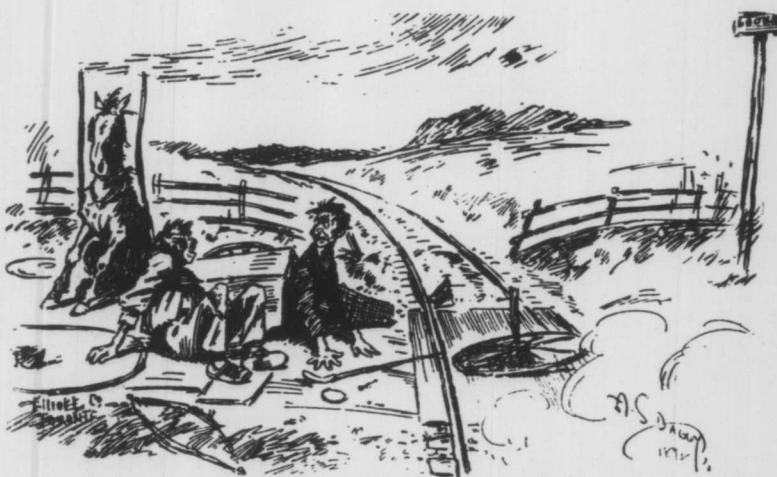
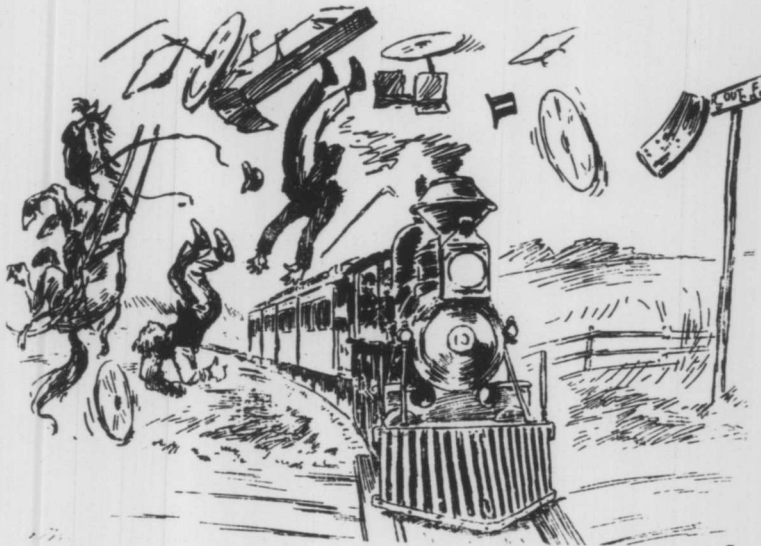
### **MONTREAL.**

SEND FOR PRICE LIST OR SAMPLE CADDY.

KEPT HIS WORD.



ANXIOUS PASSENGER—"Can we get across?"  
DRIVER—"Certainly, we can, certainly."



PASSENGER—"I thought you said we could get across."  
DRIVER—"Well, we did, didn't we?"

Baffles Human Conception.



Nature's all-powerful healer is discovered and when imbibed freely radiates the arterial network of the body, absorbs and rushes off all effete, deadly poisonous matter. Also it contains all the sixteen elements of ripe molecular life, builds up every weak part, restores nerve and vital power, is the sunshine of life, the wonderful. So say all that use St. Leon Water. World, Feb. 13th, 1892.

St. Leon Mineral Water Co., Ltd.,  
Head Office, 101 1/4 King St. W., Toronto  
BRANCH—Tidy's Flower Depot, 164 Yonge St.

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

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

"CLEANLINESS"  
**Nixey's**  
**Black** NO DUST  
**Lead**

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

FOR BRIGHT, SILVERY, QUICK POLISH FOR STOVES & GRATES, ALWAYS USE  
W. G. NIXEY'S  
"SILVER MOONLIGHT PLUMBAGO" STOVE POLISH.  
Always Bright & Beautiful. In Large Packets 1d. & 2d. each.

Use only for Laundry Purposes, producing the best results.

**NIXEY'S**  
"SOHO SQUARE" **BLUE**  
THE PUREST—BEST—NO SEDIMENT. ONLY HALF THE USUAL QUANTITY REQUIRED.  
Eight 1-oz. squares in Box for 6d.  
Of all Grocers and Oilmen; or write to 12, SOHO SQUARE, LONDON, ENGLAND.

For Knives, Forks, Brass and Steel Work, &c., &c. Won't Wear the Blades like others. 6d. and 1s. Tins.  
**NIXEY'S**  
"INVICTA" **KNIFE POLISH.**  
OF ALL STOREKEEPERS EVERYWHERE. Wholesale: W. G. NIXEY, London, England.

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



**"CAIRN'S"  
HOME MADE MARMALADE**

We are now taking fall orders for October shipment. Please order early as our stock is limited.

**BLAIKLOCK BROS, MONTREAL.**  
General Agents for Canada

TORONTO AGENTS:  
**WRIGHT & COPP,**  
49 Wellington St. East, Toronto

## NEW TEAS

We expect one thousand packages Paking this week, direct from China, ex s.s. "Glengyle." Also ex "Glenarm," four hundred half chests Panyong Congous. Both lines were purchased before the recent advance and are well worth attention of shrewd buyers.

Full lines of Ceylons, Assams, Japans, Young Hysons, Orange Pekoes and Gunpowders in stock. Splendid assortment of General Groceries.

## Sloan & Crowther

**WHOLESALE GROCERS,  
19 Front St. E., 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.

ESTABLISHED 1851.

We offer to the Trade :

**2,500 Cases TOMATOES,**

"De Salaberry" brand, equal to any in the Market, at 85c. per doz.

Ordinary Terms.

**N. QUINTAL & FILS,**

WHOLESALE GROCERS,

274 St. Paul Street, Montreal.

WRITE FOR OTHER PRICES.

## Rio Coffee.

Very choicest Golden Berry.  
Seldom obtainable.

## WARREN BROS. & BOOMER,

35 and 37 Front St. East,

**TORONTO, - ONT.**

JUST ARRIVED—Two Car Loads of  
the Celebrated

## "Sunflower" Brand of Salmon

Prices as low as any other first-class  
Salmon on the market.

## SMITH & KEIGHLEY

Wholesale Grocers,

9 Front St. E., Toronto

## Now in store

NEW SEASON'S

## Moning Congous

EDWARD

ADAMS & CO,

LONDON, ONT.

## THE SALADA TEA CO., L'TD.

CEYLON.

## Golden Teapot Blend

Pound and Half Pound Lead Packages.  
Prices on Application.

**P. C. LARKIN & Co.,**

WHOLESALE AGENTS,

TORONTO.

## SPECIAL BRAND TEA.

LOOK OUT FOR

**GOAT**

JAPAN TEA.

Nothing equal to it at the price.

See our travellers.

Write for samples and prices.

## Thos. KINNEAR & Co

Wholesale Grocers,

49 Front Street East,  
**TORONTO.**

## J. W. LANG & CO.,

WHOLESALE GROCERS,

HAVE

Horseshoe Salmon Now  
In Store.

59, 61, 63 FRONT STREET EAST,

**TORONTO.**

## New Currants

**IN STORE**

**PERKINS, INCE & Co.,**

41-43 Front St. East,

TORONTO.

## Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

**LONDON, ONT.**

(Concluded from page 39.)

for packing purposes is being put in, together with hydraulic hoists in portions of the warehouses. When the alterations are completed the warehouses, will afford special facilities for receiving and shipping goods, through and from the rear entrances, thus relieving the front of much of the traffic, and affording better opportunity for handling consignments of produce. The changes in the front will leave a great deal more room for showing goods, although Mr. Ryan's goods are already widely known throughout the Dominion, and have invariably given satisfaction to all customers, in quality and price. "Fair trading to all" is the motto of the firm, as hundreds of Mr. Ryan's patrons can testify.

## THE ACME TABLE SALT.

The Toronto Salt Works have just received an order from McKenzie, Powis & Co. and Thomson, Codville & Co., wholesale grocers, Winnipeg, for a car load of their Acme Table Salt. These firms will be in a position to supply the trade of that country with their salt.

## JAS. A. SKINNER AND CO.

The well-known china and crockery firm of Jas. A. Skinner & Co., late of Hamilton, are now thoroughly settled in their handsome new premises on Wellington street, Toronto. They are carrying one of the largest and most complete stocks of choice crockery and glassware in the city, and are doing a choice and extensive trade.

## DRY GOODS.

The house trade at present is quite normal with the wholesalers, very few buyers being in the city. Nevertheless sorting orders are coming in briskly for all classes of stuff, and consequently there is no lull in the rush of business. What with travellers' orders and letter orders, the goods are made to move lively. Some lines are being bought in large quantities, such as underwear, gloves, mitts, hosiery, and the lighter class of staples. Other and heavier lines are being bought more sparingly. Cheap worsted trouserings are selling well, but the houses complain that the demand from the tailoring trade is not very strong. This is no doubt due to the fine weather and the increasing use of ready-made clothing. Boys' ready-made goods are in strong demand, and this affects very seriously the sale of the lower-priced tweeds.

Travellers report no unusual briskness in the retail trade, but that the confident feeling continues and that money is somewhat scarce, which it will be no doubt, until the movement of wheat becomes more lively.

## NOTES.

Gordon, Mackay & Co. are having a continued strong demand for their line of boys' ribbed cashmere hose with lock-stitched knees. These hose are ten fold in the knees and six fold in the ankles, thus preventing ravelling in any way and making them much more durable than any other kind of hose in the market. Their stock of domestic woollen underwear is well assorted in all the various lines, from the cheap ribbed goods to the best plain lines with the finest finish and from the best and most reliable manufacturers.

Caldecott, Burton & Spence are showing a special line in beaver mantlings which has proved a taking thing with the trade, the sales amounting to nearly ten thousand yards. Beavers are holding pretty strongly in public favor, and sealettes and curls are also holding their places. Dark colors are mostly demanded, but in the better class of beavers fawns are selling well, and light-colored camel-hair cloths are selling well for children's mantlings. In facings for the bottom of the skirt they carry two lines which are well adapted for their purpose. One is a rubber dress facing which is both neat and durable; the other is a bias velvet facing which is said to be much less disastrous on stockings and kid shoes than the strong fibred braids. In astrachan trimmings they are opening up a large stock in heading and insertion patterns and in various colors.

W. R. Brock & Co. have received some, and have advices of further shipments of ladies' and men's rubber clothing; particularly

special value will be shown in four low lines of ladies' duchess mantles, with long capes that can be retailed from two dollars upwards. Style of patterns and quality of goods are what are needed by the trade and will be suitable in every way. They have also received a repeat of the "Special" line of men's durable umbrellas, which were so pleasing to the trade, and back orders will now be filled for this line. This umbrella is well made and retails at the popular price of one dollar. Their celebrated line of black wool-hose in men's and women's is again complete in all sizes. The sale for this line has been very large this season, and for a popular price stocking, of good weight and superior quality, to retail at twenty-five cents, it can hardly be beaten, in fact the firm claim that it is made for them exclusively and cannot be beaten for the price. Their hosiery and glove trade has been larger this season than for any preceding season; this has necessitated some very strong repeats. Mention has been made in this column of the number of patterns carried by this firm in black trouserings; the past week has seen fifty new patterns placed in stock.

John Macdonald & Co. have just opened up some new shades in piano felts which makes their stock complete in all lines. In the smallware department there have just been added some new silk dress trimmings in blacks and other colors; also several new makes in American corsets marked as N. P., Q. C. (Queen City), W. F. (Worlds Fair), and F.W. (French Wove). These will be sold to retail at the popular prices of seventy-five cents and a dollar. In men's furnishings, their stock of men's kid and knit gloves and mitts is very complete and of good value. In underwear they are showing some special lines bought at special prices, and these are being cleaned out to the advantage of the retailer. In heavy shawls a repeat shipment has been added to stock and their range is being kept fully assorted. In colored shawls such as unions, velvet reversibles and chevots, they are showing very good value in a full assortment. In ladies', misses', and children's black cashmere gloves they have some special low lines which are taking well with the trade.

## A SHORTAGE IN FRICTION.

The Canadian match business has been very unsatisfactory to the manufacturers for some time. There has been a large over-production, and to do business prices have been cut. It does not appear to have occurred to many in the trade that there has been a large decrease in the consumption of matches in the last few years. This decrease is estimated at 30 per cent. in three years. This is due largely to electricity. Every town of any pretensions has its electric plant; houses are being lit with electricity. Where gas is used improved burners are being attached which are seldom extinguished. Gas cigar lighters are used where smokers congregate. Lately there have been considerable importations of wax and other fancy matches from Europe. A meeting of manufacturers was recently held, when an arrangement was made to reduce the production to a point slightly in excess of the apparent demand. Prices were advanced and the business put on a more profitable basis. The sale is now in the hands of two or three firms.

Local representatives of the Halifax, N. S., sugar refineries have been doing a good business during the last week, and the prospects are that they will place large quantities of foreign sugar on this market. Just now they are favored by conditions that allow the Canadian sugar to be brought into this country. The prices of the American Sugar Refining Co., are not only high, but sugars are extremely scarce, and wholesale grocers complain that they cannot get enough to fill orders. Notwithstanding the fact that our sugars are protected by a ½ cent duty, the products of the Halifax refineries have been laid down here at the same price as "trust sugars." About 10,000 barrels were sold here last week, and it is claimed that prompt shipments are being made. These refineries are represented by Henry Hinsdale and W. S. Knight & Co.—Chicago correspondent of American Grocer.

# THE STRATHROY CANNING and PRESERVING CO., Ltd.

Canners and Preservers of

*Canned Fruits, Vegetables,*

*Poultry and Meats,*

Solicit your trade for Fine Goods,  
and equal to any in the market.

All goods packed by us guaranteed  
pure and free of any adulteration.

## — FACTORIES AND OFFICES —

*Thos. M. Dunn,*  
*Sec-Treas.*

STRATHROY, ONT.

*H. M. Douglass,*  
*President.*



## LOWES & SON'S.

### Breadmakers' Yeast.

Have you seen our large new \$1 box, containing 36 of the largest 5c. packages on the market? Your wholesaler has it.

### White Star Baking Powder.

Put up in 4 oz., 6 oz., 12 oz., and 16 oz. tins, and 5 oz and 10 oz tall glass jars. Try a case, 2½ doz., of the small glass jars. They retail two for 25 cents. Price, \$1.10 doz. Our 6-oz. tin is a splendid 10c. line.

### Quick Washing Compound.

In 5c. and 10c. sizes. Unequalled for all kinds of washing and scouring. See Prices Current.

### Cocoas and Chocolates.

The Gibson & Gibson Cocoa and Chocolate business is now carried on by us. Our Soluble Prepared Cocoa at 18c. is very fine. Have you tried it? Your wholesale handles it in 10 and 15-lb. boxes.

### Cake Icings.

In Chocolate, White and Pink, 1 lb. and ½ lb. packages. A good line for Fall and Xmas trade.

The above goods are handled by wholesalers. If yours should not have them, write direct to us. On orders sent by mail and filled by us, if remitted for within ten days after receipt of goods, a cash discount of 10 per cent. will be allowed.

# John M. Lowes, Son & Co.

35 Wellington St, East, Toronto.,

Manufacturers, Importers and Dealers in Spices and Extracts, Confectioners' Supplies, Blackings, Stove Polishes, Etc., Etc.

# Every Can Guaranteed.

Every can of "Kent" Tomatoes is guaranteed, filled with Solid, RIPE Tomatoes, from which the excess of water has been drained off. No Swells, no claims for damaged or defaced goods.

THE KENT CANNING & PICKLING CO.  
CHATHAM, ONT.

## EPPS'S COCOA

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

C. E. Colson, Montreal

**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**  
Skinless 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.**



## E. LAZENBY & SON,

18 Trinity St., London, S.E.

EVERY ARTICLE prepared by us is ENTIRELY UN-  
ADULTERATED and our labels are affixed  
to the CHOICEST DESCRIP-  
TION OF GOODS only.

Our goods can be obtained from leading houses  
everywhere.

Agents for Canada:

A. P. TIPPET & CO.,

43½ Wellington St. E., TORONTO.

## "JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed.

An excellent food for Infants.

We make only the one quality—**THE BEST.**

Buy only the **JERSEY BRAND** for all pur-  
poses. Sold by Grocers, Outfitters and others.

MANUFACTURED BY

**FORREST CANNING CO'Y,**  
HALIFAX, N.S.

STANWAY & BAYLEY, Agents, Toronto.

## 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.



Save Trouble! Guard your Health!  
Sell your Cow! Don't Depend on Milkmen!  
BUT USE

## "HIGHLAND BRAND EVAPORATED CREAM"

It is natural, unsweetened, concentrated and sterilized. Absolutely taintless. Of  
equal merits for table use, the kitchen and the nursery.

For Sale by all Wholesale Grocers.

Prepared only by

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

WRIGHT & COPP, Ontario Agents.  
Toronto

L. H. DOBBIN, Montreal,  
Quebec Agents.

**HENDERSON & LIDDELL,**

3 Eastcheap, London, Eng.

DEALERS IN

Sugar, Dried and Green Fruit,  
Rice and Canned Goods

Are prepared to enter into correspondence regarding purchase or consignments of all Canned Goods, Green Fruit, &c.

H. & L. have been in business over 40 years and have Travellers all over England. Highest References. SP

**SPECIAL THIS WEEK**

JERSEY SWEET POTATOES,  
CAPE COD CRANBERRIES,  
JAMAICA ORANGES,  
MAIORI LEMONS.

Write for Prices.

**CLEMES BROS.**

Phone 1766. TORONTO, ONT.

**Canned Goods.**

We  
Pack  
Only  
the  
Best.

Have you goods bearing my name in stock? They are always the same, always reliable.

**D. W. DOUGLAS,**  
St. Johns, P.Q.

It always pays to  
**BUY THE BEST**

Goods. Fresh Fruits and Vegetables can be had every day, by using the Lakeport Preserving Co's Canned Goods. All goods guaranteed. Try them once and you will use no other.

**Lakeport Preserving Co.,**  
Lakeport, Ont.

Factories at Lakeport and Trenton

**RED RASPBERRY JAM.**

The Largest and Finest Stock  
IN THE DOMINION OF CANADA.

APPLY TO

**THE SIMCOE CANNING CO.,**  
SIMCOE, 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



**DAILEY'S**

Boy  
Brand  
Tomatoes



Please try them.  
His boys eat them.  
Prepared by the  
**Kingsville  
Preserving Co.,**  
(LIMITED.)  
KINGSVILLE, ONT.

**Canning Factories.**

BUILT AND EQUIPPED COMPLETE.

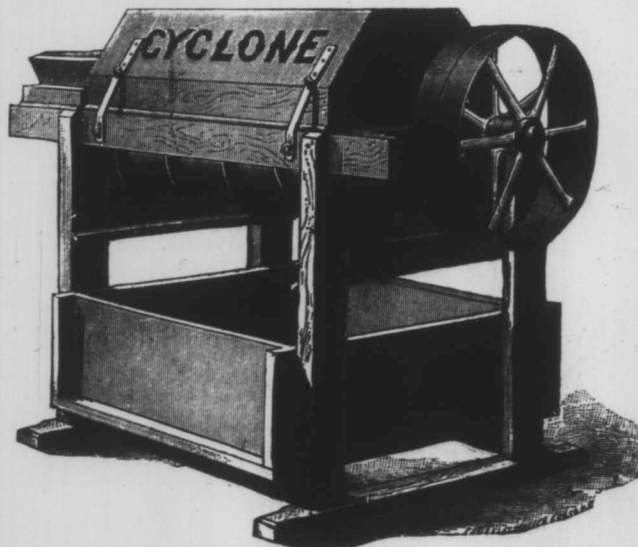
**CANS**—Canning Machinery, and Cannery  
Supplies of all kinds.

**DANIEL G. TRENCH & CO.**

Mention this paper.

CHICAGO ILL., U. S. A.

**To Canning Men.-OUR CYCLONE PULP MACHINE**



For making tomato pulp and preparing pumpkin and squash for canning is very well known to all the canners in the United States, and a few of them are in use in Canada. The high tariff has prevented their being used extensively heretofore.

We are now manufacturing these machines at Oakville, Ont., to enable our Canadian friends to obtain them without paying a heavy duty; but we shall make only a few of them unless ordered. Those who contemplate purchasing, should send their orders promptly to insure the saving of duty, as late orders will have to be filled from stock in the United States which will be subject to a 30 per cent duty.

Address

**THE BUCKLIN CAN-FILLER CO.,** KEYPORT N. J.





## TORONTO MARKETS.

TORONTO, Oct. 6, 1892.  
GROCERIES.

The demand is still kept well under control. Retailers are neither niggard nor prodigal of their orders, but submit them more sparingly this week than they did last. It was to be expected that a freer movement would begin with the opening of the month, as large orders are very commonly held, unless the pressure of need is strong, until a new month is entered upon. There appears, however, to be a slight easing up on the part of the demand. The fruit season is drawing to a close, and a coincident lull in the grocery market is naturally to be looked for. The great staple, sugar, is falling off in the demand very perceptibly. Canned goods are being left alone with one consent by the retailers, unless for present requirements. That itself is a very distinct point of difference between the fall trade of this year and that of several preceding years. Canned goods used to be an interesting line of merchandise at this time of year, as big sales were always made to cover long stretches of future trade. Tea is forcing itself upon buyers' attention and upon the stage of current trade. New fruits are coming to hand, most houses now having new Valencia raisins, several having new currants, one or two having Malaga raisins, and one or two having Sultana raisins. The payments for September were not below the average in fulness and promptness for that month. The general state of trade for September is very satisfactory. The volume of business done was greater than for the same month last year, profits were no worse and payments were at least as good. Failures figure above prominently in this September's record as they did in last.

**COFFEES.**—This market is poorly supplied with all desirable descriptions, and is not well stocked with any of the staple grades. The price has abated none of its firmness. Rios are quoted from 18½ to 21c. The stocks at Rio Janeiro this season are lighter than usual, and in Santos they are larger. Some little trade in Maracaibos and Guatemalas is reported. Mocha is steady at 28c., Java at 28 to 30c., Padang at 26c., Porto Rico at 22 to 26c.

**DRIED FRUIT.**—Receipts, to hand and to arrive, attract nearly all the attention there is now given to dried fruits. Delivery has got well started, and from now on the supplies of various fruits will continue to string in until the Christmas holidays are reached. New Valencia raisins are now in stock in all the houses. Spot stock of off-stalk fruit is quoted at from 6½ to 6¾, while as low as 6¼c. is quoted for fruit to arrive. Selected are 7½ to 7¾c. and layers are 8c. Only comparatively small parcels are held here. New Sultana raisins, in which supplies have so far reached but two houses here, are quoted at 7½ to 8c. New Malaga raisins have just come in, but the arrival includes the purchase of only one house, which has not yet made up its price. New currants are now pretty well distributed among the wholesalers along the street. They are held firmly at the following prices; Vostizzas in cases, all the way from 7½ to 10c.; choice Filiatras, in barrels, 6½c.; in half-barrels, 6¾c. On account of the bareness of the market when this shipment came to hand, the price is very firm, and the demand, as well as other circumstances of the market, tends to keep it so. The primary market is firmer, as now the prices quoted a short time ago for Toronto c. and f., are quoted for Halifax, c. and f. New figs are almost due. Prunes are firmer, according to advices from Trieste. Tarragona almonds continue to advance. There is little retail interest taken in anything but currants and Valencia raisins.

**RICE AND SPICES.**—A very marked falling off in the rice trade is now apparent. There is no scantness in the supply, and prices are unchanged from 3¾c upwards.

Spices are fairly active, but all are easy at quotations in Prices Current.

**SUGAR.**—The delivery of fruits continues heavy, but the bulk of the crop to be put down by house-keepers is now in glass. Canning

factories and traders will be able to take care of the most of what is left. Consequently the consumption of sugar will now very materially contract, and it has already fallen away perceptibly from September's high line. In September the sale of sugar was enormous. The stocks of retailers are not choked up with supplies, however. It is a generally accepted view that retailers are all incipient buyers, having stocked so sparingly while prices were high as to be able merely to get through the brisk spell. The more moderate demand that must now ensue can be provided for only by further buying, and a fair trade is looked forward to by the jobbers. The price loses none of its firmness either in Canada or the United States, and holders of raw regard the signs of the market as auspicious for their side. The virtual embargo against beet sugar for the time being continues the advantage to the cane men. Canadian refiners find buyers across the border for any excess they do not find immediate room for on this market. The price of granulated is steady at 4¾ to 4⅞c. Those jobbers who have to buy stock now are not solicitous of business in sugar, and would sooner allow some money to be made by competitors who are lucky enough to have contracts at low prices, than to lose any themselves by buying at the refiners' prices, and selling at the jobbers' prices current to-day. Yellow is unchanged at from 3¾c. up. Bright raws in bags are 3⅞c.

Willett & Gray, New York, in their weekly Statistical say: Total stock in all the principal countries, at latest uneven dates, is 643,994 tons, against 663,431 tons at the same uneven dates last year. Stock in Havana and Matanzas, by cable, 29,000 tons, against 111,851 tons last year. During the most of the week the raw sugar markets were quiet and steady, but without local business, the refiners buying in foreign countries such moderate amounts as they were able to obtain for early shipment, which purchases were made at considerably below the parity of quotations either here or in Cuba. The absence of any new development of cholera produced the effect toward the end of the week of releasing some 30,000 tons of sugar, which holders have persistently held for higher prices up to this time, but finally gave way. The sales from this source included five steamer cargoes of Javas at 3⅞c. for 96° test basis, and 8,000 tons Muscovados at 3c. for 89° test. These sugars are partly in store, on shipboard and in harbor, and partly for next month's arrival, and will fill in an important space. At the close sales of 96° centrifugals cannot be effected except at decline to 3⅞c. European markets are dull and easy under favorable beet crop prospects. Business in refined has continued on the same basis as heretofore, but as orders have come in rather more slowly, the deliveries of refiners are nearly even with the sales, even for granulated. Prices of hards remain steady. There is no occasion now for anticipating an advance, and, in fact, we have to note a reduction of 1-16 to ⅞c. in price of soft refined. Careful estimates recently made by our German friends indicate that crops of Germany and Austria-Hungary will exceed last year by 150,000 tons.

**SYRUP AND MOLASSES.**—The stock of syrup at the refineries is kept in small compass by the demand. The production of low grade stock is neglected, the lowest price quoted at the refineries being 1¾c. in half-barrels. This makes 2⅞c. the lowest jobbers can quote. The sample at this price is a very bright one. The importation of United States syrups has declined.

The call for molasses is found to be rather brisker for New Orleans varieties than for West Indian. The former range from 35 to 50c. in barrels, the latter from 30 to 43c. in barrels.

**TEAS.**—The firm market for all low grade and medium teas is stimulating the demand somewhat, and this week's business has involved the handling of more tea than during any other week of the season. The stock of medium and low grade Japans was further diminished by the removal to Chicago on Monday of a \$24,000 purchase of these grades that had been held in this country on shipper's account. Our buyers could not be induced to take it at the price asked and it went west. Low grade Japans are firm at 14 to 17c., and medium at from 17c. upwards. The stiffer value of Indian and Ceylon teas, both as a consequence of intrinsic market conditions and in sympathy with Japans and Congous, was noted last week, but is now more pronounced. The price of India and Ceylon teas under 9d. per lb. has advanced 1d. to 1½d.

George White and Co., in their Report, Sept. 22, say:—Moderate sales for the time of year have been held, amounting to 27,700 packages, against 28,100 packages last week, and 36,600 packages for the corresponding period of 1891. Owing to the good quality shown generally, there has been an increased demand for teas at 10d. per lb. and under; latest quotations for these marking a rise of ¼d. to 1½d. per lb. from the lowest point. Prices, however, are still under those ruling at this time last year, when the statistical position was not so favorable; and should the revised estimate of 108 millions, instead of 119 millions, for the United Kingdom, just telegraphed from Calcutta, prove correct, a strong market may be expected. Medium to good qualities, especially strong-liquoring Broken Pekoes, have realized full rates, but fine to finest have sold

**NOTICE.**

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

VANCOUVER, B.C.

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

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

Blend No. 1 at 35c., either ground or whole roasted  
 " 2 at 33c., " " "  
 " 3 at 30c., " " "

Their Flavoring Extracts are of the choicest quality.

**Meglaughlin, Marshall & Co.,**

Wholesale Provision Merchants,

3 and 4 Corn Exchange,

Manchester,

Also at

Liverpool and Glasgow. **England.**

Are prepared to receive Consignments of Eggs, Bacon, Hams, etc. Having been established more than 40 years, they are in connection with all the best buyers in the North of England.

**THOMPSON & CO.,**  
**GENERAL COMMISSION MERCHANTS**

—AND—

**BROKERS**

For all lines of Canned Goods, Hams, Bacon, Lard, Butter, Cheese, Dried Fruits, Coffee, Sugar, etc.

CORRESPONDENCE INVITED.

P.O. Box 615. **WINNIPEG, MAN.**

**J. F. YOUNG & CO.**  
**PRODUCE AND COMMISSION MERCHANTS**

74 Front St. E., Toronto.

Our business is solely Commission. The only plan which does justice to the Consignor. We handle everything which the Country Storekeeper has to send from home to sell. None of our own goods to sell in preference to yours when the market is good. Nothing between you and best price obtainable except a small commission.

Prompt Sales and Quick Returns.  
 We Furnish Egg Cases. Try Us.

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

—SUCCESSORS TO—

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

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

Write for Price List.

**Husband Bros. & Co.,**

71 Colborne St., Toronto.

**OYSTERS, HADDY.--DAILY.**  
**GRAPES, PEARS.**  
**ORANGES, LEMONS, FOREIGN NUTS.**



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

**W. GIBBINS & CO.,**  
 SUCCESSORS TO

**JOSEPH CARMAN,**

Commission and Manufacturers' Agents, Grain Brokers.

P.O. Box 1014. Winnipeg, Man.

We are open to receive a few first-class agencies Good connection wholesale and retail. Correspondence invited. Consignments Produce will have prompt attention.

**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.

**JAS. DICKSON & CO.,**

26 WEST MARKET STREET,

Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried Apples, Finnan Haddies, Dried Cod Fish, bought or sold on commission. Agents for all lines of Canned Corned Beef. Egg Carriers supplied.

**Reesor & Rogers,**  
**Produce and Commission Merchants**

Solicit consignments of Country Produce from Storekeepers.

71 Colborne St., Toronto.

Telephone 2891.

GEORGE McWILLIAM. FRANK EVERIST

**MCWILLIAM & EVERIST**

**General Commission Merchants,**

25 and 27 Church street,

TORONTO, ONT.

Consignments of Fruit and Produce Solicited. Ample Storage.

**J. Cleghorn & Son,**

94 Yonge St., TORONTO.

Fruits, Etc., in Season, at the Lowest Market Prices.

**Grapes, Crawford Peaches, Plums, Pears, Lemons,**

**Jamaica Oranges, Sweet Potatoes.**

**FISH:—**

**Finnan Haddie, Oysters.**



**BRITISH AMERICA**

*Starch Co.,*

**Brantford, Ontario.**

**PRICE LIST**

SUBJECT TO CHANGE WITHOUT NOTICE.

First Quality White Laundry—	
3 lb. cartoons, boxes 36 lb. each.	4 3/4 c
Barrels, 175 lbs .....	4 3/8 c
Kegs, 100 lbs .....	4 3/8 c
Lily White Gloss, 6 lb. boxes, 8 in. crate	6 1/4 c
Brantford Gloss, 1 lb. cartoons .....	6 1/4 c
Lily White Gloss, 1 lb. cartoons .....	6 1/4 c
Canada Laundry, boxes 40 lbs .....	3 1/4 c
<b>Culinary Starch.</b>	
Pure Prepared Corn, 1 lb. packages .	7 c
Challenge Brand Corn, 1 lb. packages	6 1/4 c
Brantford Cold Water Rice, 1 lb. cartoons .....	8 1/2 c

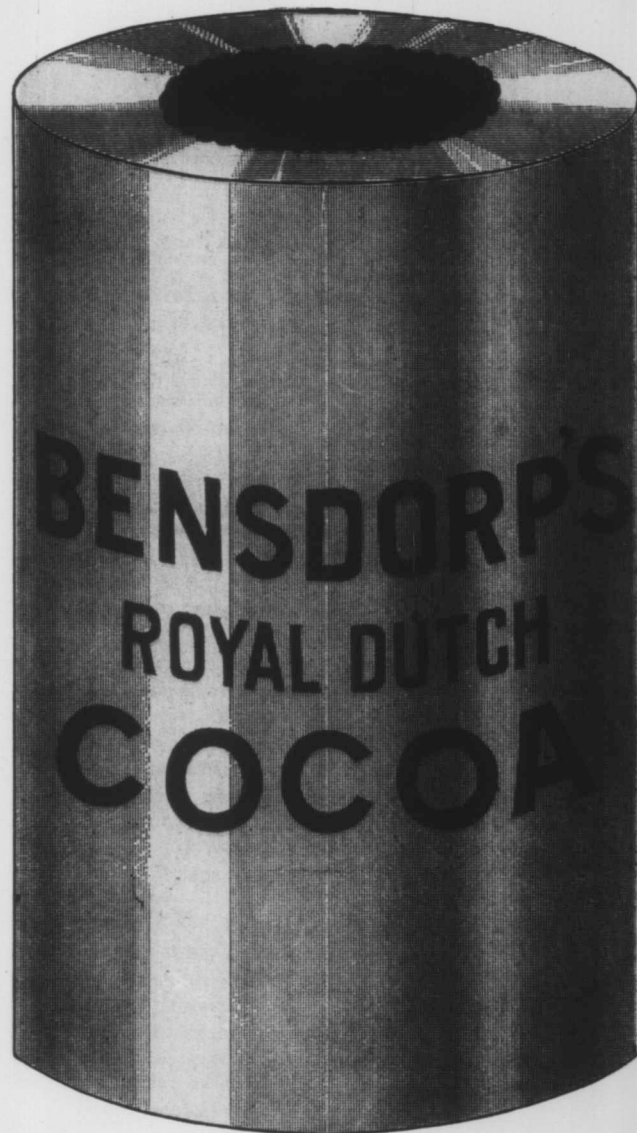
Ten boxes and upwards freight prepaid to any point in Ontario or Quebec.

Discounts 15 per cent on 10-box lots. Discounts 17 1/2 per cent. on 40-box lots.

Terms—30 days nett.

Orders will be filled direct from factory or through any wholesale house preferred.

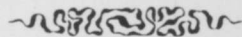
**SELL and RECOMMEND**



FOR  
**Drinking and Cooking**

Sells Faster,    :-    Pays Better,  
Pleases Your Customers More Than Any Other

**STEPHEN L. BARTLETT,** Sole Importer, Boston, Mass.



SEND ORDER FOR SAMPLE CASE TO WHOLESALE AGENTS :

Eby, Blain & Co., Toronto

Caverhill, Rose, Hughes & Co., Montreal

Beckwith, Thompson & King, Victoria, B.C.

James Turner & Co., Hamilton

M. F. Eager, Halifax, N.S.

H. N. Bate & Son, Ottawa



irregularly. Some high figures have been given for the best Assams and Darjeelings, and satisfactory averages were obtained for several invoices from Cachar and Sylhet, notably North-Western Cachar Company, Indian Tea Company of Cachar, Kaline and Shabazpore Estates. For a small lot of boxes of tippy Broken Orange Pekoe from the first-named, 3s. per lb. was refused.

#### MARKET NOTES.

McWilliam & Everist are shipping on an average twenty cars of apples every week to the United States.

Sloan & Crowther have just received six cars of the Aylmer Cannery's "Canada First" brand of corn.

Eby, Blain & Co. report arrival of the second shipment of Orient package teas in pound and half-pound packages. The first shipment went off very rapidly.

By latest mail from Canton, fire crackers were quoted as follows: 45 to 49c. for 56 count; 48 to 51c. for 64 count; 53 to 59c. for 70 count; 54 to 60c. for 72 count; 59 to 68c. for 80 count.

Warren Bros. & Boomer, are now showing a beautiful sample of Rio coffee, the Golden Berry, a grade seldom obtainable by importers. It is four years ago since this house had any of the same superfine quality in stock. It is quoted at 21c.

Canadians like Morton's kippered herring, and are likely to want a good deal, of it now that it is introduced to them. Eby, Blain & Co., though they received a large shipment only last week, have had to cable a repeat order, so strong has the demand become.

Kurma tea is a high-class package line blended from India and Ceylon constituents, put up in pound and half-pound packages and packed in England. Davidson & Hay control the sale for Canada, and will be in a position to show the goods in a few days.

Davidson & Hay are awaiting the arrival of a shipment of new Eleme figs in 2, 10 and 30-lb. boxes, which is almost due. Batger's lemon and orange peel and Niemack's lemon, orange and citron peel are on the way for the same firm, and will be in stock very soon.

New Campos currants in barrels and cases are being offered by Lucas, Steele & Bristol of Hamilton. This firm also have the celebrated Excelsior brand of genuine Vostizza currants, Whittal's Eleme figs, including their seven Crown Eobelli's. Malaga raisins are expected to hand next week.

The first consignment of new figs to reach Canada this year was received on the 3d inst. by Balfour & Co., Hamilton. They are the "Eleme" of superior quality and in excellent condition. The market is firm at last year's quotations, and the trade will not be slow to take this first arrival, as they are conceded to be the cream of the crop.

Sloan & Crowther are expecting notice at any moment of the arrival of a shipment of 1000 boxes of Pakling Congous, ex steamer Glengyle, via Suez Canal and Montreal. Another shipment of 400 half chests of Paq Yong teas, ex Glen Arm, by the same route, is also expected in a few days. Both lots were bought previous to the advance in China. They are medium grade teas,

Under their own brand, Perkins, Ince & Co. will this season be able to supply some of the very finest of the Vostizza currant crop. They have made an arrangement with one of the largest shippers in Greece to pack this special line for them. The first shipment is on the way, and Perkins, Ince & Co. will be prepared to offer them in a few days.

From Montreal we learn that teas, though firm, have been very quiet this week, and are apt to continue so for some few days, as buyers generally are holding off for the big trade sale of John Duncan & Co., Montreal, on the 12th inst. The firm are advertising this sale as entirely without reserve, and buyers have hopes of securing bargains at it. The catalogue comprises 3,645 packages Japan, besides Hysons, Gunpowders, Imperials, Indian and Orange Pekoes, etc., totalling 5,707 packages.

Shewan & Co., Canton and Hong Kong to August 30th, as follows: "Saigon cassia is a shade firmer at \$39 per picul, but there is no buyer at the figure. Stock about 300 piculs. Cassia is quoted at \$5.70 per picul in boxes and \$5.40 in bales. Sales are 2,500 piculs in boxes for Europe and arrivals are 500 piculs. Prices are expected to advance 20 cents higher shortly, in consequence of

the absence of stock. No arrival is expected for another fortnight. Cassia buds, no stock. Broken cassia is quoted at \$2.95 per picul for the 3,000 piculs in stock. Sales are 1,000 piculs. The exports to New York for season to date were 4,620 piculs, against 11,750 piculs same time 1891 and 8,350 piculs in 1890."

The total quantity of tea on which duty was paid at all bonded warehouses in the United Kingdom from January 1st last to August 31st was 135,902,097 pounds. Of this total 71,535,340 pounds was Indian, 41,717,782 pounds Ceylon, and 22,648,975 pounds China, so that the home trade in China tea has fallen to only 17 per cent of the total consumption. If these figures are compared with those of 1889 it will be seen that the consumption of Indian has risen 10,300,000 pounds and Ceylon 21,773,000 pounds, while that of China has declined 18,511,000 pounds.

Barff & Co. write from Patras, September 14: Patras, owing to its good condition, has been in active demand since opening of the season, and lately has advanced 2s. More than half of the produce of this district has already been bought up. Vostizza and Gulf are firm and are mostly shipping on growers' and local speculators' account. A general idea prevails that the total crop will not exceed 110,000 to 120,000 tons, against 162,000 in 1891, and growers and holders throughout the country, anticipating much higher prices later on, are only selling what is necessary to meet pressing requirements. Under ordinary circumstances the total crop, should it not exceed 120,000 tons, would be shipped off by the end of the year, and we shall therefore expect a considerable advance when it becomes apparent that quantity is so restricted.

PETROLEUM.—At 14 to 14½c. the price is low enough, while the shortage in daylight is great enough, to stimulate consumption, and the quantity of oil now handled in trade is large. But the market does not strengthen, and prices give promise of remaining a long time unchanged.

BUTTER AND CHEESE.—The supply of butter has gained this week upon the demand; it approaches more nearly to satisfying the demand. The reason for this lies, not in any increase in the offerings, but in a diminution in the demand. Buyers for export have

(Continued on page 51.)

#### CANNED GOODS.

##### TORONTO.

Continued open weather enables canning operations to be extended well into the fall, and puts it beyond the possibility of question in the minds of buyers that the vegetable pack will be a large one. Hence, prices have an easier tendency, but they fail to induce free buying for future delivery. All the canned goods bought now are for the most part to provide for wants that are strictly of present necessity. There is extremely little business being done in large lots. The mistrust of the market is too general for buyers to be willing to bind themselves to any price, no matter how low it is at the time of quoting. This is expected to be a buyers' year. The lowest price heard for choice brands is 90c., and from this it is quoted up to \$1, the latter figure most difficult to realize. For less well-reputed stock the quotation shades to 85c., and buyers may even find grades to match lower prices, for it is believed that this season's pack will have some bargains for the man who wants low prices, whatever else he may not get. Generally acceptable peas, corn and tomatoes are quoted in assortments or separately at 90c. Other vegetables are dull, and in request only in a small way. Fruit does not come into demand largely or even moderately, and is not changed in any respect from the quotations appearing in Prices Current. Salmon is more plentiful, but there is not likely to be any plethora of it. At the moment stocks do not more than suffice for current trade, and further arrivals will soon be required to replenish supplies. The price is more steadily maintained, quoting from a firm \$1.45 up to \$1.60. There are an increasing number of jobbers who prefer not to sell rather than take below \$1.50 for the better brands. Lobster and sardines are unchanged and in rather slow demand.

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AGENTS:

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**EPHRAIM ERB,** - Halifax.



Continued from page 14.

not been so numerous or so eager this week as they were before. The English market has eased, and Canadian holders are firm in their ideas of the value of butter, and these circumstances keep buyers and sellers apart more than they were. Sellers on this market are the more independent because of the local and outlying home demand, which is capable of taking care of all the good butter the market now receives. Good dairy tubs are quoted at 16 to 18c., and prime store-packed butter is good for nearly as much. Exceptional cases of sales at 18c. are reported, but the butter was of a high class of store-tub. The common butter of store-packing is quoted at 12 to 14c., but this is old butter, and is used for cooking. New store tub is not obtainable under 15 or 16c. Very low grade butter has never played much of a part in this summer's business, chiefly because it was very rapidly carried off to the east, a great part of it being said to have gone to St. John's, Newfoundland, where cheap foods have been in request since the fire. Creamery tub, which finds limited sale here, is steady at 22c.

Cheese is firm. Jobbers claim that they would have to pay now the same price as they are getting, 10½c. For September cheese they are averse to taking this, and some of them hold out for 11c.

BEANS.—The visible supply of the old crop has waned away to small proportions under the action of a demand from the United States, which developed a good deal of strength towards the last. The new crop is not so large as was that of 1891, and holders want big prices for it, quoting at \$1.30 to \$1.35, but receiving few bids above \$1.20, at which the remnant of the old crop is moving off.

DRIED APPLES.—The position of the market is unaltered. The price is 4½ to 4¾c.

EVAPORATED APPLES.—Packers are offering freely at 8c., but they find few buyers. The earliest delivery will be about the middle of this month. The price of old is 7c.

EGGS.—The demand for eggs rises as the supply falls, and now 15c. is a free price for fresh stock. Seconds are offered at 13 to 14c.

HONEY.—Dark honey appears to be very plentiful this year, and may be classed by itself in quotations running from 5 to 8c. Good clear extracted honey is 8 to 10c. in bulk. In glass the price varies widely. Sections are not plentiful, and quote at 14 to 16c.

HOPS.—Buyers and sellers are coming more closely together, though even yet they do not coincide in their views, so that the amount of business actually transacted is small. Sellers offer at 17 to 18c., and buyers bid 16c. for new crop. Yearlings move in small lots at 14 to 15c.

POTATOES.—There is an active demand, and, countenanced by this, there is a reserve in the supply. These conditions are prevented from bringing up the price, by the character of the stock, rottenness being so general and pervading a fault that buyers are chary of going freely into the market. Out of store the price is unchanged at 60c. a bag, while on track car lots are 50c. a bag.

ONIONS.—The price is \$2.25 per barrel. The crop is on the short side.

PROVISIONS.—The prices that have ruled for the past few weeks have had the effect they were intended to have, namely, to clear out stocks. There is very little old pork in any form left, hams being the most plentiful. There is a little long clear left at 7¾ to 8c. Hams are 11½c. Some new breakfast bacon is on the market at 13c. and new backs at 12c. New hams are not ready yet. Hogs have been delivered this week at \$6.50, but they were light. The offers both for present and future delivery are quite free. No long clear hogs are wanted yet. At the present price of their chief product it would be impossible to get more than \$5.50 for them.

BACON—Long clear is 7¾ to 8c. Smoked backs are 11¾ to 12c., bellies 12½ to 13c., rolls 9 to 0½c.

HAMS—Are 11½c.

LARD—Pure Canadian is 9½c. in tubs, and 10c. in pails. Compound is 7¾ to 9c.

BARREL PORK—U. S. heavy mess is \$14.50 to \$15. Canadian short cut is \$16.

DRESSED MEATS—Beef forees are 3½ to 4c., hindquarters 7 to 8c., veal 7 to 8c., mutton 5 to 6c., lamb 8½ to 9c.

GREEN FRUIT.—Jamaica oranges are easier and in better condition for immediate consumption, little of the fruit being now unripe. The price is \$8 to \$8.25 per barrel. Major lemons are \$7.20 to \$8 per box, or exactly what they were last week. Both lemons and oranges are in moderately strong demand. Bananas are almost through their season and are in slow request at \$1 to \$1.50. Jersey sweet potatoes are \$4 per barrel. Peaches are still quite plentiful, but are firm at \$1.50 to \$2 for Crawfords and \$1.10 to \$1.30 for other varieties. Pears are \$3 to \$5 per barrel, quinces 50 to 60c.

a basket, Concord grapes 2 to 2½c. per lb., Niagaras 3 to 3½c., Rogers and Delawares 3c., apples 75c. to \$1.25 per barrel. Cranberries are \$5 to \$6 per barrel.

FISH AND OYSTERS.—There is now an abundance of white fish and salmon trout. The demand has lightened appreciably, and wholesale merchants are taking advantage of the surplus supply to begin freezing. The price of salmon trout and whitefish is 7c. Lake herring is not at present to be had but supplies are shortly expected. The price at which the last sales were made, the fish being small, was \$1.50 per hundred by count. Salmon is 17c. Dried fish is beginning to sell now, haddock at 8c. per lb., friscoes at \$1.30 per hundred (count) Digbies at 20c. a box, and boneless cod at 8c. per lb.

Oysters are still quoted at \$1.40, only small stocks having yet been brought in. The demand is active, having cleared up the market rapidly by the close of last week. The price will soon be lower, as freight will come down.

SALT.—The quotations in Prices Current are those ruling still. The demand for all descriptions is fairly good.

HIDES.—No. 1 green cows' are still quoted at 4½c. The supply is still large. Cured are moved out at 5c. in car lots.

SKINS.—Sheepskins have been advanced 10c., 70c. being now the price paid. The advance of 5c. usually made at the beginning of the month was doubled. Calfskins are quiet at 5 to 7c.

WOOL.—Combing fleeces are 17c., clothing fleeces 19 to 20c. The market is very dull. In pulled wools prices remain at 22c. for super and 26c. for extra.

TALLOW.—Is quiet at 5¾c. for rendered and 2c. for rough.

## MONTREAL MARKETS.

MONTREAL, Oct. 6, 1892.

The fine warm weather has had a good effect on the grocery business. It is true that backwardness is noted in some lines, but taken on the whole the weeks movement was satisfactory in more ways than one. There have been threats of cutting in some lines notably dried fruit but it is unlikely that much was done in this way

(Continued on page 53)

## FLOUR AND FEED.

TORONTO.

The flour market continues dull and easy, which have been very stable qualities throughout the summer. Sales are made with difficulty unless buyers' prices are conceded, and the result of compromise usually brings the seller more than half way. In nearly all grades of flour the price has declined, and feed is likewise easier. The position of the grain market weakens the position of the millers.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.70; strong bakers', \$4.40; white wheat patents, \$4.60; straight roller, \$3.80; low grades, per bag, \$1.25 to \$1.50.

Car prices are: Toronto freights—Manitoba patents, \$4.45 to \$4.50; Manitoba strong bakers' \$4.10 to \$4.20; Ontario patents, \$3.00 to \$3.50; straight roller, \$3.15 to \$3.40; extra, \$2.90 to \$3; low grades, per bag, \$1.00 to \$1.50

MEAL—Oatmeal is \$3.80. Cornmeal is \$3.50.

FEED—Bran is \$11.50 to \$12, shorts \$12.50 to \$13 mixed feed \$22, feeding corn 56., oats 30 to 31c.

HAY—New baled timothy is \$9.

STRAW—Is steady at \$6.50 to \$7.

MONTREAL.

The flour market does not improve in tone, and cables so far this week have not been of a favorable character. The local demand is rather quiet, but a somewhat better business is doing on this account. We quote: Winter patent, \$4.25 to \$4.50; spring patents, \$4.50 to \$5.00; straight roller, \$3.85 to \$4.00; extra, \$3.20 to \$3.25; superfine, \$3.00 to \$3.15; city strong bakers', \$4.10 to \$4.20; oatmeal, \$1.90 to \$2.00; bran, \$13 to \$13.50; shorts, \$14 to \$15.00; mouille, \$20.00.

Oatmeal is dull but steady. Some offerings from western millers are noted at less money, it is understood, but it has not affected the market materially. Rolled and granulated, bbls., \$4.10 to \$4.15; Standard, bbls., \$4.00 to \$4.05. In bags, granulated, \$2.05 to \$2.10; and standard \$1.95 to \$2.00.

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All live dealers have them.  
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## MONTREAL MARKETS—Continued.

as a sober consideration of the condition of the market would tend to prevent this foolish kind of business. To other lines values generally are unchanged. Prices on tea give every symptom of strength and although sugar shows some easiness in tone in sympathy with New York, there is no necessity to alter quotations which remain as they were a week ago. To other lines such as spices, etc., there is no particular change to mention but a good seasonable business is moving. With regard to payments although there are some complaints, the feeling on the whole in the connection is satisfactory. From some sections returns are slow, but from others there is every reason for satisfaction. This applies more especially to the dairying sections, as farmers have been moving both their cheese and butter as it is ready for the market.

**SUGAR**—The sugar market has ruled quiet since our last, and the expectations that the refiners held a fortnight ago of higher prices has not been realized. This easy tone is due to the unsettled feeling in New York, but it must not be understood from this, that prices are any lower. It simply means that jobbers are not showing as much anxiety, but when they place an order it necessitates the prices formerly quoted. Yellows have been moved at 3½c. for low grades and 4½c. for bright stock. The movement in granulated has been smaller with prices steady at 4¾c.

**SYRUP AND MOLASSES**—There is a fair business in syrups at former prices. American stock is coming in for considerable attention at 24 to 24½c. per gallon. Some sales have been made at a fraction better than the outside, but they were rather an exception. In Canadian stock the local refiners are not offering with any freedom and business in a wholesale way is quiet in consequence. The basis is unchanged at 28 per lb. or 28c. per gallon.

In a regular jobbing way there is no change to note in molasses, which rates at 32 to 33c. for Barbadoes, but there are still reports of cutting being done, fully 1c. under the above prices being mentioned as the basis.

**TEAS**—The tea markets, all over, maintain their strong tone, and the local market is no exception to the rule. In fact all the conditions point to strength. The low grade Japans have been cleaned off the market, and the stocks of other grades are not large for the season, and advices from Japan state that the market there is well cleaned up, but it is worthy of note that in spite of these heavy shipments from primary points no great accumulation is noted at the leading markets on the Continent. With regard to new crop news from Japan, advices to agents here state that the crop would be 5,000,000 lbs. short, but this has been denied later, as the high prices that have been ruling brought out large quantities of goods from the interior. The actual business, locally, is good, but somewhat restricted, owing to the scarcity of low grades above noted and the approaching sale of China tea by Duncan & Co. Prices, however, are firm, and the quantity offered at the sale 5,000 boxes will have very little appreciable effect on the standing of the market.

**COFFEE**—The coffee market has been fairly active during the week, jobbers reporting a good demand while in a wholesale way some large quantities have left first hands. One importer closed out a large lot of Santos at 17c. and there is very little Rio offering in a large way at present, in fact there is none in first hands. Jobbers are doing a fair business however at 17½ to 19c. according to quality.

**RICE**—The mills did not report so brisk a trade in rice as last week, but a fair movement has been in progress nevertheless. We quote:—Standard \$4 to \$4.10, Japan \$4.50 to \$5, Patnas \$4.50 to \$5, and Carolinas \$7 to \$8 per hundred pounds.

**NUTS**—There is no change in nuts, dealers reporting an ordinary jobbing movement. The following are the quotations:—Almonds, Tarragona, 14 to 15c.; almonds, Ivica, 14 to 15c.; almonds, common, 10 to 11c.; almonds, hard-shell, 7 to 8c.; walnuts, Grenoble, new 14 to 15c.; walnuts, French 10 to 10½c.; cocoanuts per 100 \$3.75 to \$4.00; filberts 9 to 10c. pecans 16 to 17c.; peanuts 7 to 10c.

**DRIED FRUIT**—The market for dried fruit has been somewhat interesting in view of all sorts of offers and threats of Valencia raisins below cost. Cutting has taken place no doubt, but it has not been for any round quantity of goods, and it is more than likely that the people who did it will find it an unwise as well as unprofitable move. In the face of it, however, buyers who want really good stock and are satisfied with paying a fair market price have been placing their orders pretty freely. In this connection we note that quite a quantity of prime fruit has left importers hands at 5¾c. 5½c. and despite the talk of low offers on common goods we quote the range as 4¾ to 5c. The Avlona the first direct steamer with 40,000 boxes, has been reported down the

River, and the Escolona the second steamer sails this week. Her quantity is not known definitely, and until it is, prices will not settle to a steady basis as importers do not know exactly how they stand. Currants are quiet as there is no new stock yet at hand except on the Avlona. There is little or no speculative trading in them abroad but prices are firm and advices from primary markets strong. Jobbers have all got small quantities still on hand, and are moving them quietly at 5½ to 5¾c. for good Provincials.

**GREEN FRUIT**—There has been no change in green fruit since our last. Business is moving quietly along in all lines, with no change. Lemons \$5 to \$5.50; California peaches \$1.75 to \$2 per box; Southern peaches \$3 to \$4; Western peaches 75c. \$1.25; California pears \$2 to \$3; plums \$2.50 to \$3 per crate; bananas \$1 to \$1.50 per bunch; Bartlett pears \$6 to \$10 per bbl.; Canadian basket fruit pears 50c. to \$1; plums 75c. to \$1; grapes, blue, 2 to 2½c.; grapes, Niagara and Rogers, 3 to 4c. per lb.; black berries 13 to 14c. Oranges, \$6 to \$10 per bbl., and boxes \$5.

**APPLES**—The apple market locally is quiet, good fall varieties selling at \$1.50 to \$2.50. The speculative buying of winter stock in the west continues, the competition of Western States people forcing some operators here to advance their prices. In the majority of cases, however, they are not prepared to talk business, except at a basis of \$1.50 for the fruit at the orchards. It is understood, however, that over that price has been paid in several instances by Western men, as high as \$1.75 first cost being quoted for some purchases. This is a pretty high figure—more than the advices from England, at any rate, seem to warrant.

**FISH**—Trade in fish has been fair both for pickled and fresh. Labrador herring are scarce and firm at \$4 and Cape Briton \$5 to \$5.50. In smoked stock Yarmouth bloaters are offering at \$2 per 100 and finnan haddies at 7 to 8c. per lb. In fresh fish the principal line is B.C. salmon which is coming in in fair quantities and selling steady at 13 to 15c. The following is the quotation:—haddock 4½c., Halibut 15c., white fish 7c., trout 7s., dory 8c., B.C. salmon 15c., No. 1 prime dry cod \$5.50, green cod \$5 to \$5.50 per 200 lbs., C.B. herring \$5.75, and half barrels \$3, mackerel \$12 to \$14.

**CANNED GOODS**—The canned goods market is quiet so far as fruit and vegetables are concerned. In canned salmon however, as will be seen elsewhere in these columns some operators are reported to have made quite a turn. The news from the coast states that all supplies are taken up and that prices are fully 40c higher. The best price now laid down from the coast is placed at \$1.40 to \$1.45 for red and \$1.37½c. for pink.

**PROVISIONS**—There is only a small jobbing trade in provisions, and prices are unchanged. We quote:—Canadian short cut, per bbl. \$16.50 to \$17.00; mess pork, western, per bbl. \$14.50 to \$16.00; short cut, western, per bbl. \$00.00 to \$00.00; hams, city cured, per lb. 11c. to 11½c.; lard, Canadian, in pails 8½ to 9c.; bacon, per lb. 10½ to 11c.; lard, com. refined, per lb. 7¾c.

**GRAIN**—There is nothing particular to say about the grain market. So far as spot business goes the position of Manitoba wheat is nominal. There is a moderate movement in peas and oats, which rule fairly steady. Peas 73 to 74c. and oats 32 to 33c.

**EGGS**—There is no change in the egg market which rules quiet and unsettled at 13 to 14c.

**CHEESE AND BUTTER**—Cheese continues more or less unsettled with a difficult market to quote. However, there is no disputing the fact that the stubbornness of the Englishmen has induced a softer feeling on the part of some holders, but it is doubtful if strictly gilt edge Ontario stock could be got at for much of a concession. The range is 10½ to 10¾c. Butter is moderately active and firm. Finest late made creamery is saleable at 22½ to 23½c. and August stock 22c. We note business in the latter to-day for export. Townships dairy is held at 20c., but the best export bids are 19¾c. Holders of Western dairy have high views also, but they have not been actively realized, as far as can be learned. They are said to be holding for extremes, but 16½ to 17c. is the highest limit yet received over the cable. The total shipments of cheese and butter to date are largely in excess of that for the same period last year. The shipments were 1,165,908 boxes of cheese and 59,726 packages of butter; 162,160 boxes more cheese and 10,760 packages more butter than last year.

Hon. G. A. Drummond, Messrs. S. Finlay, Hugh Graham, F. Fairman, J. N. Greenshields, Q. C., G. P. Heaton, W. Strachan, J. A. Grose and other Montrealers; A. P. Sherwood and J. W. McRae, of Ottawa, are the proposed incorporators of the "Dominion Burglary Guarantee Company," the object of which is to guarantee persons and corporations against loss and damage by burglary. The capital stock is placed at \$200,000, and the headquarters of the company is to be at Montreal.

# OUR BULLETIN.

**TEAS.** We cultivate the trade of close buyers. Our lines are complete. New Seasons Japs and Hysons to hand. Send to us for samples.

We are constantly receiving letter orders for our new celebrated Hillwater Tea. What more need be said as to its being a seller? It is put up in pounds, halves and quarters.

**DIAMOND CRYSTAL SALT.** Our sales for this Salt are increasing rapidly. It is absolutely pure. Ask us for the Analysis. We sell the 28 and 56 lb. bags, also in barrels, 20 14's, 35 8's, 40 7's, 60 5's, 100 3's, 115 2½'s and the cases containing 2 dozen packages. This Salt pays a good profit. It is a pleasure to sell it. It always is a pleasure to sell a good article.

**NOW,** as to Coffees. You know how difficult it is to get a coffee that is "regular." One that never varies in quality. Our L. P. & Co Blends fill a long felt want in this respect. They are always "regular," evenly roasted and never fails to give satisfaction. You should try a tin, say a 25 lb. one. We have three qualities, No. 1, 2 and 3.

**SPICES?** How they differ. Some say one pure Spice is as good as another. Don't believe it. The quality of the **WHOLE SPICE** is the point we are after. Our L. P. & Co. Spices are selected from the best qualities of whole goods. You'll never get any hulls, dust, dirt, sticks or leaves in our pure goods. The prices and discounts are right too. Send for a sample lot.

**REMEMBER.** Letter orders have our personal care. We carry continually a full stock of fancy groceries, sugars, etc.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton, Ont.

## W. H. Gillard & Co., Hamilton.

Wholesale Agents for RUSSIAN BLEND CONGOU, IMPERIAL BREAKFAST CONGOU, DALU KOLA CONGOU.

MALLAWALLA PURE INDIAN TEA—in ½ lb. and 1 lb. tin foil packages.

Manufacturers of the Celebrated DIAMOND BAKING POWDER and SPICES.

**GILLARD'S SPECIALTIES:**—High Class, English made NEW PICKLES and NEW SAUCE. Nottabad and United Service Sauces.

Old Mill Tomatoes, hand packed—best in Canada—to be had only of us. All live grocers should try them.

**TEAS:**—Our Tea Department is now complete in all grades. Special values in New Season's Japans.

## 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.



We have removed to our new premises, No. 146 & 148 Carling St. Call and see us when in our City.

**CORMAN,  
ECKERT  
& CO.  
LONDON.**

## CAFFARONIA

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

## GELATINE.

Heinrich's Refined Family

White and Rose in 1 and 2 oz. Cartons. The purest and best on the market. All grocers keep it.

## SAUCE.

MacUrquarht's

London Imported Worcestershire, second to none, at half price, once tried always used. Sold by all grocers from Halifax to Vancouver. Try a bottle. C. A. LIFFITON & Co., MONTREAL, Agent for the Dominion. Agents also for The Fairbank Canning Co., of Chicago. Canned meats, etc.

## UNITED STATES FOOD EXPOSITION OPENED TO THE PUBLIC.

On Saturday, Oct. 1st, at 8 p.m., the great Food Exposition that is being held at Madison Square Garden, opened its doors and displayed its grandeur to some fifteen thousand people who attended the inaugural ceremonies. The formalities were conducted by Mayor Grant, who in a few words said that he knew the Exhibition would be a grand success, and that New York welcomed it and thanked those who brought it about. He then pronounced it open. Speeches were made by Col. J. A. Cockerill and Manager Brown. Music was furnished by Herr Seidl's orchestra, which played "The Star Spangled Banner" and Tannhauser's March.

The building itself is the largest in the city and is full of interesting exhibits. Its appearance when entering is grand. Yards of red, white and blue bunting are prettily draped around the balconies, and flags of all nations overlap each other everywhere. The Stars and Stripes and the Union Jack stand together, and their embrace is a fitting token of welcome to Canadians. The arrangements are perfect, and the manager, Daniel Brown, is to be congratulated on the success of his hard labors to bring the Exhibition to where it is. It will last until Oct. 27, and is under the auspices of the Food Manufacturers' Association. There is in connection a postoffice, telegraph and telephone office, and an express office. No Canadian who can possibly make time to visit New York while this Exhibition is open should miss seeing the greatest food exhibition ever held in America. Brokers and commission merchants would find some good lines that could be picked up, were they here and open for business. The Canadian Grocer's representative will be in the press room of the building, where all Canadians and exhibitors are welcome to make his acquaintance, and where he will be pleased to introduce merchants to the exhibitors.

One of the first booths that meets the eye on entering at the main entrance is that of Walter Baker & Co., Boston, Mass. Their cocoa is served from under a canopy which is beautifully draped with ancient tapestry. They have room here for serving 38 people at their counter, and have four young ladies in their trade-mark costumes, attending to the visitors and explaining the properties of the cocoa.

Then comes "H. O.," the mystic sign, representing the oatmeal products manufactured at the Clover Mills, New York. This booth is draped in elegant trimmings of drab, rose, pink and blue, of a material which closely resembles silk. The booth was designed by F. M. Chambers & Co., of New York. A particular feature of this exhibit lies in the unique idea of two thrones, each occupied by two pretty little girls dressed in corn-colored silk, who give out clover blossoms to the number of four thousand nightly. The home of Sweet Clover buckwheat flour and H. O. stands among the first and best

exhibits. A gas sign, H. O., reaches to the rafters of the large building. These goods will be placed on the Canadian market in a few months.

Knox's Gelatine, manufactured by Chas. B. Knox, Johnstown, N. Y., whose trade mark is a calf's head, makes a prominent showing in the main aisle. The decorations are in white and blue, and on their counter are six large jars of their sparkling calf's foot gelatine. Visitors are invited to taste the jelly made with the gelatine on the premises. Their efforts have been rewarded. Their display is grand.

E. C. Hazard & Co., New York, have erected in their square an octagonal booth of white ash at each of the corners of which stands a large bottle, some six feet in height, of the celebrated Shrewsbury "Tomato Ketchup." On top of the booth there is one of the bottles 12 feet in height, an exact reproduction of one of their bottles. Underneath is built a stand the shape of a Maltese cross. Shelves of walnut mirrored, on which are placed "Tomato Ketchup," Chutney, Love Apples and Mayonnaise Dressing, all of the Shrewsbury brand.

The E. T. Coudrey Co., Boston, Mass., have a Grecian temple of Corinthian architecture, of white enamel and gold. On either corner are show-cases containing their specialties—soups, lunch meats, jellies, preserves and English plum pudding. They serve soups, sandwiches made of the lunch meats and English plum pudding. This is a costly exhibit that needs to be seen to be appreciated.

The Cleveland Baking Powder Co., New York, have decorated in orange and black colors, which blend perfectly with the colors of labels on their cans. Eatables manufactured inside the stand with the baking powder are given out.

The New York Biscuit Co., New York, of which Wright & Copp, of Toronto, are the Canadian agents, have erected a temple of white ash and walnut inlaid. They have an exact reproduction of a cracker oven in motion, on which are displayed fancy boxes of mixed biscuits and an imitation view of Brooklyn Bridge, as seen in the distance. Their designs are original.

C. J. Van Houten & Zoon, Weesp, Holland, have built upon the ground floor a two-storey Dutch cottage, where their cocoa is served by eight young ladies in Dutch costumes. Their idea is a drawing card, and Van Houten's cocoa and their cottage are much talked of, both in and out of the building.

The Franco-American Food Co., New York, have a temple of white and gold heavily draped with curtains and tassels. It is built square, and is neatly filled with cans of their soups.

Booker's Cocoa is also served from this temple.

Gordon & Dilworth, New York, manufacturers of table delicacies, have an iron frame work displaying their catsup, preserved fruits and vegetables. This is three storeys high and the foundation is built square. On each corner is a neat pile of their goods, built eight feet high, leaving four entrances to the frame work, one in the centre of each side. The skeleton is a new device, and, laden as it is with large jars beautifully filled with fruit of all kinds, it causes many a sight-

seer to stand and gaze with mouth wide open at it.

The New York Condensed Milk Co., New York, with their "Eagle" and other brands of condensed milk, are in an oblong booth with wood-work of white and gold, their counter being of solid marble with a silver railing around. Here are given samples of their milk as delivered daily to thousands of patrons throughout the city.

The T. A. Snider Preserve Co., Cincinnati, Ohio, are also in an oblong booth of white and gold, the decorations being of stained glass and carved wood. On the two corners of the front stand neat piles of "Snider's Tomato Catsup" and soups. Around the booth hang expensive incandescent light glass shades, beautifully frosted. The soups are served from the handsomest urn in the building. It has compartments for six different kinds of soups and is of immense size, is silver-plated, and cost in the neighborhood of two thousand dollars. The exhibit and goods shown are perfect.

The American Cereal Co., New York, manufacturers of Quaker Oats, have a square booth with decorations of white and orange, on top of which under a square canopy is a life-sized figure of a Quaker holding a shield with the American arms, on which is "Quaker Oats." They also have an old-fashioned wind-mill on top of the stand with nobby signs painted thereon.

George C. Napheys & Son, Philadelphia, manufacturers of Gold Brand pure leaf lard and cornlene, have a stained booth decorated with flags, etc. Cornlene is a product obtained by pressing corn, from which is got a rich oil, made hard by the process it is put through by this company. They claim it to be excellent for cooking purposes.

Joseph Burnett & Co., New York, have a solid brass railing around their exhibit, which is a black walnut, gold finished case, ten feet in height, in which are arranged samples of their extracts. In front of this lies a large Turkish rug.

Curtis Bros. & Co., Rochester, N.Y., with their celebrated "Blue Label Ketchup," preserved fruits in cans and glass jars, also canned vegetables, are not behind the other displays. They have a handsomely draped booth, done with heavy tapestry and gold fringe. The effect on the colored fruits, which are very tempting to look at, is perfect. Their exhibit is one of special interest to the trade and consumers.

The Union Oil Co., Providence, R.I., make an exhibit of pure, highly refined cotton seed oil, for salad purposes and cooking. It is known to all dealers in food products and to good chemists, that a large percentage of the so-called olive oil on the market is cotton seed oil, which is sold at olive oil prices. The Union Oil Co. sell their product to the trade as what it is—cotton seed oil—at less than half the cost of the olive oil. Their booth is in white and blue, on which is a beautiful trade-mark sign—an anchor.

N. K. Fairbank & Co., Chicago, have a large square stand in white and blue. On each of the four corners is hung a mounted steer's head, on a plaque. Underneath is a half wreath of cotton ball's which together form the trade-mark of their new cooking material, called cottolene. Cottolene is

(Continued on page 62.)

# THREE LINES

The Family Grocer should stock

FOR COOKING

## St. Lawrence Corn Starch

<h3>Ivory Gloss Starch</h3> <p>FOR ALL FAMILY LINEN</p>	<h3>Ivory Starch</h3> <p>FOR Collars, Cuffs, and Shirts</p>
<p>Manufactured by</p>	

# St. Lawrence Starch Co.

## THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Oct. 6, 1892.

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	1 lb. cans, 1 doz. in case	19 80
"	1 lb. cans, 1 doz. in case	16 00
"	2 doz. in case	10 50
"	6 oz. cans, 1 and 2 doz. in case	4 60
"	4 doz. in case	3 70
"	12 oz. cans, 2 and 4 doz. in case	2 40
"	6 oz. cans, 2 and 4 doz. in case	1 90
"	4 oz. cans, 4 and 6 doz. in case	1 25
Dunn's No. 1, in tins	per doz	2 00
"	"	75
Cook's Gem, in 1 lb pkgs	per doz	\$1 75
"	7 oz pkgs	85
"	2 oz	40
"	5 lb tins	65
"	bulk, per lb.	12
Empire, 5 dozen 4 oz cans	per doz	\$0 75
"	4	1 15
"	2	2 00
"	1/2	5 lb cans
"	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	86
" 12, in 6	7c
" 3, in 4	45
Pound tins, 3 oz in case	3 0c
12 oz tins, 3 oz in case	2 40
5 oz tins, 4	1 10
5 lb tins, 1/4	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
" 1/2 lb, 4	1 30
" No. 1, 2	1 90
" 1 lb, 2	2 2c
" 5 lb, 1/4	9 60
WHITE STAR, per doz	
4 oz tins, 3 doz in case	0 75
12 " 2 doz in case	2 00
1 lb " 1	9 00
5 oz glass jars, 2 1/2 doz in case	1 10
10 oz glass jars, 2 doz in case	2 00
Bulk, per lb.	0 15

doz. in case	Price
Dime cans, 4	\$1 60
4 oz	1 50
6 "	2 25
8 "	3 00
2 "	1 to 4 4 25
15 "	1 to 3 5 75
2 1/2 lbs	1 or 1 12 00
4 "	1 or 1 18 25
5 "	1 or 1 22 75
10 "	1 44 00

### BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.	
Abernethy	8 1/2
Arrowroot	\$0 11
Butter 3 lbs	0 6
Cabin	0 20
Cottage	0 7 1/2
	0 8 1/2

Digestive	0 10
Daisy Wafer	0 16
Garibaldi	0 10
Gingerbread	0 11
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 26
People's Mixed	0 10 1/2
Pie Nic	0 09
Prairie	0 08 1/2
Rich Mixed	0 14
School Cake	0 11 1/2
Soda	0 06
" 3 lb.	0 20
Sultana	0 11
Tea	0 11
Tid Bits	0 09 1/2
Variety	0 11
Village	0 07 1/2
Wine	0 0 1/2

### BLACKING.

Day & Martin's, pints, per doz	\$3 20
" 1/2 " "	2 10
" 1/4 " "	1 10
Spanish, No. 3	4 50
" " 5	8 00
" " 10	9 00
Japanese, No. 3	4 50
" " 5	7 50
Jaquot's French No. 2	3 00
" " 3	4 50
" " 4	8 00
" " 5	10 00
1-gross Cabinets, asst.	7 50
Egyptian, No. 1	9 00
" 2	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. \$1 00
No. 4, " "	1 25
P. G. FRENCH BLACKING.	
" No. 4	per gross \$1 00
" No. 6	4 50
" No. 8	7 25
" No. 10	8 25

### BLACK LEAD.

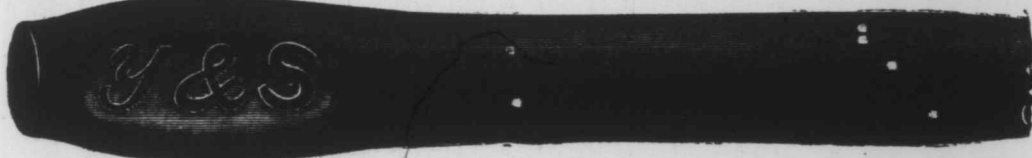
Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz., or 1/4 gro., 4 oz.	

### 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	2 10
CORN BROOMS.	
CHAS. BOECKH & SONS, per doz	
X Carpet, 4 strings, net	\$3 60
3 " 4 " "	3 20
3 " 3 " "	2
XXX Hurl 4 " "	2 90
1X " 4 " "	2 65
2X Parlor 4 " "	2 50
3 " 3 " "	2 25
4 " 3 " "	1 85
5 " 2 " "	1 50
Warehouse 4 " "	3 25
Ship 4 " "	4 00
1 Cable 4 " wire bands, net	3 25
2 " 3 " "	4 00

### CANNED GOODS.

Per doz	
A, 1 lbs, 3's	\$0 85 \$1 00
" gallons	1 75 2 00
Blackberries, 2	2 00 2 25
Blueberries, 2	1 10 1 25
Beans, 2	0 50 1 00
Corn, 2's	0 90 1 00
" Special Brands	1 30 1 60
Cherries, red pitted, 2's	2 10
Peas, 2's	0 90 1 00
Pears, Bartlett, 2's	1 75
" Sugar 2's	1 50
Pineapple, Baltimore	1 50 1 60
" Bahama	2 00 2 25
Peaches, 2's	2 00 2 25
" 3's	3 00 3 10
" Pie, 3's	



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 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 200 Sticks in a Box.

Manufactured Exclusively by YOUNG & SMYLIE, BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices Current Continued-

Table listing various food items and their prices, including Plums, Pumpkins, Raspberries, and Sardines.

CANNED MEATS.

Table listing canned meat products such as Corn Beef, Roast Beef, and various soups, along with their prices.

CHEWING GUM.

Table listing chewing gum products like Tutti Frutti and Monte Cristo, including their prices.

Table listing various candies and confections like Red Rose, Magic Trick, and Mexican Fruit, with prices.

C. R. SOMERVILLE.

Table listing various candies and confections like Mexican Fruit, Pepsin, and Sweet Sugar Cane, with prices.

CHOCOLATES & COCOAS.

Table listing various chocolate and cocoa products like Mott's Broma, Mott's Prepared Cocoa, and various cocoa shells, with prices.

JOHN P. MOTT & CO.'S

Table listing various chocolate products from John P. Mott & Co., including Broma, Prepared Cocoa, and various cocoa shells.

COWAN COCOA AND CHOCOLATE CO.

Table listing various cocoa products from Cowan Cocoa and Chocolate Co., including Hygienic and Iceland Moss.

CHOCOLATES-

Table listing various chocolate products like Mexican, Queen's Dessert, and Vanilla.

WALTER BAKER & CO.'S

Table listing various chocolate products from Walter Baker & Co., including German Sweet Chocolate and various styles of chocolate.

Cracked, in bxs, 12 lbs., each, 1 lb. papers
Cracked, in bags, 5, 10 & 25 lbs each
Cocoa and shells, 12s and 25s

Breakfast Cocoa-
In bxs 5 & 12 lbs., each, 1 lb. tins
In boxes, 12 lbs., each, 1 lb. tins, decorated canisters



Highland Brand Evaporated Cream, per case
4 doz. 1 lb tin.

CLOTHES PINS.

Table listing prices for clothes pins in various quantities.

CHAS. BEGER & SONS. per box

Table listing prices for various products from Chas. Becher & Sons, including Star and cotton bags.

COFFEE.

Table listing various coffee products like Mocha, Old Government Java, and Arabion Mocha.

WHOLE DASTED OR PURE GROUND

Table listing prices for whole dasted or pure ground coffee products.

ELLIS & KEIGHTLEY'S

Table listing various coffee products from Ellis & Keightley's, including Java and Arabion Mocha.

ALWAYS ORDER

RECKITT'S BLUE.









# Sunshine



# Scouring



# Soap

**Cleans, Shines, Polishes,  
Woodwork, Metal, Tin, Copper, and Brass**

Try it for House-Cleaning

It Saves so Much Work ∴

Grocers will Find it a Leader



Order from

EBY, BLAIN & CO., Toronto  
J. M. LOWES, SONS & CO., Toronto  
W. T. COSTIGAN & CO., Montreal

**Brewster Soap Works**  
308-310 GREENPOINT AVE.,  
**Brooklyn, N.Y.**

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(Continued from page 55.)

a preparation of highly refined cotton seed oil and purified beef suet, which is used for cooking purposes as a substitute for lard and butter. The preparation is having a very large sale. In the booth cooking demonstrations are going on, and samples are given out to the assembled multitude. Col. J. T. Collins, of the American Cotton Oil Co., is in charge.

The Fairbank Canning Co., Chicago, have a stand built of white ash and finished with bird's-eye maple and walnut. Inside, at the back and on top, is prettily draped in white and blue. There are also hung three very handsome polished steers' horns. They are giving out some expensive lithographs with samples of their goods.

Nelson Morris & Co., Chicago, are also in this booth and make an attractive showing of Supreme brand, Daisy brand, and Lily Leaf brand of pure lards, and Purity brand of compound lard; also Nelson Morris & Co.'s extract of beef.

The Plymouth Rock Gelatine Co., Boston, Mass., with their Phosphated Gelatine, have decorated in white and red, similar colors to their gelatine. They make all-shaped moulds of jelly from their goods and allow the sight-seers to taste the same. Their trademark is a rock representing the Plymouth Rock, on which is "1620." This trademark is registered.

H. W. Huckins & Co., Boston, Mass., have a very handsome stand for serving samples of their soups in pretty china cups. Their decorations are in wood, painted white, blue and gold. They also have displayed samples of sandwich meats.

T. W. Decker & Son, New York, of the "Morrisania Dairy," are giving sample glasses of their milk and cream, and also show rolls of their butter, which is of rich and excellent quality.

The Armour Packing Co., Kansas City, with their White Label brand of canned soups, are in a booth of Moorish decorations, lighted with handsome antique hanging lamps. Sample plates of the soups are given out to visitors.

M. S. Ayer & Co., Boston, Mass., with their Hygienic Substitute for Coffee, are in a conspicuous position.

M. G. Daddirran, M.D., New York, shows Matzoon, a milk food, a refreshing drink and cure for cholera morbus.

The Liebig's Extract of Meat Co., London, Eng., with their potted extract of beef, are in a wood framed stand of white ash and bird's-eye maple. Samples of their product are given out along with cook books in lithographed colors.

The Jerome Extract Co., New York, whose Fairy Breath Extract will keep a cake fresh flavored for six months, have a prettily decorated booth. They give out samples of cake and extract.

Wm. Dean, New York, shows his Patent Ardent Mustard. It received medals at the Centennial Exhibition, at the American Institute, New York, and other places.

Runkle Bros., New York, exhibit in their cream and gold painted booth their chocolates and serve samples of their cocoas.

H. J. Heintz & Co., Pittsburg, Pa., have an interesting exhibit in their pure malt and pickling vinegars. They put up the Keystone brand of pickles and preserves. They show 110 different

varieties of fruits and vegetables in bottles. The whole is brilliantly lighted and attractive.

L. Schepp, New York, who also has a factory at Hamilton, Ont., makes a display of the natural and the prepared cocconut.

The Wm. Lea & Sons Co., Wilmington, Del., have their stand trimmed with corn husks, to represent their ferina, hominy, grits, etc. They manufacture griddle cakes of Lea's prepared cornmeal, and biscuits of Lea's best flour, which are given out to visitors.

The Wm. G. Bell Co., Boston, Mass., manufacturers of poultry seasoning, exhibit their product in different sized packages.

H. O. Wilbur & Sons, Philadelphia, have decorated in white and orange. They serve their chocolate and cocoa to the multitude.

Maillard's Breakfast Cocoa, New York, is served freely from their brilliantly fitted booth.

Barnes & Co., Worcester, Eng., are pushing their Worcester Sauce. They have intentions of placing this sauce on the Canadian market next year.

Higgins' Eureka Salt, favorably known to the Canadian trade, is shown in the rock and shown factory-filled.

The Northwestern Consolidated Milling Co., Minneapolis, have an old-fashioned wind-mill in motion. They show samples of their Ceresota Flour.

Pettijohn's California Breakfast Food Co., Minneapolis, serve breakfast food and cream. Their decorations are pale blue and pink.

Mathieu & Journet, New York, have a soda water fountain in operation. Six young ladies are kept busy.

E. McIlhenny's Son, New Iberia, Louisiana, show Tabasco pepper sauce Tabasco ground and dried pepper, and Tabasco pepper vinegar. These goods have been on the market for 25 years. Their exhibit is costly Moorish kiosks, and is ornamented with pepper plants brought direct from Louisiana. The display is one of the most attractive in the building.

Chocolat Menier, Paris, France, have a booth fitted in Moorish style, which is attended by young ladies in Moorish costumes, wearing expensive jewels. The display of Chocolat Menier is superb. The goods are on sale on the Canadian market and are extensively advertised throughout the world.

The Genesee Fruit Co., New York, have a bower from which are served their apple products.

The Columbia Macaroni and Manufacturing Co., New York, show their macaroni and vermicelli in very neat packages.

The National Pure Food Co., Boston, show soups, tomato catsup and canned vegetables.

Fleischman & Co., New York, keep their stand crowded with eager people to try the griddle cakes as prepared with their yeast.

The Cereals Manufacturing Co., New York, show their steam cooked and desiccated wheat and barley in packages.

M. Zimmerman, New York, whose Hygeia Beef Fat, a preparation for frying, baking and pastry cooking, is claimed to be better than butter, has a neat exhibit on the ground floor.

J. W. Beardsley's Sons, New York, have a shelved device to display their cans of sliced smoked beef. They also show shredded codfish in packages,

which can be prepared for the table in fifteen minutes.

A. H. Brummell, New York, has a supply of confectionery on sale. His diversified display in brass trays is attractive.

Charles Gulden, New York, manufacturers of grocers' specialties, such as French mustard, salad dressing and catsup, has one elaborate show-case, of solid oak. His jars of French peas, olives and capers look well.

The C. W. Kopf Co., New York, make an attractive showing of their pea soup, which is sold everywhere at 10c. per quart. It is put up in pasteboard boxes.

The Anglo-Swiss Condensed Milk Co., New York, have a life-sized milkmaid in costume revolving on top of a pile of their Milkmaid brand condensed milk. Their booth is decorated with flags, and attended by young ladies dressed as milkmaids.

Alfred Bird & Sons, New York, show their custard blanc-mange. It only requires to be mixed with new milk and boiled and it is ready for use. It is served in glasses to the visitors. It has been on the English market for fifty years and is making headway in Canada.

Geo. Lueders, New York, is agent in this country for Lautier Fils, France, whose olive oils he is exhibiting.

Armour & Co., Chicago, have one of the prettiest booths in the Exhibition. It is beautifully decorated and lighted by frosted incandescent lights. They serve sample cups of their beef extract and mince meat, and have on view samples of their canned meats.

Nash, Whiton & Co., New York, show their Worcester salt in bags and barrels.

The Clark Coffee Co., Boston, exhibit their cocoa coffee. In 1-lb. cans it makes a neat shelf packing. Grocers are stocking it everywhere, and the company are opening an agency in Toronto. It is a mixture of two-thirds coffee and one of cocoa.

E. S. Burnham & Co.'s booth is where clam bouillon is served. In the background is Neptune arising from the sea, and the front panels of the booth are done in clam shells. G. W. Butler is in charge.

The American Biscuit Manufacturing Co., New York, have one half of the booth occupied by the T. A. Snider Preserve Co. Their goods are known as the Parrot brand of biscuits. They have a vast variety of biscuits on show.

The Crystal Gelatine Co., Boston, show their goods in packages and in sheets. Jelly moulds are made at the stand and tested by visitors.

Huylers, the renowned chocolate and cocoa manufacturers, are in a booth of pure white. Their goods are artistically arranged. On the back of the inside of the booth is painted a cocoa plantation scene.

Francis H. Leggett & Co., New York, with their grocery specialties, such as spices and extracts, have their lines in neatly piled pillars. The display is a most appropriate one for a food exposition. Samples are dispensed. Their wine jelly process is patented in Canada.

Merrell & Soule, Syracuse, N.Y., manufacturers of None-Such condensed mince meat, have a bakery in operation and make pies for the visitors to test their mince meat.

The Cudahy Packing Co., Omaha, manufacturers of Rex brand extract

of beef, have a handsome display. Their decoration is of red plush and orange. On the walls hang their hams and bacon, and in a neat pile is a display of their other goods.

Joseph Tetley & Co., London, Eng., have an attractive booth. Their teas are put up in lead packages, and are on sale in Canada.

Delafield, McGovern & Co., New York agents for St. Charles brand evaporated cream, have made an exceptionally fine showing. Their booth is of white and gold. The labels on the cans are in white and gold. Attending are six young ladies in Swiss costumes of black velvet, with gold trimmings. The goods are given out in the form of ice cream.

The Manitou Mineral Water Co., Manitou, Col., are giving out samples of their table water. They also have ginger champagne, extra dry.

The Cunningham Egg Macaroni Co., Minneapolis, are in a white and gold booth, with decorations of blue and orange. Their goods are served as prepared by themselves.

The Franklin Mills Co., Lockport, N.Y., show "Wheatlet," an entirely wheat flour.

Rockwood & Co., New York, show cocoas and chocolates in cans and packages on a stand covered with blue plush. Their cocoa is known as the Golden Lion brand.

The Roasted Cereals Co., Catskill, N.Y., are serving porridge made from their roasted oats, with cream.

J. H. Doxsee & Son, Islip, L.I., show and serve samples of their Little Neck clams, clam chowder and clam broth, which are put up in tins.

Reid & Carnrick, New York, show their foods for infants and invalids. They are brilliantly decorated in their neat booth.

C. Maspero, New York, sole manufacturers of Lucca olive oil, are exhibiting in an attractive display their goods in bottles and in bulk. The bottles make good shelf goods.

The dairy department is full of interesting study. Butter, eggs, cheese and cattle are shown. Vice-President Morton's Guernsey herd is here. The department is under the management of Prof. James Cheeseman.

In the cooking school Miss Parloa interests and instructs the lady visitors every afternoon.

#### NOTES.

Herr Seidl's orchestra delights the visitors afternoons and evenings.

The Madison Avenue Hotel, on 58th street and Madison avenue, is a popular resort for Canadians. It is only ten minutes' ride from the Garden.

The Canadian Grocer is the only Canadian journal represented.

Mr. Barrett, of The American Grocer, was in attendance on opening day.

Some of the exhibitors have spent as much as \$3,000 in decorating their booths.

One of the features is that only food exhibits are allowed, and that the best firms in the field are represented.

Many thanks, Mr. Brown, and best wishes for a crowded house every day and evening. The Canadian Grocer appreciates all favors shown by yourself and staff.

G. H. C

## W. G. A. LAMBE & CO., Commission Merchants, TORONTO.

AGENTS FOR

The St. Lawrence Sugar Ref'g Co., Montreal.  
The British America Starch Co., Brantford.



You can't tell who will ask for Surprise Soap. If you don't have it, you lose a sale and a good profit.

We sell it? So do all the best jobbers in Canada.

### The St. Croix Soap M'g Co.,

Branches:

St. Stephen, N.B.,

**MONTREAL:** 17 St. Nicholas St.

**TORONTO:** Wright & Copp, 40 Wellington st. east.



Gives a beautiful black Polish and does not burn off.

All grocers should order from their wholesaler, or write direct to

**S. G. CATCHPOLE & CO., TORONTO.**

Gives a lasting polish, will not burn the leather, but will soften and preserve the shoes.



# H. P. ECKARDT & CO.,

## WHOLESALE GROCERS,

WHOLESALE AGENTS FOR

Kenkel's Granulated Corn Meal.  
Diamond Crystal Salt.  
Webb's Perfect Starch.  
Faulder's Silver Pan Marmalade.  
MacUrquart's Sauce.

H. P. ECKARDT & CO.,  
TORONTO, ONT.

## To the Trade :

GENTLEMEN :—

We have exhausted the twelve tons of Pepper that we had at stock taking last January, and have placed our order for 200 sacks, about 14 tons, of the finest Tillicherry. You will see that we will be able to fill your orders with the finest goods at the lowest prices for some months to come. Asking you for a continuation of your valued patronage. We remain,

Yours,

THE SNOW DRIFT CO.,  
BRANTFORD

## 3 lb. SODAS

IN

## Red Boxes

Wm. Paterson & Son  
BRANTFORD.

Best Value Made.

## Ocean Wave Baking Powder

Sold only in Cans.

## HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

304, 306 St. Paul St.,  
143, 145 Commissioners St.

MONTREAL, CANADA.

We offer to arrive ex S. S. "Avlona."

Finest Provincial Currants	in barrels and half barrels.
Finest Filiatra	do in barrels and half barrels.
Finest Vostizza	do in half cases.
Valencia Raisins,	"Fine Off Stalk."
do	do "Four Crown Layers."

## L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.



## Tea Caddies all Sizes

SPICE, BAKING POWDER AND TOBACCO TINS,  
LITHOGRAPHED OR JAPANNED.

Write our nearest house for Catalogue and Prices

## THE McCLARY M'FG COMPANY,

London, Toronto, Montreal, Winnipeg.

## Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

## HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

It is a well recognised fact that no business establishment is complete without some cash carrier system. Attention is called to the Whiting Cash and Parcel Carrier. It seems in it impossible for anything to get out of order, as there are no cords or springs. Merchants throughout the country, who give it a trial, may satisfy themselves of its merits, feeling satisfied that where once introduced it would never be parted with.

SARNIA, Ont., June 8, 1892.

H. E. WHITING, ESQ, London :

DEAR SIR,—I have been using your Cash Carriers for a long time, and must say they fill the bill in every particular, especially as to their keeping in order. It seems to me that they could hardly be improved on.

I remain, yours truly,  
(Signed) JOHN LEYS,  
Late Leys & Morrison.

This carrier has been in use two years and six months. adv.

**SITUATION WANTED.**

WANTED—SITUATION BY YOUNG MAN in grocery or general store, 4 years experience and best of references. B. W. T., Hartford, Ont.

**SITUATIONS VACANT.**

Advertisements for assistants in retail and wholesale houses, under this head, free.

**FOR SALE.**

GROCERY BUSINESS FOR SALE IN TOWN of Regina, N.W.T., stock and fixtures. Premises can be rented. Write box 424, P. O. Regina.

**BUSINESS CHANCES.**

Advertisements inserted under this heading one cent per word each insertion.

CANADIAN AGENTS WANTED, FOR FOREIGN manufacturers of Vinegar and Mustard. Apply with references, C. & Co, care CANADIAN GROCER.

**COUGH DROPS.**

Every retailer should have them at this season of the year. Watson's Cough Drops are the best in the world for the throat and chest; for the voice unequalled. "R. & T. W." stamped on each drop. Write

R. & T. WATSON, TORONTO,  
for Prices, etc.

Mention THE GROCER.

**LOBSTERS,**

Finest brands, Canned Lobsters, tails and flats, shipped from the factories. Orders solicited from the Wholesale Trade. For quotations address S.P. Leonard H. Dobbin, Montreal.

**DR. PRICE'S  
Cream Baking  
Powder.**

Contains the Whites of Eggs.  
Other baking powders Substitute Ammonia.

THE FINEST  
IN THE LAND.

**CHOCOLATES**  
(G.B.)

EVERY CHOCOLATE IS STAMPED

G. B.

**GANONG BROS., Ltd.**  
ST. STEPHEN, N.B.

**"UNIVERSAL-METALL-PUTS-PASTA"**

**GERMAN SILVER SOAP.**

— FOR CLEANING AND POLISHING: —

Gold, Silverware, Jewellery, Britannia, Glass, Tin, China and Polished Woodwork.

**SAFE;**  
**HARMLESS;**  
**EFFECTIVE;**  
**ECONOMICAL.**

This Article is a skilful combination of the famous Polishing Powder PUIZ PULVER and the best saponaceous materials, and is designed for those who prefer a soap to a powder for cleaning and polishing purposes. It is recommended as the best Silver Soap produced.

It is used in England and Germany by the largest Silverware and prominent Jewelry Stores, and known to consumers for many years.

**GOWANS KENT & CO.**

TORONTO AND WINNIPEG.

Sole Agents for Canada.



**Crosse &  
Blackwell**

CELEBRATED FOR

**Jams,**  
**Pickles,**  
**Sauces,**  
**Potted Meats,**  
**Table Delicacies.**

— SOLD BY —

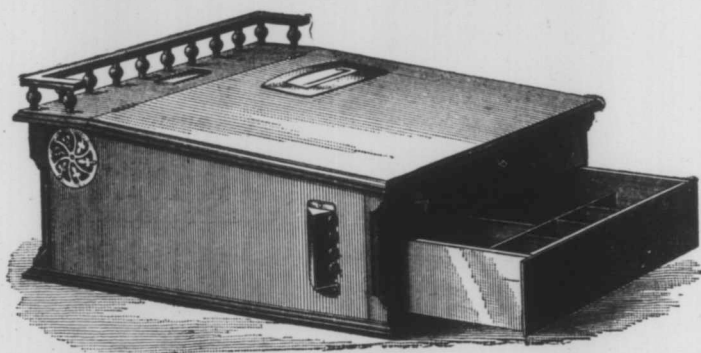
**All Grocers in Canada**

McLAREN'S  
**COOK'S FRIEND**  
 BAKING POWDER.

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.

## *The Standard Cash Register*



Is the Cheapest  
 and Best Register  
 on the Market,  
 quality considered.

**Do not be Deceived by Cheap Imitations**

**WE GUARANTEE SATISFACTION.**

*The Price of the Standard is \$30.00.*

SEND FOR CIRCULAR.

**Taylor, Scott & Co.,** TORONTO,  
 SOLE AGENTS.



### TRADE CHAT.

James A. Mather, New Lowell, Ont., was in the city on Wednesday last.

A case of alleged violation of the early closing by-law at Wallaceburg was dismissed owing to lack of evidence.

J. R. Dundas, of the firm Dundas, Flavelle & Co., Lindsay, has joined the firm of D. Gunn, Flavelle & Co. of this city.

Judge Muir, on the 25th ult. gave judgment in favour of the plaintiffs in an action brought by W. H. Gillard & Co., wholesale grocers, against Mr. Jackson, of Galt, for \$1,371.06.

There is no cheese in Kingston district. All has been sold and stored. There was more cheese made and it was of better quality than last year.

The importation of China sugar has resulted in a cut of the B.C. refinery in one or two lines. Jobbers prices, however, have not been affected.

A. B. Dunning, late city traveller with James Lumbers, has joined the staff of Eby, Blain & Co., to take the place of T. B. Nicholson, who has gone to New York.

A car of potatoes that came from the north on the N. and N.W. were seized by the Hamilton health inspectors, on Saturday, and destroyed as being unfit for food.

Fish is scarce and limited principally to Cohoe salmon, which is an inferior species, though in demand this year owing to the scarcity of sockeyes and spring salmon.

A quantity of raw sugar that was damaged by the fire on the S.S. Empress of Japan was sold Wednesday, the 28th inst., at the C. P. R. dock, Vancouver, B.C.

There is some talk of the formation of a company in St. Catharines, Ont., to run a basket factory to supply the fruit trade. Nearly 200,000 baskets have been used there this summer. Negotiations are on foot with an American company to start a factory there.

Seaton & Mitchell's large wholesale grocery warehouse and offices at the head of Power's wharf Halifax, were sold at auction by Shand. Mr. Anderson, of Lunenburg, was the purchaser, the premises being knocked down for \$14,000.

A. W. Rolston and A. Pierce will build a 50 foot front, two story building at Oxbow, Assa. The ground floor will be occupied as stores, and the upper stories fitted up as offices. The building will be heated throughout by hot air.

On his trip across the continent the representative of THE GROCER paused at Oak Lake to visit the Oak Lake Mills. These mills rank third in order of size in the three provinces. Their capacity is 200 barrels a day. They do a large trade in the east. Their elevator holds 35,000 bushels of wheat.

The employes of McWilliam & Everist, wholesale fruit dealers of this city, were pleased to welcome back their fellow employe, R. Prior, who has been absent for the past week on his wedding tour. Mr. Prior is an old newspaper man, and brother of Mr. James Prior, reeve of Merritt, with whom he spent a few days while absent.

A gentleman arrived in Kingston, the other day, and represented himself to grocers and druggists as being connected with John Taylor & Co., Toronto. He bargained with several merchants to sell them Morse soap with a show case thrown in. Mr. Maxwell, repre-

senting Morse's Soap Company, writes as follows:—"I understand since coming to your city, that some imposter has been imposing on the trade by using the name of John Taylor & Co., and also myself in selling toilet soaps and giving show cases away with the same. I wish to say, on behalf of the firm and myself, that he has no connection with me nor is any way connected with John Taylor & Co."—Daily Paper.

A meeting of cigar manufacturers was held the other evening in Montreal, at which representatives were present from all the leading manufactories. It was decided that a deputation should wait on the Provincial Government to protest against the new and heavy tax imposed upon cigar manufacturers in Quebec province, and a committee was formed to draw up a petition to the Government to ask them not to discriminate against the trade.

One of the largest stores between Calgary and Brandon is that into which Wilcox & Co. have just moved in the former town. It has a handsome and spacious front of plate glass, and is heated by two furnaces. On the ground floor are the grocery, dry goods and boot and shoe departments, and on the first floor above they keep their carpets, oil cloths, shawls, etc.

Inspector Awde is conducting a vigorous crusade against hucksters who have been peddling their wares in the city without a license. At an afternoon session of the Police Court several of these cases were tried. Col. Denison presided. A penalty of \$1 and costs was imposed on S. F. Gee, William J. Hall, Frank Bush, Edward Meads and John Varnell.

The employes of the firm of R. C. Struthers & Co., London, Ont., have honored two of their fellow employes in a very tangible manner. Fred. W. McCauley, who leaves shortly for Louisville, was made the recipient of a gold watch; and A. G. Brown, who leaves to attend the Philadelphia Dental College, was presented with a beautiful Knights' Templar pendant.

J. H. Roberts, the representative of Pure Gold Mfg. Co., is in the city getting a fresh supply of samples. Mr. Roberts is more than well known to our subscribers over the ground he covers, viz., Manitoba, North West Territory and British Columbia. He reports trade increasing daily, and says that Pure Gold French blacking is getting a fast hold on the trade of the west.

During the past week a man driving an exprees wagon has been disposing of over-ripe bananas in the northwestern part of Toronto. When remonstrated with he used abusive language and said he knew what he was doing. Twice during the week he has made his rounds in Lippincott street, and a gentleman there has secured some of his fruit and has it on ice for the inspection of Mr. Awde.

Henry Gregory, the man who has been flooding Toronto with green goods circulars for some time past, was captured in New York on Saturday, and has been held for examination. At the time of his arrest, Gregory had just deposited 2000 circulars in the postoffice addressed to various parties in the United States and Canada, and designed to catch victims.

An accident occurred on Friday evening in the crockery store on Dundas street, London, Ont., of N. F. Yeo, which, it is feared, may result seriously. While Mr. Yeo was waiting on a customer he inadvertently stepped backward and fell through a trap-door into the cellar, and in the fall his head came in contact with a post. He received a severe blow behind one ear, but the full extent of his injuries has not yet been determined.

Smith & Brigham, Moosomin, Assiniboia, are well situated and equipped to do a first class milling business, and a first class one they do. The commodious building in which they make their well-known brands, Hungarian Patent, Strong Bakers' and Straight Bakers' allow of an output of 120 barrels per day. They have a stone engine room, their mill is run by a Whelock improved engine, and they have the latest machinery. Their elevator capacity is 35,000 bushels, and their warehouse capacity 10,000 sacks.

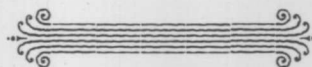
# General Stores that Handle



**OUIJA**  
A Mysterious Parlor Game  
THE EGYPTIAN TALKING BOARD

Note Papers,  
Envelopes,  
Blank Books,  
Pass Books,  
School Books,  
Playing Cards,

Pens, Pencils,  
Pen-Holders,  
Inks, Inkstands,  
Writing Pads,  
Exercise Books,  
Scribbling Books.



## Winter Evening Games

MANUFACTURED BY US

Halma, Parcheesi, Go-Bang, Lotto, Cuckoo, Nations, etc.,

—WRITE FOR FULL LIST—

Write for Illustrated Catalogue and Samples of these numberless sundries to

**The COPP, CLARK CO., Ltd.,** 9 FRONT ST. WEST  
TORONTO

# M. & L. Samuel, Benjamin & Co.

26, 28 & 30 Front St. West

TORONTO

—Importers and General Dealers in—

## SHELF and Heavy Hardware

PIECED, PRESSED, and JAPPANED TINWARE



HOUSE FURNISHING  
GOODS

Lamps, Lamp Goods, and Gas Fixtures

ENGLISH HOUSE :

**Samuel Sons & Benjamin,**

GENERAL OFFICE :  
164 FENCHURCH ST., : LONDON, E.C.

SHIPPING OFFICE :  
1 RUMFORD PLACE, LIVERPOOL



# *Lightbound, Ralston & Co.,*

*Wholesale Grocers,*

*MONTREAL.*

TEAS---*Of all descriptions and values. Ask for Samples.*

SUGARS---*Large stocks bought before the late advance.*

MOLASSES---*Choice West Indian, repacked into Barrels and Half Barrels. Barbadoes in Puncheons, Barrels and Halves.*

FRUITS---*Of all kinds, landing ex direct Steamer "Avlona."*

## WILLIAM RYAN PORK PACKER.

Having just completed enlarging and improving my establishment in every department, I am now prepared to do a larger business than ever, and will be pleased to quote prices to the trade:

*Hams, Mess Pork, Breakfast Bacon,  
Short Cut, Rolls, Lard.*

William Ryan, - Toronto, Ont.

— THE —  
**ST. LAWRENCE SUGAR REFINING CO'S**  
**GRANULATED**  
**AND YELLOWS**  
**AND SYRUPS**  
**ARE PURE.**

**: NO BLUEING :**

Material whatsoever is used in the manufacture of  
**OUR GRANULATED.**

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

Manufacturers of Refined Sugars of the well-known Brand

*Redpath*

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

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

## Travellers' Guide.

J. EDWARDS. J. E. INSLEY.  
**LELAND HOTEL**  
 Corner Hastings and Granville Streets, one block  
 from Railway Station and Steamship dock.  
**Vancouver, B.C.**  
 INSLEY & EDWARDS,  
 Proprietors

### THE SANITARIUM BANFF, N.W.T.

Special apartments for invalids. Bath houses  
 in connection and a staff of male and female at-  
 tendants. The best of accommodation for Travel-  
 ers. Rates, \$2.00 and \$2.50.  
 R. G. BRETT, J. HASTIE,  
 Medical Director Prop.

### - The Alberta Hotel - CALGARY, N.W.T.

Strictly first-class. Headquarters for Commerce in  
 Men. Large sample rooms.  
 H. A. PERLEY, Prop.

### - Queen's Hotel - MOOSOMIN, N.W.T.

Newly built, newly furnished,  
 Four large sample rooms.  
 WM. CLEVERLY, Prop.

### The Hilliard House RAT PORTAGE, ONT.

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

### The Clarendon Hotel, Winnipeg, Man.

RUTLEY & McCAFFREY Proprietors.

### THE LELAND HOUSE, Portage La Prairie, Man.

Best sample rooms west of Winnipeg. Strictly  
 first-class.  
 WM. NEVINS, Prop.

### Queen's Hotel, WINNIPEG, MAN.

First-class in every respect.

JAS. O'CONNOR, Prop. FRED. SPRADO, Mgr

### Grand Pacific Hotel KAMLOOPS, B.C.

The leading hotel in the city. Sample rooms  
 convenient to stores, provided for commercial  
 men

H. SMITH, Proprietor.

### The Hotel Wilson. NANAIMO, B. C.

The largest and best Hotel in the city.

JOS. RICHARDS,

Proprietor.

### FOREIGN CORRESPONDENCE.

Letters translated from or written in any  
 foreign language.

J. H. CAMERON, 10 Front St. E.

### TRY

## BALA LICORICE

For the voice.

### CORTICELLI

### SPOOL SILKS & TWISTS, EMBROIDERIES & FANCY SILKS.

To satisfy and please your customers you  
 must keep the best lines. "CORTICELLI  
 has that reputation; if you want to put in a  
 line of these goods. Send for further infor-  
 mation and prices to

### CORTICELLI SILK CO., ST. JOHNS, P. Q.

### The Norton Manufacturing Co.

E. P. Breckenridge, C. C. Warren,  
 President, Secretary.  
 Edwin Norton, W. C. Breckenridge,  
 Vice-Pres. Mgr. & Treas.

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

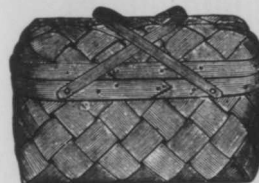
"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

## THE Oakville Basket Co.,

MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

Oakville, Ont.

### DURABLE PAILS AND TUBS.

TRY THEM



### The Wm. CANE & SONS MANUFACTURING Co OF NEWMARKET, ONT.,

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

Represented by  
 Chas. Boeckh & Sons, Toronto,  
 H. A. Nelson & Sons, Montreal.

THE RIPANS TABLETS regulate the stomach,  
 liver and bowels, purify the blood, are pleas-  
 ant to take, safe and always effectual. A reliable  
 remedy for Biliousness, Blistches on the Face,  
 Bright's Disease, Catarrh, Colic, Constipation,  
 Chronic Diarrhoea, Chronic Liver Trouble, Dia-  
 betes, Disordered Stomach, Dizziness, Dysentery,  
 Dyspepsia, Eczema, Flatulence, Female Com-  
 plaints, Foul Breath, Headache, Heartburn, Hives,  
 Jaundice, Kidney Complaints, Liver Troubles,  
 Loss of Appetite, Mental Depression, Nausea,  
 Nettle Rash, Pimples, Painful Digestion,  
 to the Head, Rush of Blood, Sallow Com-  
 plexion, Salt, Rheum, Scald-  
 Head, Scrof- ulla, Sick Head-  
 ache, Skin Dis- eases, Sour  
 Stomach, Tired Feeling, Torpid  
 Liver, Ulcers, Water Brash  
 and every oth- er symptom  
 or disease that results from  
 impure blood or a failure in the proper perform-  
 ance of their functions by the stomach, liver and  
 intestines. Persons given to over-eating are ben-  
 efitted by taking one tablet after each meal. A  
 continued use of the Ripans Tablets is the surest  
 cure for obstinate constipation. They contain  
 nothing that can be injurious to the most deli-  
 cate. 1 gross \$2, 1-2 gross \$1.25, 1-4 gross 75c.,  
 1-24 gross 15 cents. Sent by mail postage paid.  
 Address THE RIPANS CHEMICAL COMPANY,  
 P. O. Box 672, New York.



ORDER  
 IVORY BAR  
 SOAP

**Ask for**  
**GOLDEN FINNAN HADDIES,**  
 SUPERIOR TO ALL OTHER BRANDS.

SOLD BY ALL GROCERS.

**H. W. NORTHRUP & Co.**  
 AGENTS,  
 South Wharf, Saint John, N. B.

**JOHN PETERS & CO.,**  
 General Commission Merchants  
 and Brokers,

Halifax, N. S. and  
 Kingston, Jamaica, W.I.

Agents for The E. B. EDDY MFG CO.,  
 HULL, P. Q.

We are open to accept one or two more Agencies of first-class houses, either at Halifax or Kingston. We have a good connection and splendid storage facilities.

References: The Merchants Bank of Halifax.  
 The E. B. Eddy Agencies. Mfg Co., Hull, P.Q.  
 The Mercantile Agencies.

**TORONTO SALT WORKS,**  
 128 Adelaide E., Toronto,  
 Sole City Agents for the "Canada Salt Association"

Dealers in all kinds of Table, Dairy, Meat Curing, Barrel and Land Salts.

The "Acme" Table Salt (new process) will not get damp or hard.

Two Silver Medals, at Industrial Exhibition, Toronto, 1890, for our "Acme" Table Salt and our "Star Brand" Dairy Salt.

**DAWSON & CO.,**  
 32 WEST MARKET ST.,  
 TORONTO.

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

We handle Bananas, Oranges, Lemons, Peaches, Pears, Plums, Grapes, Apples, Mellons and all kinds of fruits and vegetables and nuts.

Butter, eggs and general Farm Produce. Orders and consignments solicited. Telephone No. 1471. Scatter goods code.

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



**FLOUR** High Patents, Bakers and Low Grades.  
 Split Peas, Pot Barley and Corn Meal.  
 Feed of all kinds. E. D. TILLSON, TILSONBURG, ONT.

**Gowans Kent & Co.**  
 WHOLESALE DEALERS IN

Earthenware, Glassware, China, Lamps, etc.  
 Sole agents for the celebrated "Pittsburgh" Lamp.

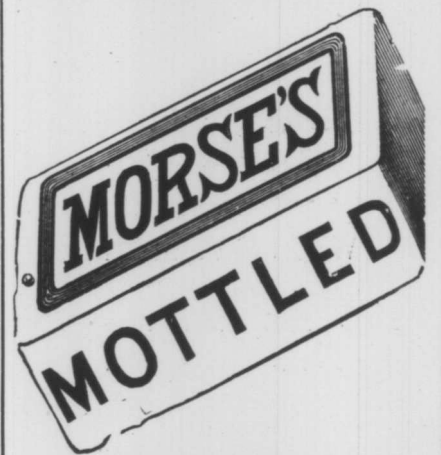
Sole agents for "Elite" Limoger French China.

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 We have the lowest prices for the best goods.  
 We have the best goods for the lowest prices.

WRITE FOR PRICES. — — — TORONTO AND WINNIPEG.



HYDE PARK, ATHLETE, PURITAN, DERBY. SWEET SIXTEEN CIGARETTES.



The Lancet writes:—"It is a natural sparkling Table Water, peculiarly soft to the palate. It is free from organic matter. It is an excellent drink with milk. It mixes well with spirits."

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

Trade Mark

Bull's Head

SOUVENIR  
of  
Carrow Works

NORWICH

with  
*J. & J. Colman's*  
*Compliments.*

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

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# CARROW WORKS, NORWICH.



SEVENTY miles up the level marshes behind Yarmouth, on the Eastern Coast of England, there stands on the river bank the gigantic home of an industry whose principal products, Mustard, Starch, Corn Flour, and Blue, are known in every town and city of Europe, and whose reputation is world-wide. Travellers up the river or along the railway, which skirts the huge pile of buildings locally known as Carrow Works, can hardly credit that such extensive premises are all utilised for the production of the articles named, and consumers would never dream that the preparation of the neat, ornamental, inexpensive packages which bear the name of "Colman," maintains in daily activity powerful engines working several hundreds of ingenious and complicated machines, furnishes constant employment for upwards of two thousand persons, and directly supports between five and six thousand souls. These packages afford a marvellous illustration of the combination of divers industries with the most minute subdivision of labour to produce a given result.

The Works themselves stand at the foot of the slope of Car Hoe, or Carrow, just outside Conisford (Cyning's Ford), a busy thoroughfare from the time when an Engle Chieftain established himself there as king. The river Wensum, which flows below the two-thirds of a mile of buildings, stores, and quays of Carrow Works, was for centuries a highway of commerce between the Continent and Norwich, when that city was the seat of the chief manufacture of England. But interesting as these memorials of past relations and intercourse between the Continent and Norwich may be, we must leave them to enter upon our description of the industry which has re-introduced the name of the old English city into our markets, shops, and homes.

The Works at Carrow consist of a range of lofty mills (sending up five chimney-shafts from 100 to 140 feet high), granaries, warehouses, stores, factories, workshops, wharves, timber and coal yards, covering nearly twenty-six acres of ground. A double line of railway (with sidings and turn-tables) is laid in direct connection with the main lines of the Great Eastern Railway system. By means of a private wire between the Works and 108 Cannon Street, London, a distance of one hundred and twenty miles, communication is always open between the manufactory and the large warehouses in the heart of the Metropolis of Great Britain.

These Works are the growth of only thirty-seven years, though the industry itself and the Firm are of far older date, the business having been transplanted from Stoke—a few miles distant—to Carrow, where greater facilities were afforded for its development. The Works are unrivalled, at any rate in Eastern England, for the concentration in a corresponding area and on such an enormous scale, of the varied industrial pursuits of a great manufacturing centre.

Four times each day the broad avenue through the Works wears for a brief interval the lively bustle of a thoroughfare in the heart of a big city, as the 2,300 operatives enter upon or leave work. To find one's way about the place is a matter of difficulty, and to make a tour through the various departments, whose aggregate flooring is more than a million superficial feet, is an utter impossibility without an experienced guide. The following description of these Works may not be uninteresting.

## MUSTARD MILL.

CONTEMPORANEOUS with, and consequent upon, the growth of Carrow Works, has been the extensive cultivation of Mustard in Eastern England.

There are two varieties of seed used for manufacturing purposes, "Sinapis alba," or white seed, and "Sinapis nigra," or brown seed. The origin of the French name with which we are familiar, arose, according to an old black-letter in the archives of Dijon, as follows: "In 1322, Philip the Bold, Duke of Burgundy, granted to the town of Dijon armorial ensigns with the motto 'Moult me tarde' in old French, 'I long (or wish for) ardently,' which being sculptured over the principal gate, by some accident the middle word became effaced. The merchant dealers in the seed, intending to ensign their pots with labels of the city arms, copied the imperfect motto as it then remained, 'Moult tarde,' and hence the name which the article retains to the present day."

The seed is chiefly grown in Lincolnshire, Yorkshire, Cambridgeshire, and Essex; a fair proportion is imported from Holland, where the harvest is earlier, but the best qualities are grown in the English counties named. The great Mustard Fair at Wisbech is held in October, but large quantities are also sold later in the year at Selby and Hull. As a crop, it is one that few agriculturists care about. It is very exhausting to the soil, and as a consequence the land requires heavy manuring. The quality, too, of the seed is seriously damaged if the weather be unfavourable during harvesting. Though it is difficult to arrive at an estimate of the quantity of mustard seed produced and consumed annually, it is certain that many thousands of acres in England are under cultivation with this plant for the purpose of seed. The yield on the average may be taken at about three quarters per acre; four quarters would be an exceptionally good crop. The money value varies from year to year, according to the season and the state in which the crop has been secured. Many growers send in the bulk of their crop to Carrow, leaving

the price to be fixed by the purchasers, in whose honour and integrity they have the most complete confidence.

All the English and most of the foreign-grown seed is delivered into the interior of the Works from the railway trucks. Deposited, just as it has been superficially dressed by the growers, in warehouses capable of holding one hundred thousand sacks, the seed has to undergo two or three preliminary operations



before it is fit for the process of manufacture into table mustard. To ensure the complete removal of any dirt the seed is first thoroughly dried in kilns. Engines

disperse the waste hot-air, and labourers at intervals turn over the seed, a work which, though of brief duration, induces an amount of exhaustion that entitles the men to repose until their services are again needed. Issuing through shoots from the kilns to another floor, the seed is put into dressing machines, similar in construction to those used on farms, except that the sieves are finer, and by these, the undersized seeds and extraneous matters are riddled out, and a cloud of fine dust winnowed away. Thoroughly cleansed, the seed passes into and down a series of tubes conducted through the floor into a room below, and issues from a rayed arrangement of pipes upon sloping metal plates, whose lower edges dip towards the point of contact of sets of short thick rollers, fixed on continuous spindles, fitted with gearing which is acted upon by large intermediate spur-wheels, driven by powerful engines. Ever steadily gliding down the metal slopes with a murmuring as of water, the seed falls between the rollers which work upon each other, and descends into hoppers beneath as a pale olive-green mustard meal. But the rollers only perform the rough work of breaking up and crushing the seeds. The complete pulverisation is effected by the mechanical action of rows of giant pestles or pounders, longer than weavers' beams, each tipped with a mass of rounded polished metal, that rise and fall in unison with heavy monotonous thuds, heard above the whirring of wheels and shafting, and the clatter and rattling of scores of sieves. These pestles which pound this whole-meal mustard are worked in precisely the same way as the stamps of ore-crushing machines, the up and down motion being obtained by means of a number of cams revolving on immense spindles.

The next process is that of separating the bran from the flour of the mustard. Numbers of sieves of silk lawn fixed in frames, maintained in continuous condition of violent agitation by the action of eccentric wheels, perform this operation, retaining the fragments of husks while they precipitate the flour in a fine golden shower. To the unpractised eye this flour is a bright yellow, perfectly free from husks; but contrast it with the flour which has passed through a second series of sieves, of such gossamer texture that there are three hundred strands of silk to the square inch, and it is seen to be a dark yellow, while the additional minute particles of husk abstracted by the second set of sieves explain the lighter hue of the falling cloud. An equable temperature has to be maintained in the mill where all these different processes are in operation, for a moist atmosphere would cause the minute atoms of mustard flour to clog, and thus prevent them passing through the delicate sieves. Dry and warm, the several floors are pervaded, in the immediate neighbourhood of the various machines, with an impalpable dust which gilds the clothing of the workmen and titillates the nostrils and throat of the visitor unaccustomed to mustard in that form. So far as the manufacture of table mustard is concerned, the husk is done with, and treated as a residual—its future career being considered later on in this sketch.

This, roughly speaking, is the method by which the mustard flour is obtained, but the processes require, for their successful carrying out, the greatest skill and knowledge and long practical experience. The fine flour of mustard having been precipitated is ready for further manipulation. Wheeled in large tubs, mounted upon runners, from the mill through a tubular bridge spanning the tramway track into the packing department, the mustard flour is brought into contact with other manufactures in which the evidences of various contributory industries are so apparent as to demand attention before we can realise the whole extent of operations employed in the production of a packet of Colman's Mustard.

We have not hitherto alluded to the mixture of the flour of the brown and white varieties of seed. This varies in proportion to the different qualities of mustard required. The brown seed contains a substance known as myronic acid, which exists in combination with potash, and also another body called myrosin. When the flour of brown mustard seed is moistened with cold water a singular change takes place—the myrosin, which seems to act as a kind of ferment like diastase in malt, re-acts upon the myronate of potash and develops the volatile oil of mustard, an excessively pungent liquid, a mere drop of which applied to the skin raises a blister in a moment. White mustard contains practically no myronic acid, but it contains an acrid substance known as sinalbin, which is absent in the brown seed. The two flours must be thoroughly incorporated, to prevent a streaky or mottled appearance, which would seriously affect its commercial value. This, though apparently a simple operation, is in reality both a difficult and important one, as the manufacturer has two problems to solve: first, the development of the highest amount of the volatile flavouring essence; and secondly, to fix it so that this aromatic property shall be preserved. It is well known to the trade that the more delicate the aroma, and finer the quality of mustard, the more apt it is to deteriorate

from the rapid chemical and atmospheric changes which the delicate volatile oils undergo. In fact, the finer and purer the mustard, the sooner does it oxidize, the first stage of which is apparent in the dirty and somewhat objectionable brown tint it assumes. It will be readily seen that one of the greatest secrets of success lies in the judicious blending of the flour of the brown and white seeds, so as to develop to the highest extent the peculiar virtues of both. Each has totally distinct properties, which act and re-act beneficially upon one another. The white seed possesses but little pungency, and is comparatively insipid, but develops a peculiar ferment, which brings out fully the pungent flavour of the brown seed. It is this judicious blending which constitutes the great art of the mustard maker. The brown seed being more expensive than the white variety, is used sparingly in the lower-grade mustards of commerce. It follows, therefore, that the only guarantee of quality the consumer has, is the name of the manufacturer. A so-called "genuine" mustard can be made from seed of so low a quality, that a firm like Messrs. J. & J. Colman would only feel justified in using it for inferior grades. To be "genuine," therefore, is not necessarily a recommendation. At Carrow six grades are manufactured to meet the requirements and purses of the customers, three of which can be had either as pure or mixed mustard, and for these the same price is charged whether pure or so-called condiment is selected.

The lower qualities, containing minute particles of husk, retain more of the oil than the finer qualities, and consequently when packed would become agglutinated and lumpy. To prevent this agglutination in the lower qualities, and to make the finest grades which would otherwise be too pungent for the majority of consumers palatable, the manufacturer is compelled to introduce some innocuous foreign matter such as wheat flour, which is manufactured in an adjoining mill, a description of which will be found further on.

The illustration opposite represents one of the floors in the mustard mill where the separation of the flour of mustard from the husk is effected. A description of the process having already been given, no explanatory remarks are needed.

Before passing on, a word or two on the so-called adulteration of mustard is needed. Public analysts have strenuously endeavoured on many occasions to bring the Firm and their agents under the provisions of the Adulteration of Food and Drugs Act.

When this Act first came into force, analysts set up an ideal standard of purity and defined adulteration to be the *abstraction* from, or the *addition* to, an article of any substance with a view of lowering its quality. If they had used the words "the addition or abstraction of any article that is directly or indirectly injurious to health," no difficulty or misapprehension could have arisen. As it was, the doctors differed materially. Some contended that the facing of tea with innocent colouring matter in itself was as justifiable as the colouring of cheese by annato. Dr. Stevenson, an analyst of the highest authority, thought that where mixing and colouring was *not done with the intention of defrauding*, and was not injurious in itself, it should not be interfered with, and that it would be useless to aim at a theoretical standard which it would be impossible to attain. Some extreme purists were for treating the addition of farina and saccharine to coccos as adulteration within the meaning of the Act; whilst another eminent authority firmly denied that this could be the case, since additions are absolutely necessary to produce the articles of commerce known as soluble coccos and table mustard. No one can call the addition of necessary foreign ingredients, such as farina and sugar to commercial coccos, or farina to commercial mustard, when in suitable quantities, an adulteration. Neglect of this obvious rule has led to much needless and vexatious litigation. Fortunately, in such cases the Somerset House authorities in London, who constitute a Court of Appeal, take a broader and more liberal view, and have quashed many convictions. The composition of mustard flour is so little understood, even by many analysts, that in more than one instance Messrs. J. & J. Colman's "warranted pure" qualities have been certified as adulterated, and great trouble and expense have been incurred by the Firm in exposing error, much to the discomfiture of incompetent analysts. A case of this kind occurred at Bridgwater, in June, 1886, where the proceedings were stopped as soon as it was intimated that the analysis was disputed. The Firm have always honourably defended their agents when it has been proved that they sold the mustard as received, and supplied the purchaser with the notice of admixture which the law requires, and no conviction has ever been recorded against them.

The necessity of using some innocent ingredient which will absorb the excess of oil is shown by the fact, that in the Government Navy Victualling Yard, rice flour is used, and in some cases capsicum and ginger added.

## TIN WORK SHOP.

JUST as we followed the mustard seed from the warehouse through the various processes of manufacture till it disappeared as mustard condiment in the packing department, so we will pursue a case of sheet tin from the Store through a number of mechanical operations till it also, in the form of circular, square, oval, or octagon canisters, reaches the same destination. In a lofty building of several large floors, the upper storeys being reached by a spiral stone staircase ascending between thick fire-proof walls, the tin shops are no less interesting than the mustard mill. Upon each floor there is an array of machines working with exactness and precision, beneath the overhead complicated shafting and belting. One is not prepared to find such exquisite machinery and so many individual operations pressed into the manufacture of so simple an article as a tin for holding mustard; eight different machines, however, are required to form and put together the three parts, body, top, and bottom.

Machine No. 1 cuts the sheets of tin into strips of a breadth equal to the length of the canister; machine No. 2 divides the strip into pieces of a width rather greater than its circumference; machine No. 3 turns up one edge, and turns down the other; machine No. 4 welds the clasped edges together, and strikes out the tin into the form required; machine No. 5 prepares narrow slips of tin; machine No. 6 punches from them circular pieces with upturned edges for bottoms; machine No. 7 produces lengths of tin slightly wider than No. 6, and machine No. 8, with one punch, extracts from them round pieces, and with another knocks down the half an inch of margin, and turns out finished lids. Several sets of each description of machine are employed in these different operations, which are performed with great rapidity. Two boys, for example,

working at a machine which welds together the joint, and gives at the same time rigidity of form to the canisters, can turn out thirty-six gross in less than a working day. The bottoms are fastened to the canisters by means of special machinery made by the engineers employed on the Works. One of the most interesting sights in this department is to watch the manufacture of a small tin which is ultimately filled with an ounce of mustard, and known to the trade as the Penny Tin. The marvellous rapidity with which the boys make these tins fills one with astonishment, and has the appearance, in some instances, of legerdemain. On the decorated tins, the printing of which will be referred to later on, skilled workmen alone are employed, and a separate room is set apart for their use. Similar machines to those described in the boys' room are used, but seeing that these tins are to hold from four to six pounds weight of mustard, it is necessary that the joints should be more carefully finished, and soldering is necessary to make the various parts secure. The soldering-irons are kept constantly hot by means of gas and compressed air, and the dexterity with which the men use these, and the rapidity with which they turn out the finished tins, are only attained by long practical experience.

The number of tins made in this department amounts to many millions yearly. In an adjoining store-room the tins are closely and conveniently arranged, and are issued to the foremen of the packing departments as required. Some years ago this building—with its machinery and over half a million tins—was entirely destroyed by fire. To prevent as far as possible a similar occurrence, each floor has a hydrant with hose attached, and through loop-holes in the fire-proof tower alluded to, complete command of the building is insured, without danger to the firemen.

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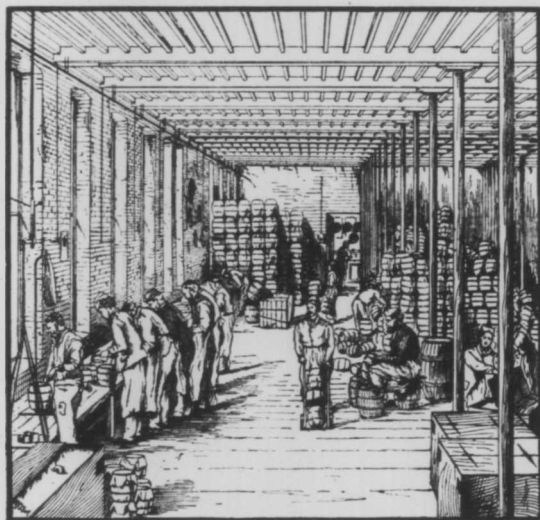


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## MUSTARD PACKING.

**T**o this department we will now direct our attention. Hither, bins on runners bring the mustard from the adjoining mustard mill, and lifts drop down the canisters from the store-room to be filled. Mustard packing is a business carried on upon several floors; boys fill and label the tins; girls make some of the smaller tins. Here there is rapid manual labour, unaccompanied by the sound of machinery save the hum from surrounding mills and workshops. Scrupulous cleanliness characterises these floors, as it does all the apparatus in the mustard mill. Picture a long room capable of comfortably seating eight hundred people, its walls, ceiling, and columns bright with the light-coloured fire-proof asbestos paint, and the floors covered with groups of six lads, each group clustered around a bench, a bin of mustard, and a set of scales, and behind them a rack. Each group is engaged in the simple business of filling and labelling canisters, and each boy performs a single operation that no time may be lost in the laying down one tool and picking up another. Thus, boy No. 1 weighs out mustard, which he puts into a canister held by boy No. 2, who presses it down with a wooden rammer, and claps on the lid, around the rim of which boy No. 3 winds a narrow strip of glued paper, and pushes on the package to boy No. 4, who wraps around it the label, which boy No. 5 has overspread with a thin solution of glue, and which boy No. 6 arranges with neatness, and finally sets up the finished work on the rack. By this distribution of labour among the six boys, two thousand five hundred canisters are filled daily by each group. The decorated tins do not require labelling, but need more

careful packing. To accomplish this, older and steadier lads are engaged upon the work. As soon as a tin is filled, the inner lid is fastened down, and securely sealed with an impress of the "Bull's Head," the trade mark of the Firm. This is deemed necessary, as a guarantee that it contains "Colman's Mustard,"



To prevent the delicate colour work being damaged by friction during transit, the tin is then wrapped in paper and put on one side until required by the packers.

Though the greater part of the manufactured mustard is sent out in tins, much is packed in casks manufactured at the cooperage. These vary in size from 6 lbs. to one of 144 lbs. As in the case of decorated tins, extra care is required in manipulating casks, and only experienced men are engaged upon the work. In a lofty room the mustard is weighed, the casks filled, lids carefully secured, and the quality stencilled upon them. Here may be seen hundreds of barrels all filled, piled one upon the other, and ready to be sent out as occasion requires. The illustration needs little or no explanation. The men on the left are all engaged weighing and packing, whilst those sitting down are occupied in stencilling upon the lid and side of the cask the quality of mustard it contains and the name of the manufacturer.

On other floors the filled mustard tins are put into wooden boxes, upon which are stencilled figures, indicating the order, date, and weights. These floors resemble the platforms of a goods department at a large railway terminus, except for the cleanliness and order, and a uniformity of structure in the piles of packages. They may indeed be regarded as goods platforms of the Great Eastern Railway, as the piles of packages are loaded directly from the floors into the trucks drawn up alongside on the tramway, the Company accepting the weights sent in by the Firm. Our canister or our cask of mustard is now ready for sale to the public, but has to pass through the hands of the wholesale provision dealer and the retail shopkeeper before it can reach the consumer.

This mustard has obtained unrivalled honours at International Exhibitions—London, 1862, the only Prize Medal; Dublin, 1865, and again in 1872, the only Prize Medals; Paris, 1867, the only Silver Medal and Highest Award; Moscow, 1872, the Grand Gold Medal; and the only Gold Medal, Paris, 1878.

## PRINTING DEPARTMENT.

**I**n the manufacture of the large octagon canisters, decorated with the artistic designs so familiar to the public, the tin is subjected to a series of preliminary processes before it is cut into the required sizes, and made up. Let us follow these prepared lengths of tin through processes which fix upon them their ornamental designs. In an airy, well-lighted room, with a prospect of meadow, stream, and wooded upland, an artist prepares the design on stone and hands it over to the foreman of the printing and lithographic works, who prints off impressions with machines of the newest pattern. This paper has first to be calendered to impart the desired surface, and then undergoes special treatment before it is ready for the machine. As soon as the artistic design has been printed, the sheets are handed to the foreman of the adjoining room, by whom alternate layers of lithographs and slightly varnished sheets of tin are passed in a thick heap between the rollers of a pressing machine. This causes the pictures to adhere firmly to the surface of the metal. Immersed one by one in water, the paper rapidly becomes saturated, and leaves the metal, the design being indelibly fixed on the tin, perfect in every detail. Dried on racks in heated stoves, the sheets of tin are now ready for the mechanical operations described on the previous page.

The large iron and wood tablets used in advertising Mustard, Starch, Corn Flour, and Blue throughout the United Kingdom, are all produced in this depart-

ment. Plant specially adapted for decorating iron, wood, glass, or other hard surfaces is in full operation. In the letterpress room are machines by which much of the fine colour work, so characteristic of Messrs. J. & J. Colman's labels, is produced.

The demand for labels, wrappers, etc., is immense, and although this department is unable through want of space to supply all that are wanted, yet it is able to print many of the millions required during the year, exclusive of a vast number of show-cards, tablets, and posters. As the sheets leave the printing machines they are at once transferred to the packing room, where by means of two powerful cutting machines of the most modern type, the employees constantly replenish the ever diminishing store of labels. This store is in charge of a responsible keeper whose sole duty is to issue labels to the various departments, and his record of the output is a check upon the number of canisters, tins, or starch-boxes filled. In addition to the printing of labels, etc., many of the books required by the Firm are here printed and bound, designs for labels engraved, and stereotyping carried on. The lithographic stones required are imported direct from the quarries, and two men are constantly engaged in grinding down uneven surfaces, or imparting the final polish by means of snake-stone. To ensure absolute cleanliness the entire building is lighted by electricity.



## STEAM COOPERAGE

THE illustration here given represents this interesting department. We have already stated that a considerable quantity of mustard is sent out in bulk, as well as in packets or canisters. The former is to enable shopkeepers to sell small quantities by weight. Casks are manufactured at the

cooperage in which to pack loose mustard; and the cooperage is as remarkable as many of the other departments of the Works, for the adaption of steam and hydraulic power to a number of machines, each constructed for the performance of a simple operation. Best Canadian oak is used for the manufacture of the casks. A powerful steam engine drives a bench saw which cuts the riven timber into staves, a machine which planes them, circular saws which cut them into lengths, and another machine which tapers the staves towards the ends. A lad "sets up" the staves inside an iron hoop and places them thus lightly held together over gas stoves, whose heat makes the wood slightly elastic. Subjected for a short time to this heat, they are put under a hydraulic press which forces on them a smaller iron hoop, and after another warming they are passed beneath other presses where more iron hoops are driven on, a few inches apart from each other. Cut with mathematical accuracy, and jammed together by machinery, the circle of staves is made water-tight. Placed in another machine a slot is cut within the rims for the insertion of the bottom and lid. The latter are each made from two pieces of oak, joined together by two headless nails, machines boring the holes into the sections, and closing them upon these fasteners. These hidden nails are the only pieces of metal left in the finished cask, for, as the cooper beats around them stout withes of elastic hazel, in which he dexterously cuts notches that interlock, the iron hoops, forced on by the hydraulic presses, are knocked away. Some thousands of casks, of various sizes, are manufactured weekly. A stranger would



naturally suppose that the heap of sawdust and shavings which accumulates in this department is wasted, or, at best, is sent to the furnaces, but this is not so. Put into bags or sacks, it finds its way to Great Yarmouth, where it is more profitably employed in the curing of herring; and it may be here incidentally men-

tioned, that, at Yarmouth, Messrs. J. & J. Colman have warehouses in which is stored raw material for manufacturing purposes, such as rice, soda, strawboards, etc.

## OIL MILL.

WHILE the mustard is being sent abroad, or to the home markets, the husk which we left reduced to a comminuted condition is destined for still more dreadful ordeals. Conveyed to the basement of the mill it is ground to powder beneath the rolling of ponderous edge stones. The powder is then placed in steam-jacketed cylinders for the purpose of opening the cells from which the oil, a valuable residual, may be expressed. The extraction of the oil is effected after the well-sweated powder has been put into long bags and placed in a hydraulic press. Under a pressure of some two hundred tons, the oil exudes from the amorphous contents of the bags, which, when emptied, yield a hard, corrugated cake, sold to farmers as a manure, at about £3 to £3 10s. per ton. Much of this cake finds its way to France, where it is in great request as a fertilizer in vineyards. It is no uncommon sight to see hundreds of tons of this cake piled up to the very ceiling, in the basement of this building. The escaping oil falls into a large cistern, from which it is pumped into one of twenty-two vats, and partially refined, a process which is completed in half-a-dozen tanks, each of which would make a small swimming bath. Here it remains for some weeks, subjected to a heat of one hundred degrees. Both the refined oil and the precipitated fatty matter are in demand by manufacturers in the north of England, the former being used both as a lubricant and for lighting purposes. Its value depends upon the condition of the Oil market, the price ranging from £22 to £25 per ton.

This oil has also been found most efficacious in the treatment of rheumatic affections, and for many years thousands of applicants were annually supplied gratuitously. An announcement in *Truth*, in December of 1885, so considerably increased the number of applications that, in self-defence, Messrs. J. & J. Colman were obliged to withdraw the concessions made, indiscriminate gratuitous distribution being no longer practicable. They have now introduced a specially prepared article of greatly increased pungency, which is supplied to the public through grocers and druggists. Many unsolicited testimonials as to its efficacy have been received, and by the steady sale it would seem as if the "Concentrated Mustard Oil" had now found a permanent place amongst our so-called "household remedies."

The valuable properties of pure mustard as a rubefacient led the firm to introduce their "Sinapism" or New Mustard Plaster. The greatest care is exercised in the manufacture to ensure a thoroughly reliable article. The prepared mustard is placed between two pieces of linen and then passed through an embossing machine, after which the sheet is cut into squares. These are dried and packed in tinfoil ready for use. The special characteristics claimed for these Sinapisms over all other kinds of mustard plasters, are rapidity of application, cleanliness in use, and certainty of prompt action when applied.

## FLOUR MILL.

IN this large mill is manufactured the flour required in the Mustard Department, and to which reference was made on page 7. It has a fine river frontage, affording a ready means of carrying goods by barges or wherries, and is also connected by rail with the Great Eastern system. This mill, which at one time worked with thirteen pairs of stones, has recently adopted the Simon's System of Roller Milling, with the latest modern appliances. Fifteen sacks of the finest flour are manufactured each hour, and to keep this machinery in active operation no less than 3,000 sacks of wheat are required weekly.

The wheat when thoroughly washed and dried is conveyed by a series of spiral worms to wheat-cleaning machinery, where it is passed on to barley and cockle cylinders, which remove the oats, barley, rye, and small seeds. It then passes over a magnetic separator, to remove nails, etc., after which it is again conveyed by elevators and deposited into bins. From these bins the grain is measured and mixed off in proportions rendered necessary in the process of manufacture.

The process of reducing this wheat into flour and offals is carried out in the following manner: The cleaned wheat is drawn off from one of the four clean wheat bins, and is weighed on an automatic weighing machine, whence it goes to the break rolls. After passing through the first break rolls, the product is lifted up to the top of the mill by an elevator and falls into the first break rotary scalper, which separates the small grits and flour from the partially broken grain. The partly broken grain passes on to the second break rolls, which reduce the wheat a little more. After passing through these, the material is again lifted up as previously to two second break rotary scalpings as before. This process is repeated in the third and fourth breaks, each break gradually reducing the wheat until all the floury material is removed from the bran. The cleaned bran, after leaving the fifth break roll, passes into two bran dusters, consisting of a conical cylinder covered

with very fine wire. The bran, after all the remaining portion of the flour has been removed, passes to the flour warehouse, where it is sacked off, weighed and made ready for delivery. The number of machines used to this stage in the mill is sixteen double sets of roller mills, four rotary scalpings, two scalping reels and two bran dusters.

Having completed the break process, there remain the chop material, known as semolina, middlings, dust and flour (and with these are mixed up small particles of bran, which have passed through the sieves to be dealt with). The semolina which has been separated by the double scalpings from the flour, dust and middlings, passes direct on to seven semolina purifiers. The purified semolina, which has come through the sieve, now falls into the reduction rollers, where it is passed between smooth chilled iron rollers, which crush it into flour. It is then elevated to the centrifugal flour-dressing machines. The fine flour obtained from these machines is conveyed to the flour sack. Any material too coarse to go through the silk is tailed over the machine, when it is repurified and sent to more reducing rolls, where the action is repeated as before, and so on until nothing is left but offals. The finer portion of the chop, consisting of flour and middlings, is taken to hexagonal silk reels, and the flour sifts through, the larger particles of middlings tail over and are sent to purifiers, then to rollers to be reduced, and finally to centrifugal silk reels to be dressed. All the flour, as it comes from these dressing machines, falls into worm conveyors, which carry it into the flour warehouse to the packing machines, where it is sacked off, weighed, labelled, and made ready for delivery.

The quality of this flour is of the finest, fully maintaining the reputation of the Firm in this branch of manufacture. Not only is it supplied to the bakers for miles around, but also in small bags of from 5 to 6 lbs. in weight to grocers for retail use in different parts of the country.

## SAW MILLS AND WOOD BOX SHOP.

**T**O meet with promptness the orders pouring in from all parts of the world, the deal boxes in which the various goods are packed are made on the Works. From lofty stacks of well-seasoned timber, covering six acres of ground, the sawyers draw their daily supply of deals. Hundreds of deals pass daily

great industry. From the circular saws, some sections of wood are submitted to the action of beautiful mortise and tenon-cutting machines if designed for export cases, others to that of simpler machines which chamfer the edges if intended for small boxes. Four machines nail the rough boxes together. Complex in construction, these nailing machines are simple in action. A number of little cups fixed upon an endless band are fed with nails by a boy, and as the band is slowly propelled to the front of the machine the nails drop down tubes, beneath which another lad holds, in previously adjusted slides, the two pieces of wood, and the nails are driven home by simultaneous blows. The nailing is distributed among these machines, two fastening together ends and sides, and two knocking on the bottoms. When all these various processes have been completed, it is an easy matter to join the pieces, which fit together like a Chinese puzzle, only with far greater exactness. The larger boxes are fitted together by joiners who, like the bees, work in cells or apartments whose walls are the fruits of their labours. In the illustration given here these nailing machines will be seen on the right, but only a faint impression is conveyed of the busy scene this department affords.



To give some idea of the work done it is only necessary to say that nearly ninety-five thousand boxes are turned out monthly, in which to pack the Mustard, Starch, Corn Flour, and Blue. The best wood working machinery produced by Ransomes, Worsams, and other eminent makers is used.

The printing of the ends and sides of the boxes is done before they are pieced together, by means of a somewhat novel form of cylinder press from brass-cut type. The machine keeps two boys, one feeder and one taker-off, constantly at work; the first boy

through four steam saw-benches, fitted with four or five blades, which cut them into planks. These are passed on to machines which plane, smooth, and deliver them over to circular saws. Here they are severed into sizes suitable for sides, ends, bottoms, and lids of boxes. This is one of the noisiest departments of our

puts a pile of slabs on the table, and the bottom slab in every case travels under the cylinder, and comes out with the world-renowned name printed upon it.

The drawing of this interesting process will be found in the left-hand corner of the preceding illustration.

## STARCH FACTORY.

**T**HIS factory has nine acres of flooring. Most persons are doubtless aware that starch is contained in larger or smaller quantity in most seeds, fruits, and roots. The manufacturer must, however, select those articles which contain the finest quality and the largest quantity of starch. Among these, rice, wheat, maize, and potatoes may be regarded as standing in the front rank. Messrs. J. & J. Colman manufacture entirely from rice, chiefly grown in Bengal and Madras. Great care and experience are required in the selection and grouping of the various qualities of rice, in order that the product may be of a uniformly good quality and colour. The rice arrives in bags made of gunny, holding from one to two cwts. It is at once carefully dressed and winnowed through sieves properly arranged for this purpose, to free it from every particle of dust and dirt contracted during the somewhat careless process of harvesting. It then finds its way to a room, where, in order to soften it, and thus to render the operation of grinding more easy, it is subjected to a steeping process. After some hours the rice in its softened condition is finely ground by ordinary mill-stones, similar to those generally used for grinding flour. From fifty to one hundred pairs of these are constantly at work night and day in the starch department. The ground rice issues from the stones in a thin stream of about the consistency of cream, its constituent parts being starch, cellulose, or as it is technically called "fibre," and gluten. In order to separate the starch from the other substances, the ground rice is run into large wooden vats, where it is agitated in water for some time and allowed to stand, when the cellulose, or "fibre," and gluten gradually settle to the bottom of the vessel, leaving the starch in suspension in the water above. By means of valves this is then drawn off, and the starch is allowed to deposit in large shallow zinc vats. The cellulose, or fibre, and the gluten, which are regarded as by-products, are carefully washed, and the water removed from the material by pressure. Square cakes are thus formed, which are sold as cattle food, containing, as they do,

excellent flesh and muscle-forming properties. To return to the starch. As soon as the deposition has taken place in the zinc vats, the water is drawn off, and the starch is found in a thick layer on the floor of the vat in a semi-solid and pure state. It is then placed in long narrow boxes made of wood, perforated with numerous holes, and lined with a cloth of fine texture, specially made for the pur-



pose. Here it remains until the the moisture drains out and starch has become quite solid, although still retaining a considerable quantity of water. As soon as

pose. Here it remains until the the moisture drains out and starch has become quite solid, although still retaining a considerable quantity of water. As soon as

it has become sufficiently hard it is removed from the boxes, and each long block is equally divided into eleven smaller ones, measuring about six inches each way. These blocks or cubes are then removed to the finishing room represented in the illustration on preceding page. The doors leading from the ovens in which the cubes have been subjected to the preliminary drying process, will be observed on the left. Next to these ovens are tables on which the cubes are placed about three deep, to be ready for the cleaning or shaping process, with which operation all the girls seen on the left of the illustration are occupied. This shaping and cleaning is performed by means of a broad sharp knife, and it takes the girls some weeks before they are able to turn out the cubes clean, of the proper shape, and at the same time in a rapid manner. The cubes are next transferred to the benches seen on the right

half of the illustration. Here they are rapidly papered (an operation requiring considerable dexterity), bound up with specially made twine, labelled and placed in kilns for the completion of the drying process. The doors of some of these kilns may be seen open on the extreme right.

In the process of drying, which takes several days to complete, a contraction takes place, which has received the technical misnomer of "crystallizing," and when the cube has, so to speak, crystallized quite through, the starch is ready for the warehouse. There are three of these, each capable of holding, if required, about one thousand tons. To them the papers containing the dried blocks of starch are now removed, and placed in large stacks or piles, each stack representing from ten to fifteen tons.

## CARD-BOARD BOX AND STARCH-PACKING DEPARTMENT.

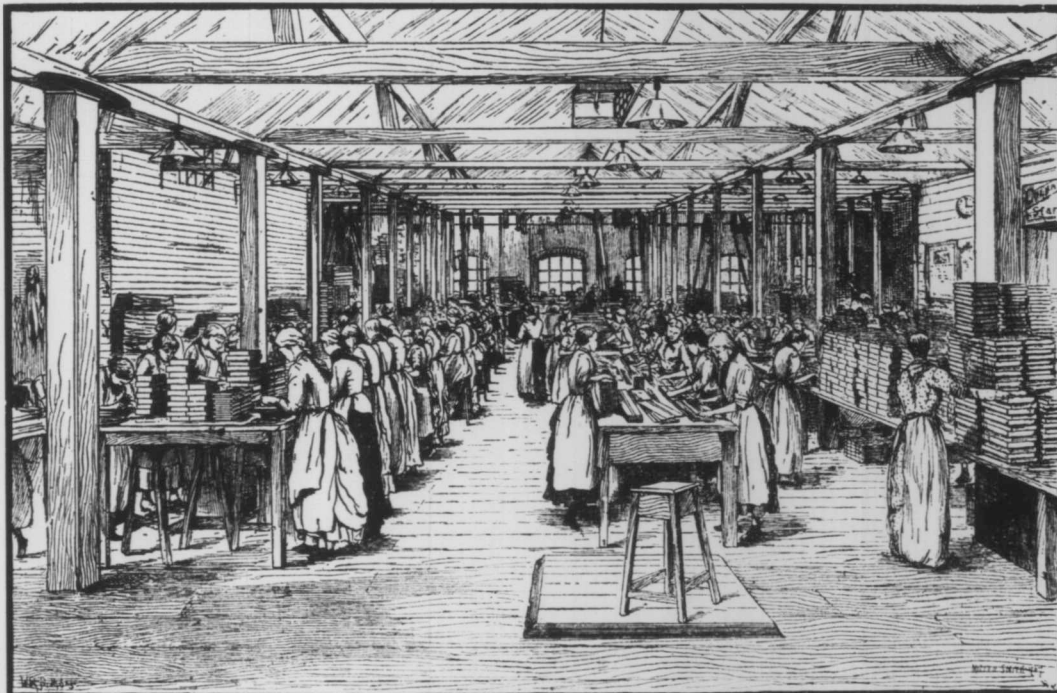
**S**TARCH is sent out in various ways to suit customers. If the papered cubes are required, they are neatly labelled, and placed in strong deal packing cases—the larger quantity of starch sent out being in this form.

For the fancy trade, handsomely made card-board boxes, decorated with tasteful wrappers, and pictures of an ornamental character, are produced in all sizes and weights from 4 lbs. down to 1 oz.

Our illustration gives a peep into the card-board box department, and the various operations required to produce the boxes. Girls only are employed, and their comfort and well-being is ensured by the supervision of a respectable forewoman, who exercises a strict though kindly discipline on those placed under her charge. On the left the lids are being prepared, whilst in the centre the bodies and bottoms are being rapidly manipulated. On the right will be seen the finished boxes and lids placed in stacks for drying before being fitted together. Ingenious machinery is in use for cutting and shaping the card-boards, wood-pulp boards, etc., which very materially contributes to the rapidity with which the boxes are turned out. Part of the machinery is similar to that employed in the tin-box department, the only difference being that card-board is used instead of tin plates. Perhaps the most interesting machine is one called the "guillotine," whose murderous-looking blade cuts its way with irresistible power through the piles of card-board placed beneath it.

Every size is kept by itself, and on each pile is a label showing the number of boxes it contains. Girls from the adjoining packing-room remove them as required, and to this department we will now wend our way. A most pleasing impression is made as we enter the room, which presents a hazy appearance through the starch dust that pervades it in all directions. As this settles on the hair of the workers it gives them a look which reminds one of bygone days, when powdering the hair was considered fashionable. To judge from appearances, the girls are healthy, happy and comfortable enough. Men bring from the cellars beneath the papered cubes of starch, which the girls immediately seize.

The string is cut, the paper removed and the contents shot into a large bin, which in this way is being constantly replenished. The work is done in gangs, each gang consisting of eleven girls. No. 1 fills the box, which No. 2 weighs and No. 3 checks to ensure correct weight, No. 4 pastes the wrapper, which Nos. 5, 6, and 7



put on. The box is now ready for the picture which No. 8 has pasted, and which Nos. 9 and 10 put on, the final touches being imparted by No. 11, who also puts the boxes on benches to dry, a process which occupies twenty-four hours.

In this department the greatest care and attention are bestowed upon the "get-up" of the boxes in a neat and at the same time attractive manner. It is not at all an uncommon thing for the staff in this section of the Starch Department to turn out from 250,000 to 400,000 boxes of various sizes in one week, thus finding employment for some five or six hundred women and girls. A peep into the label-room shows the foreman and his assistant busily engaged in preparing assortment of pictures, which are handed over to the girls through a small wicket as required. This store seldom contains less than 23,000,000 labels. Both the box-making and filling rooms are lighted by electricity, some hundreds of the Swan incandescent lamps being used. The steam-power absorbed by the Starch Department is supplied by four very large steel boilers of the newest type, fitted with automatic self-feeding and stoking apparatus, and actuating two large horizontal steam engines, capable of giving out some six or seven hundred horse-power. The total number of hands employed in the manufacture of starch varies from eight hundred to one thousand.

The opposite illustration needs no explanation.

The following medals have been obtained by this Firm at exhibitions in recognition of the excellence of their starch: London, 1851; London, 1862; Dublin, 1865; Paris, 1867; Only Grand Gold Medal, Moscow, 1872; First-Class Prize Medal, Vienna, 1873; Only Gold Medal, Paris, 1878; Only Gold Medal, Edinburgh, 1886.



## CORN FLOUR.

**I**N addition to Mustard and Starch, Messrs. J. & J. Colman manufacture a delicious Corn Flour, which is sold to the public as "Colman's British Corn Flour." It is carefully prepared by specially constructed machinery, from the most delicate portions of the rice. Every utensil or vessel used in the course of manufacture of this article of food is kept most scrupulously clean, and great care and attention are bestowed upon the drying, grinding and dressing processes; hence the flour, as offered to the public, is found to possess qualities of the highest merit and excellence. The following is an extract from the "Lancet," the chief organ of the Medical profession of the United Kingdom:—

"It makes with milk or eggs, or with Liebig's extract of flesh, and boiling water, a delicious and wholesome food. In the hospital and sick room Colman's flour will, we believe, soon be thoroughly appreciated. It is admirably adapted as an article of food for infants and young children when combined with milk. We have satisfaction in noticing this preparation on account of its sterling qualities." High testimony has been given by Drs. Lankester, Hassall, Cameron, and Muspratt as to its purity and genuineness; and for these properties, it obtained the Only Grand Silver Medal, Moscow, 1872; and the Only Medal for Progress, Vienna, 1873; these being the highest honours awarded for Corn Flour.

## BLUE MILL.

**I**N this large building may be seen in full operation the process of manufacturing Laundry Blues, from the raw Indigo or Ultramarine, into thumb, square, oblong, and ball-shaped packages bearing the name of "Colman."

It must not be supposed that the blue for domestic purposes is generally pure Indigo or Ultramarine, though Messrs. J. & J. Colman have recently introduced an Oblong-shaped Azure blue which is guaranteed to be absolutely pure. Various ingredients are usually mixed with the raw material; each manufacturer having his own particular recipe or trade secret. These additions, with the raw Indigo or Ultramarine, are mixed together by means of ponderous edge-stones. Our illustration represents the basement floor of the mill where these stones are working.

In the manufacture of Indigo or Thumb Blue, as soon as a thorough incorporation of the ingredients has taken place, the materials, reduced to the consistency of stiff clay, are handed to a number of girls, who weigh, roll, and cut into small pieces by means of cutting machines. The cut pieces are then pressed between the thumb and fore-finger (hence the name) and deposited on trays. When filled, the trays are taken to the drying-room, where the blue remains about a month. It is essential that a low and even temperature should be maintained throughout the drying process, otherwise much of the blue would break and have to be remade. Once thoroughly dry, the Indigo is brought to the rouncing or polishing room, where all dust and fungoid growths are removed by brushing machines. This done, the "thumbs" are placed in long leather bags containing bronzing powder and kept in constant oscillation, a process which imparts the metallic lustre characteristic of Indigo laundry blue.

Ultramarine Blues are manufactured on a somewhat different system. The ingredients, after being thoroughly mixed together by means of edge-stones, are passed through sieves and, in the form of fine powder, handed to a number of boys. One boy weighs a stated quantity, which two other boys scrape into a given number of moulds. In these moulds the powder is subjected to great pressure, under which it assumes the familiar sharply defined square

shape. As the squares leave the machine a lad places them on trays and conveys them to the drying-room. Once thoroughly dry, the squares of blue are wrapped in paper and made up into 1-lb.,  $\frac{1}{2}$ -lb., and  $\frac{1}{4}$ -lb. packets and labelled. This part of the work is done by girls. A small sketch of the press room will be found in the left-hand corner of the illustration.

For the general excellence of their Indigo and Azure Blues, Messrs. J. & J.



Colman have obtained the following awards: Gold Medal, Moscow, 1872, and the Only Medal, Paris, 1878, whilst the superiority of their No. 1 Azure Blue has secured its adoption in Her Majesty's laundry.

**A**FEW words about the directorate, the brain, of this industrial giant, will naturally be expected. Its seat is the offices of Carrow and 108 Cannon St., London, which are linked together by electric wire. These offices are allotted to chiefs of departments, each with a staff of clerks. Here, again, in the purely intellectual, as in the mechanical domain, there is division and sub-division of labour. All parts of the Works are brought into direct communication with the offices by telephones. The two thousand and some hundreds of workers at Carrow may, not inaptly, be compared to a well-equipped, industrial army, divided into its regiments, companies, sub-divisions, and sections, each with its appointed officers, receiving orders from the general's quarters, and carrying them into effect with despatch and fidelity. Throughout the Works may be noticed a feeling of pride in the monuments of peaceful victories. Most widely known of the members of the Firm is the senior partner, Mr. Jeremiah James Colman, who has held the highest posts of honour it is possible for his fellow-citizens to confer upon him, and who is one of their representatives in the Imperial Parliament, and a Knight of the Legion of Honour.

The Carrow Works afford the interesting spectacle of many trades being carried on in close proximity to each other. Here may be seen in large well-appointed premises comprising a foundry, smithies, tinnmen's workshops, saw mills, carpenters' shops, cooperages, and printing works, skilled artisans and labourers employed upon some special work, the combined results of their efforts being the tins, boxes, and labels bearing the name of "Colman." With all these resources at hand the largest order can be executed with a promptness and punctuality which nothing but some extraordinary circumstance outside all business calculations can prevent, and the work has that superiority only attained by the constant application to one particular description of labour.

The power for working the machinery and heating the whole of these extensive Works by hot water arrangement is generated by nineteen boilers of the best type. The chief motors are three vertical beam engines working up to one hundred and eighty horse-power each, several very large horizontal and many other engines of smaller power. In addition there are the hydraulic presses and lifts, by Ellingtons; the force for working these is derived from a large tank at the top of a water tower. By a reciprocating action, the water used in the lifts and capstans is immediately replaced by means of a small pumping engine.

The staff of the engineers' shop comprises eighty skilled workmen, including draughtsmen, pattern makers, and moulders. The most recent wood and metal-working tools, with Nasmyth's hammers, forges, and furnaces, are comprised in this department, so that the firm is capable of making the most complex and powerful machinery. There are lathes of all sizes, several milling machines, punching machines, and a travelling crane in this busy engineers' shop.

It is evident that an enormous stock of raw material, such as timber, coal, iron, steel, tin, lead, etc., must be readily accessible for the uninterrupted employment of the engineers, sawyers, carpenters, tinnmen, printers, etc. From an extensive coal-yard the stokers and firemen obtain their necessary fuel; and from a Store, which has a floorage of 12,000 superficial feet, mechanics renew through the foreman of departments their stock of materials, whether it be a ton of iron or a pound of nails, a case of sheet tin or a hundredweight of twine. Every description of goods sold by oilmen, colourmen, and hardware dealers is kept in stock in these stores, on a scale only to be equalled in large wholesale houses. Hundreds of tons of iron, steel, and lead, thousands of cases of tin directly imported from Wales, many tons of nails, glue, packing thread, etc., huge tanks containing many descriptions of oil, bushels of screws, nuts, and rivets, and brushes, gas fittings, plumbers' and painters' materials in quantities unknown in many shops. This huge multifarious stock is, however, so arranged that the storekeeper and his assistants are able to execute with promptness the written order of any foreman.

Considering the immense amount of the Firm's turn-out, the wonderful combination of every kind of talent, all engaged in one common object, and the diverse machinery employed in this vast human hive of industry, we may well, and not irreverently, compare it to the Scriptural mustard-tree. If *Sinapis alba* or *Sinapis nigra* is unlike *Salvadora persica*, the supposed mustard of the parable, in that it is not "the greatest among herbs," and becometh not "a tree, so that the birds of the air come and lodge in the branches thereof," its small seeds have within them, as we have seen, the germs of a wondrous growth—a colossal industry with great branches, from which thousands obtain the means, not only for procuring shelter, but food and raiment. Evolution has accomplished growth at Carrow Works; its evidences are manifest. Forms of industry unknown to previous generations have been evolved from the simple operation of extracting the flour from the seed of a humble herb. The potentialities of a grain of mustard are indeed marvellous.

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CANNOT LEAK,  
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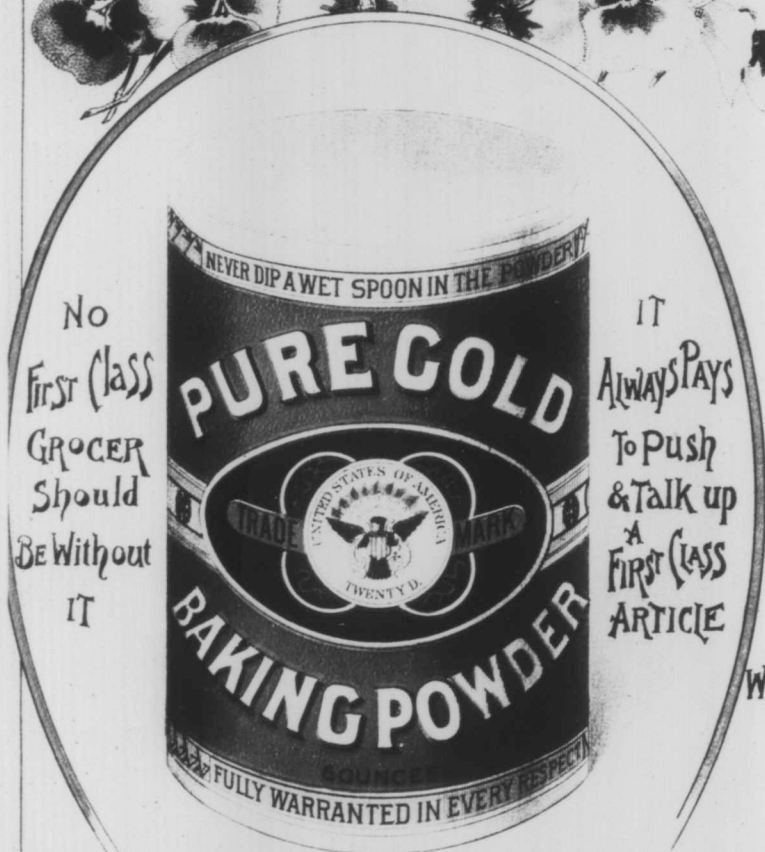
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**BAKING POWDER**  
FULLY WARRANTED IN EVERY RESPECT

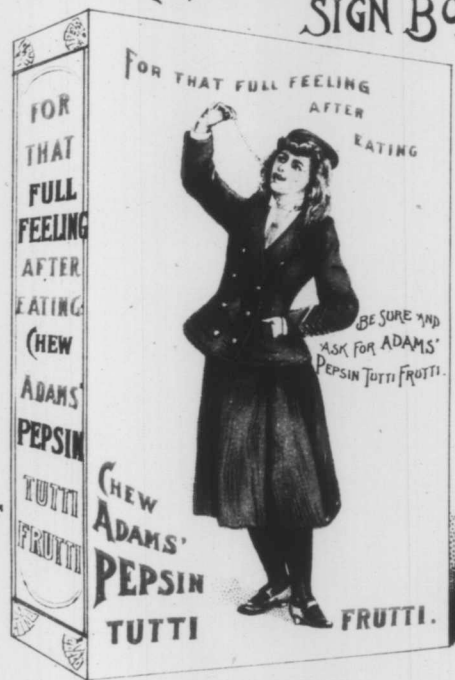
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IT DOES NOT PAY TO RECOMMEND INFERIOR GOODS  
EVEN IF A LARGER PROFIT IS MADE.