

# THE CANADIAN GROCER

VOL. IX

TORONTO AND MONTREAL, AUGUST 16, 1895.

No. 33

Manufacturers by Special Warrant  
To Her Majesty 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

*Bull's Head Trade Mark*

1878 CROSS OF THE LEGION OF HONOUR

IF YOU WISH TO INCREASE YOUR TRADE  
AND GIVE SATISFACTION TO YOUR CUSTOMERS  
**SELL**

# HUNTLEY & PALMERS

## ENGLISH BISCUITS

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

MANUFACTURERS TO HER MAJESTY THE QUEEN, ETC.

**READING AND LONDON, ENGLAND**

FOR PRICES APPLY TO THEIR REPRESENTATIVE :

**MR. EDWARD VALPY, 28 Reade Street, NEW YORK, or direct.**

LA CADENA—CREAM OF THE HAVANA CROP.

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

PRIZE MEDALS IN COMPETITION WITH THE WORLD.

LA FLORA, 10c.

EL. PADRE, 10c.

THE CANADIAN GROCER



# Potted Meats

and

# Fish Delicacies



*Jams*

*Jellies*

*Essences*

*Marmalades*

*etc.*



To be obtained through all Leading Wholesale Grocers.

# Maconochie Brothers

131 LEADENHALL STREET

**LONDON, ENGLAND**

For further particulars apply to agents:—

**WRIGHT & COPP, Toronto**

**SEETON & MITCHELL, Halifax, N.S.**



FOR  
**PURITY**

# Bi-Carbonate of Soda

FOR  
**STRENGTH**



TRADE MARK

This brand is always reliable.

Highest test 98.50% pure.

Made only  
by

The **UNITED ALKALI CO., Ltd.,** Liverpool.

"New Process" Soda, finest on the market.



## Pure Castile Soap

**RED LION BRAND**

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

# Fry's

≡ 100 Medals ≡

Highest honors at Chicago

It pays to sell them.



Always reliable.



Purveyors of chocolate to Her Majesty the Queen

BY ROYAL APPOINTMENT

Canadian Agents

**ARTHUR P. TIPPET & CO.**

MONTREAL, P.Q.

TORONTO, ONT.

ST. JOHN, N.B.

## Sulphur Matches

TELEGRAPH  
TELEPHONE  
TIGER

In strong paper boxes—  
three qualities.

## Parlor Matches Card Boxes.

EAGLE PARLOR  
RED PARLOR

In square sliding boxes.

In patent boxes made to  
hang on the wall and be  
used as match safes.

BEAVER

In sliding oblong boxes,  
for home use.

FAVORITE

Small matches in sliding  
boxes made to carry in  
the vest pocket.

## Safety Matches

SAFETY

Put up same as Red Parlor.

CANADIAN SAFETY Put up same as Favorite.

These light only on the box.

---

The **E. B. EDDY CO.** Ltd., Hull, Canada

318 St. James St., Montreal

29 Front St. West, Toronto

**Agents:** F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston;  
Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James  
Mitchell, Victoria; Permanent agents not yet appointed for St. John's, Nfld., Sydney and  
Melbourne, Australia.





# 4 GOOD SELLERS



**Rose & Laflamme**

Agents

MONTREAL.

## NEW CROP, 1895

We have just received ex Bark "Buda" and others 1,000 puncheons fine

Also a fine lot of

**Barbadoes Molasses**

Quality guaranteed. New crop.

**Porto Rico Molasses**

Now on wharf.

WRITE FOR SAMPLES AND QUOTATIONS.

LAPORTE, MARTIN & CIE., Wholesale Grocers - - MONTREAL



# Kippered Herrings

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

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

**SALT HERRINGS IN KEGS. "CROWN" BRAND.**

All Selected Fish from the famed Aberdeen Fisheries.

FOR SALE BY ALL LEADING GROCERS.

**WALTER R. WONHAM & SONS**

Sole Agents for Canada, MONTREAL.

**Marshall & Co.,**

Spring Garden Works, ABERDEEN, SCOTLAND.

# The St. Lawrence Sugar Refining Co.

LIMITED

## MONTREAL

Laboratory of Inland Revenue,  
Office of Official Analyst,

MONTREAL, April 8th, 1895.

"I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR**, indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

**99<sup>99</sup>/<sub>100</sub>** to **100** per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) **JOHN BAKER EDWARDS, Ph.D., D.C.L.**

Prof. of Chemistry and Pub. Analyst,

MONTREAL.

## THE BRANTFORD STONEWARE MFG. CO., LTD.

BRANTFORD, CANADA



### FOR . . . Rockingham, Yellow, Bristol and Salt-Glazed Stoneware

Established 1849 - Incorporated 1894

Manufacturers of Water Filters, Water Pitchers, Poultry Water Fonts, Jugs, Fruit Jars, Jam Jars, Butter Pots, Cream Crocks, Churns, Pickle Jars, Flower Pots, Ginger Beer Bottles, Ink and Furniture Cream Bottles, Oval and Round Baking Dishes, Pie Plates, Stew Pots, Bowls, Tea and Coffee Pots, Bed Pans, Chambers, Cuspidors, Spittoons, Stove and Fire Brick, etc., etc., and all kinds of Stoneware for Domestic and Chemical purposes.

Price List and Terms on Application

#### OTHER SPECIALTIES.

NOUGAT  
RAHAT LAKUHM  
ALMOND ROCK  
EL MAHNA



#### MEDALS AND DIPLOMAS.

PARIS  
SYDNEY  
MELBOURNE

WORKS

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





It always does me good to drink a cup of

## GRAND MOGUL Tea

So say many consumers of choice Black Tea. As it does the consumer good, it should do every grocer good to handle **GRAND MOGUL** at a good profit in packages. No loss in weight—no loss in value. Gold dollars and Grand Mogul at par. If you do not handle it, write for a case. We will send you handsome samples advertising matter and a beautiful picture with first case.

**AGENTS :**

WM. TUFTS & SON, Vancouver, B.C. ; HOOD BROS. & CO., Winnipeg, Man. ;  
F. COOKSON, Montreal, Que.

**T. B. ESCOTT & CO.,** - Wholesale Grocers, London, Ont. - **SOLE AGENTS**

## “How to Sell Coffee”

... BUY ...

## Excelsior Blend

It sells itself, because it excels the others. Highest grade Mocha and Java. Satisfaction guaranteed.

**Todhunter, Mitchell & Co. - Toronto**

## COLES PATENT

## Coffee Mill

A perfect grinder.

SOLE AGENTS

**Todhunter, Mitchell & Co. - Toronto**

# Good Milk

is something that everybody is looking for.



## “Reindeer Brand” CONDENSED MILK

“ I am satisfied that the original milk from which the **REINDEER BRAND** is prepared is of unusual richness. In point of flavor, color, and consistency it leaves nothing to be desired.”

DR. OTTO HEHNER

Hon. Sec. of Soc’y of Pub. Analysts, London, Eng.

DR. ARTHUR HILL HASSALL, Analy. Sanit. Inst., London, Eng., Says:

“**THE REINDEER BRAND** condensed milk must be pronounced of excellent quality, and in every way satisfactory.”

PROF. JAS. W. ROBERTSON, Dom. Dairy Commission, says:

“The Truro condensed milk, **REINDEER BRAND**, has been analyzed by our chemist, and found superior to the famous SWISS products.”

**YOU WANT THEM . . .**

WE ARE IN RECEIPT OF

**3 CARLOADS**

# Choicest Patras Currants

In beautiful condition, packed in cases, purchased before the recent sharp advance, and to be offered at bargain prices. We also direct your attention to

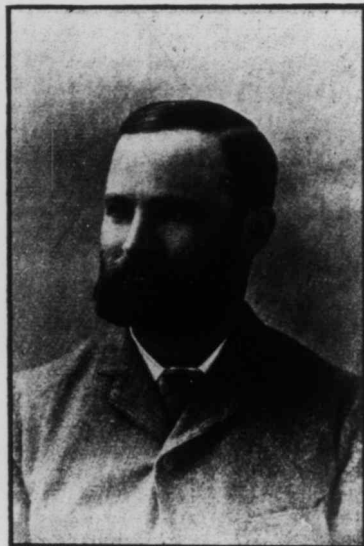
THE HIGHEST GRADE  
JAPAN TEA IMPORTED  
THIS SEASON : : : :

## “ROYAL CHOP”

The liquor is rich, rare and much superior to many so-called high grade teas. We will be pleased to submit samples.

**W. H. Gillard & Co.** Wholesalers Only, - **Hamilton**

JOHN MOUAT, Northwest Representative, WINNIPEG.



J. H. SMITH

HE IS A  
“**PATERSON HUSTLER**”

AND CARRIES THE HANDSOMEST  
SAMPLE CASES ON THE ROAD.

ALL WE ASK IS THAT YOU ALLOW  
HIM TO SHOW THEM AND THEIR  
CONTENTS TO YOU. WE WILL DO  
THE REST.

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



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

# THE CANADIAN GROCER

Vol. IX. (Published Weekly)

TORONTO AND MONTREAL, AUGUST 16, 1895

(\$2.00 per Year) No. 33

## DROPS FROM THE EDITOR'S PEN.

We live in an ad-age. Every merchant should advertise.

\* \* \*

Procrastination robs the procrastinator as well as Father Time.

\* \* \*

Success usually travels the way of the traveler who travels for success.

\* \* \*

This country needs cheaper political gas as well as cheaper illuminating gas.

\* \* \*

Cuba is still engaged in raising "cain" sadly to the detriment of the sugar cane.

\* \* \*

The man who fails in order that he may make himself, usually makes a big mistake.

\* \* \*

A paper trust has been formed in the United States. It won't stand much pulling.

\* \* \*

Honesty is a better paying partner for Industry to take in than Dishonesty ever can be.

\* \* \*

Prompt delivery of goods will cover a multitude of sins, either in wholesaler or retailer.

\* \* \*

One thing there is that is comforting these days: Returning good times are not as fickle as the weather.

\* \* \*

The proper place for the man who is too lazy to elbow his way in the world is at the tail end of the race.

\* \* \*

An "ad." should not "blow" too hard: Some craft may not be able to sail to your store in the teeth of it.

\* \* \*

The new hall of the Brooklyn Grocers' Association has been opened. And the first affair held within its walls was divine service

on 3rd inst. This fact is not to be taken as a reflection on the spiritual condition of the Brooklyn grocers.

\* \* \*

Advertising is no good only when the medium, the advertiser, and the goods advertised are no good.

\* \* \*

The abundance of the watermelon crop may have glutted the market, but the appetite of the small boy, never.

\* \* \*

The opening of the United States markets to Canadian mutton means death to many sheep in Canada.

\* \* \*

Organization is the handle which gives force to the whip in driving grievances from trade and commerce.

\* \* \*

Decline in business is often easier of solution than decline in prices. All you have to do is to diagnose methods.

\* \* \*

The oil gusher is the only kind of gusher that people will tolerate, and the more it gushes the more popular it becomes.

\* \* \*

A young man's business education is incomplete until he has at least been taught the rudiments of the art of advertising.

\* \* \*

More profitable is it for business men to sing praises of their own goods than to heap imprecations upon the goods of competitors.

\* \* \*

It is better to trust the soundness of the cash tendered for goods than to trust the soundness of people who try to get goods on trust.

\* \* \*

"Get married here, but go to Day Bros. for groceries, hardware, etc." is the unique inscription that adorns the sign of an issuer of marriage licenses in a Vermont town.

This is a species of co-operation that might be cultivated between merchant and merchant.

\* \* \*

Mail advices say that a great deal of old Canadian cheese is being held in English provincial towns. We like Englishmen to stick to our cheese, but we do not want them to hold it.

\* \* \*

It is a further dose of powder and shot that the Chinese need before either religion or trade can be offered them even in normal quantities.

\* \* \*

Merchants' satisfaction at the big harvest promised in Manitoba rests primarily upon the expectation that they will in turn reap a big harvest of orders.

\* \* \*

Never trade on a man's sympathy to secure his custom. It is upon a foundation more substantial than sympathy that a man must construct his business.

\* \* \*

If people had exhibited as much energy in putting theories into action as they had perseverance in devising said theories, many trade grievances would not now be in evidence.

\* \* \*

The Ontario Government has decided to go out of the binder twine manufacturing industry. It evidently found it was not binding friends or votes to its cause. The Dominion Government will probably awake to a like realization some day, and then another twine factory will be free from governmental control.

\* \* \*

A Sunday closing law has been put into operation in Macon, Mo., and the first day of its existence forty merchants were found by the police violating it, and notified to explain their conduct to a magistrate. A modern edition of the Forty Thieves, for have have not three merchants robbed themselves of one day's rest out of the seven?

### IS MILK A WHOLESOME DIET?

**A** MILK diet is not acceptable to many, particularly during the summer months. Many, however, regard it as essential to health, and rigidly adhere to the use of crackers, rice, or some other farinaceous article with milk, for the midway luncheon. In *Modern Medicine* for June a number of reasons are given why cow's milk is not intended for some stomachs. Each individual is a law unto himself in this particular. Those to whom a milk diet is acceptable will not be likely to accept the statement made, and which we quote as follows:

"The popular idea that milk is one of the most wholesome and nutritious articles of food for use at all periods of life is by many acts shown to be an error. Cow's milk is admirably adapted for digestion in the stomach of a calf. The bovine stomach is so constructed that it can deal with food in lumps or small masses, on account of the ruminating habits of the animal. It is doubtless for this reason that cow's milk is so constituted that, in the stomach, when brought in contact with the acids and curd-forming ferments of the gastric juice, it forms large, hard, tough curds. Woman's milk, on the other hand, forms small, soft curds. This is one of the chief reasons why cow's milk disagrees with infants, as it almost universally does, when given in an undiluted state. Ass's milk has been found to be much more wholesome for infants than cow's milk. It more closely resembles woman's milk than does the milk of the cow. The equine stomach is simple in construction, in this respect more closely resembling the human stomach than does the bovine.

"The tendency of cow's milk to form in curds is, however, a less serious objection to its use by infants than by adults, for the reason that the infant's stomach is scarcely more than a dilatation of the upper portion of the intestine, being much less pouched in for than in adults; consequently the contents of the stomach of the infants very readily and quickly pass out into the duodenum, where the perfect and complete digestion of milk normally takes place, the pancreatic juice being apparently the most active agent in the digestion of milk. With adults, however, the large curds formed in milk are retained for a much longer time, the digestion of milk in the stomach being imperfect, and microbes in abundance, fermentation of lactose and decomposition of casein take place, resulting in that very disagreeable and miserable condition commonly termed 'biliousness,' which means not as it is popularly supposed, a disturbance of the liver, but a rottenness in the stomach. The absorption of the resulting ptomaines and a general toxemia, the germs which milk ordinarily contains in great abundance, encourage the fermentation and decay of the curds in the stomach; while, on the other hand, the casein being a readily decomposable substance, encourages the growth and development of the putrefactive and other organisms with which the fluids of the stomach always abound.

"Rondot and Lepine have recently called attention to the fact that milk is not in its constitution well adapted to the sustenance of adults; at least, it is not a complete food. It contains too large a proportion of albuminoids in relation to the hydrocarbons. Great

numbers of persons are the victims of migraine, bilious or sick headache, dulness of mind, depression of spirits, constipation, and a variety of allied and associated symptoms in consequence of the free use of milk. The common habit of drinking milk is particularly injurious, as a large quantity of milk entering the stomach suddenly and in an undiluted state favors the formation of very large and hard curds."

### ADVANTAGE OF GRADING EGGS.

**T**HE proper presentation of all articles for sale is one of those points which, though often neglected, go far to give success. There can be no question that the eye is the inlet to the pocket as well as to the soul; and the great advantage which middlemen have over the regular producer of all kinds of produce, is that the former understand the importance of this question and take steps in that direction. At the same time it must be confessed that farmers pay less attention to this question than in their interests they should, says Stephen Beale, from England, in *The Cultivator*. The careless way in which produce is frequently marketed does much to destroy the value of all their previous labors.

Twenty years ago Ireland supplied Great Britain with more eggs than all the rest of the world put together. But so careless were the people as to the details of sorting, packing and marketing, that the foreigner with his improved systems was able to capture the trade for himself to a large extent. Within the last few years much has been done to remedy this state of things, and with a considerable advantage to the sister country, but in the meantime foreign imports have increased to an enormous extent, and it is scarcely to be expected that they will lose their ground.

In this country at least it is a common practice to send eggs to market just as they are produced, large and small together, the effect of which is that they do not present the regular appearance found in foreign eggs. I have seen scores of boxes of French, Italian, Danish, Austrian, and even Russian eggs opened, and one could not help admiring the excellence of their packing, together with the evenness of size throughout the boxes; in fact, so complete is the system that when a retailer purchases a box of foreign eggs, he never thinks of opening it, but knows by the brand what will be the size of the eggs within. This has been a very powerful factor in leading retailers to prefer foreign eggs, for then they know they are getting what they pay for. It must be borne in mind that a producer who sends all sizes to market in one box or basket, is doing himself a positive injury, since, if there are a few big eggs, they determine the standard, and of course others, even though of average size, look smaller. Moreover, in these days people prefer not to run any risk in this way,

and hence it is, as I have frequently been told by retailers, that the trouble when dealing with foreign eggs is minimized.

As a rule abroad eggs are graded in three sizes, but in Denmark the system has been carried out to a greater extent, and Danish eggs are graded to six sizes—namely, from twelve to fifteen pounds per long hundred (120). French, Italian, and other eggs are in three sizes, the first being about seven to the pound, seconds eight, and the thirds nine.

The method adopted of sorting the eggs is a comparatively simple one. As they are brought into the packing establishments boys and girls are employed, each having a small board before them in which are three oval holes, varying in size according to the three standards given above. Every egg is taken and fitted to the hole to which it is nearest in size, and then placed in a basket or box corresponding therewith. Very large and very small eggs are rejected, and sold for other purposes upon the spot. It is surprising how rapidly the work can be done, and one active lad can handle several thousand eggs during a day in this manner.

That the adoption of this system would be an advantage is undoubted, for the reasons already stated. The complaint which has sometimes been made as to this method, is that while it is easy to sell the larger sizes, a difficulty is experienced in finding an outlet for the smaller ones. But I think that this is more apparent than real. Of course, a less price would have to be taken for the small eggs, but the enhanced returns from the better specimens would more than repay. There can be no question that in every trade a most important factor to success is confidence, and as long as foreign eggs are graded, while home produce is marketed in the old haphazard fashion, so long will retailers feel sure as to the form. Hence they prefer to deal in them. We have not yet arrived at that stage of things where eggs are sold by weight, though the Danes really adopt this method to some extent, as already indicated—at any rate, so far as dealers are concerned. If fair prices are asked for eggs, the smaller can always be sold, because pro rata it is just as cheap to buy a little egg as a big one, provided we get more of them.

Whether this work should be undertaken by producers or the packers, depends upon local organization. Still there can be no doubt that if a producer has two baskets of eggs to take to market, it would be wise to sort these eggs into two different sizes, and in one or two places we have found this done. Any one can test the matter for himself by looking at a basket of eggs, all of which are the same size, and compare it with another in which are big and little together. The difference is at once evident, and the system here advocated needs no further recommendation.



**TEAS...**

Are firmer and will be higher.

**SUGARS**

Are firmer and will be higher.

Get our samples and figures before buying. We are heavy holders and free sellers.

**LUCAS, STEELE & BRISTOL**

Hillwattoo Tea  
Agents

**HAMILTON**

*We regret, owing to an unfortunate delay in shipment of Coffee, and to unusual run on*

**Mecca Coffee**

*we will be unable to fill orders for a couple of days, after which shipments will be made in order received, and we expect no such delays in future.*

**James Turner & Co. = HAMILTON**

**Reduction in Price**



GET OUR QUOTATIONS  
FULL PARTICULARS FROM

**Wright & Copp, Dominion Agents Toronto**

# New Season's Moning Congous.

We have just received our first shipment of new Season's Moning Congous. Samples on application.

**H. P. ECKARDT & CO.,**

**WHOLESALE GROCERS**

**Toronto**

## PERSONAL MENTION.

**J**OHN HARVEY, who kept a grocery store at Yonge street and Erskine ave., Toronto, died on Sunday from an overdose of laudanum. Deceased was accustomed to take the drug for pains in his head, and a coroner's jury decided that the overdose was partaken of accidentally.

Miss M. A. Scott, Weston, was in Toronto on Tuesday on a buying tour.

F. J. Dixon, of Davidson & Hay's sample-room, is holidaying in Manitoulin Island.

H. G. Wingrove, of H. Wingrove & Co., Collingwood, was in Toronto last week on business.

W. H. Seyler, of the Eby, Blain Co., Toronto, has been in Montreal the past week. He will return on Tuesday next.

W. J. Masev, manager for J. M. Lang & Co., has left for the Pacific Coast. He will be away about three months, and is on business as well as pleasure bent.

J. D. Roberts, of the Pure Gold Mfg. Co., writes THE CANADIAN GROCER from the top of the celebrated Eiffel tower at Paris, France. He then expected to leave the continent for England on Aug. 2.

Douglass Brack, of Todhunter, Mitchell & Co., Toronto, is back from one of his periodical trips to the Pacific Coast. He reports his trip more successful than he anticipated. The harvest he speaks highly

of. He stood in one field where the wheat was 5 feet 8 inches high and saw samples that measured 6 feet.

## SURF SEA SALT.

The Toronto Salt Works are offering the trade a line of surf sea salt, which is becoming popular for bathing purposes. It is done up in cardboard packages at 15 cents a package, and is offered the trade in larger quantities at special figures.

## LATE BUSINESS CHANGES

Geo. Luxton, grain dealer, Hamilton, Ont., is dead.—Martin Roche, general store, Killaloe, Ont., has been succeeded by W. J. Roche.—Maria Scott, grocer, Toronto, is removing to Bolton, Ont.—Dugas & Lebrun, confectioners, Montreal, have dissolved.—Calixte Gabbert, Emile Gabbert, John Price, Wm. John Price and Pierre Cloud have entered into partnership at Montreal, as the Montreal Wool and Sheep Skin Company.—J. A. Tellier & Co., grocers, Quebec, have retired from business.—Hyman and Joseph Simon are proprietors of the general trading business known as H. Simon & Son, St. Cunegonde, Que.—Carlin & Lake, general store, Golden, B.C., have assigned.—W. R. Megan, general store, Vernon, B.C., has suffered a loss by fire. Fully insured.—Hall, Ross & Co., Victoria, B.C., have dissolved. Hall continues.

## ADOPTING THE CASH SYSTEM.

Another of our merchants has decided to adopt the cash basis of business. On Oct. 1 E. J. Cobain, the well-known and markedly successful general dealer, of Camilla, Ont., will say good bye to the credit plan upon which he has worked up to date.

This resolution of Mr. Cobain carries weight with it, for when such a successful man adopts the cash system, the change is worthy of special remark. Eight years ago Mr. Cobain started business. Six years ago he added a telegraph office for his own and the public convenience, and he is now getting in a telephone, and in a day or two Camilla will have every city convenience. The reasons for Mr. Cobain's success are numerous. He is courteous and affable attentive to business; he knows how to buy, and has always a good full stock on hand. His store now contains every line of general merchandise for which there is any demand in the countryside.

## THE CLERKS' ENTERTAINMENT.

The Montreal Grocers' Clerks' Association are already making preliminary preparations for a grand concert to be given by the society on September 17. From the success of the last public entertainment under the auspices of the association it is likely this one will be equally successful. His Honor Lieut. Governor Chapleau has written his permission to have the concert held under his patronage.

# WOOD SPOONS

For Preserving and Pickling.  
Best Quality White Birch.

Entirely Odorless and Tasteless.  
Sizes, 13, 15, 17, 21 inches long.

**H. A. NELSON & SONS,**

**TORONTO and  
MONTREAL**



"Sure to please your customers. Gives you a good margin."

# KURMA The Tea of Teas

Four qualities.

Black or Mixed.

## DAVIDSON & HAY

Wholesale Grocers

Toronto, Ont.

What do you think of this?

*"Your oatmeal is a  
Breakfast delight  
E. D. Tillson"*

Have you ever tried it?

*Drumbo - Ont  
26 July 95*

E. D. TILLSON

TILSONBURG, ONT.

## Yachting . . .



Makes men hungry, and after all that's largely what it's for. All yachters, campers, picnickers and others agree that while a good supply of eatables are necessary the enjoyment would not be half so keen if other milk were used than "Jersey Brand." When selling any of your customers' supplies for an outing be careful to include

**"JERSEY" BRAND**

If you are interested in a scientific analysis of the different brands write for a copy of Prof. Bowman's Report.

FORREST CANNING CO.

HALIFAX, N. S.

We have a splendidly assorted stock of

# Canned Meats for the Picnic Season

Comprising all the leading brands.

Devilled Ham, Potted Ham

Potted Ox Tongue

Delhi Boneless Chicken, key opener

Delhi Boneless Turkey, key opener.

Beardsley's Star Herrings, in tins

Beardsley's Shredded Codfish

Beardsley's Acme Sliced Beef



ALL THE ABOVE GOODS IN EASILY OPENED TINS.

Turner, Mackeand & Co. Wholesale Grocers Winnipeg

WHEN BUYING Be sure to get

## Phoenix Mills Pickling Spice

(Finest English Receipt)

In Bulk or Packages.

Coffees, Extracts, Baking Powder, Spices

Trade for Gold Medal in  $\frac{1}{4}$  lb. and  $\frac{1}{2}$  lb. packages is increasing. Send for a trial box.

**BARTON'S**  
(THE)

**BAKING**  
(ONLY)

**POWDER**  
(GENUINE)

Purest and Best

**G. F. MARTER & SON,**

1 AND 3 JARVIS STREET

**TORONTO, ONT.**

***THEY DON'T KEEP—THEY SELL***

**C**ROWN BRAND EXTRACTS, MUSTARD AND KETCHUP.  
ARR'S BISCUITS . . . . .  
RAVEN'S CONFECTIONERY

**R**OWNTREE'S COCOA AND CONFECTIONERY  
ROBINSON & WORDSWORTH'S LIQUORICE  
BRYANT & MAY'S MATCHES, etc., etc.

**ROBERT GREIG & CO. - - Montreal**



# THE CANADIAN GROCER

J. B. MacLEAN,  
President.

HUGH C. MacLEAN,  
Sec.-Treas.

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John Cameron, General Subscription Agent.

### THE GLOBE AND THE SUGAR TRADE.

THE Toronto Globe, in commenting upon an article in THE CANADIAN GROCER regarding the dulness in sugar, concludes: "The inevitable result of an increase in price is a decrease in consumption, and this seems to have been under-estimated."

Undoubtedly, an increase in the price of a commodity tends to a decrease in its consumption. But this law, like others, is not always in operation, or at least other agencies sometimes supervene. For the dulness that now obtains in the sugar market the price is undoubtedly the least of all the conducive factors.

Sugar to-day is relatively cheaper than any staple commodity on the grocery market. It is from  $\frac{1}{8}$  to  $\frac{1}{4}$  c. per lb. cheaper than it was a year ago at this time, while teas, canned salmon, vegetables and fruits, and foreign dried fruits are all dearer than they were then. The most potent factor that has contributed to the dulness in sugar is undoubtedly the disappointing character of the early and small fruit crops: In the home and in the canning factory much smaller quantities than usual have been canned and preserved. Of strawberries there have been practically none packed. Then, less fruit for canning means also less fruit for ordinary eating. And all this curtailment in the pack of small fruit means a corresponding narrowing of one of the chief sources of demand for sugar.

Then, back of the fruit crop is the abnormal buying that obtained both prior to and immediately succeeding the change in the tariff; wholesalers, retailers and consumers all bought very heavily. Country merchants say that nearly every farmer who could raise enough money to do so, bought sugar by the barrel where hitherto he had been buying small quantities. Many of the canning and

preserving factories also anticipated their wants, and to excess, as has been demonstrated by the fact that some of them have lately been trying to distribute their stock among the retailers at less than the market price.

No, the dulness of sugar is not due to price.

### SITUATION IN APRICOTS.

To Canadians the California evaporated apricot market is more interesting than it ever has been heretofore. During the past season the people in this country have widened their acquaintanceship with this fruit—in fact, with California fruits generally. It practically has become one of our staples.

Now, in view of the upward tendency of the price of evaporated apricots, there is a possibility that values may reach a point that will make this commodity a forbidden fruit; at least as far as the great mass of consumers is concerned.

The price has appreciated something like 2c. per pound, and it is affirmed that before long the quotations on the Coast will be from  $11\frac{1}{2}$  to 12c., or about equal to 16c. laid down in Toronto. With other fruits as substitutes, this figure would be sure to materially check consumption in Canada. But, with Canada out of the market altogether as a buyer, it would have no perceptible effect upon the general situation. At the outside this country does not, it is estimated, consume more than 100 to 150 cars of evaporated apricots per annum.

The cause of the sharp appreciation in prices is the shortage in the crop, the yield this season being estimated, according to a California packer now on the Canadian market, at 1,500 carloads against 2,800 carloads last year. The fact, however, that there was a considerable quantity of last season's fruit carried over will tend to keep prices from appreciating as much as they otherwise might.

### NEW CALIFORNIA RAISINS.

First quotations on new season's California raisins were received in Toronto on Saturday last. They are a little lower than last year's opening figures, being as follows: 2 crown loose muscatels,  $2\frac{1}{2}$  c. per lb.; 3 crown ditto, 3c.; 4 crown ditto, 4c., all f.o.b. California, September shipment.

To the above price must be, however, added freight and duty, which would mean an additional  $2\frac{1}{4}$  c. per pound or thereabouts.

There are still a good many of last year's raisins in holders' hands, but it is thought they will be pretty well cleaned up before the new crop is on the market.

During the past season California raisins increased materially in popular favor on the Canadian market, and the ensuing season will probably show a further growth in this respect.

### "FUTURE PUNISHMENT" FOR THE GROCERS.

A CHICAGO newspaper man some time since wrote a book dealing with a supposed tour he had made of Hades. Every other page contained an illustration of the condition of "life" in His Satanic Majesty's abode. Men from varied callings and professions were there. Even preachers were among the incarcerated. But there were no grocers there. At least, he does not bear record that there were. And as the writer of the book in question was a newspaper man, he is unlikely to have overlooked any corner of the lower world.

If perchance there are any grocers in Hades their particular torture would be in being compelled to keep their stores open for "ever and ever," doling out with bare fingers hot roasted fruit. That is, at all events, the punishment some of them deserve, and those in Toronto probably more than anywhere else.

Away back in the early spring the Toronto Retail Grocers' Association set on foot a movement to enlist the co-operation of the labor unions of the city and the Ministerial Association in securing early closing. In pursuance of this, deputations from the Grocers' Association waited upon these organizations, and the desideratum sought—their co-operation—was secured.

A certain day in a certain month was set for the inauguration of the movement. The hour for closing was to be 8 p.m. each business day except Saturday. The day arrived, and quite a presentable number closed. But before a week had passed numerous were the backsliders; and to day there is practically no more than a corporal's guard of early closers. And, worse still, among these backsliders are the very storekeepers who memorialized the Trades and Labor Council and the Ministerial Association to come over to the help of early closing.

God helps those who help themselves, but God help those who won't help themselves.

### CURRENTS UNSETTLED.

CURRENTS in both Great Britain and the United States are in a somewhat unsettled condition. In each case a different reason is assigned.

In the former country, according to mail advices, there has been a decline of 1s. per cwt. in the lower kinds. This decline is the result of the disappointment that has been felt in the world's metropolis at the new Greek bill, which retains 15 per cent. of the crop for distillation.

It appears that the London dealers, a week before the decline in question took place, bought in excess of their requirements with the avowed object of supporting the position. They anticipated that the holders would also have co-operated, but in this

respect they counted without their host: Instead of supporting they began to press sales, hence the weakening of the market. Judging from the tone of the English papers, some soreness has been created by the action of the holders. "It is to be hoped," remarks one paper, "that the London traders will now recognize the uselessness of endeavoring to bolster up the position under any circumstances, and will allow the market to follow a natural course, which will probably mean lower prices than at present exist. This may be disastrous to a great many who are dependent on the trade in Greece, but it will ultimately prove a benefit to those engaged in the trade on this side."

Some rumors to the effect that a destructive kind of rot is at work on the growing crop are to hand, but they are given little or no credence.

The disturbing element on the American market is the unexpected bobbing up again of the duty question, which was thought to have been settled two or three weeks ago by the Attorney-General. It appears from information which has been received by importers at New York that the Treasury Department does not accept the opinion of the Attorney-General barring the action of the collector at San Francisco from appealing against the decision of the Board of Appraisers, exempting all other Greek currants than those from Zante from paying the duty of 1½c. per pound. Now the matter, it is understood, will be ventilated before the Circuit Court of the District of California, and that may not be the end of it. Hence the unsettled condition of the currant market in New York.

#### NEW SEASON'S VALENCIAS.

The Valencia raisin market for the season 1895-6 opened on Friday last. Opening prices were a fraction higher than last year. On Monday cables announced a decline of equal to nearly 2s. per cwt. This, however, is nothing unusual, the market, as a rule, declining a few days after the opening.

On the day that the market opened the first shipment for Canada, via Liverpool, was made. The fruit will probably arrive about the middle of September. The shipment is five days earlier than the first shipment of last year.

The past season was peculiar in more respects than one. Early advices told of badly damaged crops, and that the supply of really good fruit would be light. Although there undoubtedly was considerable damaged fruit, but little of it saw this country, the market, on the whole, being well supplied with good fruit the season throughout, while, taking it all round, the quality of the fruit was of an unusually high average.

Another feature of the market was the unusually large quantity of Valencia raisins

that were consumed in Canada during the season. This was, no doubt, induced by the lowness of the prices ruling.

#### IN THE MARITIME PROVINCES.

WELLINGTON BOULTER, the canned goods packer and president of the Canadian Packers' Association, was in Montreal this week on his way to Picton, after an extensive tour of the Maritime Provinces, New Brunswick, Nova Scotia and Prince Edward Island.

"I find THE CANADIAN GROCER everywhere," he said, as he shook hands with the editor on St. James street. "I knew that nearly every merchant west of Port Arthur took it, but I had no idea that it was so much read in the Maritime Provinces. Everyone there seems to take it. Over on Prince Edward Island, where I had never been before, when I introduced myself I was made heartily welcome, for everyone said they knew me through my advertisements in THE CANADIAN GROCER. You certainly cover Canada.

"I am very much pleased with my trip. People everywhere were very kind to me, and I did a good business. I am glad to be able to bear out what you have said about the Maritime Provinces. With you, I think more Ontario and Quebec people should spend their holidays there instead of going to the crowded and hot American resorts. The air is far more bracing, it costs much less to live, and one feels more at home at the Canadian seaside places.

"Business is improving and seems to be on a more substantial basis than in some other parts of Canada. For New Brunswick I have appointed E. F. Sturdee, St. John, my agent. I have always done a good business there, but I expect a considerable increase, for I could get no one who is held in higher esteem than he."

During his stay in Montreal, Mr. Boulter visited the trade with Mr. Gordon, and placed several carloads. He said the publishing of proofs of his new labels in THE CANADIAN GROCER was a great hit, for he found the trade waiting for him with larger orders, as they recognized they would be a great help in selling the goods. On this account his sales in the city of Quebec were larger than ever before.

#### THE SALMON PACK.

Latest mail advices from the Coast denote some uncertainty regarding the salmon pack, although the question as to its shortness is a settled one, as far as comparison with last year's pack is concerned.

Advices under date of August 1 said that unless things improved the pack would not be half as large as cans had been prepared for. Advices dated a week later, however, denoted an improvement, the pack being

ahead of the last short year, 1891. Until the end of the month, when the fishing season closes, it will be impossible to tell what the pack will be.

#### THE LOW PRICE OF CHEESE.

THERE appears to be no bottom to the cheese market, prices now being 30c. below what they were last year. This represents a difference of \$2 per box to the factorymen, and shows how much their revenue must have decreased this summer.

The worst of it is that there appears to be no immediate prospect of any improvement in the market. If there was, the demand would have made itself felt ere this. The exports from Canada to date are almost 100,000 boxes short, while from the United States they are over 200,000 short. The English consumer has therefore taken some 300,000 boxes less of North American cheese this summer than last.

No ordinary conditions would account for this shortage. It can only be attributed to the fact that the stock of old cheese in England was larger than even the most pessimistic traders figured it. That this is so, account sales that came to hand to exporters in Montreal amply proved. In three cases, round lots of Canadian cheese made last year in July, August and September had been sold in London at 25s. per cwt. Now these cheese cost in Montreal last fall all the way from 45s. to 49s., so that the sellers lost from 20s. to 24s. per cwt. on their goods, not counting the charges for carrying them for almost twelve months, and the cost of freight, etc.

Other lots could be cited, but this is sufficient to show what a quantity of old cheese there must have been to consume this summer and what losses sellers had to put up with. It is not at all surprising, therefore, that the English demand has been backward and the prices abnormally low, with such losses in mind. Besides, the fact that the cheese has been carried so long is bound to tell against its flavor. This means a slow consumption and overstocked market.

#### DUTY ON SALMON.

The tariff as revised at last session of Parliament provided that the duty on fresh salmon shall be one-half cent per pound, and that it may be admitted free of duty upon proclamation of the Governor-in-Council, which may be issued whenever it appears to his satisfaction that fresh salmon may be imported into the United States from Canada free of duty. The Government having been notified that the salmon is admitted free into the United States, an order was passed on Monday abolishing the duty on salmon coming into Canada. Our exports of fresh salmon to the Republic last year aggregated in value \$125,430, whereas our imports from the same were valued at only \$55.



## HAMILTON TRADE GOSSIP.

THE sugar trade so far this month has been anything but lively, although during the past week a few orders for carload lots have been received by local jobbers. Prices remain firm. The very lowest price that refiners will accept is 4½c. for granulated and 3½c. for yellows, net cash, delivered, for 500 barrel lots. "They won't budge from that," remarked a jobber. "They seem to be quite satisfied that sugar has a future before it. The feeling in both Europe and the United States is a little better, and whatever change takes place it will be in the direction of higher prices. According to Licht's estimate it is quite within the possibilities that before the next sugar season we shall see values 1c. per lb. above their present range." The local price is unchanged at 4¼ to 4½c. for granulated and 3½c. upwards for yellows.

The tea market still lacks much life, but as far as position is concerned it is strong. Advices regarding Ceylon tea show an advance of at least 2c. per lb. in low grades, and 3 to 4c. in the high grades. A good many Japan teas have come in during the past week. They are not like those which arrived early in the season. "They are right up to sample," remarked one wholesaler who formerly had a great deal to complain of regarding the quality of the early shipments. "I think they are as good value as we gave last year. But the shippers lead us to believe that they are not making any money on them; in fact, they profess to be actually losing money. If this is so, the retail merchants are getting, as far as Japan teas are concerned, extra good value—that is, those who bought for direct shipment."

The scarcity of McDonald tobaccos is still felt, although orders are getting pretty well filled up. "In the meantime, however," to use the words of a jobber, "Tuckett, the Empire company and Ritchie have got considerable openings with portions of the trade they never sold to before."

Canned goods are moving off as well as can be expected for this time of the year. During the past week there has been quite an enquiry for tomatoes. Some of the wholesale houses appear to be short of tomatoes. Two wholesalers told me they had both sold to other wholesalers during the week. A member of one firm assured me he had sold several hundred cases lately, and at 90c., present delivery. "One packer," said this particular wholesaler, "asked us 95c. for what he had left, but we did not buy." There are not so many canned fruits selling as there were, but there is nothing special to note beyond this.

Letters have been received from at least one salmon packer on the Coast, asking for

offers. "This same packer," ventured one jobber, "was one of those that a short time ago was holding at \$4.75 on the Coast, so that it looks as if prices are taking an easier turn." Another wholesaler showed me a letter which estimated the shortage on the Fraser River at 100,000 cases.

Syrups are getting into very small compass. "Medium grades are not obtainable at all from the Canadian refiners," was the report one wholesaler gave me. "The consequence is that we have to go to the United States for these syrups and pay a duty of 7c. per lb., which is needlessly high." Then he waxed righteously indignant at this particular tariff. "We can get the higher grade from the Canadian refineries, but the beggars work their low grades into their sugars," he concluded.

A packer who was in town on Wednesday declared that peaches, plums and pears would be a shorter crop than a great many people appeared to anticipate.

There is at least one business man in Hamilton who has been a gainer as a result of the liberal advertising which the "Ambitious City" has got consequent upon Hayhurst winning the Queen's prize. The business man in question is a broker, and the other day he received a letter from a California fruit firm which had become interested in Hamilton through its connection with Hayhurst and asking him (the broker) to accept their agency, and he has decided to do so.

Those who have gone into the cleaned currant business have done well, as far as I can learn. Balfour & Co. some time ago secured the services of an expert and inventor of a cleaning machine, and they inform me that as a result their trade in currants has grown enormously.

The Grand Trunk railway have been stirring their stumps a great deal during the past few weeks, and are now making a bigger bid for business than they have for some time. Speaking to Mr. Steele of Lucas, Steele & Bristol, regarding the matter, he said: "Oh, the Grand Trunk was after all never so black as it was painted. During our long experience with them we have always found them courteous and obliging. We have been able to give our customers as good freight rate as any other city in Canada and just as quick despatch. Goods that we ship, say on Monday, are delivered next day to any point within a radius of 100 miles of Hamilton, and goods shipped the same day for points in Muskoka or northern Ontario reach their destination on Wednesday. Not so bad for the old Grand Trunk is it?" "No, it is not," I rejoined.

W. L. E.

## MONEY AND STOCKS.

BANK stocks are a little easier, having declined 1 to 1½ per cent. The weakness is probably out of sympathy with the situation on the New York Exchange, and the announcement of further shipments of gold.

Insurance stocks show considerable strength at the moment; and the cause of this is the comparatively small losses that the companies are experiencing just now.

One of the best evidences of the return of better times is the improved nature of payments. The accountant of one wholesale house told me they were exceptionally good just now. "Do you know," he said, "that quite a number are now retiring their notes a week before they are due."

Commercial Cable shows decided strength as a result of increased earnings, owing in turn to the improved condition of business.

"Is Cable a good investment at the present figure?" I asked a well-known broker. "Well, that's a question," he replied. "It is thought, however, that an advance is likely, provided there is no demand to increase the rate of interest on loans."

A dividend at the rate of 4 per cent. was on Monday declared by the C. P. R. on its preferred stock. "This will not materially influence C. P. R. on the market," ventured a prominent financier. "What is strengthening this stock is the abundant harvest that is expected."

The demand for municipal is active, and there are a good many coming forward. "There never has been such a demand at the prices," said a member of a leading financial firm.

Call loans are dull at 4 to 4½ per cent., and an improvement is not anticipated until after the Exhibition season is over.

The Bank of Halifax has decided to call in the remainder of its unauthorized capital, \$400,000, payable in four monthly instalments, beginning on September 14. This will give the bank a capital of \$1,500,000, and a reserve of \$880,000.

ARGUROS.

## PRISON BINDER TWINE.

The Ontario Government has decided to make a radical change in its relations to the binder twine factory at the Central Prison, which it controls.

Heretofore a direct supervision has been held, and Government officials superintended the manufacture and sale of the goods.

Now the Government proposes to sell to the highest bidder the right to use the Central Prison plant and prison labor. Tenders have been called for to be opened on Aug. 22, and the successful applicant will take over the control of the factory free of obstruction, except that the price of the twine made will be limited.

As Mr. Noxon, Inspector of Prisons, explained to THE CANADIAN GROCER, the Government's object is to employ the prisoners without engaging in business and competing with private parties.

**A PECULIAR SWINDLE.**

**A**N Englishman of good appearance and address, who gave his name as J. T. Scott, has been working a peculiar little swindle on some of Chicago's grocers, wholesale and retail.

Scott began operations on C. H. Smith & Son, 34 Wabash avenue. He said to them that in his relations with the Diamond Steel Co. he had become associated with the Stanley Creek Gold Mining and Milling Co., of Stanley Creek, Idaho, and was now buying goods for them. Mr. Stanley, he said was now in town and stopping at the Auditorium. It was the latter's purpose to take a party of thirteen Englishmen out to visit his mines in Idaho, and he was now making a stay in order to secure the necessary provisions and canned goods. Scott himself was buying this stuff for Stanley, and if suited would place a large order.

Scott's genuine appearance and manner secured the confidence of C. H. Smith & Son, and five or six hours of the firm's time were spent on him. He referred without hesitation to Alexis Godillot, Jr., of Bordeaux, France, and Bennett, Sloan & Co., of New York, and made a favorable impression. He took several cans of various goods to show Mr. Stanley at the Auditorium, and finally placed an order for \$1,800 worth of goods to be loaded into a Union Pacific car and sent to Idaho. Next day, he said, his

people would send a certified cheque in payment. He finally left, taking a can of asparagus, another of lobster, another of mushrooms, and a couple of the firm's cigars. But the cheque has never appeared.

He worked the same game on other wholesale houses, and then tried his hand on the retailers.

The greatest loss sustained through Scott's mania for buying was met by Reese & Brady, of South Water street. The latter are a retail house, and were anxious to make a sale of the size hinted at. They showed him the best in the store, but Scott was particular. He insisted on having a large number of cans cut open in order to judge of their contents and then took a number of sample cans to show Mr. Stanley. In this way fifty cans of sardines, mushrooms, peas and lobsters were ruined without any benefit to the owners.

But the promised cheques never appeared, and on enquiry it was found that there was no such man as Stanley, and that Scott's story was false. Some of the dealers are angry, and some are inclined to laugh at the incident. The queer thing is that the man should go to so much trouble for the petty returns he gets.

**ANXIOUS TO BE A GOOD TEA MAN**

Editor GROCER,—Ever since your remarks re the tea test at the grocers' picnic in Minneapolis, I have had it in my mind to write you re books or pamphlets on teas, giving a description of their growth and distribution and dealing with the various kinds

and qualities, also ways of testing. The writer would feel much obliged, indeed, if you could put him in the possession of or on track of such information as would lead to a better knowledge of buying and selling teas. I thoroughly concur in your opinion that a large proportion of grocers and their clerks know very little about the teas they handle. Although I have been handling first-class groceries for the last eight years, I must confess, if put to the test, I would share the fate of the Minneapolis grocers; and in order to insure better results from our tea trade, I ask for the above information, which, I feel sure, you will give, to the best of your knowledge, and in anticipation of which I tender you many thanks.

Yours, etc.,

ROBT. FAIRLEY,

A Reader of THE CANADIAN GROCER.  
Carberry, Aug. 6, 1895.

Remarks: It is pleasing to know that Mr. Fairley reads and appreciates THE CANADIAN GROCER, and it is just as pleasing to know that he is built of the right mercantile material: Always looking for ways and means to perfect himself in his business. THE CANADIAN GROCER has in pamphlet form the essays that won first, second, and third prizes in a competition gotten up about eighteen months ago by this journal on the "Buying, Handling, and Selling of Teas," which will be sent to any address on receipt of price—namely, 25c. THE EDITOR.

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# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

TORONTO, Aug. 15, 1895.

### GROCERIES.

**A**SIDE from sugar, the volume of business is not bad at all; in fact, for the season it is fairly good. But because sugar will not move business is not, on the whole, being given a good character. Prices, as far as the refiners are concerned, are stronger rather than weaker in sympathy with the outside market. There has been no material change in anything during the week, either in regard to volume of business or prices. The market for new season's Valencia raisins opened in Denia on Friday, 9th inst., at slightly higher prices than a year ago, but the cable has since then announced a decline. Currants are still in active request. Good green Rio coffees are in request on spot, but there are not many to be had. Spices are without change. Teas are not receiving much attention, and the little that is doing is chiefly in Japans. The primary markets are, if anything, stronger. In fish, the most interesting thing to note is the arrival of quail on toast and half quintals of grocery cod, all new season's goods. Payments are good.

### CANNED GOODS.

New season's California apricots are arriving on the Toronto market this week. Generally speaking, the situation is much as before. Packers claim that they are getting out of peas, but so far the wholesale trade here had no difficulty in getting what they wanted; whether they will be able to do so all the season is of course another thing. Peas are not much wanted just now, this not

being the season, of course. There is a little demand for corn, and a fair quantity of tomatoes is selling. In canned fruits, new season's cherries, blackberries, and strawberries are in stock this week. New season's canned lobster is moving out fairly well. Salmon is in fair demand. We quote: Tomatoes, 90 to 95c.; corn, 80 to 90c.; peas, 80 to 90c. for ordinary; sifted, 95c. to \$1; extra sifted, \$1.40; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2.20; strawberries, \$1.75 to \$1.90; blackberries, \$1.90 to \$2; cherries, \$1.80 to \$2; apples, 3's, 90c to \$1, gallons, \$2.25 to 2.40, and preserved fancy quarters at \$1.35 to \$1.40; salmon, \$1.35 to \$1.50, in tall tins; do., Cohoes, \$1.15 to \$1.20; canned mackerel, \$1 to \$1.10; lobsters, \$1.70 to \$2 for tall tins, and \$2.25 to \$2.75 for flat tins. Canadian canned beef, 1's, \$1.65 to \$1.75; 2's, \$2.65 to \$2.75; 6's, \$8 to \$8.25; 14's, \$18 to \$19. Chicago canned beef, 1's, \$1.75 per dozen; 2's, \$2.85. Australian mutton, boiled, 2 lb. cans, \$3.40; ditto, corned and roast, \$3.75.

### COFFEE.

Green Rios are getting scarcer on this market, and enquiry is fair. We quote green in bags as follows: Rio (new season), 19 to 21c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 20 to 22½c.; Java, 28 to 33c.; Mocha, 30 to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

### RICE.

Trade continues moderate at unchanged prices. We quote: "B," 3½ to 3¾c.; extra Japan, 5¼ to 5¾c.; imported Japan, 5¼ to 6¼c.; tapioca, pearl, 3¼ to 5½c.

### SPICES.

The chief demand is for pickling spices, which are selling fairly well. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.;

cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, 22 to 25c. per lb.

### NUTS.

The market is quiet and unchanged. We quote: Brazil nuts, 11 to 11½c.; Sicily shelled almonds, 25 to 26c.; Tarragona almonds, 14 to 14½c.; peanuts, 10 to 12c. for roasted, and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 15 to 16c.; Marbot walnuts, 12½ to 14c.; Bordeaux walnuts, 12 to 13c.; Sicily filberts, 9 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

### SUGAR.

There is no change. The refiners are preaching higher prices, but they are neither asking nor getting them. The outside markets are stronger, and that affords the Canadian refiners a text for preaching higher values here. In view of the unusual dulness the Canadian market keeps remarkably steady, and an advance does seem likely should a demand soon spring up. An offer of 4 1-16c. net was refused by a Montreal refinery a few days ago for 1,000 barrels of granulated. One house cleaned out the last of its very bright Demerara sugar at 4½c. this week. We quote: Granulated, No. 1, 4½ to 4¾c.; do., No. 2, 3¾ to 4c.; yellows, 3¼ to 3¾c.; Demerara, 3½c.

### SYRUPS.

Business in syrups is still dull. We quote: Dark, 30 to 32c.; medium, 33 to 35c.; bright, 40 to 42c.

### MOLASSES.

There is not much demand, although there is probably more doing in this line than in syrup at the moment. We quote: New Orleans, barrels, 30 to 32c.; half-bbls., 33½ to 35c.; Barbadoes, barrels, 31 to 35c.; half-barrels, 33 to 37c.

### TEAS.

Japans are coming forward more freely and the demand is fairly good for good

## W. WILSON

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Ontario Grape Growing and Wine Mfg. Co.

ST. CATHARINES, ONT.

liquoring medium teas, several invoices having been sold as soon as they arrived. Generally speaking, however, the price of Japan tea appears to be a little too high for this market. A tea circular quotes medium grades 5c. per picul higher than last year. Low grade Indian and Ceylon teas, particularly the latter, are firmer. Hankow mail advices state that, although arrivals have been large, the market shows no weakness on account of the strong Russian demand. We quote the ruling prices to retailers: Young Hysons, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 35 to 55c. for high grades; Japans, 16 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 45c. for high grades.

#### DRIED FRUIT.

The Valencia market opened on the 9th inst., particulars of which will be found in our editorial columns. There are a good many Valencias moving out on spot at unchanged prices. We quote: Off-stalk, 80 to 90c. per box; fine off-stalk, 4 to 4½c.; selected, 5½ to 6c.; layers, 4½ to 5½c.

Currants continue in active demand at unchanged prices. We quote as before: Filhatras, half-bbls., 4 to 4½c., bbls., 4¼c.; fine Filhatras, half-bbls., 4¾c., bbls., 4¾c.; Patras, 5½c., in cases; Casalinas, 4½ to 5¾c.; Vostizzas, 6½ to 7c. in cases and half-cases.

Bosnia prunes are practically cleaned out, and there are not many French prunes of good quality to be had. There are a few California prunes to be had at about 9c. We quote: Bosnias at 6 to 7c., and Bordeaux at 4½ to 6½c.; California prunes, 9c.

California evaporated apricots are still in fair demand. We quote: Apricots and peaches, 12½ to 13½c. per lb.; new apricots, 15c.; nectarines, 13½c.; pitted plums, 12½ to 13c.

Sultana raisins are not receiving much attention, the market being pretty well cleaned out. Prices are 6½ to 7c. for good fruit.

Fig crop continues to progress favorably. There is nothing to note on the local market. We quote: 14 oz., 8 to 9c.; 10 lb., 8 to 10c.; 18 lb., 12c.; 28 lb., 15c.; taps, 4¼ to 4½c.; naturals, 6 to 7c.

Dates are quiet and unchanged at from 4¼c. up.

#### BUTTER, CHEESE AND EGGS.

Despite what is considered better dairy weather the supply of good butter does not yet any more than fill the demand. Butter is consequently firmer than ever. We quote: Old summer dairy and store packed, 7 to 9c.; fresh prints, 15 to 16c.; fresh tubs, 14 to 15c.; Fresh creamery—Tubs, 18c.; pound prints, 19 to 20c.

Cheese is easier than last week, even although the export trade seems to have

picked up a little. New Canadian is being sold at the factories at 7½ to 7¾c. per lb., while 8½c. is the Toronto quotation. Last August and September makes bring 10 to 10½c.

EGGS—Firm at 11c.

#### GREEN FRUIT.

The green fruit trade in this city both in domestic and imported lines continues big. The face of the lemon market has considerably changed, for nearly all the St. Lawrence river route stocks have been cleaned out, and new stocks are now being brought in from New York at higher prices. This state of affairs has had the effect of advancing the price of lemons from 75c. to \$1.75 per case. In oranges, Mediterranean sweets are about out. Rhodi oranges are taking their place, with some California seedlings still to be had. Raspberries, gooseberries and red currants are fast disappearing, and domestic peaches, pears and grapes are taking their places. We quote prices: Sorrento, \$5.75 to \$6.75 Oranges—California seedlings, \$3.50 to \$4; Rhodi, \$3.75 to \$4. Bananas, \$1 to \$1.75; coconuts, \$4.50 a sack; cucumbers, Canadian, 15c. per basket; new cabbage, 75c. to \$1.25 per bbl.; Canadian tomatoes, 60 to 75c. per basket. Green California fruit—Peaches \$1.40 to \$1.50 in boxes; pears, \$2.50 to \$3; plums, \$1.50 to \$2; green apples, \$1 to \$1.75 a barrel; watermelons, 15 to 20c. each; black currants, \$1.15 to \$1.35 per basket; black caps, 8 to 10c.; muskmelons, 60 to 65c. per basket; lawton berries, 13c.; grapes, 75c. per basket.

#### COUNTRY PRODUCE

BEANS—Quoted at \$1.80 per bushel.

DRIED APPLES—Jobbers quote at 6 to 6½c.

EVAPORATED APPLES—Jobbers quote at 8 to 8½c. per lb. in 50-lb. boxes.

ONIONS—Malts sell at 2½c. per lb. by the hamper, and Egyptians at \$2 per bag.

POTATOES—Are a drug on the market just now. The market gardeners have the trade in their hands for the time being, and until their stocks run out potatoes will remain unsalable in large lots. Good new potatoes are being refused on the street at 25c. per bushel. They sell out of the store at 40c. or less.

HONEY—Strained in bulk is quoted at 7 to 8½c. Honey still brings \$1.50 to \$1.80 a dozen in the comb.

HOPS—Pacifics are quoted at 14c., and Canadian at 6½ to 7½c.

HAY—Baled hay is being bought by the dealers at from \$12.50 to \$14, according to quantity and quality.

#### FISH.

A good business is being done at unaltered prices. The new season's quail on toast, and half-quintals of grocery cod are

now coming into the market. We quote prices as follows: Skinned and boned codfish, 6½c.; boneless fish, 3½ to 4c.; haddock, 5 to 6c.; Labrador herring, \$3.25 to \$3.50 per half barrel and \$5.50 to \$5.75 per barrel; Newfoundland herring, \$2.50 per half barrel, and \$4.50 to \$4.75 per barrel; fresh water salt herring, \$3 per bbl.; blue-back herring, 3c.; pike, 4½ to 5c. per lb.; flitched cod, 5c.; tinnan haddies, 8c.; Digby herring, in bundles of 5 boxes, 11c.; ditto, lengthwise, 10c.; large halibut, 10 to 13c.; Georgian Bay trout, 7c.; white fish, 7c.; Restigouche salmon, 20 to 25c.; mackerel, 20c.; steak cod, 7 to 8c.; haddock, 6c.; black bass, 9 to 10½c. Fresh Lake Erie herring, \$2.50 per 100.

#### PROVISIONS AND DRESSED HOGS.

The demand in the old country continues to improve, and consequently dressed hogs have advanced to \$6.50 to \$6.75 per 100 lbs. Products are still quoted thus, although local stocks are said to be small:

DRY SALTED MEATS—Long clear bacon, 8c. for carload lots, and 8½c. for small lots; backs, 8½ to 9c.

SMOKED MEATS—Breakfast bacon, 11 to 11½c.; rolls, 8 to 8½c.; hams, large, 22 lbs. and over, 10½ to 11c.; medium, 15 to 20 lbs., 11½c.; small hams, 12c.; pickled, 10 to 10½c.; backs, 10 to 10½c.; picnic hams, 7½ to 8c.

LARD—Pure Canadian, tierces, 8¾c.; tubs, 9c.; pails, 9¼c.

BARREL PORK—Canadian heavy mess, \$15.75; Canadian short-cut, \$16 to \$16.50; clear shoulder mess, \$13.75 to \$14; shoulder mess, \$13.50 to \$13.75.

#### FLOUR AND FEED.

WHEAT—White, 78c.; red, 78c.

OATS—Quoted at 36 to 38c.

BARLEY—Quoted at 46 to 48c.

FLOUR—Prices are lower and steady. We quote: Straight roller, \$3.50 to \$3.60; Manitoba, \$4.25; patents, \$4.45 to \$4.50.

BREAKFAST FOODS—Owing to the easier grain markets meals are cheaper. We now quote: Standard oatmeal, \$4.10; rolled oats, \$4.10; rolled wheat, \$2.50 in 100 lb. barrels; cornmeal, \$3.25; split peas, \$3.50; pot barley, \$3.75 to \$4 per bbl.

#### SEEDS.

Alsike clover seed is easier, choice being quoted at \$4.70 at outside points, with inferior grades at correspondingly low figures.

#### SALT.

Trade has been first-class this week. We quote: Barrels, 85c.; coarse sacks, 58c.; fine sacks, 60c.; dairy, \$1.25; rock, \$10.

#### HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are full, the supply being more than equal to the demand. Hides are therefore accumulating, but prices do not vary. No. 1 green is quoted at 8c. for No. 1, and

EDINBURGH

SYMINGTON'S

ESSENCE OF COFFEE

IS UNEQUALLED.

ORDER NOW

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




# Run Your Eye

Over this page—there are bargains on it.

**Currants** Our **CLEANED** Currants in cases and half cases, at 4½ and 5½c. They are very fine and will do your trade good.

**Pickles** **ODART'S** (London, Eng.) are undoubtedly the best. Everything used in their preparation is of the choicest and purest quality.

**Rice** Something new—good sample—cheaper than Write for samples and prices. Sacks 200 lbs. 

**Another Pickle "GLADSTONE"**  
20 oz. bottle. Barrels 6 doz., \$1.00 doz. Cases 3 doz., \$1.10 doz.

**Tea** If you want to sell really the best and purest Package Tea on the market order "**ORIENT**"—pure Indian and Ceylon 1 lb. and ½ lb. packages and 5 lb. tins—35c. per lb.

**Soap--"Cable"** In offering you this new brand of Laundry Soap we guarantee to give you the best and purest soap in the market. It is made from pure stock, and agreeably perfumed. A trial will convince you of its superior quality. Boxes 100 bars, \$3.70 box. Freight paid on 5 boxes and over to any railway station in Ontario.

---

**THE EBY, BLAIN COMPANY LTD.**

Wholesale Grocers

**TORONTO - - ONTARIO**

7c. for No. 2, while 9 to 9½c. is being asked for salt and dried.

**SHEEPSKINS**—Lambskins and shearlings are quoted at the same figure, viz., 40 to 45c.

**CALFSKINS**—Season over.

**WOOL**—The market is quiet. Washed combings are quoted at 24 to 25c., and rejections at 17 to 18c., the bulk, however, having been marketed. Pulled wools show an improved tendency, supers bringing 20 to 21c., and extras 21 to 22c.

#### PETROLEUM.

Prices unchanged, with slowly increasing demand. We quote: in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 20½c.; photogene, 21½ to 22c.

#### TORONTO NOTES.

Clemes Bros. this week handled two cars of California fruit.

J. W. Lang & Co. have a nice line of New Orleans molasses in store.

Davidson & Hay, are offering an assortment of jams in 5-lb. pails.

New season's Japan tea dust is being offered by Davidson and Hay.

Warren Bros. & Boomer have a carload of Bosnia prunes due in New York.

Clemes Bros. have received a shipment of Sorrento lemons and Rhodi oranges.

Graham, McLean & Co. report a shortage in their supply of Chesley creamery.

Quail on toast, 1 lb., Black's new goods, now in stock with H. P. Eckardt & Co.

D. Gunn, Flavell & Co. are making a special run on their bacon and spiced rolls.

The Eby Blain Co., Ltd., are in receipt of a shipment of Odart's and Gillard's pickles.

Fancy and extra fancy lemons, 300's, new stock, are being offered by H. P. Eckardt & Co.

White & Co. report California fruit not as plentiful, consequently bringing better prices.

White & Co., Toronto, are this week in receipt of their first consignment of sweet potatoes.

Another shipment of Noble's lobsters has just been received by Davidson & Hay, also Odart's pickles.

Batger's celebrated Nonpareil jellies (solidified), have just arrived with the Eby Blain Co., Ltd.

Watt & Scott report the arrival of quail on toast and half quintals of grocery cod, all new season's goods.

New season's canned blackberries, strawberries and cherries are in stock this week with Warren Bros. & Boomer.

D. Gunn, Flavell & Co. say that the opening of lumbering operations is causing long clear bacon to move freely.

The sugar noted as having been sold by a holder to a retailer was XXX granulated, and not No. 1 Montreal granulated.

The Eby Blain Co., Ltd., report that their new medicated toilet soap, advertised in last week's GROCER, is meeting with a ready sale.

Boulter & Sons call your attention to their special advertisement of pineapples which they are introducing to their customers this year.

We have the following well-known brands of pineapple, all new goods, prices right:

Wagner's, sliced and grated; Booth's oval brand; Johnson's Bahama, sliced; Singapore, whole. H. P. Eckardt & Co.

W. G. A. Lambe & Co. have been appointed representatives for Griffin & Skelley Co., California, packers of raisins, prunes and other California dried fruits, etc.

P. C. Larkin & Co. report the receipt of a large shipment of Ceylon teas direct from Colombo. These teas are said to be of flavor that seldom can be purchased in London.

Warren Bros. & Boomer received a cable on Tuesday from Moran announcing that their first shipment of new season's Valencia raisins had been forwarded via Liverpool.

The Toronto Biscuit and Confectionery Company have a new idea—cream soda biscuits in tin boxes. It is said biscuits thus packed will keep for months. The sales already are large.

#### HAMILTON NOTES.

The coffee trade is reported good by Lucas, Steele & Bristol. Their sales of L. P. & C. blend are increasing every month.

Several lots of new season's Japan teas are to hand with Lucas, Steele & Bristol. They will gladly forward samples on application.

Lucas, Steele & Bristol advise the receipt of another lot of apricots, peaches, and prunes. They still offer values in canned fruits and vegetables.

W. H. Gillard & Co. are in receipt of a consignment of Maracaibo coffee, showing excellent value to the retailer at the figure offered.

W. H. Gillard & Co. report arrival of a shipment of currants, 500 cases choicest Patras, which were packed expressly for them, and contracted for before the sharp advances in the market.

W. H. Gillard & Co. say that the high grade Japans they are handling this year are much superior in drawing quality to anything hitherto imported.

#### WINDSOR NOTES.

J. A. Dougall, in taking over the business of Frank Hutton, was fortunate in getting one of the best stands in town, for Mr. Hutton had built up a big trade.

### QUEBEC MARKETS.

MONTREAL, Aug. 15, 1895.

#### GROCERIES.

**T**HE grocery market has not developed any striking change since our last.

However, some new features are to note that may be taken as indications of a larger volume of business later. Prominent in this respect is the increased demand by the jobbing trade for sugars, teas, canned vegetables, fruit and fish. In all of these lines the movement from first to second hands has been good. In the case of tea and canned goods, values are firm all round, and large orders for future delivery have been booked. Sugar prices continue unchanged, but refiners are firm in their views, and refuse to accept any contracts ahead. With the raw market advancing as it has, any genuine business of sufficient volume ought to advance prices.

#### SUGAR.

There has been more enquiry for sugar at the refineries during the past eight days, but

the market is still far from being in a satisfactory state. Outside advices continue firm, but there is no change in spot values, which are as last quoted. Granulated has moved in a fair way from refiners' hands at 4½c., and they are firm at that figure, but it is still possible to purchase at 4½ to 4¼c., which is the range we quote. Yellows are quiet and unchanged at 3½ to 3¼c. All advices on the raw article are firm, and it seems scarcely likely that the present level of values will be maintained if the raw product keeps firm as it has while stocks in second and third hands diminish. At any rate, though they are willing to fill contracts for immediate delivery, refiners refuse to contract ahead.

#### SYRUPS.

A fair business has been transacted in syrup, the market being moderately active for small lots at 1¾ to 2¼c. per lb., as to quality, at the factory. Jobbers ask an advance of ½ to ¼c. on these prices.

#### MOLASSES.

There is nothing new to report in the molasses market, business ruling quiet. The tone, however, continues very firm and it is questionable whether supplies will be sufficient to supply the demand during the fall and winter. Barbadoes in a round way is quoted at 35c., but jobbing lots are held at 37c., while Porto Rico is quotable at 34c. in round lots and 36c. in jobbing parcels.

#### RICE.

There is a fair demand for rice for the the season and prices rule steady. Prices are unchanged as follows: Japan, \$4.30 to \$4.50; crystal Japan, \$4.80 to \$5; standard B, \$3.45; C.C. style, \$3.20; Patna, \$4.37½ to \$5; and Carolina, \$7 to \$7.50.

#### SPICES.

Business in spices continues quiet and values rule steady. We quote jobbing prices as follows: Penang black pepper, 8 to 10c.; white pepper, 13 to 15c.; cloves, whole, 10 to 20c.; cassia, whole, 10 to 20c.; nutmegs, 40 to 90c.; Jamaica ginger, 20 to 25c., as to grade.

#### COFFEES.

There is no change in the coffee market. Demand is slow and confined to small lots for actual requirements. We quote green: Maracaibo, 20 to 22c.; Rio, 19 to 20c.; Java, 24 to 28c.; Jamaica, 19 to 21c.; and Mocha, 27 to 31c.

#### TEA.

The market has exhibited noticeable activity during the week, especially in Japan teas, ranging from 15 to 21c. Considerable sales of new crop have been made at this range for forward delivery. Round lots of

## CLEARING..

The entire stock of Crockery-ware, Glassware, and China, at prices that catch all shrewd buyers. Some surprises in very staple lines.

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(In Liquidation.)

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# We are Ready

To store your Butter, Eggs, Cheese, etc., at reasonable rates (to await the rise in prices), in the only perfectly appointed warehouse in Ontario.

Rates and information from **W. H. LECKIE, Manager,**

**THE TORONTO COLD STORAGE CO., Toronto**

Telephone No. 471.

Established 1870.

## JOHN HAWLEY

Provision and Commission Merchant

Butter Eggs      Lard Apples      Cheese Etc.

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

88 Front Street East, TORONTO

## White & Co.

70 Colborne St. - TORONTO

Tel. 867, are one of the rising

### FRUIT AND PRODUCE

firms who make specialties of the following lines, viz.: Bananas, oranges, lemons, plums, peaches, pears, peapods, domestic small fruits, etc. Write for quotations, which are at all times cheerfully given.

P.S.—When you have butter, eggs, beans, honey, or any kind of farm produce, you cannot do better than write or consign same to us.

You will never regret keeping our brands of

## SOAP

In stock. They are good sellers, and give a fair margin of profit.

GUELPH SOAP CO., Guelph, Ont.

**E. FIELDING** 27 Front St. E.,

Agent for TORONTO

**SMYRNA FIGS and SULTANA RAISINS**

Importation Orders Solicited.

**MANNHEIM INS. CO.**

**MARINE RISKS EXCLUSIVELY**

Incorporated 1879. Established in Canada 1885.

**CAPITAL AND ASSETS EXCEED \$2,600,000**

**JAS. J. RILEY & SONS**

Managers for Canada Montreal

Sub. Agents in chief Cities and Towns.

**COWAN'S COCOAS OFFEES CHOCOLATES AND ICINGS**

are absolutely pure.

All orders promptly attended to.

**THE COWAN CO., Ltd.**

470 King St. West,

Toronto, Canada.

mediums have realized 16½ to 17c., while no important sales are noted in blacks or greens. We quote: Low grade Japans, 12 to 14c.; medium to good, 16 to 18c.; fine, 19 to 22c.; choice, 24 to 31c.

### DRIED FRUITS.

There has been some fair business in California raisins for prompt and future delivery this week, but as a whole the market is dull. New crop fruit are offering a fraction dearer than the prices ruling for stock on spot. We quote: 4-crown loose muscatels, 6½c., and 3-crown do., 5½c.

In Valencia raisins nothing new is reported in addition to what was said last week. Offers for fall shipment are not definite as yet, and 16s., f.o.b. cost and freight, as noted last week, still seems to be the idea. Spot values have not been subjected to any change this week, and we quote: 2½ to 4¼c., as to quality, for off-stalk, and 4¼ to 5c. for layers, as to brand.

There is no change in the currant market, and business rules quiet at 3½ to 4½c., according to package and quality.

Prunes rule firm in tone. Bosnia prunes are held firm at 5c. Offers on new crop are in advance of this basis, those so far made bring 5¾c., laid down. In California offers for fall shipment are made at full figures, viz., 6¼c. laid down, duty paid.

There is no change in dates, which we quote firm at 5c.

Figs are steady, with stocks light and all in second hands. Quotations are: 4 to 5c. for ordinary in baskets and bags, and 9 to 10c. for higher grades in boxes.

Evaporated fruit of all kinds rules steady. We quote: Peaches, 12 to 15c.; pears, 10 to 13c.; apricots, 14 to 19c., and prunes, 10 to 11c., as to quality.

### NUTS.

There is no new feature to note, business ruling quiet. We quote: Brazils, 8 to 9c.; shelled almonds, 18 to 25c.; Tarragona, 12 to 13c.; Grenoble walnuts, 12 to 13c.; shelled ditto, 24 to 25c.; filberts, 6½ to 7½c.; and pecans, 8 to 10c.

### CANNED GOODS.

The feature of this market has been the large business between jobbers and canners in new pack corn and tomatoes, a large number of extensive contracts having been put through, aggregating in all some 8,000 to 10,000 cases. These were mostly made on the basis of 75c. per dozen, but slightly better figures were obtained in some cases. Business is quiet in salmon, and the sales agents here contend that the advices regarding an unprecedented run on the Fraser river are not likely to affect either the prices or the pack. Lobsters are firm, no falls offering under \$6.50, while flats are strong at \$8 to \$8.50. Mackerel are very scarce and firm at \$5. We quote: Lobsters, \$6.50 to \$8.50 per case; sardines, \$8.50 to \$10.50; salmon, \$5.20 to \$5.50; mackerel, \$5.00; tomatoes, 90 to 95c. per doz. peaches, \$2 to \$3 per doz.; corn, 85c. to \$1 per doz.; peas, 85 to 95c. per doz.; strawberries, \$2.25 to \$2.50; raspberries, \$2; green gages, \$2 to \$2.25; blue plums or damsons, \$1.50 to \$1.75; pineapples, \$2.25 to \$2.50, and 3-lb. apples, \$1 to \$1.10.

**BEATTY, BLACKSTOCK, NESBITT, CHADWICK & RIDDELL**

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Offices—Bank of Toronto, cor. of Wellington and Church Streets,

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Solicitors for Bank of Toronto, Board of Trade, Toronto R. G. Dun & Co., (Mercantile Agency,) etc.

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Produce Commission Merchants

77 Golborne St. TORONTO.

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**UNION PRODUCE CO.'S CREAM CHEESE**

Seven styles, seven sizes. Write for sample order.

## EPPS'S COCOA

1-4 lb. Packets. 14 lb. Boxes secured in tin.

Special Agent for the Dominion

**C. E. COLSON - MONTREAL**

**Rutherford, Marshall & Co.**

Wholesale Produce and Commission Merchants

62 FRONT ST. EAST, - TORONTO.

Correspondence Invited. Consignments Solicited.

**EGG CASES SUPPLIED**

Liberal advances made on consignments.

Bankers: Canadian Bank of Commerce.

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Box 341, VICTORIA, B. C.

Agent for . . .

**REMINGTON MACHINE CO.**

Refrigerating and Ice Machines. Complete Plants Installed for all Purposes. Robb Engineering Co. Economic Boilers. High Speed and Corliss Engines. Complete Plants Erected. All work guaranteed.

## Fresh Fruits

**ALL KINDS** in their season

Special attention given to mail orders.

**CLEMES BROS. - TORONTO**

## GREEN FRUIT.

The green fruit market is much the same as it was last week. Receipts of all kinds of fruit are materially increasing and prices are easier in some cases, but the market is kept well cleaned up.

APPLES—Receipts of these have been free and prices rule easy at \$1.25 to \$2 per bbl.

PEARS—Bartlett pears are moving well at \$2.25 per keg, and "Favorite" at \$2 per bbl. Both these prices are a decline from last week of from 25 to 50c.

ORANGES—Sales of Messina are noted at \$3.50 per box, and prices are steady at that figure. Half-boxes sell at \$1.40 to \$2.

LEMONS—The market is firm on these at \$4 to \$4.50 per box.

BANANAS—Range from 75c. to \$1.50 per bunch.

CALIFORNIA FRUITS—These are active and fairly steady, the daily receipts being readily absorbed. We quote: Peaches, \$1.25 to \$1.50 per box; plums, \$1.25 to \$1.50, and pears, \$2.25 to \$2.50.

## FISH.

The first extensive arrivals of fresh and pickled fish were received on the Montreal market this week, and the fish season is now open. Among them, considerable fresh British Columbia salmon have been coming forward, and still larger arrivals are expected. On the other hand, the receipts from the Maritime Provinces of salmon have been very light, which is explained by the fact that both Nova Scotia and New Brunswick have, so far, frozen very little salmon this year. Demand for salmon of all kinds has been active at 14 to 15c. per lb. Some new green cod has arrived, and is selling at \$4.50 to \$5 per bbl. for No. 1. Some lots of nice bright herrings are also to hand from Nova Scotia. These are said to be equal in quality to Cape Breton fish, and are selling at \$5 to \$5.25 per bbl. Newfoundland dry cod are arriving, and are selling at \$5 per 100 lbs.

## COUNTRY PRODUCE.

EGGS—Are in fair demand, but the market is easy, and prices have declined from last week's quotations. We quote: Choice candled, 11½c.; ordinary, 10½ to 11c., and culls 8 to 9c. per doz.

POTATOES—The market is quiet and steady, at \$1 to \$1.25 per bbl., and 35 to 45c. per box.

HOPS—The hop market is quiet and unchanged, at 5 to 8½c. per lb.

MAPLE PRODUCTS—There is no change in this market. We quote sugar at 6½ to 7½c. for new and 4 to 6c. for old; maple syrup in wood at 4 to 5c. per lb., and 50 to 60c. per tin.

TALLOW—Demand for tallow in small lots is fair, at 6 to 6½c. for prime refined, and 5 to 5½c. for lower grades.

BEANS—Beans rule steady at \$1.70 to \$1.80 for hand-picked and \$1.30 to \$1.50 for lower grades.

HAY—The hay market is unchanged from a week ago. No. 2 timothy has been sold at country points at \$9, but spot prices on the same are \$9.50 to \$10; No. 1 is nominal at \$11, but there is none of it to do business in.

## FLOUR, MEAL AND FEED.

The flour market is quiet, business being confined principally to small lots to fill actual local wants. The tone is easier, in sympathy with the decline in American wheat

markets. We quote: Winter wheat, \$4.45 to \$4.50; spring wheat, patents, \$4.40 to \$4.50; straight roller, \$4.25 to \$4.35; straight roller, bags, \$2.10; extra, \$4; extra, bags, \$1.90; Manitoba strong bakers', \$4.25 to \$4.35.

The market for oatmeal is quiet and without any change. We quote: Standard, bbls., \$3.90 to \$4.00; granulated, bbls., \$4.00 to \$4.05; rolled oats, bbls., \$4.00 to \$4.05.

In feed the feeling is very firm, owing to the light offerings and good demand. We quote: Bran, \$17; shorts, \$19; mouillie, \$22 to \$23.

## PROVISIONS.

There was no change in the situation of the provision market. The demand for pork and lard continues to be limited and values are easy. Smoked meats are well enquired for at steady prices. We quote: Canadian short cut, clear, \$16; Canadian short cut, mess, \$17.50; hams, city cured, per lb., 9 to 11c.; lard, Canadian, in pails, 9¾ to 10¼c.; bacon, per lb., 9 to 11c.; lard, com. refined, per lb., 7¼ to 7¾c.

## BUTTER.

The butter market is dull and the export prospects do not appear to be as bright as they might be. In fact there is no encouragement from the other side. A shipper cabled to three markets Monday and was answered that his offer was too high. We quote: Finest creamery, 17¼ to 18c.; finest Townships dairy, 14 to 14½c.; finest Western dairy, 13 to 13½c.

## CHEESE.

Whether cheese has reached bottom or not is a question that many traders are pondering over just now. The market continues as dull as ever, and there is no sign of any change for the better. All grades except Quebec cheese are nominal. On these a decline of ¼c. was established as 11,000 boxes were marketed on Monday, the ruling price being 7c. against 7¼c. a week ago. We quote: Finest Ontario makes, 7¾ to 7¾c.; Townships' makes, 7½c.; other Quebec makes, 7 to 7¼c.

## ASHES.

Receipts of ashes are almost nil and prices are nominally unchanged. We quote: First pots, \$4.10 to \$4.15, and second, \$3.80 to \$3.85, while pearls are \$5.25 per 100 lbs.

## MONTREAL NOTES.

Mr. A. P. Tippet is away this week on a business trip in Ontario.

New crop Japans are offering in this market at 13 to 21c., with some large contracts settled at the figures.

No shipments of new California raisins can be laid down in Montreal much before the middle of September.

No large contracts on Spanish raisins have as yet resulted from the offers noted by THE GROCER last week.

A sugar broker makes the prediction this week that the price of refined in Montreal will advance inside of a fortnight.

The first extensive receipts of pickled and fresh fish came to hand on the Montreal market this week. The quality was fair.

The St. Lawrence sugar refinery have not been working on yellow sugars for eight days. This will shorten stocks for the time being.

Wm. H. Seyler, of the Eby, Blain Co., Toronto, was in Montreal this week, and received a cordial welcome from the wholesale houses here. He was much impressed

with the substantial buildings in that city, but the magnificence of the interior of Hudon, Hebert & Co.'s new offices and sample rooms almost took his breath away. When last seen he was figuring how the Eby, Blain Co.'s interior could be improved to beat it. He was accompanied by an old friend of his, Mr. Hussaman, a Canadian who has made his fortune by starting a drug store in Costa Rico.

Gillespie & Co.'s advices from Denia continue of much the same tenor. Nothing is known yet definitely regarding the basis or quality of the first shipment made to the English market from Spain.

The great bulk of the new Japan crop intended for this market will be laid down here in the course of a fortnight at the latest.

The crop of potatoes on the Island of Montreal is said to be the finest in years. This is a fair indication for the rest of the province.

## NEW BRUNSWICK MARKETS.

## OFFICE OF THE CANADIAN GROCER

ST. JOHN, N.B., Aug. 15, 1895.

THIS week has not shown much change in business. There is, however, a fair movement in all lines, and collections are reported good. As a rule merchants are well pleased with this season's business as compared with last year. One of our leading merchants said to THE GROCER: "Our sales during the last six months are 23 per cent. ahead of those for the same period last year, and we have done business with a much more favorable market." Except in fish, the markets are rather easier, though canned peas, strawberries, tomatoes, peaches and salmon are very firm. The feeling in Canadian oils and in teas (particularly cheap grades) is upward.

TEA—There has been a large movement of late, owing to the arrivals of the direct importations, one merchant already having received several cars. In values the new teas show strength, and for best grades higher prices are being paid. Cheap teas are inclined to be scarce and are considered good stock.

OIL—The movement is rather better and prices of Canadian are higher. We quote: American, 22¼c.; best Canadian, 21¼c.; prime, 18½c.

SALT—There is just a fair demand from store. Prices show no change. Stocks are fair. Two large cargoes are reported bought to arrive about the last of September. We quote: Coarse, 50 to 55c.; fine factory filled, 95c. to \$1.10; 5-lb. bags, \$3 per bbl.; 10-lb. bags, \$2.80 per bbl.; 20-lb. boxes, 20c.; 10-lb. boxes, 12c.; cartoons, \$2 per doz.; bulk dairy, \$2.80 per bbl.; bulk, cheese, \$2.70.

CANNED GOODS—The past week has shown little new. The grocers are not buying heavily, the very small profits in the past being much complained of. We saw an order the other day for some 8 cases of peas and tomatoes at 80c. As this is the lowest price the canners have quoted delivered at St. John, the order was not filled. It shows the feeling. Mr. Boulter was in the city during the week. His new labels were much admired. He made quite a sale of pine-



**TRADE  
BEARDSLEY'S SHREDDED CODFISH  
MARK**

Ready for the able in 10 minutes.  
No Soaking. No Boiling. No Odor.

SELLING { J. Harley Brown, London; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg;  
AGENTS: { W. M. P. McLaughlin, St. John, N.B.; R. S. McIndoe, Toronto and Hamilton.

J. W. BEARDSLEY'S SONS, New York, U.S.A.

**Dawson & Co.**  
**FRUIT  
PRODUCE  
and COMMISSION MERCHANTS**  
**32 WEST MARKET STREET  
TORONTO.**  
Consignments  
Solicited.

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**McWILLIAM & EVERIST**  
GENERAL . . . **FRUIT  
Commission Merchants**  
25 and 27 Church street,  
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLI-  
CITED. Ample Storage.  
All orders will receive our best attention.

**SHOULDERS**  
**MILD  
SWEET**  
**CURED  
JUST  
THE SAME AS HAMS**

**BEST VALUE IN THE MARKET**  
Special Prices in Barrel Lots.

**F. W. FEARMAN**  
HAMILTON

**THE BEST IN THE MARKET.**  
Ask your wholesale grocer for it.



**THE FOAM YEAST CO., LTD. TORONTO.**  
79 Esplanade.

apples, the merchants being particularly pleased with the quality. In some other goods he found he had been largely forestalled, but still succeeded in making many sales. Peaches and strawberries are quoted by very few. Salmon shows no change. Prices are: Corn, 90c. to \$1; peas, 95c. to \$1; tomatoes, \$1 to \$1.05; corned beef, 2-lb. tins, \$2.75 to \$3; 1-lb. tins, \$1.70 to \$1.80; oysters, 2's, \$2 to \$2.25; 1's, \$1.60 to \$1.65; peaches, 3's, \$3; 2's, \$2 to \$2.10; lobsters, \$1.75 to \$2; haddies, \$1.40; salmon, \$1.40 to \$1.50; flat, \$1.75; clams, \$5.50 for 4 doz.; chowder, \$3 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1; pineapples, \$2.75 to \$3.

**DRIED FRUIT**—There is as yet little movement. In some lines a firmer feeling is noted. Prunes have advanced in first hands, and are higher than when first offered last season. California evaporated apricots are advancing, and it looks as if they would be high this season. Peels will, it is understood, cost rather below last season's prices. Merchants are still backward about buying new Valencias. At this time last year they had bought quite largely, while as yet this season no sales are reported. Dried and evaporated apples show a very slow movement. American onions are coming into the market quite freely, and there are no Egyptian. This is just the opposite of the way it was last season. We quote: Sultana raisins, 6 to 7c.; Valencia, 4c.; layers, 5c.; London layers, \$2 to \$2.25; California loose muscatels, 5 to 5½c.; currants, bbls., 3¼ to 4c.; half-cases, 4 to 4¼c.; evaporated apples, 7½ to 8c.; dried apples, 5½ to 5¾c.; dates, 4 to 4½c.; prunes, 4 to 5c.; figs, 11 to 18c.; California evaporated peaches, 12 to 13c.; do. apricots, 12 to 14c.; do. pears, 12 to 13c.; cleaned currants, bulk, 6½c.; 1 lb. cartoons, 7½c.; American onions, \$3.50 per bbl.; cocoanuts, \$4 per 100.

**GREEN FRUIT**—Business continues very active. Apples are beginning to come in quite freely, both from our own province and Nova Scotia. Our dealer is getting a car of Woodstock apples this week. There are still a good many American apples, but importation will now be light. California continues to find a large sale. The pears and prunes are particularly fine. Peaches are not so plentiful. Except California, the pears so far received are not extra, but better are soon expected. Large quantities of raspberries and blueberries continue to be shipped to the States. We quote: Peaches, \$1.75 to \$2; pears, \$3 to \$3.50; California pears, \$3.50; melons, 25 to 35c.; apples, \$3.50 to \$4 per bbl.; oranges, \$4 to \$4.50; lemons, \$4.50 to \$5; bananas, \$1 to \$2.50; oranges, half-box, \$1.75 to \$2; California plums, \$2; grapes, 50c.

**DAIRY PRODUCE**—Cheese is again lower, with large stocks in first hands. Those who bought a factory season's output are rather disappointed. One factory sold some as low as 7½c. delivered this week. The prospect is not encouraging. The position would be much better if the factories were situated better for selling. The output should be sold through some central board. In butter the market is looking better, and

**HUGH WALKER & SON,**  
**FRUIT AND COMMISSION MERCHANTS,**  
**GUELPH.**

**PLATE BEEF**

Short Cut, Mess, and Clear Mess Pork,  
L. C. Bacon, Hams, Break Bacon, Rolls and  
Shoulders,  
Evaporated and Sun-dried Apples,  
New and Old Cheese, Beans, Etc.

**MAPLE SYRUP**

**W. M. RYAN,**  
Toronto,  
Pork Packer and Commission Merchant Write for prices. A trial order will convince

**S. K. MOYER,**

Commission Merchant and  
Wholesale Dealer in . . .

**FRUITS, VEGETABLES, AND FISH**

SPECIALTIES—Oranges, Lemons, Dates,  
Bananas, Pineapples, Peanuts, Cocoanuts,  
Trout, White Fish, Baltimore Cabbage, Cucum-  
bers, New Potatoes, and Strawberries.

**76 COLBORNE ST.,**  
TORONTO, ONT.  
Telephone 1064

It will be worth your while to  
ask for prices on

**BREAKFAST BACON  
BACKS ROLLS**

"MAPLE LEAF BRAND"

**D. GUNN, FLAVELLE & CO.**  
Pork Packers and Commission Merchants TORONTO

**ALWAYS THE BEST.**

**CIDER AND WHITE WINE VINEGARS**

Of the purest and best description, manufac-  
tured from the celebrated Norfolk County  
apples—the finest flavored fruit in Canada.  
Prices very low. Send for quotations to

**THE DOVER VINEGAR WORKS**  
PORT DOVER, ONT.

the best grades are from 1 to 2c. higher. There is a growing demand for creamery prints. There is still considerable poor butter, which is very hard to sell. In eggs the prices have also advanced, and are firm. The demand is good with but fair stocks. We quote: New cheese,  $8\frac{1}{2}$  to 9c.; new butter, 16 to 17c.; eggs, 12 to  $12\frac{1}{2}$ c.; fresh creamery prints, 20 to 22c.

**MOLASSES**—The steamer from the West Indies brought but 150 packages molasses this trip, and this is about the last arrival of the season. There is very little movement; stocks are quite large and prices show no change. We quote: Barbadoes, 33 to 34c.; St. Croix, 32 to 33c.; Porto Rico, 34 to 36c.; syrup, 35c.; Trinidad, 32 to 33c.; New Orleans, bbls., 34 to 35c.

**SUGAR**—The local demand is light. Stocks of granulated continue large, while there is a fair call for yellows. These held their prices much better than the granulated, which continues to be sold below refiners' prices. We quote: Granulated, 4 to  $4\frac{1}{4}$ c.; yellow,  $3\frac{1}{2}$  to  $3\frac{3}{8}$ c.; Paris lump, 5 to  $5\frac{1}{2}$ c.; powdered, 5 to  $5\frac{1}{4}$ c.

**FISH**—In dry the market continues firm and prices are quoted higher. Pickled show a light demand, and smoked are very dull. The West India steamer took away quite a quantity this trip. In fresh fish a few shad are being caught. They are very nice and fat. Smoked shad is a great favorite, particularly with our American visitors. A few mackerel are being received from the north shore. We quote: Medium cod, \$3.70; large, \$3.80; small, \$2.75; pollock, \$1.40 to \$1.50; bay herring, \$1.25 to \$1.30; Shelburne, No. 1, \$4 per bbl.; half-bbl., \$2.40 to \$2.50; smoked herring, 5 to 6c.; rippling herring, \$1.75 per half-bbl.; extra shad, \$6 per half-bbl.; good, \$5 per half-bbl.; fresh shad, 10c.

**PROVISIONS**—Pork, which is marked lower, is showing a better demand. Beef is firm and quiet. In smoked meats, hams have a fair sale. At this season they are more satisfactory than rolls. We quote: P. E. Island thin mess, \$16; clear pork, \$17.50 to \$18; mess, \$16 to \$16.50; prime, \$13; plate beef, \$14 to \$15; pure lard, 10 to  $10\frac{1}{2}$ c.; compound lard, 8 to 9c.; cottolene,  $9\frac{1}{4}$  to  $9\frac{3}{8}$ c.; hams, 11 to 12c.; rolls, 9 to  $9\frac{1}{2}$ c.; beef, half-barrels, \$7.

**FLOUR, FEED AND MEAL**—In flour the market is still rather weak and prices are rather lower than last week. Oatmeal shows but a fair sale at quotations. Cornmeal shows a good demand and some Canadian is noticed in our market. Oats are dull and sales of P. E. Island delivered in car lots are hard to effect. Hay shows good values. Some few cars were shipped by the last steamer to the West Indies. The demand from American markets is still good. The crop through this province will be fair. We quote: Manitoba, \$4.80 to \$4.85; best Ontario, \$4.70 to \$4.75; medium, \$4.50 to \$4.60; oatmeal, \$4.40 to \$4.45; cornmeal, \$2.85 to \$2.90; middlings, which continue very hard to get, \$25 on track; bran, \$22.50 to \$23.; hand-picked beans, \$1.85 to \$1.90; prime, \$1.75 to \$1.80; split peas, \$3.70; pot barley, \$4.10 to \$4.25; hay, \$10 to \$12; P. E. I. oats, 42c.

#### ST. JOHN NOTES.

The shipping of berries is quite a source of income to many.

The Windsor Salt Works people intend making an exhibit at our coming Exhibition.

The Exhibition Committee are making every arrangement for a successful show, and Canadian manufacturers should not neglect this chance to advertise, as well as show their kindly feelings toward our province.

A. & R. Loggie, Richibucto, advertise for 50 tons blueberries.

On August 6 Springhill, N.S., had a most disastrous fire. Loss reported, \$100,000; insurance, \$20,000.

A. P. Tippet & Co. received a large shipment of cream of tartar by the last English steamer for the trade here.

By the ss. Cumberland for Boston one day this week 922 packages berries and 200 bbls. of mackerel were exported.

Canadian lobsters are having a good demand in London, some 4,000 cases lately landed there bringing good price.

Among the imports by the last West India boat were 600 bags of cocoanuts (200 being for this city), consigned to Theo. Estabrooks.

Twenty-two Chinese arrived in bond by the Taymouth Castle, en route to China, two young men among them on a holiday having some \$6,000 to their credit.

One of the principal topics of interest is the financial trouble of Messrs. W. Hamilton, Hegan & Co., agents. The trouble was not unexpected, but the general feeling is that it should not have been.

The following were elected by the St. John Board of Trade to attend the conference held at Halifax: President W. F. Hatheway, W. S. Fisher, Geo. Robertson, W. M. Jarvis and Ira Cornwall, secretary.

Customs report for July, 1895, as compared with 1894, is: Duty collected, \$60,000 to \$50,000; dutiable goods imported, \$175,000 to \$146,000; free, \$94,000 to \$61,000. This shows quite an increase. Oil and molasses are two of the largest factors. Exports, \$376,000.

#### PROMPT PEOPLE.

Don't live a single hour of your life without doing exactly what is to be done in it, and going straight through it from beginning to end, remarks Merchant Sentinel. Work, play, study—whatever it is, take hold at once, and finish it up squarely; then to the next thing, without letting any moments drop between. It is wonderful to see how many hours these prompt people contrive to make of a day; it is as if they picked up the moments which the dawdlers lost. And if ever you find yourself where you have so many things pressing upon you that you hardly know how to begin, let me tell you a secret: Take hold of the very first one that comes to hand, and you will find the rest all fall into file, and follow after, like a company of well-drilled soldiers, and though work may be hard to meet when it charges in a squad, it is easily vanquished if you can bring it into line. You may have often seen the anecdote of the man who asked how he had accomplished so much in his life. "My father taught me," was the reply, "when I had anything to do, go and do it." There is the secret—the magic word now!

## E. T. STURDEE

Mercantile Broker,  
Manufacturers' Agent,

ST. JOHN, N.B. Etc., Etc.

Wholesale trade only.

Cleaver's Toilet Soaps.  
Bensdorp's Royal Dutch Cocoa.  
Pyle's Pearlina.

C. & E. MACMICHAEL,

40 DOCK ST., ST. JOHN, N.B.

## The Bell Cigar

Is the leading 5 cent, and

## Spanish Doubloon

The leading 10 cent smoke.

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

## You cannot

Expect your trade to increase without selling the best goods. We offer

## GOLDEN

## FINNAN HADDIES

Every Can Guaranteed.

LUCAS, STEELE & BRISTOL  
HAMILTON

## FISH \*

GUARANTEED

After the 1st August there is a good demand for Salt Fish, pickled, dried, and smoked, but buyers, on account of warm weather, are afraid to handle. On all the lines which I offer I give a guarantee that fish will keep. Retailers, therefore, can order from wholesale dealers without danger of loss from fish spoiling.

Ask for Sealy's Guaranteed Fish

JOHN SEALY - St. John, N.B.

## PARTNERSHIP

An active man, with thirty to fifty thousand dollars, can hear of a good chance to invest in a live wholesale business.

Apply to Editor of this Paper



# Well Done, Hamilton !!



But Boulters' Peerless  
Lion Brand Hits the  
Bull's Eye

In canned goods every trip,  
as do our customers who  
will have **no other** than  
Boulters'.

We have a

## LEAD PIPE CINCH

The "LION" always wins. Live retailers will have them **now**—slow ones later on. We're the only packers of **PINE APPLES** in Canada, and our pines are pronounced superior to the best American production.

Boulters' Goods are Pure Goods.

Seeing Convinces---We prove it.

# No Grave-Digger . . . .



Can bury the truth, or if he did it  
would have a resurrection. Examine  
some samples of

**MAPLE LEAF**  
**CANNED GOODS**

And the truth of their excellence will  
stick in your mind for all time.

**Delhi Canning Co. - - Delhi.**

## NOVA SCOTIA MARKETS.

OFFICE OF THE CANADIAN GROCER.

HALIFAX, Aug. 15, 1895.

**B**USINESS in the city and throughout the province remains quiet, but there are no loud complaints, dealers being accustomed to dull times at this season.

**FLOUR**—There is very little change in flour. Old wheat flours seem to be steady at current quotations, while new wheat flour is quoted as low as \$3.90. Quotations are: Hungarian patents, Manitoban, \$4.75 to \$5; Manitoba strong bakers, \$4.60 to \$4.75; Canadian pastry, \$4.70 to \$4.85; 75 p. c. roller patents, \$4.40 to \$4.50; 80 p. c. ditto, \$4.30 to \$4.40; 90 p. c. ditto, \$4.25 to \$4.30; straight, \$4.15 to \$4.20; extra, \$3.90 to \$4.10.

**OATMEAL**—Both oatmeal and rolled oats are quiet and are jobbing at \$4.15.

**OATS**—The oat market is easier. New oats are being offered.

**CORN AND CORNMEAL**—Both corn and cornmeal are easier, with little demand.

**GREEN FRUIT**—The green fruit market has been well cleaned up this week. Some business was done in American apples and bananas, but California fruits of all kinds have been scarce. Native apples are now on the market. They promise to be smaller than in former years, but fully as abundant. The market is now well supplied with California and other fruits. Native blueberries are in abundance.

**DRIED FRUITS**—There is some small enquiry for Valencias, off-stalk, which are selling at about \$1 per box. Currants are in light demand at 3½c. for half-cases. Dried apples are worth 5½c. in barrels.

**PROVISIONS**—The provision market remains unchanged, with stocks equal to demand.

**EGGS**—There is nothing doing in eggs this week on account of the hot weather. The quotation remains about 10½c.

**CHEESE**—Sales of provincial cheese have been made at 10c. and Ontario at 9c.

**BUTTER**—The demand for provincial creamery is still upward and it is selling at 18c. in 25 and 50 lb. tubs. There is a small improvement noticeable.

**MOLASSES**—The market remains unchanged. A cargo of St. Kitts has arrived.

**SUGAR**—The sugar market remains practically the same as last week. The refinery reports a little better enquiry, but nothing to speak of.

## CHARLOTTETOWN NOTES.

The Guardian says: Water street, Queen street and various other streets presented a very business-like appearance Friday. Load after load of cheese was hauled in from surrounding sections of the country and shipped aboard the Campana for Montreal. Pownall wharf presented a busy scene. The wharf was crowded its entire length with teams. About 4,000 boxes of cheese will be taken away by the Campana this trip.

## A MISINTERPRETED ORDER.

A story, according to an exchange, is told of a Cincinnati wholesale grocery porter who got fooled on an order in the daybook of the entry clerk. Some one wanted two dozen goblets. His order was for provisions, groceries, crockery and glassware. The

entry clerk, when he came to the goblets, wrote it up "two doz. gobs." The porter fills a dual capacity in the store, also acting as purchasing agent. He glanced over the morning's orders, and started out on his buying expedition. He was gone so long that everybody was wondering as to his whereabouts. He finally turned up, bringing with him two dozen live turkeys. Going up to the entry clerk, Henry—for that is the porter's name—said: "There, just look at dem. Dere fine ones, ain't it?" "What in the dickens are you going to do with all them turks?" the entry clerk asked in amazement. "Vy dose are the best I could find on dat order." "What order?" "Vy dis von dat calls for two dozen goblers."

## MARITIME BOARD OF TRADE.

**T**HE Board of Trade convention for Nova Scotia, New Brunswick and Prince Edward Island, projected some time ago, came together at Halifax on Aug. 13. W. A. Black, M.P.P., presided. Lieut.-Governor Daly and W. F. Hathaway, president of the St. John Board of Trade, occupied seats on the platform, and among those present were: G. Wetmore, Merritt; Mayor George Robertson, H. Drury, St. John; Hon. D. Laird, Charlottetown; W. S. Loggie, Chatham, N. B.; E. W. Beckwith, Canning; J. W. Bigelow, Wolfville; Frank H. Eaton, Kentville; Melville G. DeWolfe, Kentville; Hon. L. E. Baker, Yarmouth; E. C. Hanrahan, Sydney; Jas. R. Rudolph, Lunenburg; W. N. Zwicker, Lunenburg; J. D. Eisenhauer, Lunenburg; Allan Tupper, Queen's County; James Eastwood, New Glasgow; Dr. D. H. Muir, Truro; G. A. Hall, Truro; Senator Power, Hon. W. S. Fielding, M.P.P., Thos. L. Kenny, M.P., Hon. Wm. Ross, F. G. Forbes, M.P.

The Lieut. Governor and Premier Fielding addressed the convention with words of welcome. Hon. D. Laird, Mayor Robertson, and G. J. Troop drew up the following skeleton of a constitution for a proposed Maritime Board of Trade:

This body shall be known as the Board of Trade of the Maritime Provinces. It shall be composed of delegates selected from the various Boards of Trade throughout the Maritime Provinces. It shall deal with all matters affecting the interests of trade and commerce of the Maritime Provinces, as well as of the whole Dominion. The officers shall be the president and two vice presidents, each representing one of the Maritime Provinces; the secretary-treasurer, to be elected at the annual meeting of the Board. There shall be a Council, composed of one member from each Board of Trade affiliated, who are to be elected by their respective Boards immediately after the Council meeting of the Maritime Board. The president, vice-presidents, and secretary-treasurer shall be ex-officio members.

This was adopted and the following officers were elected:

President, Mayor Robertson, St. John; first vice-president, Geo. E. Troop, Halifax;

second vice-president, P. Blake, Charlottetown; secretary-treasurer, Ira Cornwall, St. John.

Among the resolutions adopted at the first day's session was one calling upon the Dominion to provide means for improving the telegraphic service between Prince Edward Island and the mainland, and another requesting the Dominion Government to urge upon the Imperial Government the importance of furthering the extension of the Bermuda cable to Jamaica.

## THE SMALL STORE AND WINDOW DRESSING.

**A** GOOD beginning for every retailer who wishes to improve the appearance of his store, says an exchange, is to make a plan of the exterior and consult some good carpenter and builder to see whether it can be improved upon. It sometimes happens that a modest expenditure will greatly enhance the appearance of the front.

For instance, many stores have their entrance in the centre, leaving only a small show window on each side. It is important to have a fair-sized entrance, but by placing the entrance at the side a much larger window space is obtained, with far greater opportunities for display and an improvement in the appearance of the store.

This is a point that will appeal to many retailers who are laboring under the disadvantage of having poor space in which to make a display. Another feature worthy of thought is the size and general appearance of the window.

In the large city stores, where the value of a square foot of floor space is greater than in smaller towns, the windows are deemed of enough importance to take up much of this valuable room. It therefore appears that the smaller retailer could afford to add a few feet to the depth of his window, if such an addition could be turned to good use and it surely can.

The window should be made to serve its purpose as well as can be done within a reasonable limit of expenditure before any ambitious attempts are made at decoration. Perhaps a new dress for the store front in the shape of a few coats of paint would also be advisable.

After the exterior of the windows and their size, location, etc., have been fixed, the inside of the window should have attention. The back should be arranged so as to throw as much light as possible from above, and the lower section neatly panelled with some dark-finished wood.

A door large enough to allow easy and rapid placing and removal of goods should occupy one corner. The whole of the rear should be compactly built and ornamental from both the interior and exterior of the store.

A good substantial floor covering should



## SOME ARE BETTER THAN OTHERS!



A Kentucky gentleman once remarked that all whiskey is good, but some is better. So it is with Pickling Spices. They are all good, but Pure Gold is better, in fact it is the best. We like to emphasize our 5 and 10 cent sealed paper bags. They are put up to meet the idea of careful housewives who want to get 10 cents worth for 10 cents.

Write us for samples.

See our travellers.

Put up only by

### PURE GOLD MFG. CO.

TORONTO



5 Ounce Sealed Bag



2 1/2 Ounce Sealed Bag

be used, linoleum or oilcloth serving the purpose as well as a more expensive material.

The lighting arrangement also needs careful attention. As the incandescent system is now in almost universal use, it would not be out of place to mention it here, and if rightly used it is the most effective window light that can be obtained.

The globes should be of ground or clouded glass, so as to throw a soft light which will bring out strongly every feature of the goods without detracting from their beauty.

An arrangement now in use in many prominent stores with these lights, and one to be highly commended, is to fasten them about one foot apart around the inside of the window frame. A deflector made of tin painted to match the frame almost entirely conceals the lights from the passer by. Of course, the number of lights used can be increased or decreased, as desired. The same arrangement can be followed for the back of the window.

Displays when shown under lights arranged in this order appear to their best advantage, and more than any other time attract admirers.

A few loose wires and lamps for placing in independent positions wherever needed are very valuable assistants in evolving unique light effects.

The proper construction and fitting up of

windows having now received some attention, a few suggestions on the question of display are in order.

When the window trimming is left to salespeople it should be done by such of them as are willing to spend some time in building up a display and who take an interest in the work.

By carefully questioning employees, one or two can generally be found who are better adapted to this work than others.

A clerk who wishes to attempt some ambitious design or trim should be encouraged, and if his ideas are good tell him to go ahead. If he has good taste in color arrangement, forms of display, etc., the chances are that practice will make a very creditable window dresser out of him.

A common fault noticeable in the display of smaller stores is the conglomeration of goods used, scarcely two pieces being alike.

The strength of a display does not rest in the great variety of goods shown. As a matter of fact, this method generally makes the weakest kind of a show.

The argument that the stock is not large enough to allow solid windows of one or two lines is not as strong as it seems. Suppose two subjects are used. By draping an effective background and showing a few things in front in a simple natural manner, a much more creditable display can be made than

by using a window full of stuff shown promiscuously without regard to form or arrangement.

A few small brass rods and chains suspended from handy hooks in the ceiling will be a great help for showing small wares. Study harmony in colors. Simple natural effects are often much more potent in drawing attention than those exaggerated affairs that have no selling value whatever.

The best window dressers in the country now count among their most successful displays those which savor least of peculiarity of arrangement or design. Hence the designs and suggestions given on this page are oftentimes just as applicable to the smaller store as to the larger one.

Another suggestion is in order here. The window showcards and price tickets used in the smaller stores can be vastly improved upon, and the continual crusade we have made and will continue to make on this subject applies with particular force here.

The salmon run on the Fraser River, B. C., on Aug. 11, was the heaviest on record. More fish were taken from the river than ever before in the same period. A conservative estimate places the total catch at 750,000 fish, an average of 350 each for 2,000 boats. This represents 70,000 cases of sanned salmon. The estimated pack so far is 270,000 cases.

To St. Croix Soap  
29/3/11

**SURPRISE**

**SOAP.**

**BEST FOR WASH DAY.**

**BEST FOR EVERY DAY.**

## BRANCHES—

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

**THE ST. CROIX SOAP MFG. CO.**

ST. STEPHEN, N.B.

### THE USES OF TIME.

**T**IME is that part of our estate which seems of all others a fixed quantity, says an exchange. We can have all the time there is, but no more. But the example set by some hard workers seems to prove that nothing we command can be in effect so increased.

It is an axiom that the more we accomplish the more we can accomplish, though it appears like a paradox. The mind that has been so trained can give its undivided power for the time being to whatever it has on hand, can do thorough work and then pass on to the next subject. It loses no time by indecision and wavering spirit, wondering what it had best take up next. Of all the time-wasters, this is one of the worst. One has aptly put it that "a busy man's recreation is more productive than an idle man's work." An ever ready mind will acquire more knowledge by half an hour's reading in a library on just the subjects upon which he wishes information, than an idler will in a day's research. An industrious man seems to strike knowledge on the jump, and he can fill his time so full of useful doings that it resembles an assortment of cutlery from an expert packer. There is no haphazard work in the days of such toilers. There is a steadiness of purpose, of mind, and of hand, that can take up new or unexpected tasks without losing time in fussing and fuming, and then carry them

through to success. Such workers are generally very quiet about it. You hear less of their doings from themselves than from anyone else. Their work speaks with a more subtle tongue. They do not find fault with or quarrel with their tools and always "rejoice in their labors." Happy workers are by long odds the most successful ones.

It is good to learn in youth the art of making the most of time, for 'tis truly said that "Time is money."

### BUYING JAVA SUGAR.

Willett & Gray's Statistical says: From Java comes the news by cable, as stated by us last week, that the United States buyers are heavily in that market, buying the next crop sugars, while China is also a large competitor at the same basis as America is paying, and sellers are growing scarce. The Phillipines also are receiving the benefit of this early demand. The Continental markets will feel the American demand more largely next year, in the absence of our regular supplies of half our consumption from Cuba. From Cuba—The last crop holds out remarkably in receipts. Evidently, planters have not much faith in making next year's crop, and want to get all the cane ground this summer that they can.

### KEEPING RUN OF STOCK.

Now that the name of the proprietary brand is almost literally Legion, it would seem that a stock list or catalogue, for the convenience of the dealer and his assistants, had become a necessity in the larger stores,

says The Merchants' Review. New goods or brands are constantly making an appearance and demanding a trial at the hands of the grocer. If he refuses to put them in stock, he may miss a chance to steal a march on a rival dealer by being the first store-keeper in the neighborhood to handle a novelty that afterwards turns out to possess all the elements of popularity of the genuine trade-winner. If he puts them on his shelves, how can he be positive that some of them may not lie there forgotten for a long time, or until the annual inventory causes a routing out of odd lots of goods from dark corners and the backs of high shelves?

### MR. PATERSON OF BRANT.

"Many people think that Sir Richard Cartwright would be Minister of Finance if the Libera's win in the next election," said a Quebec member of Parliament who had dropped into THE GROCER office in Montreal a few days ago, "but this is a mistaken idea. The man we will put there is Wm. Paterson, of Brant. I admit that Sir Richard is clever, but in the inner circles we now recognise that Mr. Paterson is quite as able a man. He has a practical and successful business experience, and can deal intelligently with all questions of trade and commerce. But, what is of more importance, he has tact. If he cannot agree with the views of those who may approach him as Minister of Finance, he will be able to convince them that, much as he would like to meet them, he regrets that the public interests prevent his doing so; and he will part with them on better terms than ever. That is the man we want."



The Kent Canning  
& Pickling Co.

Packers of the high grade

“KENT”  
BRAND

Peas, Corn and Tomatoes

And Bottlers of

FINE MIXED PICKLES.

CHATHAM, ONT.

VINEGAR  
PICKLES  
JAMS AND  
JELLIES



Order from our travelers, or  
direct from

T. A. LYTLE & CO.

Toronto.

For Cold Meats

When ordering your condiments  
be sure to include

GARDEN CITY  
BOTTLED  
TOMATO CATSUP

For sale by all wholesale grocers.

Packed by

FLYNN BROS. St. Catharines.

JUST ARRIVING.  
LARGE SHIPMENT OF

EVAPORATED APPLES

In splendid condition.  
Also shipment of

FINE LAYER SEL. RAISINS

ALL GOODS

John Sloan & Co.

Wholesale Grocers  
and Importers.

TORONTO

WE WANT To make  
arrangements  
with one grocer in each town in  
Ontario to buy their

Teas, Coffees, Spices  
Baking Powders  
and Groceries

From us by correspondence only. We can sell you for the  
cash discounts for spot cash. Our cash buyers will be able  
to sell all their competitors. Write us.

LUMSDEN BROS.,  
Hamilton, Ont.

A Want Supplied

McAlpin Tobacco Co.  
are enclosing a patent Pipe Sifter in  
each 10c. package Tonka Smoking  
Mixture. This insures a free, dry  
smoke.

They are also making their cele-  
brated Beaver Chewing in thin  
plugs—8 oz. each—which is an advan-  
tage to dealer and consumer.

Order a sample package of each  
from your wholesale dealer.

BEE BRAND CEYLON

POUNDS AND HALVES  
FRESH. PURE. FRAGRANT.  
ALWAYS PLEASES

Warren Bros. & Boomer

35 and 37 Front St. East

TORONTO - ONT.

NOW IN STORE

New Lobsters

SCRIPTURE BRAND, flat and tall tins.

Boulter's No. 1 Gallon Apples

and LYNN VALLEY CORN

AT LOWEST PRICES

T. KINNEAR & CO.

WHOLESALE GROCERS

49 Front St. E. TORONTO.

J. W. Lang & Co.

WHOLESALE GROCERS

TEAS.

Ceylon, Assam,  
Congou, Hyson,  
Japan.

59, 61, 63 Front  
Street East Toronto.

40% Profit.

Supreme Soap Gives 40% Profit.

Wonderful Gives 40% Profit.

Our Own Electric Gives 35% Profit.

Sunflower Gives 35% Profit.

Manufactured by

P. M. LAWRASON, LONDON  
Ont.

Sold by all Leading Wholesale Grocers.  
Get Prices.

TABLE JELLY

LAZENBY'S AND  
BATGER'S.

Wine and fruit flavorings, a  
shipment of each just to hand.

PERKINS, INCE & Co.

TORONTO.

WE ARE OFFERING

Excellent Value in Low Grade  
Refined and . . .

RAW SUGARS

SMITH & KEIGHLEY

9 Front St. E., TORONTO.

### SELLING AS AN ART.

**I**T IS not everyone who can make a good salesperson, says The Commercial Enquirer.

It requires a certain knack which is innate, and cannot be acquired. First of all, one must like the vocation, if he intends following it. Without this you will lose a great deal of time valuable both to yourself and your employer. Some take positions in shops through inclination, others through force of circumstances. But when one enjoys a position back of a counter he can always make a success of it.

Patience, perseverance and ambition must be the watchwords of every salesperson. These are indispensable qualifications.

Patience to an unlimited extent is absolutely necessary, for without patience no clerk will make a successful salesman.

Perseverance is another attribute much needed in the "make-up" of a good salesman. But this is often overdone by clerks making the error of supposing that a constant dinging at a customer effects the sale.

As to ambition, I would not give much for the future of any young man who would be satisfied always with the position he holds, however good it be.

He neither benefits himself nor his employers. This is the greatest mistake a salesman makes. The moment he feels he has attained his aspirations that moment he has exhausted his usefulness to his house.

He should strive to gather the knowledge and workings of all stocks, though he be confined to one department. He should strive, first of all, to work through the different grades until he is at the head of his special line. He should learn to obey, not because he must, but because he ought to. One who cannot obey cannot command. He will be unfit even to assume the charge of his stock should opportunities ever give him the chance. He must act, in carrying out his instructions, with the expectation that some day he will have a place of business of his own, and must learn to run it successfully.

He should always dress neatly and genteelly, never in an eccentric or fastidious manner. He should be agreeable, without being intimate; pleasant, without being offensive. He should at all times be in readiness to wait on customers, and approach them with a pleasant address, remembering that the first impression is the one that tells. On receiving a reply from a customer he should show his goods in an unostentatious manner, trying to sell without importuning.

Shoppers nowadays are intelligent. They know well the value of merchandise, and, therefore, it does more harm than good to enlarge too much on what you are selling. A pleasing explanation of the fashion, a general suggestion, and then the salesman

# RAM SAY INDIAN AND CEYLON TEA

In lead packages only. 1 lb. and 1-2 lb. packages.  
Lead lined cases, each 60 lbs. assorted.

## J. F. RAMSAY & CO.

WHOLESALE TEA IMPORTERS

14 and 16 Mincing Lane

Toronto.

should allow the customer an opportunity of exercising unbiased judgment. Sales are often ruined by overmuch talk.

Be honest in your suggestions; never overdo anything; show your wares to the best advantage; make your stocks look presentable, and you will be a success. Many clerks make mistakes by being forced into submission. It is far better to do what is expected of you in a graceful manner than to be coerced.

Promptness is another factor in the "make-up" of a good salesperson. That employe who lags a few moments in the morning or noon-time will lag all through life.

Discretion in waiting on a customer is another rare quality. To a neat person show neat patterns. To one who is a little more lavish in style of dress, show goods according to such tastes. Never try to convince a customer that your way of thinking is right. You can advance your ideas, but if you find that they conflict with your patron's views, arguments are very harmful.

Be truthful under all circumstances; never misrepresent. Even though you should make a sale through misrepresentation, you have surely lost a customer, and your house loses that patronage. The truth in business is a mighty power, and paramount to all other qualifications.

Always be doing something. In a large store, as well as a small one, there is always something that should be improved. Idleness leads to mischief. Silly conversation back of counters has been the starting point of the downfall of many young people who might have made a success of their vocation. In the first place, by your frivolous conversation you lose the respect of even those who listen to your prattle, and besides that you do yourself the greatest injustice. If you do not begin by gaining the respect of those around you, you need never expect it from your superiors. There is no position in an establishment that you cannot gain, if by your merit and ability you are qualified to fill it.

Bear in mind that seven-eighths of the employers of to-day started in life at the bottom of the ladder, and only attained

## Every Wholesaler

Has had his package Tea. They have **STARTED, BLAZED, FLICKERED** and **GONE OUT**, but

# "SALADA"

## CEYLON TEA

grows in popularity daily. We had three separate weeks in July each one of which was larger than the whole month of July last year.

## P. C. LARKIN & CO.

25 Front St. East.

and TORONTO  
318 St. Paul St., MONTREAL.

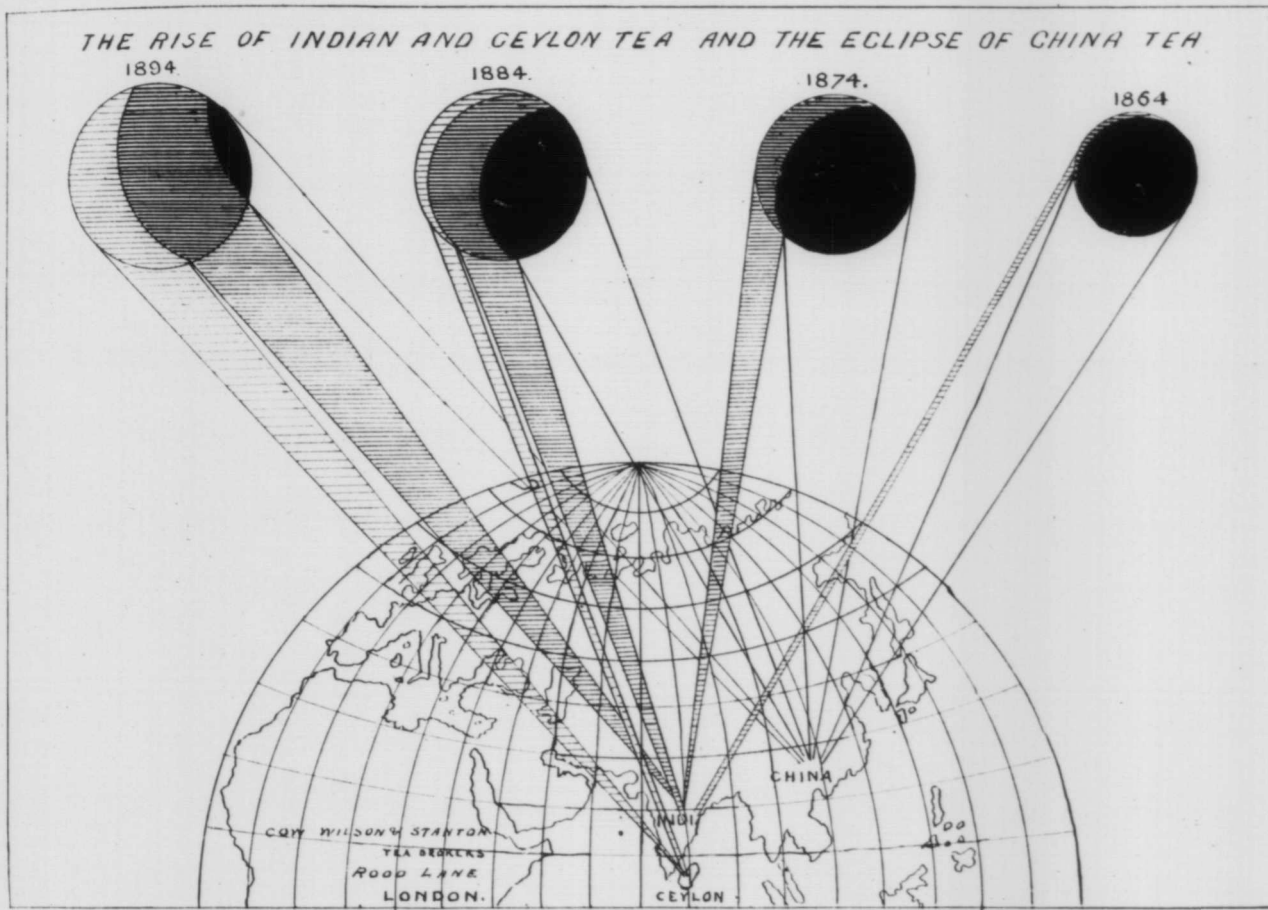
what they now have through harder work than is needed by you. Be ever mindful of your employer's interests. If you are faithful in your duties to your employer reward will surely follow. Sometimes it may be slow in coming, but it will certainly come.

It will always be necessary for some one to be given complete charge of the large establishments which exist to-day and will exist in the future. Why not you? It is worth trying for, and if you combine the requisites mentioned, your chances are as good as the best.

### HONEST ADS.

If it were necessary to be dishonest in business in order to succeed, then there would be no premium on honesty, as there is everywhere to-day, says an exchange. If the dealers only knew how rapidly their people absorb every influence that tends to pull down, rather than elevate, the standard of commercial integrity, they would slow up on such methods from policy, if not for conscience's sake. There are, fortunately, conspicuous examples of phenomenally successful houses who will not allow an advertisement of any sort, be it newspaper or placard, that contains any untrue statements. Such firms say there is no need to deal in any misrepresentations, as sufficient enthusiasm can be aroused with the truth in their advertisements.





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

▨ REPRESENTS INDIAN TEA.    □ REPRESENTS CEYLON TEA.    ■ REPRESENTS CHINA TEA.

Ceylon is the coming tea. Consumption in Canada increased 600 per cent. since 1890.

It has already taken the place of China teas in Great Britain. Study this diagram; thirty years ago they drank 95 per cent. China, to-day less than 10 per cent.

The man who gets in on the ground floor makes money these days. He gets the start of everyone. When competition comes his reputation and trade are firmly established. We want the friends of THE GROCER to get in at the start in this Ceylon tea deal. Be sure that it is a pure Ceylon you get.

## WINNIPEG CATERERS' PICNIC.



HAT successful social functions are not confined to the "effete" east, has been proven once and for all by the éclat which characterized an outing recently held under the auspices of the Caterers of Winnipeg. The young and strong-limbed West puts a great deal of force into what it undertakes, even if the undertaking be a pleasure trip; so, when the grocers, butchers, fruiterers, millers, and bakers of the Prairie City, all comprised under the term "Caterers," arranged for an excursion to Morden, it was practically an assured fact that on the day fixed upon the road leading from Fort Garry to this town would be black with pilgrims to the shrine of pleasure.

So on the morning of Thursday, Aug. 8, though the sky was obscured by threatening clouds, the Caterers and their friends early began to flock to the railway station where they were to embark; and when the atmosphere cleared, and Helios, in his chariot of fire, continued his journey through the blue heavens in full sight of earth, upwards of 2,000 pleasure seekers had gathered.

So great was the company assembled that two long passenger trains had to be pressed into service. The two, which left the depot within an hour of each other, carried respectively 1,200 and 1,000 excursionists. The journey to Morden was delightful, and calculated to inspire Manitobans with confidence in their fair country. As the City of the Plains was left in the rear, the trains entered great fields of wheat, golden-hued and ready for the harvester, and thereafter until their destination was reached the picnickers were treated to as fine a panorama of a richly productive agricultural district as could well be imagined.

Arrived at Morden, the crowd of excursionists were taken in hand by representative caterers, distinguishable from the motley mass by the shiny silk hats and immaculate long white dusters which they wore. Then the fun began, and to the strains of music furnished by four bands, stationed at different points, it continued all the day. The mayor and chief citizens of Morden did themselves proud in assisting to entertain the visitors, and in fact everything contributed to the enjoyability of the day. Lunch was first partaken of, some replenishing the inner man as they sat or lay in cool spots in the town park, and others resorting to the grounds of Mayor Hansen, where the Ladies' Hospital Aid Society furnished refreshments, the proceeds going to increase the Morden Hospital fund.

After luncheon a series of athletic sports

was indulged in to the amusement of both players and spectators. A cricket match between picked teams representing Winnipeg and Morden respectively resulted in a victory for the former by an innings and 14 runs.

A shooting tournament was successfully carried out.

In the team shoot those entered were: Fort Garry, Winnipeg, Armstrong's Point, and three teams from the Morden club. The Fort Garry men were the winners of this event, leading the Winnipeggers by six points.

The open handicap shoot at 25 birds proved a very interesting event. The feature was the splendid shooting of W. M. Ferguson, of the Winnipeg club, who captured the first prize, making 23 out of a possible 25. A. D. Campbell, of the Armstrong's Point club, was next with 22, and F. W. Scott, Fort Garry, third with, s, 21. Next highest in order were: Geo. Andrew, s., 20; W. Dodd, s., 20; R. J. Whitla, s., 19; C. W. Graham, 19; G. Toms, 18; J. G. Soper, s, 17; J. Trotter, 17; J. H. Dunsford, 17; J. McLeod Holliday, 17; W. Jackson, 16; F. G. Simpson, s., 15; H. G. Spurgeon, 15; Dr. Dalgleish, 15; D. J. Dyson, 14; Geo. Cochrane, 14; J. H. Rose, s., 14; C. D. T. Becher, 14; J. F. Thompson, 13; M. E. Wilson, 13; P. A. McGregor, 13; C. N. Andrew, 13.

The lacrosse matches, races, etc., were held on the grounds of the Exhibition Association, where a large audience assembled.

The children's races resulted as follows:

Boys, 8 to 10 years—1, Fred. Marples; 2, M. Turnbull; 3, J. Leichter; 4, D. Ritchie.

Boys, 10 to 12—1, Bert. Henderson; 2, John Duncan; 3, A. Cameron; 4, Isaac Finn.

Girls, 8 to 10—1, A. Bray; 2, E. Tapley; 3, L. Marcy; 4, A. Holman.

Girls, 10 to 12—1, Lottie McArthur; 2, Eva Turnbull; 3, Ettie Ritchie; 4, Theresa Stoddard.

In the bicycle race W. Krouse, Morden, took first; W. Anderson, Winnipeg, second, and J. Pace, Winnipeg, third.

The lacrosse matches were keenly contested throughout and formed one of the features of the day. The first event was the junior match between the Victorias, of Winnipeg, and the second twelve of the Morden club. After a hard fight this was won by the Victorias by a score of three games to one.

The teams competing in the senior series were the Winnipeggers and Capitals and the Morden team. The bout between Winnipeg and the Capitals was won by the Winnipeggers, who afterwards also defeated the Morden team. In the evening the picnickers returned home highly satisfied with the day's outing.

The names of the gentlemen who formed the committees who carried the programme through to a successful issue are:

Officers—R. H. Scott, president; J.

Cowles, vice-president; K. J. Johnston, treasurer; H. G. Spurgeon, secretary.

Finance and Transportation—W. Hunter, chairman; J. M. Scott, secretary; A. D. Campbell, W. H. Stone, J. A. Mc Kerchar, J. T. Speirs, B. H. Holman, J. H. Dawson.

Location—J. Cowles, A. Bright, T. Jobin.

Printing—T. G. Dagg, chairman; K. J. Johnston, secretary; H. Toms, A. Holmquist, C. L. Ford, C. Christie, J. Horne.

Music—W. Blackadar, chairman; E. M. Carroll, sec.; D. M. Horne, F. Marples, A. E. Scott, A. McDonald, W. L. Capell, J. T. Speirs.

Refreshment—C. Charrest, chairman; T. J. Coyle, sec.; J. Cowles, N. F. Calder, T. Hurlty, H. G. Spurgeon, J. D. Windrum, N. M. Hughes.

Attractions—J. W. Horne, chairman; F. W. Pace, sec.; A. Pratt, R. J. Galna, A. R. Christie, G. H. Thomson, G. Bowes, C. Campbell, W. A. Kemp, A. Waddell, T. Braden, W. Buchanan, R. Paul, W. Moore, D. B. Macrae, C. Stewart, H. Wilson, D. J. Dyson, J. Anderson, N. Coppleman, J. Mouat, A. K. Morrison, D. A. Ritchie, H. A. Holman, L. R. McKenzie, R. Horsley, T. Cowan, R. Sharpe, F. Elliott.

Judges—A. R. Christie, J. Mouat, H. A. Holman, T. Cowan, C. Campbell.

Starters—W. Moore, R. J. Galna.

## "SILICO"

THE UP-TO-DATE  
CLEANING SOAP.

Cleans quickly and . . .

### DOES NOT SCRATCH

Try a Three-Dozen Case for \$2.25.

For Sale by Grocers and Druggists.

# SALT

IN CAR LOADS

Do you handle it in that quantity?

We can supply you with "WINDSOR" barrel salt at 50c. per barrel F.O.B. WINDSOR.

Coarse salt in 200 lb. sacks at 32c. each in car lots of 150 sacks.

Buy right now as we can't guarantee prices for any time.

TORONTO SALT WORKS

City Agents for  
Windsor Salt Works.

128 Adelaide St. East  
TORONTO



**ARTICLES WANTED.**

WANTED—GOOD SODA FOUNTAIN AND Generator complete. Address, The Sinclair Fruit Co., Morden, Man. (33)

**SITUATION WANTED.**

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

WANTED—AN EXPERIENCED MAN OF GOOD address and business ability, having first-class connection with the retail grocery and general trade of Hamilton and district, would like to represent some good house in that line, or would introduce new lines or novelties on salary or commission. Want no sinecure, but mean business. Open for immediate engagement. References or personal interview on application to Box 5, CANADIAN GROCER. (33)

**FOR SALE.**

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

A GENERAL STORE BUSINESS ON THE LINE of the Calgary and Edmonton Railway, where a splendid cash business is being done. No credit accounts and no opposition store. Rising town. Full particulars can be obtained by addressing S. CHIVERS WILSON, Calgary P.O., Alberta. (34)

GENERAL STORE STOCK. PREMISES FOR sale of rent. Apply, E. HILL, Annapolis, Ont. (35)



ASK FOR **MOTT'S**

Walter Baker & Co. Limited,

The Largest Manufacturers of **PURE, HIGH GRADE** Cocoas and Chocolates on this continent, have received **HIGHEST AWARDS** from the great **INDUSTRIAL and FOOD**

**EXPOSITIONS** In Europe and America.

**CAUTION:** In view of the many imitations of the labels and wrappers on our goods, consumers should make sure that our place of manufacture, namely, **Dorchester, Mass.**, is printed on each package.

SOLD BY GROCERS EVERYWHERE.

**WALTER BAKER & CO. LTD.** DORCHESTER, MASS.

*The Dry Goods Review*



**CLUBBING RATES**

The Dry Goods Review and The Canadian Grocer **\$3.00**

Send for Samples.

**THE DRY GOODS REVIEW**

TORONTO . . . .

. . . . MONTREAL

**BROOMS . . .**

**R  
O  
O  
M  
S**

**OUR BRANDS :**

Imperial Gold Medal Victoria  
Bamboo Carpet Standard Leader

A variety of sizes in each line.

Give us a trial order.

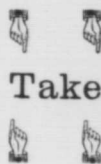
Freight allowed to Ontario points in 5 doz. lots.

**CHAS. BOECKH & SONS**

Manufacturers.

TORONTO, ONT.

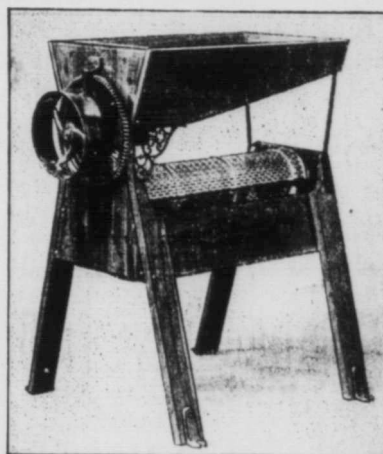
Don't be a Dyspeptic,



Take

**Johnston's Fluid Beef**

IT WILL NOURISH YOU.



The Grocers' Fruit Improver is manufactured by a man of practical business experience, who has cleaned fruit by hand, the sieve, the sack and other machines. Consequently, I speak intelligently when I state that "The Grocers' Fruit Improver" is the easiest operated, cheapest and best machine ever put on the market for cleaning currants and raisins.

**PRICE - - \$12.**

Manufactured and sold by

**W. P. RYAN**

309 King St. West - Toronto, Ont.

John Monat, Winnipeg, Agent for the Northwest.

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

**W**ALTER GRANGER, fruit and confectionery, Sarnia, Ont., has assigned to Marshall A. Sanders.

Charles Martel, grocer, Quebec has assigned.

E. M. Berthelet, grocer, Montreal, has assigned.

David Grenier, grocer, Beaufort, Que., has assigned.

Wm. C. Clift, provisions, Toronto, has assigned to W. H. Riches.

J. A. Fontaine, grocer, Montreal, has filed a consent of assignment.

The estate of W. L. Bastien, crockery, Montreal, is to be wound up.

The creditors of J. P. Poirier & Co., grocers, Montreal, have been called together.

Kent & Turcotte have been appointed curators of the stock of N. Girouard & Co., general store, St. Guillaume, Que.

PARTNERSHIPS FORMED AND DISSOLVED,

Bourdeau & Co., grain, Montreal, have dissolved.

J. & P. McDougall, grist mill, Maxville, Ont., have dissolved. J. P. McDougall continues.

Alphonse Germain and Jos. Matte have been registered proprietors of Germain & Matte, grocers, Quebec, Que.

Joseph Berard and Emery Berard have entered into partnership as Berard & Fils, grain, etc., Vercheres and Montreal.

SALES MADE AND PENDING.

The assets of Louis Tetreault, hay dealer, Vercheres, have been sold.

Carlin & Lake, general store, Golden, B. C., have sold out to H. G. Pearson.

The assets of Noe Forget, general store,

St. Lucie de Doncaster, Que., have been sold at 50c. on the dollar.

The stock of T. A. Corby, grocer, Montreal, has been sold at 62c. on the dollar.

J. A. Clark, baker and confectioner, Seaforth, Ont., has sold out to one Tracksell.

CHANGES.

Eugene Bolduc, is starting a general store at St. Valier, Que.

Zephirin Bertrand, grist mill, Plessisville, Que., has commenced business.

Aime Leblanc has opened a general store at St. Jean L'Evangeliste, Que.

FIRES.

The stock of P. L. Turgeon, grocer, etc., Que., has been damaged by fire. Insured.

John P. Rennick, grocer and baker, and Casey & Co., general store, Eganville, Ont., have been partially burnt out. Insured.

DEATHS.

R. D. Thexton, grain, hay, etc., Lindsay, Ont., is dead.

**BANKRUPT STOCKS.**

Every hard-working, honest grocer, says The Grocer and General Merchant, is struggling under the weight put upon him by cutters and slashers of prices who fail in business and whose stock is then sold at auction by the assignee. These stocks are always sold away below value. These sales demoralize prices in the locality, and the result is a tremendous loss of trade to the legitimate and square grocer. No matter how much a man may owe his grocer, nor how much he complains of hard times and inability to pay, he will always manage to scrape together enough cash to attend one of these sales and buy goods below what they cost his grocer to put them in stock.

The jobbers can stop this demoralization of prices easily if they will do so. The in-

terests of the jobber and retailer are commutual and interdependent, and it ought not to be a hard matter for a committee from the Retailers' Association and one from the Jobbers' Association to get together on this question. A bureau of the Jobbers' Association for the purchase of all these bankrupt stocks and the maintenance of prices could readily be organized and it would prove to be a money saver to jobbers as well as retailers.

**A NEW COFFEE.**

It looks very much as though "Bourbon Santos" will have to be added to the non-enclature of the coffee market. It represents a growth from Mocha seed planted in the Sao Paul district of Brazil, and the young trees are this year bearing in sufficiently prolific manner to ensure a pretty large supply. The shape, size and color of the beans shown in samples thus far received here are very attractive, and strongly reflect the characteristics of the purest seed, and we understand that in the roast and in the cup the return is of equally excellent nature. With such high qualifications this practically new grade of coffee should have a more euphonious title than the trade has selected for it.

**BRAZILIAN COFFEE CROP.**

The Rio News, by last mail, has the following coffee notes: The accounts of the quality of the new crop continue to be very favorable, and before it has commenced to come in we have already increased estimates of the outturn, based upon the weight of the beans, which are considerably heavier than those of the preceding crops. . . . The exportation of coffee from Santos during the year ending the 30th ult. is given by one of our exchanges as 3,904,078 bags. The damage caused by frost to young coffee trees in the municipal districts of S. Simao, Ribeirao Preto, Batataes, and Jaboticabal is said to be enormous and will, it is thought, diminish considerably the crop for next year, which was expected to be large.

# Rome is reached

by many routes. Success is reached by many more. No matter what road you take, you can't get there without reliable goods.

**FLAG-SHIP BRAND CANNED SALMON**

is a perfect pack. Finest selected fish from Fraser River. This brand is one of the "reliables" that will build up trade.

ROBERT WARD & CO., Ltd.

Sole Agents

VICTORIA, B.C.

Canadian Pacific Packing Co.

R. V. WINCH,  
Manager.

LULU ISLAND, B.C.



**NEW INDUSTRY FOR WINNIPEG.**

Winnipeg is to have a new industry. According to The Manitoba Free Press, a firm by the name of Ricker & Nichol have undertaken to manufacture starch from Manitoba wheat. A factory in Fort Rouge has been secured, and operations have been commenced. It will be necessary owing to the conditions of climate peculiar to Manitoba, to somewhat amend the system of manufacture universally in vogue in the east. The method adopted here is to grind the wheat in a wet state, but the coldness of the winters in Manitoba practically renders this plan impossible, and the wheat will be ground dry on the old mill-stone plan. Another difficulty which has confronted the promoters of this industry has arisen from the fact that Manitoba hard wheat contains a larger proportion of glutinous matter than eastern wheat, and though this property renders it more valuable as food stuff, it does not enhance its value as starch material. After the grain has been ground, the next process is to steep it in water and remove the excess of glutinous matter, after which the starch-milk is enclosed in a "precipitator" and turned about for ten minutes, somewhat in the manner of a churn, at a speed of 700 revolutions a minute. The starch is practically made during this operation, though, of course, a very great deal depends upon the subsequent washings and other processes, some of which are naturally kept secret by the manufacturers.

**WISE BUSINESS MAXIMS.**

The following maxims are given by a periodical issued by a manufacturing firm in the United States :

Thou shalt sell goods but six days of the week, and on the seventh thou shalt take a rest.

Thou shalt not covet thy competitor's business, for he may be nearer bankruptcy than thyself.

Thou shalt not put more sail into thy business than thou hast wind to fill.

Thou shalt not blame thy clerk for thine own mistakes nor tax him for thine own neglect.

Thou shalt not sell goods for less than cost, unless the market has gone back on you.

Thou shalt not trust a man to whom thou would'st not lend ten dollars.

Thou shalt not use thy business capital to speculate with nor borrow from thy friends for that purpose.

**BROWN & POLSON'S CORN FLOUR**

WITH MILK, EXCELLENT FOR CHILDREN AND INVALIDS. MAKES DAINTY DISHES FOR BREAKFAST, DINNER & SUPPER.

NO PACKET GENUINE WITHOUT THESE SIGNATURES—

*John Brown, John Polson*

SOLE AGENT FOR CANADA,

Write for samples and quotations

JOHN A. ROBERTSON, Board of Trade Building, MONTREAL

**UP-TO-DATE**

Is this unsolicited letter we have received.

WINDSOR SALT WORKS.

AMELIASBURG, August 1st, 1895.

Sirs,—We are now using the Windsor Dairy and Cheese Salt shipped us, and think it is No. 1 for these purposes. It is the best salt we have used in years, and there is no doubt about the good qualities of these salts. We can certainly recommend these salts to all the creameries and cheese factories in Canada.

Yours truly, JOHN SPRAGUE & SON.

Mr. John Sprague is one of the best known butter and cheese makers in Eastern Ontario, and his son, "Mack" is the traveling instructor and inspector for the Ontario Creameries Association.

This a pointer for you to always order **WINDSOR SALT**.

**WINDSOR SALT WORKS, Windsor, Ont.**

**Fine Fruit Tablets**



**ENGLISH FORMULA TABLETS**

Have been our specialty and have been a success. Packed in elegant Flint Glass Jars, large glass stopper, the finest package in the Dominion. Also in round jars, similar to English, but made two inches shorter to fit the ordinary shelf. A large variety. List of flavors and prices on application.

**G. J. HAMILTON & SONS**

PICTOU, N.S.



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



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







The Old Flag  
The Old Brands  
The Old Packages

"BENSON'S"  
Prepared Corn  
"EDWARDSBURG"  
Silver Gloss Starch

EDWARDSBURG  
STARCH CO.  
.....Cardinal, Ont.

Sardines, Amer., 1/4 s. "	0 05	0 09
" Mustard, 2 1/2 size, cases	0 09	0 11
50 tins, per 100	11 00	
MARSHALL & CO., SCOTLAND.		
Fresh Herring, 1 lb.	1 10	1 15
Kippers Herring, 1 lb.	1 85	1 90
Herrings in Tomato Sauce	1 85	1 90
Herrings in Shrimp Sauce	2 00	
Herrings in Anchovy Sauce	2 00	
Herrings a la Sardine	2 40	
Preserved Bloaters	1 85	1 90
Real Finlon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)		
Comp Corn Beef, 1-lb. cans	\$1 65	\$1 75
" " " "	2 65	2 75
" " " "	4 " "	8 00
" " " "	14 " "	18 00
Mixed Callops	2 " "	2 60
" " " "	2 " "	2 60
Lunch Tongue	1 " "	3 40
" " " "	2 " "	6 00
English Brawn	2 " "	2 75
Camel Sausage	1 " "	2 50
" " " "	1 " "	4 00
Soups, assorted	2 " "	1 50
" " " "	2 " "	2 25
Soups and Boull.	2 " "	1 80
" " " "	6 " "	4 50

CHEWING GUM.

ADAMS & SONS CO.	
Tutti Frutti, 36 5c bars	per box \$1 20
Pepsin Tutti Frutti, 23 5c packages	0 75
Pepsin Tutti Frutti, in glass-covered boxes, 23 5c packages	0 80
Horchound Tutti Frutti, glass tops, 36 5c packages	1 20
Cash Register, 330 5c bars and pkgs	15 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Glass Jar with Pepsin Tutti Frutti, 115 5c packages	3 75
Tutti Frutti Girl Sign Box, 160 5c bars and packages	6 00
Tutti Frutti Cash Box, 160 5c bars and packages	6 00
Variety Gum (new), 150 1c pieces	1 00
Orange Blossom, 150 1c pieces	1 00
Flirtation Gum, 150 1c pieces	0 65
Monte Cristo, 180 1c pieces	1 30
Mexican Fruit, 36 5c bars	1 20
Sappotta, 150 1c pieces	0 90
Orange Sappotta, 160 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, 115 1c pieces	0 75
Red Spruce Chico, 200 1c pieces	1 00

CHOCOLATES & COCOAS.

CADBURY'S.	
Cocoa essence, 3 oz. packages	per doz. \$1 65
" " " "	per lb. 0 40
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 37 1/2
Rock Chocolate, loose	0 40
Cocoa Nibs, 11-lb. tins	0 40
TODHUNTER, MITCHELL & CO.'S.	
Chocolate	per lb.
French, 1/4's - 6 and 12 lbs.	0 30
Caracas, 1/4's - 6 and 12 lbs.	0 35
Premium, 1/2's - 6 and 12 lbs.	0 30
Sante, 1/4's - 6 and 12 lbs.	0 26
Diamond, 1/4's - 6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00
Cocoa	
Homeopathic, 1/4's, 8 and 14 lbs.	0 30
Pearl, " " " "	0 25
London Pearl, " " " "	0 22
Rock, " " " "	0 30
Bulk, in boxes	0 18
Royal Cocoa Essence, packages	per doz. 1 40
FRY'S.	
Cocoa -	per lb.
Case of 112 lbs. each	0 35
Smaller quantities	0 37 1/2

FRY'S.	
(A. P. Tippet & Co., Agents.)	
Chocolate	per lb.
Caracas, 1/4's, 6-lb. boxes	0 42
Vanilla, 1/4's, " " "	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42
Fry's "Diamond", 1/4's, 6 lb. bxs.	0 24
Fry's "Monogram", 1/4's, 6 lb. bxs.	0 24
Cocoa	per doz.
Concentrated, 1/4's, 1 doz. in box	2 65 1/2
" " " "	5 00 1/2
" " " "	9 65 1/2
Homeopathic, 1/4's, 14 lb. boxes	0 "
" " " "	1/2 lbs. 12 lb. boxes. 0

JOHN P. MOTT & CO.'S.	
(R. S. McIndoe, Agent, Toronto.)	
Mott's Broma	per lb. 0
Mott's Prepared Cocoa	0
Mott's Homeopathic Cocoa (1/4's)	0 45
Mott's Breakfast Cocoa (in tins)	0 30
Mott's No. 1 Chocolate	0 28
Mott's Breakfast Chocolate	0 40
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French Can Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 37
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 19

OSWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes, 1/2 lb. cake, per lb.	0 22 1/2
Royal Navy Chocolate, 12 lb. boxes, 1/2 lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, 1/2 lb. cake, per lb.	0 35

WALTER BAKER & CO.'S.	
Chocolate	
Premium No. 1, boxes, 12 lbs. each	0 45
Baker's Vanilla in boxes, 12 lbs. each	0 60
Caracas Sweet, in boxes, 6 lbs. each	0 40
Best Sweet, in boxes, 6 lbs. each	0 28
Vanilla Tablets, 4 1/2 in box, 24 boxes in case, per box, net	4 28
German Sweet Chocolate	
Grocers' Style, in boxes, 12 lbs. each	0 28
Grocers' Style, in boxes, 6 lbs. each	0 28
Eight cakes to the lb., in bxs, 6 lbs. c.	0 28
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 55
Breakfast Cocoa	
In bxs, 6 and 12 lbs. each, 1/2 lb. tins.	0 52

COFFEE.

Green.	
Mocha	per lb. 0 28
Old Government Java	0 30
Rio	0 20
Plantation Ceylon	0 29
Porto Rico	0 24
Guatemala	0 24
Jamaica	0 21
Maracabo	0 21
Caffaroma, 1 & 2 lb. tins asstd.	0 33
TODHUNTER, MITCHELL & CO.'S.	
Excelsior Blend	0 34
Our Own	0 32
Jersey	0 28
Laguaya	0 28
Mocha and Java	0 35
Old Government Java	0 30
Arabian Mocha	0 35
Maracabo	0 28
Santos	0 25

DRUGS AND CHEMICALS.

Alum	\$0 02	\$0 03
Blue Vitriol	0 06	0 07
Brimstone	0 03	0 03 1/2
Borax	0 10	0 12
Camphor	0 70	0 75
Carbolic Acid	0 25	0 50
Castor Oil	0 07 1/2	0 08
Cream Tartar	0 22	0 25
Epsom Salts	0 02 1/2	0 02 1/2
Paris Green	0 19	0 20
Extract Logwood, bulk	0 13	0 14
" " " "	0 15	0 17
Gentian	0 10	0 13
Glycerine, per lb.	0 17	0 18
Hellebore	0 16	0 17
Iodine	5 50	6 00
Insect Powder	0 25	0 30
Saltpetre	0 08 1/2	0 09
Soda, Bicarb, per keg	2 75	2 90
Sal Soda	1 00	1 25
Madder	0 12 1/2	

EXTRACTS.

KENNEDY, GREGG & CO.	
Crown Brand Extracts, all flavors—	
1 oz. London	gross 00
2 " " Ancho	" 9 00
1 " " Flat Crown	" 9 00
2 " " " "	" 18 00
2 " " Square	" 21 00
2 " " Round	" 21 00
4 oz. Glass Stopper	doz. 3 50
8 " " "	doz. 7 50
Parisian Essence	gross 21 00

**Acme Sliced Beef.**  
No. 1 tins, key, 2 doz., \$3.00.

**Beardsley's Boneless Herring.** doz 2 doz. \$1 44

**Beardsley's Shredded Codfish.** per doz. 0 90

RECKITT'S Blue and Black Lead (ALWAYS GIVE YOUR CUSTOMERS SATISFACTION.)



N.B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal

EVERY CAN WARRANTED.

We are also packers of the well and favorably known brands of BEAVER, COLUMBIA and TIGER, all guaranteed prime Red fish.

ALL LIVE GROCERS KEEP THEM.

## J. H. TODD & SON,

Victoria, B.C., Owners.

AGENTS—Geo. Stanway, Toronto,  
Agent for Ontario,  
" W. S. Goodhugh & Co., Montreal.  
" Tees & Persse Winnipeg.

A. C. NEFF, Chartered Accountant,  
Auditor, Assignee, etc.  
Tel. 1040. Canada Life Building,  
TORONTO.

Audits or Investigations, Improved Systems of  
Books, Partnership Settlements, Management  
of Estates.

## English Army Blacking



THE ROYAL HOTEL,

HAMILTON, July 12th, 1894.

THE F. F. DALLEY CO., LTD., CITY:

DEAR SIRS,—Our porters, having a large number of boots to polish every day, ranging from seventy-five to two hundred pairs, we endeavor to give them the best blacking to be got. We have used all the best known blackings in the market, and have pleasure in stating that the "ENGLISH ARMY BLACKING" is their choice, as they consider it far superior to any other make for a quick, bright and permanent polish, giving a beautiful jet black finish to the leather.

Yours truly,

HOOD & BRO., Proprietors.

## CONDENSED MINGE MEAT

Delicious Mince Pies  
every day in the  
year.

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

Sells at all Seasons.

Will not ferment in  
warm weather.



The best and  
Cheapest Mince  
Meat on Earth

Price reduced to  
\$12.00 per gross,  
net.

J. H. WETHEY,  
St. Catharines  
Ont.

ESTABLISHED A CENTURY.

Manufacturers to Her Majesty the Queen and H. R. H. the  
Prince of Wales. Contractors to the Army and Navy.

# DAY & MARTIN'S

## Real Japan Liquid and Oil Paste Blacking



Several Prize Medals, 1st Order of Merit and Special Mention Melbourne  
Exhibition, 1888. Certificate of Award, Chicago Exhibition, 1893.

Kid Renovating Polish.  
Japanese Waterproof Blacking  
Brunswick and Berlin Black,  
for stoves.  
Universal Harness Composition,  
in tins.  
Harness Oil, in bottles and  
in bulk.

Kid Reviver, in tins (three sizes).  
Patent Leather Polish (two sizes)  
Polishing Cream (two sizes).  
Brass Burnishing Paste (four  
sizes).  
Furniture Polish (four sizes).  
Russet Cream for Brown Boots  
(four sizes).



DUBBIN, INK, ECLIPSE GLOSS, AND POUCH BLACKING.

All of Superior  
Quality

E. T. STURDEE, St. John, N.B.,  
for Maritime Provinces.

CHAS. GYDE, Montreal,  
for Ontario and Quebec.  
TEES & PERSSE, Winnipeg, for Manitoba and North-West Territory.

MARTIN & ROBERTSON, Victoria and Vancouver,  
for British Columbia.

.....London and Liverpool.



# CREAM SODAS

In Tin Boxes.

Will keep fresh and crisp for months. We are in front still—another new idea.  
Look out for imitators. Get a case on order at once.

## The Toronto Biscuit & Confectionery Co.

Henry C. Fortier.

7 FRONT STREET EAST, TORONTO.

Charles J. Peter.

Ketchup—		
Fluted Bottles .....	gross	12 00
Screw Top .....		24 00
Pepper Sauce .....		15 00
Dalley's Fine Gold, No. 8, per doz.		80 75
" " " " 1, 1 1/2 oz.		1 25
" " " " 2, 2 oz.		1 75
" " " " 3, 3 oz.		2 00

**FLUID BEEF.**

JOHNSTON'S, MONTREAL.		
Fluid Beef	No. 1, 2 oz. tins	8 30
	No. 2, 4 oz. tins	5 00
	No. 3, 8 oz. tins	8 75
	No. 4, 1 lb. tins	14 25
	No. 5, 2 lb. tins	27 00
Staminal	2 oz. bottles	3 00
	4 oz. "	6 00
	8 oz. "	9 00
	16 oz. "	12 75
Fluid Beef Cordial	20 oz. bottles	15 00
Milk Granules, in cases, 4 doz.		6 00
Milk Granules with Cereals, in cases,	4 doz.	5 00

**FRUITS.**

FOREIGN.		
Currants	Provincials, bbls	0 03 1/2 0 04
	" " 1/2 bbls	0 03 1/2 0 04 1/2
	Filiatras, bbls.	0 04 1/2 0 04 3/4
	" " 1/2 bbls	0 04 1/2 0 04 3/4
	Patras, bbls.	0 04 1/2 0 05
	" " 1/2 bbls.	0 04 1/2 0 05 1/2
	" cases	0 05 1/2 0 06
	Vostizzas, cases.	0 05 1/2 0 07 1/2
Panarete, cases		0 08 0 08 1/2
Dates, Persian, boxes		0 04 1/2 0 05
Figs—Eleme, 14 oz.		0 09 0 10
" " 10 lb.		0 09 0 11 1/2
" " 18 lb.		0 15
" " 28 lb.		0 17
" tins		0 04 0 05
Prunes—Bosnia, cases		0 05 1/2 0 07
" Bordeaux		0 04 1/2 0 06 1/2
Raisins—Valencia, off stalk		0 03 0 03 1/2
" " Fine, off stalk		0 04 0 04 1/2
" " Selected		0 05 1/2 0 06
" " Layers		0 05 1/2 0 05 3/4
" " Sultanas		0 05 1/2 0 08
" Cal. Loose Muscadelis 50 lb. boxes		0 05 1/2 0 07
" Malaga		per box.
" London Layers		
" Imperial Cabinets		
" Blue		
" Dehecas, boxes		
Lemons, Messina		
Oranges—Valencia		
" Messina, half boxes		
" " boxes		
" Cal. Seedlings		3 00 3 50
" Cal. Navels		
" California and Mediterranean Sweets		3 50 4 00

**DOMESTIC.**

Apples, dried, per lb.	0 05	0 05 1/2
evaporated.	0 07	0 07 1/2

**FOOD.**

Split Peas	per brl.	\$3 50
Pot Barley		3 75
Pearl Barley, XXX		6 50

**ROBINSON'S BARLEY AND GROATS.**

Patent Barley, 1/2 lb. tins	1 25
" " 1 lb. tins	2 25
" " Groats, 1/2 lb. tins	1 25
" " 1 lb. tins	2 25

**HARDWARE, PAINTS AND OILS.**

Cut Nails—From Toronto—	
50 to 60 dy basis	2 10
40 dy	2 15
30 dy	2 20
20, 16 and 12 dy	2 25

10 dy	2 30
8 and 9 dy	2 35
6 and 7 dy	2 50
5 dy	2 60
4 dy A P	2 60
3 dy A P	3 00
4 dy C P	2 60
3 dy C P	3 70

**WINDOW GLASS.** [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]  
1st break (25 in. and under)..... 1 15  
2nd " (20 to 40 inches)..... 1 30  
3rd " (50 to 60 inches)..... 2 90  
4th " (51 to 60 inches)..... 3 20  
5th " (61 to 70 inches)..... 3 50

**ROPE—**

Manilla	0 08 1/2 0 09
Sisal	0 06 1/2 0 06 3/4

**AXES—**

Per box	6 00 12 00
---------	------------

**SHOT—**

Canadian, dis. 17 1/2 per cent.	
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**HINGES—**

Heavy T and strap	0 04 1/2 0 05
Screw, hook and strap	0 03 1/2 0 04

**WHITE LEAD—Pure Association guarantee, ground in oil.**

25 lb. irons	per lb.	0 04 1/2
No. 1		0 04
No. 2		0 03 1/2
No. 3		0 03 1/2

**TURPENTINE—**

Selected packages, per gal.	0 41 0 42
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**LINSEED OIL—**

Raw, per gal	0 58
Boiled,	0 61

**GLUE—**

Common per lb	0 07 1/2 0 08
---------------	---------------

**INDURATED FIBRE WARE.**

THE E. B. EDDY CO.	
1/2 pail, 6 qt.	\$3 35
Star Standard, 12 qt.	3 80
Milk, 14 qt.	4 75
Round-bottomed fire pail, 14 qt.	4 75
Tubs, No. 1	13 30
" " 2	9 50
" " 3	3 80
Fibre Butter Tubs (30 lbs.)	2 85
Nests of 3	8 00
Keelers No. 4	7 00
" " 5	6 00
" " 6	5 00
" " 7	2 65
Milk Pans	2 65
Wash Basins, flat bottoms	2 50
" " round bottoms	2 25
Handy Dish	17 00
Water Closet Tanks	7 60
Dish Pan, No. 1	6 20
" " 2	4 75
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

**JAMS AND JELLIES.**

SOUTHWELL'S GOODS.		
Orange Marmalade	per doz.	1 60
Clear Jelly Marmalade		2 00
Strawberry W. F. Jam		2 30
Raspberry " " "		2 30
Apricot " " "		2 00
Black Currant " " "		2 00
Other Jams " " "		1 55 1 90
Red Currant Jelly		3 10

(All the above in 1 lb. clear glass pots.)

**LICORICE.**

YOUNG & SMYLLIE'S LIST.	
5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
" Ringed" 5 lb. boxes, per lb.	0 40
"Acme" Pellets, 5 lb. cans, per can.	2 00
"Acme" Pellets, fancy boxes (30's), per box	1 50
"Acme" Pellets, fancy paper boxes (4's), per box	1 25
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars.	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 72
Imitation Calabra, 5 lb. boxes, per lb.	0 20

**MINCE MEAT.**

Condensed, per gross, net. \$12 00

**MUSTARD.**

KEEN'S.	
Square Tins	per lb.
D. S. F., 1 lb. tins	\$0 40
" " 1/2 lb. tins	0 42
" " 1/4 lb. tins	0 45
Round Tins	
F. D., 1/2 lb. tins	0 25
" " 1/4 lb. tins	0 27 1/2
" " 4 lb. jars, per jar	0 75
" " 1 lb.	0 25
" " 4 lb. tins, decorated, p.t.	0 80
COLMAN'S.	
Square Tins	per lb.
D. S. F., 1 lb. tins	\$0 40
" " 1/2 lb. tins	0 42
" " 1/4 lb. tins	0 45
Round Tins	
F. D., 1/2 lb. tins	0 25
" " 1/4 lb. tins	0 27 1/2
" " 4 lb. jars, per jar	0 75
" " 1 lb.	0 25

**RISE, ETC.**

Rice	per lb.	per lb.
Aracan	0 03 1/2	0 03 1/2
Patna	0 04 1/2	0 04 1/2
Japan	0 05	0 05 1/2
Imperial	0 05 1/2	0 06
Extra Burmah	0 05 1/2	0 06
Java Extra	0 06 1/2	0 06 3/4
Genuine Carolina	0 09	0 10
Grand Duke	0 06 1/2	0 06 3/4
Sago	0 04 1/2	0 05 1/2
Tapioca	0 04 1/2	0 05 1/2
Goathead (finest imported)	0 06 1/2	0 06 3/4

**ROOT BEER.**

Hire's Root Beer, per doz.	\$2 00
Adams 1/2 size, per doz.	0 90
" " " per gross	10 00
" " 25c per doz.	1 75
" " per gross	20 00
Bryant's, 2 doz in box	1 75
" " per gross	10 00

**STARCH.**

THE BRANTFORD STARCH CO., LTD.	
Laundry Starches—	
Canada Laundry, boxes of 40 lbs.	0 04 1/2
Finest Quality White Laundry	0 05
3 lb. cartons, cases 36 lbs.	0 05 1/2
Bbls., 175 lbs.	0 04 1/2
Kegs, 100 lbs.	0 04 1/2
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06 1/2
1 lb. fancy cartons, cases 36 lbs.	0 07
6 lb. draw-lid boxes, 8 in crate	0 07
48 lbs.	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07 1/2
Brantford Cold Water Rice Starch	0 09
1 lb. fancy boxes, cases 28 lbs.	0 09
Culinary Starch—	
Challenge Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06 3/4
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 07 1/2
EDWARDSBURG STARCH CO., LTD.	
Laundry Starches—	
No. 1 White or Blue, cartons	0 05 1/2
Canada Laundry	0 04 1/2
Silver Gloss, 6-lb. draw-lid boxes	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07

Silver Gloss, large crystals	0 06 1/2
Benson's Satin, 1-lb. cartons	0 07 1/2
No. 1 White	0 04 1/2
Culinary Starch	
W. T. Benson & Co.'s Prepared Corn	0 07 1/4
Canada Pure Corn	0 06 3/4
Rice Starch—	
Edwardsburg No. 1 White, 1-lb. cartons	0 00 1/2
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 00 1/2

**KINGSFORD'S OSWEGO STARCH.**



SILVER	40-lb. boxes, 1-lb. pkgs., new wrappers	0 08 1/2
GLOSS	6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 09
PURE	36-lb. boxes, 12 3-lb. boxes	0 07 1/2
OSWEGO	40-lb. boxes, 1-lb. packages	0 08
CORN STARCH	For puddings, custards, etc.	
ONTARIO	36-lb. to 45-lb. boxes	0 06 1/2
STARCH IN	6 bundles	0 08
BARRELS	Silver Gloss	0 07
	Pure	0 07

**BROWN & POLSON'S CORNFLOUR.**

1 lb. packages	0 07
40-lb. boxes	2 80

**SUGAR.**

Granulated	per lb.	0 04 1/2 0 04 1/4
" No. 2		0 03 1/2 0 04
German		
Paris Lump bbls. and 100-lb. boxes		0 05 1/2 0 05 3/4
Extra Ground bbls. 100 lb.		0 06
Powdered, bbls.		0 05 1/2 0 05 3/4
Extra bright refined		0 05 1/2
Bright Yellow		0 03 1/2
Medium Yellow		0 03 1/2
Dark Yellow		0 03 1/2
Raw Demerara		0 03 1/2

**SYRUPS AND MOLASSES.**

SYRUPS.		
Dark	per gallon.	0 30 0 33
Medium		0 33 0 38
Bright		0 38 0 43
Very Bright		0 53
Redpath's Honey		0 50
" " 2 gal. pails		1 35
" " 3 gal. pails		1 60

**SOAP.**

P. M. LAWRASSON'S SOAPS.		
Wonderful, 100 bars	per box.	\$4 00
Supreme, 100 bars		3 70
Our Own Electric, 100 bars		2 00
Sunflower, 100 bars		2 00









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Oatmeal  
Mills**

D. R. BOSS,  
EMBRO, ONT

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Rolled,  
Standard and  
Granulated

**OATMEAL**

IN BARRELS, HALF BARRELS OR BAGS.

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

**DURABLE PAILS AND TUBS.**



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

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H. A. Nelson & Sons, Montreal.

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

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Oakville, Ont.

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

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



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- Crown Pickles . . .
- Batty's Nabob Sauce
- Batty's Worcester Sauce

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Not for its beauty. It's as good looking as any, but because it gives the most light, that's why we recommend the

**"PITTSBURGH" LAMP**

Mammoth Sizes for

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CHURCHES, Etc.

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

# GOODALL'S JELLY SQUARES

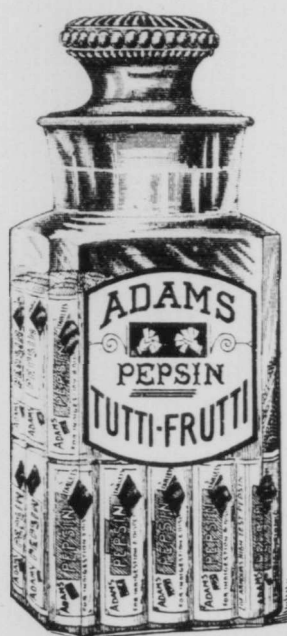
Which make delicious and nutritious Jellies in a few minutes and at little expense. The Squares are complete in themselves for making Lemon, Orange, Raspberry, Strawberry, Cherry, Vanilla, Aspic, Pineapple, Black Currant, Red Currant, Almond, Plain, Champagne, Noyeau, Sherry and Port Wine Jellies, and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

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*Tutti*

*Frutti*



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