

**THE CANADIAN GROCER**  
 & GENERAL STOREKEEPER

PUBLISHED  
 WEEKLY  
 \$2.00 PER YEAR

VOL. VI.

TORONTO, AUGUST 26, 1892.

No. 35

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Vol. VI.

TORONTO, AUGUST 26, 1892.

No. 35

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

THE J. B. McLEAN PUBLISHING COMPANY,  
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AND  
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The trader needs to be something of an adept in distinguishing true money from false. It seems impossible to keep the currency purged of spurious money. Bad half dollar, quarter dollar and ten cent pieces are constantly turning up in different parts of the country. Lately there has been less heard of counterfeit bank bills, but they too are actualities and not so scarce as they should be. Their worthlessness is seldom so easily discovered as is that of the base coins. The physical properties of the metal are usually a reliable means of testing a coin. The feeling, the color, the weight, above all the sound, are checks that will usually protect the trader against unlawful coin, if he will but take the precaution to use these checks. Besides the physical properties of the metal there is the stamp, which often is a very good guide. That will frequently be found imperfect, either in the omission of some detail of the device or in the character of the impression, the lettering and figuring being seldom so clearly cut, so well brought into relief, in spurious as in genuine pieces. The trader ought to study the matter carefully by

means of object lessons, for which he has abundant material and opportunity in the money he receives every day. He should take the scientific way, and find out by the use of his senses all there is to be learned of the properties of true silver coinage, and compare with the standard he thereby arrives at, the properties of all doubtful coins. A series of observations pursued with earnestness for awhile will train the senses of touch, sight and hearing so that they will come to perceive at once points that would perhaps not be noticed in a lifetime if attention had not been given this bent. One man will handle five times as much silver as another without acquiring one-half as much sensitiveness to variations from necessary characteristics, simply because the other exercises his observation and consequently trains it. Where a man's calling involves nice discernment between good and bad coin, as for example in banking, his judgment becomes infallible. That shows what careful observation can do, and traders can make as much of the same habit as bank tellers can. United States coins are more frequently counterfeited than Canadian. They circulate in both countries and are therefore in greater demand; also in the United States currency there is a dollar piece, which is an advantage to counterfeiters as it pays them better to copy large coins than to copy small ones. A gang of counterfeiters was broken up in Wallaceburg, Ont., last week. They operated along the St. Clair river frontier, where United States silver is almost like an international coinage. They did very skilful work. Their money had largely crept into the currency circulating on both sides of the line. Counterfeiters can afford to lay out more money on their raw material nowadays than they could a few years ago. It would probably pay them to buy pure silver and make coins from it, as the price of that metal is now so low that

the quantity of it in a United States dollar piece costs only about 65c. This would allow of 35 cents on the dollar to pay for the labor and risk of counterfeiting the government stamp, but would secure a class of coin that would not have a false ring, and thus diminish the risk. It would pay the manufacturers of cheap money for the people to work on a narrower margin, use an alloy approximating to coin silver and lessen the chance of their finding their way to penitentiary.

\* \* \*

This depreciation in the price of silver is likely to become a seriously disturbing factor in the currency of countries whose circulation is on a bi-metallic basis—that is a basis of gold and silver, as the circulation of the United States is—and is already a seriously disturbing factor in the currency of countries whose circulation is on a purely silver basis, as is that of India, China, Japan, Mexico, etc. So long as the people of the United States can furnish gold to meet all foreign trade balances against them, or all foreign calls for interest on securities, or for the principal on securities sold back to them, the silver currency in that country will have internally the same purchasing power as if it were based on gold. But so soon as their supply of gold becomes inadequate to meet the calls from abroad, their silver currency will have to take its place, and will be accepted only at its gold value, or at from 30 to 35 per cent. below its face value. And of course that will regulate the value internally in the United States and make silver dollars equal in purchasing power to 65 or 70c. Then holders of United States silver and silver certificates in this country will have to lose over one-third of the value of all such money they may have, and it is estimated that between four and five million dollars of such money is circulating in Canada. It is improbable that the United States will be unable to meet all European calls for gold, so that shrink-

age in the buying power of the former country's silver is not immediately likely. The time of year is at hand when the gold movement will turn to this side of the Atlantic, as, soon the fall shipments of grain will commence, big railway and industrial earnings will invite European capital to the United States and save that country from the necessity of falling upon the silver prop of its currency. There seems little likelihood then that United States silver will soon lose any of its purchasing power, but it is prudent for dealers to discourage its circulation as much as possible. If there should be any danger of a break in the value of U. S. silver, it is almost certain that our government would enforce the section of the Tariff Act which imposes a duty of 20 per cent on all articles not enumerated as either dutiable or free. In section 866 this Act reserves United States silver coins from the list that it admits free, so that these silver coins are dutiable at 20 per cent. But the duty has not been imposed, United States silver coins being admitted as if they were free. It is a difficult matter for a customs official to ransack the pockets of travellers and the money letters of correspondents coming into this country from across the border. About two-thirds of the United States money circulating here is in silver coin, the rest is in silver certificates. The certificates, in addition to being redeemable in silver—and therefore at about two-thirds of their face value if the supply of gold in the United States should become exhausted—displace money of our own banks in the circulation, and so of course does the silver coinage of the United States. This means a big loss of interest to our banks. In countries where the currency is on a purely silver basis, the shrinkage in the value of money is remarkable. It now takes nearly two rupees to buy in India what one bought but a few years ago, though commodities by comparison with a gold basis are much cheaper. Of course, though we have silver coins in this country, all our circulation is on a purely gold basis, as is that of the whole British Empire,—the Indies excepted—the silver coins being scarcely regarded as money, but only as counters and in use only for the subsidiary purpose of making change. The dollar is properly the unit of circulation and it is on a gold basis. Hence it makes little difference to us if our fifty cent piece is intrinsically equivalent to but 33c. A postage stamp is worth 3c., though there is not originally 3c. deposited against it. But if the retail

trade insisted on Canadian money for awhile, we should soon get rid of all danger from United States currency. The Monetary Conference which meets in Europe—probably in Brussels—next month will consider the silver question, but will hardly be able to settle it. There is something chivalrous in the United States holding on to a bi-metallic basis and running the risk of being reduced to dependence on its silver. The great drain on its gold that the monetary requirements of Europe occasion every year, owing to the larger need for gold because that is practically the sole basis of their circulation, even in the countries of the Latin Union, threatens to exhaust the United States supply. Consequently as trade increases in Europe, the circulation must expand largely at the expense of the United States, and tend to force that country on a purely silver basis.

\* \* \*

The profits of the Thurber-Whyland Co., the great wholesale grocery house of New York, were \$78,745.02 for the six months ending the 31st July last, while for the corresponding part of 1891 they were \$101,000. The cause of this falling-off is said to be a contraction of the demand in the South, where the buying power shrank with the price of cotton, the great southern staple. This would mean a reduction in the volume of business done, but there are no figures published to show how the two half-years under comparison as to profits differed in respect to volume. As the American Grocer discusses the matter in relation to the influence on grocers' profits of a general decline in prices, it would appear that that journal considered the shrinkage to be less marked in the quantity of goods sold than in the profits. If so the decline must be to a considerable degree the result of competition and of consequent price-cutting, which, after all, has quite as much to do with the lowering of prices in many commodities as excessive production or diminished consumption. The profits of the wholesale grocers of this city, for the same two half-years will compare similarly, always to the advantage of the first half of 1891, because this year everybody threw open the throttle-valve and joined in the race to land the largest quantity of goods in retail stores, and profits went by the board. That spirited way of trading has been a very active agency in bringing about the shrinkage in profits that our wholesalers will muse over when 1892 comes to a close. But it is

to be hoped they will not be constrained to adopt the heroic treatment that the Thurber-Whyland Co. has resorted to, that is cutting down the salaries of employes. This, that company claims puts its business on a profit-sharing basis, but the salesmen, clerks and other employes of the house will deem it rather a loss-sharing basis. It is true that a sense of personal loss as the result of personal short-coming in service is a wholesome incentive to an employe to exert himself to do his duty as fully as possible, and it is reasonably probable that if this sense were at work more generally in the minds of travelling salesmen there would be less price-cutting to make sales and less consequent occasion for reducing salaries. The profits of a house are to a great extent in the hands of its travellers, and when the measure of a traveller's ability comes to be tested by the profits of the business he does rather than by its volume, there will be more satisfaction with the proceeds of the grocery trade.

\* \* \*

Retail grocers and general merchants have enough reason to be on their guard against the genuine inland revenue inspector who may be on his rounds to discover adulterated coffee, but it is also prudent to doubt whether every one styling himself an inspector is one in reality. The stamp of the service he claims to represent is the only evidence it is safe to go upon, and that stamp will be left on a package of the coffee or coffee compound that he purchases, a part of which sealed up the officer always gives back to the trader to hold till the analyst's report is heard from. In England the genuine official is occasionally personated by an enterprising fraud, who represents that in all first cases the offender is allowed to get off upon the payment of the analyst's fee if that is handed over without any trouble. Cautious people of course will be apt to think before they pay such demands, but others are nervously afraid of getting into trouble and are willing to compound with such a schemer, without stopping to question his title to the money he claims. An example of this sort of fraud was brought out in a trial at Halifax, England, which the Grocer's Chronicle reports. The prisoner bought ½ oz. of coffee and asked the woman who sold it to him if it was pure. She believed it was. He tasted it and declared it to be half chicory. He then fastened it up and sealed it with sealing wax. By representing that the analyst's fee was all that would be charged for the first offence, she paid that and enriched the rogue by 5s. He was committed for trial.

## CLERKS' ASSOCIATIONS.

Why is it that we hear so little of clerks' associations in this country, or in the United States? Have the clerks no objects that can be furthered by their joint action? Are they sufficiently paid? Are their hours always short enough? Are they proficient in all the requirements of their calling? Is there a well-established fraternal feeling among the salesmen of the same town? Is mutual improvement impossible? The clerks are neglecting a useful means of self-advancement in abstaining from organization. There are innumerable ways in which a clerks' association can be turned to account for the improvement of the salesmen of our stores, and what benefits them benefits their employers, and benefits the whole trade. With well-trained, well-informed, well-paid, zealous clerks in our stores, business would be infused with a new spirit. The clerks of any description of trade are vital organs in that trade, as the liver and the lungs are vital organs in the human body, and the trade will flourish or languish as these organs perform ill or well their respective functions.

If the young men who are engaged in mercantile pursuits would form an association in each town and city, they could carry out various schemes of improvement that would react beneficially on their material and moral welfare. Such an association could have its committee on sports to look after the exercise of the members, to organize clubs for cricket, football, baseball, bowling, curling, boating, bicycling, etc., to provide indoor exercise, to arrange matches, and discharge many other duties proper to such a committee. A reading committee could have its range of duties specified. An executive committee could be entrusted with the graver matters of hours, pay and general policy. An amusement committee would arrange a concert or drive in winter, an excursion or picnic in summer, a way of spending a particular holiday, etc. The moral atmosphere here could be kept regulated by a committee authorized to carry out certain rules against objectionable conduct in the association. A debating club would be a very useful organ in such a body. Trade questions would be discussed by such a club, and the process of mercantile education would be carried on through it. THE CANADIAN GROCER would report the proceedings and doings of the association, would notice the discussions and give all the help and countenance it could render.

Good health, good spirits, good fellow-feeling are not born of isolation and confinement. Mix up together, take as much fresh air and sunlight, along with moderate bodily exercise, as you can get. Your mental needs must not be neglected. Read and select such literature as will strengthen, not enfeeble you. You will be a power in the store if you look well to your physical and mental health, as well as to the social conditions

about you. A principle of philosophy upon which some noble characters have been grounded is, Hold yourself responsible for every cross and trial you have. Others may be to blame, but you cannot bring reforming agencies to bear on others as you can on yourself. Instead of hunting them up, find out where you were at fault in going into or bringing others into the matter, and calmly take the lesson to heart. This rule has made a disciplined man of many a naturally headstrong one.

## STEALTHY SALESMANSHIP.

The philosophy of selling, as exemplified by the keepers of bazaar and department stores, rests upon the theory that the main thing is to get the customer into your store. They hold that whatever arts, representations or attractions are successful for this purpose should be adopted, regardless of their possible bearing upon the subsequent patronage of the customer. In this view it is right to lay snares for the unwary. One department store will keep sugar and undersell grocers, but warns the public that as sugar is not a tidy thing to handle in such a store, all the sugar business must be done between 10 and 11 in the morning, as before and after that there must be no traces of any such business on the premises. Then the people flock together at that hour for sugar, they find a handless, awkward girl dealing it out with about one-tenth of the velocity of a smart grocer hand, and they find the hour about fifteen minutes short. Perhaps not one out of a dozen that comes for sugar gets any before time is called. This is how money is saved on sugar. But the people are in the store and naturally drift from one department to another, and buy something before they leave. More than this, the salesmen drop seed into receptive soil, for they show goods that make eyes grow large and dilate on bargains that are never forgotten. On some future day many of these people return with a little money and buy the goods they yearned after. All that arose out of the sugar trick.

But the sugar trick will get played out, people will see that they fail to get supplied. Only very slowly will they give in to this conviction. Others got sugar, why shouldn't they? At all events it is a diverting way to put in an hour, gazing on the throng striving with one another to get the phlegmatic saleswoman's attention. Even if the sugar trick does fail another device can be tried. Numberless people have seen an article hanging at the front of a bazaar store to-day marked at a certain price that they will find much dearer to-morrow. It is a drive to-day, people are to be lured in by this particular bait and are to be induced to take other things. A plain, open sacrifice of one line is to be made for the benefit of all the others, but selling of that line is to be retarded as much as possible. People are apt to think that a

line marked down and very ostentatiously offered is very heavily stocked. It is more likely that it is in meagre supply. The mission of that article is to draw for a day or two.

The clerks make it their business to show the customer something better than the cheap line on which the apparent "drive" is being made. They dwell on the more satisfactory quality and finally sell the better goods, which yield a profit. In some English stores, it is said, a clerk is dismissed if his total sales contain more than a certain percentage of the articles in the window. The "drive" line is usually kept in a remote part of the store, so that the customer has to go through the whole length of the building to get served with it. This brings all sorts of stock under his notice, and is a reasonably certain way of inveigling him into buying something else. Salesmen are instructed to keep samples of very shabby or inferior goods to show alongside of that they are expected to sell, so that the contrast will influence the customer.

The result of these and many other like devices is that people visiting these department stores get the idea that things are cheap there. The artful way their cash has been beguiled out of them covers up from their observation the policy of the store, which is to make money by finesse. And the prices paid for the bulk of the goods bought in such stores are usually such as would satisfy the trader who deals in one class of goods, as for example, groceries. The departmental stores get profits by stealth. Their insidious ways are too much for the people.

## A CLERK REFUSES TO SELL SUGAR.

A clerk in an English grocery store believed that to sell sugar alone without any profit is a delusion and a snare. Accordingly he refused to supply a customer who wanted nothing but sugar, and a complaint was lodged with his employer, resulting in his dismissal. He then had the cheek to sue his employer for two weeks' salary in lieu of notice. The judge said the evidence clearly showed that the plaintiff had refused to do a lawful act, and his employer was entitled to discharge him in the manner adopted. A verdict was of course given for defendant. As the "London Grocer" says: "We do not agree with the system of selling sugar without a profit. We believe it to be a mistake, an ill-advised measure of commercial policy, and no common-sense grocer will stand up in its defense." But the clerk has no right to set himself up as the reformer; that is the business of the grocer. He, not his clerks, must arrange his own system of trading, and if a clerk refuses to comply therewith, the employer has only one remedy, viz., dismissal. However, we advise our readers, says the "N. E. Grocer," to get a profit on their sugar, and then they can sell it without suffering even if they sell nothing else in the transaction.



### WHERE THE SHOE PINCHES.

TORONTO, Aug. 15, 1892.

EDITOR OF THE CANADIAN GROCER.

DEAR SIR,—My attention having been drawn to a letter from Mr. Hustwith, in your issue of 5th inst., please allow me a few words in reply to same. It will be readily understood, in the tea trade, why Mr. Hustwith should so urgently object to package teas, and that he is glad to hear of the "conversion" of a grocer to the loose teas in original chests, as he sells nothing but loose teas, but it is amusing to others, as well as myself, selling high grade fine package teas, to notice how the sale of these finely blended goods, which is increasing, tends to make Mr. H. call out "the shoe pinches." There are some grocers in the city who will not sell package tea, and the frequent reason is, they do not possess a trade for "first class" goods. Then again some package teas are inferior, but there are four or five excellent brands in the market blended by men who have devoted years of hard labor to obtain a knowledge of the art, for "art" it undoubtedly is. The jobbing dry goods store on Queen street west, I opine, Mr. H. refers to, does not sell a 5c. package tea, but some of the loose rubbish sold to unknowing merchants. And here Mr. H. appears to me to jump on one of his own feet, as this case has absolutely nothing connecting it with package teas, over which he makes such a virulent, but at same time, absurd attack. The guarantees that retail grocers possess, that package teas are up to standard and sample, are plain and simple, as follows:

Firstly. No reputable firm would put up a package tea, unless it was up to value and sample, and could be upheld, as by doing otherwise they irretrievably ruin their own reputation.

Secondly. The consumer would rapidly let the merchant learn the fact (if such) of any falling off in quality, and thereby exclude the sale of anything inferior.

Thirdly. The sealed package in itself, with the brand mark, etc., is a guarantee of its absolute purity and excellence, whereas in loose teas, a fraud might be perpetrated by dishonest firms; and this is impossible in package teas.

Lastly. Package teas are a guarantee to the trade and consumers of absolute purity and goodness, whereas I can affirm, without exaggeration, that over 60 per cent. of the loose teas or teas in chests and half-chests consumed in Canada, otherwise than Indian or Ceylon teas, are highly adulterated, and excessively injurious to the public. In fact,

health officers should be appointed to examine closely into the bulk and loose teas from China and Japan that Canadians are drinking, and plenty of this filthy Japan, Young Hyson and even Congou, would be decreed unfit for human consumption. The public, fortunately, are beginning to recognize this fact. Hence the call for special package teas, which, I maintain, will ultimately be the principal method of selling teas in Canada, and the only thoroughly reliable one.

As Mr. H. sells nothing but these loose teas, it is readily seen "where the shoe pinches," and this can be the only excuse for him launching out in such a trade against one of the coming largest industries, and the best both for grocers and consumers in the tea trade.

I am, yours faithfully,  
SYD. N. NORRIE.

### SELF-INTEREST WARPS THE JUDGMENT.

DEAR GROCER,—I have read with much interest, coupled with admiration for the valor of the self-constituted champions of the poor ill-treated retailers, the letters of Mr. Stephen Hustwith and Mr. R. M. Corrie, the energetic and deservedly popular secretary of the Toronto Retail Grocers' Association, on the question of package teas and the necessity of every grocer blending his own teas. That the question before these gentlemen is of moment to grocers in general cannot be doubted, but that the motive in championing the rights of the down-trodden retailer is unselfish, I question very much in connection with one of these gentlemen, and I trust that you will pardon me if I question the disinterestedness of Mr. Hustwith in advocating a matter entirely within the realm of the individual grocer. Those of your city readers who happen to have the pleasure of receiving regular calls from this gentleman in the interest of a well known tea house that does not handle package goods, may have smiled to themselves on reading his powerful attack against a pernicious system of robbery by the wholesale dealers of this city, and visions of a certain city traveller blending teas for his clients which he had sold them, may have caused a decidedly loud laugh to burst from their lips, and awakened the echoes of Belwoods Park or caused even the murky Don to break his cuticle with joy. What a disinterested city salesman Mr. Hustwith must be to so work in the interests, not only of his direct employers (who do not handle package teas, but have certain formulas which they no doubt will be pleased to furnish their customers, if they purchase their particular teas), but also in the interest of the other half-dozen wholesale grocers of Toronto who do not handle package teas. I wonder does Mr. Hustwith draw salaries from these other six competitors, and is he a sort of commercial Pooh-Bah? I do not personally

know him, but in my peregrinations through the city with my humble samples of teas I have heard rumors that while condemning the package teas he was ever ready to himself blend teas for his trade, of course teas sold only by himself. That's one for the grocer and two for Mr. Hustwith. It would be a very dull traveller indeed who would not take the greatest pleasure and care in assisting his customers to blend teas that he had sold them himself, and it would be a duller traveller who would not talk down package teas and praise up his own straight lines. There is always a wheel within a wheel, and it does not take much thinking to understand Mr. Hustwith's views on the package-tea question. It is contended no doubt that every grocer in this city can blend a tea as good as are the leading brands now on the market, but I most emphatically contend that this is not only impossible but also impracticable. In establishing a grade of blended tea to retail say at 50c., and to make that blend uniform through years' requires a large stock of the different constituents to be constantly kept on hand, and, what is as much a necessity, the opportunity to purchase at short notice any of the lines that have run out. This latter difficulty has been and is experienced frequently by houses handling a larger stock and greater variety of teas than even Mr. Hustwith's firm. I would like to hear the views of Mr. Hayter, of the world-famed (not local only) tea growers and exporters, Steele, Hayter & Co., on the subject of blending teas, particularly package teas, but then, Mr. Hayter would be prejudiced, you know, in favor of the latter.

I perfectly agree with Mr. Corrie that the demand rules the quality, and if the people want an article that is well advertised and that is found on trial to be suitable, palatable and entirely satisfactory, it would be the greatest folly on part of the grocer to talk them not only out of this package tea but also out of his store. Mr. Corrie, however, contends that it would pay the retailers better to put up their own package teas and do their own advertising. It might do this in limited instances where right ideas and a long pocket book were at the back of the movement, but there are not five retail grocers in this city who would think of spending \$10.00 or 50 in properly advertising their "Paragon" blend, etc., and to advertise with small dodgers, etc., is just throwing good money away. The expenses in connection with properly and tastefully getting up a taking blend of one's own have repeatedly scared enterprising grocers from making the attempt, and they were are men.

In conclusion I beg to state that the views expressed here are absolutely my own, and an experience of ten years in the general grocery trade of Canada and the United States has confirmed me more and more in the belief that it is best to sell the goods that please the public; and the goods that are well advertised, be they teas, soaps, starches or other commodities, are the goods to handle.

Yours truly,  
WM. H. SEYLER.



## THE SPIDER AND THE FLY.

(CONTINUED.)

Grocer—I guess I'll sign it, but don't you see, ha ha, we close at nine o'clock at night now, and I don't see how we are going to do both, especially when the man across the road keeps everything but a pinch of sugar.

C. T.—Well I will go over and see if I cannot arrange it with him some way or other.

Grocer.—All right.

C. T.—Well good day.

Grocer.—Good day.

[C. T.—Crosses to the fruit man on the other side of the street.]

C. T.—Good morning, Sir.

F. M.—Good morning.

C. T.—I'm carrying an agreement in my pocket for the Wednesday afternoon half holiday. Would you sign it?

F. M.—Eh! not much, I'm not a grocer. I'm a fruit man. That's got nothing to do with me. That's for the grocers. I only sell fruit. I don't depend on groceries. I just keep a few groceries to accommodate my customers. I can't afford to lose my stuff through closing up a half day. We make little enough now without trying to lose any more.

C. T.—Oh! I understood that you kept nearly a full line of groceries.

F. M.—Well I don't. I keep canned goods and teas, coffees and spices and some soap and washing soda and brooms and pails and brushes, but that is all. I don't keep any sugar. I was thinking of getting some in but there is nothing in it, so I don't know yet whether to get some or not. I think I'll let the grocers handle that.

C. T.—I didn't know that the fruit men sold teas and coffees, etc.

F. M.—Oh yes they do, some of them, and why should they not? The grocers sell bananas, raspberries, blackberries, strawberries, and some of the biggest stores sell lettuce, cabbage, onions, radishes, apples, pears, peaches, plums, yes and some of them chickens. That's why some of the butchers have gone into the grocery business in connection with the butcher business, and that is why other butchers buy pickles, sauces, catsups and canned goods, and that is why the fruit men are going into canned goods and groceries. The grocers are a funny lot anyway. I hear that they will say one thing and do another, even in their associations. Even in this closing movement I'll bet you that some of them that sign it won't keep it ten days. They will be standing looking out of one corner of their eye round the corner of the door to see if their neighbour is closing up or not. I know it. I've seen it done before. Then again they will sell nearly everything we sell, and if a man comes to try and sell us package tea, why they will try and kick up a rumpus and threaten not to buy it, but they have got to. They have not got the spunk to tell their customers

they would not keep it for fear they might go somewhere else and get it, and if the men who sell package tea would not sell to us or the dry goods trade then it is a question whether they would buy it or not. The dry goods trade handling it wakes them up, it makes them jealous. Do you know that certain dry goods houses in this city sell as much soap and package tea and other goods in that line in one month as some of the largest retail grocers would in a year? Perhaps you would not believe it, but it is a fact and I can prove it. Then they would expect that a manufacturer or wholesale man should throw up trade like that to suit them. Well the wholesale man knows a trick worth two of that, and don't you forget it. Don't you know that some grocers must buy pickles that are made in this country simply because they are sold to butchers, and the butchers sell about 5 times as many domestic pickles as the grocers? If the manufacturer would not sell to butchers, the grocers would not help them out, because they do not sell enough to make up for it. I tell you there is more than one way of looking at these things. Of course a man can have his own opinion, but every other man has his opinion too, and no two men's experience is alike. Why, I heard it said that the grocers' association had stopped the wholesale houses from selling to private families, but they have not.

C. T.—Oh yes they have. You must be mistaken,

F. M.—Well I'm not, and I'll tell you how I know, if you have time and will only listen for a moment.

C. T.—I have not much time, but I will listen to your story, for it may be interesting, especially as I know one of the committee who was appointed to go down and interview them on the question.

F. M.—Well, all right. I won't keep you any longer than I can help, but I just want to show you how they keep their word, if they promised not to sell to private families. I was standing in a grocery store on the 17th of August, 1892, when a boy came in and asked for a ½ pound of tea. The grocer served him in a few minutes. He came back and said that he had made a mistake, he only wanted a ¼ of a pound. When the grocer asked him what for, he answered that his mother was going to get 4 or 5 lb from a wholesale house in the morning through L. a liquor merchant on Queen St. east, who got it wholesale from L. The grocer said, "All right, my boy." Then turning to me said, "That's how some of the wholesale men keep their promise."

C. T.—Well, sir, you astonish me. I can hardly credit it, it seems so strange.

F. M.—Well, sir, it is nevertheless true, and to true, but that is how the thing goes.

C. T.—It is really too bad. In regard to package teas I saw a letter in THE GROCER on the subject, not a bad letter, but I thought that what the writer said in regard to the

grocer having to keep what their customers asked for was not altogether right, because I thought if the grocer would sit on the package teas in the first place and have nothing to do with them that would settle it once for all.

F. M.—Oh, no, it wouldn't. That is where you are out. Why they would go and stock up some of the dry goods or drug store or confectioners with them. There is a confectioner on Yonge St., has stock right in his window, so as every one can see it as they pass by, as much as to say: "We keep this tea, if you want a cup come in and try it." These men are going to place their goods somewhere. They are in for making money, and if they don't make it in one place they will in another.

C. T.—I suppose there is some truth in what you say. Of course the stuff must have some good qualities in it or the people would not ask for it the second time, and if they can please the public by their knowledge of blending it doesn't make any difference what it costs them or what profit they make on it so long as it gives satisfaction. It's not the medicine that costs the money, it is the knowledge of knowing how to put it together.

F. M.—Yes, sir, and do you know there is a class of people who consider an article no good unless it is a good price, and it is studying properly, their likes and dislikes, and catering to their tastes that brings success in business. The thing may be entirely wrong and injurious to their health, but they will have what they like if they have to pay the doctor five dollars afterwards to put them right.

C. T.—I guess you are right. It would be next to an impossibility to change people's opinion of what they like and dislike. The will is governed by the affections, not the affections by the will, consequently, I reckon the easiest way is to let them have what they like and not try to cross them or they might spit fire at you like a petted child and leave you in a pout. People are strange. I have come across some people who would ask a man what his opinion was on a certain thing, if it was good, but they are getting few and far between amongst the better classes. You may find a spirit of this kind, but among the masses it is "Give us lots for our money, and we will run the chances."

F. M.—That's a fact. I see it every day.

C. T.—It is too true. If we could only get people to think as we think everything would be all right.

F. M.—Yes. That's what we think, but they may think different. We fancy we are right, and they think they are right, and it is going to take a long time to impress them that they are all wrong.

C. T.—You are about right. Talking about pleasing people brings me in mind of a conversation I had with a confectioner the other day who does a large business. I said to him that I believed that the manufacturers

were to blame a great deal for some sickness and diseases that were prevalent amongst humanity, the younger member especially. He said, "Do you know that we put coloring on some of the candies we send out that not one of our employes would touch for fear of getting poisoned, and yet those candies are just the ones that catch the eye and they buy. Children especially are fond of bright colors, and there is no doubt that it poisons the blood and makes them irritable and feverish, and it is about the last thing that their mothers think the cause of their sickness. There will be a day of reckoning some day. How would those manufacturers feel to see those sweet little innocents hold up their little hands and call out, "That is the man, mamma, who poisoned me!" Yes, sir, they have poisoned many a bud and made it die long before it could spread its fragrance on this world of care. In their mad haste to make money they content themselves by saying there is not enough to hurt, but the poison is there all the same. But, by-the-bye, Mr. J., I had forgotten all about the time.

F. M.—So had I.

C. T.—Well, you won't sign the agreement?

F. M.—Not for Joseph. Not this time.

C. T.—Well, good day.

F. M.—Good day, sir. I'm sorry you are going.

### SHOW WINDOW DRESSING.

Window dressing of the present day is one of the best advertisements that a retailer may indulge in. Goods neatly and artistically arranged in a show window appeal to the passer-by as to what may be obtained inside the store. It is a silent salesman in itself, and a continuation of displays week in and week out will invariably bring customers to your store which otherwise it would not have done. In the arrangement of goods it is best to offer a continuous change, even if it is necessary to show the same articles, and change the display, if possible, one a week. It is not always the amount of goods you display that make an attractive show, but sometimes the most simple will produce the desired effect.

The most successful windows and by far the most effective is to trim with only one line of goods.

The main requisites are the trained eye, quick comprehension of effects in color, distribution and shape, and a natural neatness and nattiness in apportioning to a variety of articles a proportionate arrangement of display.

In considering the subject of window dressing, the salesman who has this particular branch of the business in charge should aim to display a fair sample of goods to be found within—displayed so that it will appeal with force to the purchaser at the time he is looking at them; displayed only with

seasonable goods; displayed, the attention having been attracted, curiosity must be gratified, and he must not be allowed to go away disappointed.

A special feature retailers may adopt, and more so in the grocery line, is to introduce special days once or twice a month and arrange the windows as well as the interior with one line of goods. For example, articles for table use, such as catsups, sauces, pickles, etc. In the manner of window display the interior, if space will permit, may be provided with a table dressed off with a fancy table cover and the various articles arranged as they are used. The background may be built up in pyramid style from the same line of goods; the interior of store arranged with the same goods displayed prominently where space will permit, and placards distributed about, giving prices, etc.

The important part of a show window is the background, and while many windows in the grocery line are not boxed in, a good plan is to build up stationary steps, running from the edge of window pane extending into store, the back of which may rest on supports if the window is not of sufficient depth. If this is followed out, then the merchant or clerk may change his display once or twice a week: some days showing up a line of canned fruits; then change to bottled goods, on to a display of soap, and so on, constantly offering a continuous change of goods.

Windows that are boxed in should always have a background, which may consist of cheese cloth tacked to a strip across the back of the window. Another way is to build up a solid wall of canned goods if stock will permit.

There are numbers of ways of making a window attractive, but there is one feature which must be always that way and no other way, and that is cleanliness. Dress your store windows and continually cultivate improvement in the art, and you will then fortify yourself with one of the most valuable adjuncts of business success.—Northwest Trade.

### A NATIONAL REPUTATION.

[Copied from the Grocers' Journal of Commerce, Kansas City.]

When any article of commerce gains a national reputation in the United States, it must be possessed of superior excellence. "The Highland Brand of Evaporated Cream," prepared at Highland, Ill., is sold all over the United States, and sent to many foreign countries. It is the best perfect article of the kind made in the world. There are at least one hundred brands of condensed milk or cream, but the "Highland Brand" is considered the best by the jobber, the retailer and the consumer. It can be used in any way that milk from the cow can be used. It is not more expensive than milk, and can be kept where it would be impossible to keep fresh milk. Adv.

### THE BROKER.

A merry Madrigal. With apologies to Mr. W. F. Gilbert. Air, "When the enterprising burglar, etc."

When the disappointed buyer's bent on grumbling,

Bent on grumbling,

And complaining in dyspeptic sort of way,  
He loves to slang and bully all around him,

All around him,

And abuse the patient broker all the day.

It gives him pleasure to make trouble over nothing,

Over nothing,

And make claims when he well knows that he has none.

Taking one consideration with another,

With another,

A broker's lot is not a happy one, Happy one!  
When the seller and the buyer are in for fun,

Are in for fun,

A broker's lot is not a happy one.

When the seller feels the buyer's trying to 'do 'him,

Trying to 'do 'him,

He wires his broker short, and sweet and strong.

Sends a message calculated to subdue him,  
To subdue him.

And make him feel abjectly that he's wrong.

He forgets how hard his agent may be working,

May be working,

Amid rebuffs from early morn to setting sun.

Taking this consideration with the other,

With the other,

A broker's lot is not a happy one,

Happy one!

When the seller and the buyer go in for fun,  
Go in for fun,

The broker's lot is not a happy one.

### TORONTO INDUSTRIAL FAIR.

The great event in Exhibitions in Canada is the Toronto Industrial Fair, which opens this year Sept. 5th and closes Sept. 17th. It will be specially interesting on account both of the large and comprehensive price list and because of the special attractions to be offered. So great has been the demand for space in past years, and to such large proportions has the Fair grown, that more space became a necessity, and after repeated efforts the directors have secured additional accommodation on the Garrison Commons. A large new grand stand and a new speeding ring will be ready by opening day. The plan for the stand shows a design of the most complete character, with offices and comfort rooms to meet the convenience and comfort of all who may be engaged in the ring, or who may wish to remain as spectators of the speeding and other attractive events. Every farmer in the province ought to see this Fair. The special attractions this year are very numerous and are much superior to previous years. Cheap fares will prevail on all railways.

# LUCAS, STEELE & BRISTOL,

AGENTS FOR

Hillwatee Tea.	Lady Charlotte Gelatine.
Diamond Crystal Salt.	Sunshine Scouring Soap.
Snow White Soap.	Ontario Tomato Catsup (glass).
L. P. & Co.'s Pure Spices.	L. P. & Co.'s Pure Extracts.
L. P. & Co.'s Pure Coffees.	

Our Japan Teas are extra value, especially Nagasakis. Pleased to mail samples.

73 McNab St. North, Hamilton, Ont.

## "Mallawalla" Pure Indian Tea. :---

A rich and delicious blend. Put up in 1/2 and 1 pound tinfoil packages, with attractive labels. Packed in 50 lb. cases, separate or assorted, half and half. Retail at 50c. per pound, allowing the jobber a handsome profit, nothing equal to it in the market for the money.

**MORTON'S KIPPERED HERRINGS**, in flat, oval tins, now in stock—a most delicious breakfast delicacy. One trial will be sufficient to make it a favorite at every table.

**W. H. GILLARD & CO.,**

Agents for Canada.

Wholesale Grocers, HAMILTON, ONT.

## Saint Charles Evaporated Cream.

Always packed in pound tins, the latest novelty in Canned Goods. No camping outfit complete without this delicious Cream. The grocers who cater for such trade should buy quickly.

**JAMES TURNER & CO.,** Hamilton.

Wholesale Agents.

THE  
**"MONSOON"**  
BRAND  
**Pure Indian Tea**

Is always reliable; never changes; comes from the same garden, famous for the STRENGTH and FLAVOR of its Teas.

**STEEL, HAYTER & CO.,**

Growers' and Importers,

TORONTO

**JOHN BURGESS & SON**  
SAUCE  
AND  
PICKLE  
MANUFACTURERS,

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

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

Lord Byron's "Beppo," VIII.

Our travellers are now out with new samples of

**LAMPS AND FANCY GOODS.**

Wait for them!

**W. J. REID & CO.**

—IMPORTERS OF—

**Crockery and Glassware.**

DECORATORS OF CHINA, &c.,

London and Belleville.

Mr. W. F. burglar,

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SEND FOR  
OUR PRICE LIST

Empire Tobacco Co.,  
MONTREAL.

#### DRY GOODS.

This week has been a busy one among the wholesalers. The house trade is beginning to increase, and shipping is very brisk, with parcels larger than usual. The harvest has proven equal to expectations and large orders are being placed or confirmed. Prices remain firm in all classes of goods.

Next week will see most of the travellers in the house to remain until after the Exhibition, that is, until about September 20th. Thus will be finished the placing orders for this season, and the houses will be crowded with visitors for the next few weeks, after which travellers will go out again for sorting up orders.

Letter orders are beginning to pick up, but have been generally slow during the past two weeks. These orders are now coming in for staple fall goods, and it is expected that they will increase from now on.

In spool cotton prices remain the same. The manufacturers will not accept orders for future delivery at these prices or guarantee the prices.

Travellers' orders continue larger than in previous corresponding seasons.

#### NOTES.

Gordon, Mackay & Co. have just received a large shipment of buttons comprising metal, vegetable, ivory, horn, pearls, and pearlita. Designs are new and the range of colorings extensive. They keep in stock the celebrated Fil-au-chinois linen thread in all numbers. This is a thread of especial quality, being waxed and ready for use in handsewing. It has given great satisfaction. A full range of plain light and heavy circular pillion cottons is shown, also a large stock of bleached and unbleached sheetings, in Canadian and American manufactured goods, in all widths. Their stock of dress goods is being rapidly moved out.

Caldecott, Burton & Spence show a large stock of cashmere gloves in jersey and gauntlet. Both these styles are selling well. Their "Seamless Fernard" and "Katrina" laced kid gloves are selling well. They are sole agents for these lines and they are well worthy of consideration. They are showing a full line of shot silks in some gorgeous colorings, also some nice lines of feather and astrachan trimmings. Their tweed-effect dress goods are selling well. Their stock of staples is large and well-assorted and special attention is paid to keeping this class of goods in good selling shape.

W. R. Brock & Co. are having a ready sale for their single and double width tartan dress goods. In tweed effects, especially in opposite diagonal stripe effects, the trade continues good. Some very beautiful patterns are shown in this class of goods. In fancy stripe shirts and drawers their stock is well assorted, although these goods are scarce on the market at present. Their sales of top-shirts have been greater than at any former season, both in plain and fancy

lines. These are all Canadian made, and find a ready sale with almost every class of the community.

Wyld, Grasett & Darling have a complete stock of all-wool blankets, unions in whites and greys; all of these being of good quality and in the best Canadian makes. In waterproof goods they are showing an extensive range in rubber and tweed men's coats and ladies' circulars. Their stock is well assorted. In dress goods and cloakings they are showing some very nobby things and very good value in all lines.

Samson, Kennedy & Co. are showing a splendid line of neckwear in four-in-hand, knots, and novelties in flat shapes. The leading things are darks in spots, brocades and bengalines. Their rubber goods are well-assorted in all lines. McIntosh's goods are carried in a full range in both ladies' and men's wear. Their stock of white shirts, laundried and unlaundried, is complete, and the quality at ordinary prices is excellent. In umbrellas they are showing some special features. A special line is a 24½-inch paragon frame and a fine gloria cloth. Their stock of ladies' hygiene vests and lambs' wool Scotch underwear is complete and worthy of attention.

John Macdonald & Co. are showing a nice range of chenille and lace curtains, and all shades in 72-inch piano felts. These latter are exceptionally beautiful goods. Their saxonys, andalusians, fingerings and Canadian yarns have opened up exceptionally well this season and are meeting with very sales. They are showing novelties in astrachans, moss and ruche trimmings; also gilt, silver and jet-trimmings. A shipment of cream silk handkerchiefs is to hand. Among other shipments are repeats for neckwear, umbrellas, men's cardigans, top shirts, half-hose, harvest mits and overalls. The stock has never been better assorted in these lines than at the present time. Their stock of silks and ribbons is well assorted, also, at the present time in readiness for the millinery trade. All widths, colors, qualities, etc., are shown. They are showing special drives in cashmere hosiery and a line of colored ribbons.

#### FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

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

#### USED IN MILLIONS OF HOMES.

Because it is Pure. Because it is the Best. Because it always gives perfect satisfaction. Because it contains neither Ammonia or Alum.

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

# H. P. ECKARDT & CO.,

WHOLESALE GROCERS,

WHOLESALE AGENTS FOR

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

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

## SPECIAL NOTICE TO THE TRADE.

We offer "only" pure spices ground from No. 1 grade of clean stocks. In our opinion, low grade PURE SPICES are worse than compounds, and we don't offer them. Your orders by mail or through our Travelers kindly solicited.

Respectfully,

THE SNOW DRIFT CO.,  
BRANTFORD

## CANDY.

We manufacture it in every conceivable shape and are constantly getting out new ideas.

We make a specialty of "Gross Goods," which yield the retailer a large profit.

Our travellers are now filling their sample cases with new lines and will be on the road at once. Should they not go to your town, send in your orders by mail and we will give them careful attention.

Wm. Paterson & Son  
BRANTFORD.

Best Value Made.

Ocean Wave  
Baking Powder

Sold only in Cans.

## HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

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

MONTREAL, CANADA.

WE OFFER 2000 CASES

## = TOMATOES =

"De SALABERRY" brand, choice, for immediate delivery.

## L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.

## Caverhill, Rose, Hughes & Co.

IMPORTERS,

JUST RECEIVED:

Batger's Scotch Marmalade.  
" University Marmalade.  
" Home Made Marmalade.  
" Lemona Marmalade.

309, 311 and 313 COMMISSIONERS,  
CORNER ST. PETER STREET,

MONTREAL.

## Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

## HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

The "delinquent list" of the Halifax Retail Grocers' association now numbers eighty.

The catch of whitefish on lake Winnipeg this season has been larger than ever before.

The Sarnia Salt Company (Limited), with capital stock of \$20,000, has been incorporated.

D. McGeein has left Kingston for Syracuse to take the position of head clerk in a large grocery establishment there.

E. B. Eddy, manufacturer, of Hull, was in Winnipeg last week to look over the field with a view of establishing a branch there.

A molasses vessel, the brigantine St. Joseph, Capt. Pinhey, from Barbados to Montreal, went ashore last week at Mille Vache. She is a total wreck.

Hip Lung, the wealthiest Chinese merchant in Chicago, together with several influential Chinese of Canton, San Francisco and New York, have applied for space at the World's Fair for a big tea house.

The new store in the Hotel Block at Walkerville has been leased by Smith & Duck of Windsor. It is nearly ready for occupancy, and will be run by them as a branch store, greatly facilitating their growing trade in Walkerville.

The Port & Winch Co. Limited, has been formed for purposes of wholesale exportation of fish, and the wholesale and retail fish and game trade, with headquarters in Westminster and Vancouver, and agencies in Toronto, Montreal, New York and other important Eastern centres.

An innovation in the live stock trade is the shipment of hogs to the Old Country. The first lot in years went forward to Liverpool on Saturday, shipped by C. Coughlin. Previous experiments have always failed, usually on account of the large mortality that occurred among the animals.

F. M. Webb, of Avenue road, Toronto, is now on a visit to this city, and is the guest of Mr. and Mrs. J. G. Hutchinson. Mr. Webb was for many years engaged in the wholesale grocery business in Toronto, and if he is satisfied with the condition of business here he may remain here permanently and open in business.—Vancouver News-Advertiser.

A young immigrant lad, John Ford, was arrested at Peterborough the other morning charged with tapping the till in M. Martyn's

grocery store on George street. It is alleged that the boy went into the store, and after getting Mr. Martyn to go down the cellar for a pound of butter cleaned out the till. He was committed to stand his trial at the assizes.

Geo. Mathews, pork packer, is giving up business in Vancouver and is going back to Peterboro. The firm of Matthew Bros. are going largely into the export trade, and will concentrate their efforts in that direction. Mr. Matthews built up a good business in British Columbia and was well liked among the dealers.

B. G. Davis, who has owned and run the Champion Store, Windsor, for the last 18 years, has sold out and leased the premises to David J. Schumacher. Mr. Schumacher is a first-class butcher and well acquainted with the grocery business, having been connected with the Walkerville General Store for seven years. He will shortly add a meat market business to the old established store.

"There is one Canadian colony that declines to take United States money at par," said a traveller who has just returned from St. John's. "Newfoundlanders will not accept any currency or bills other than their own except at a discount. Paper money is subject to 3 per cent. discount, quarters are only worth 23c., 10c. pieces 9c., and 5c. pieces 4c."

The firm of Mathers & Milligan, produce and commission merchants, New Westminster, B.C., have sold their business to the Brackman & Kerr Milling Company (Ltd.), of Victoria. This change was effected by Mr. D. R. Kerr, of that firm, who has returned to the Capital. The new company announces that they intend to buy for cash from the farmers of the district, and will be prepared to handle produce in any quantity.

Mons. Barker, the Vice-President of the Paris Society of Pharmacy, has given the members of that body a digest of some recent observations on the analysis and character of tea. He thought it pretty well established that the commercial value of black tea is in direct proportion to the amount of theine it contains. In the case of green tea this is not so, and it is a mistake to estimate the value of a sample upon the results of a theine analysis.

The Commercial says that Winnipeg dealers complain that the price of cheese is being reduced by the custom of factories peddling cheese to retail dealers. Some of the factories divide the make among their patrons, and the latter peddle it in a small way among retail traders. By adopting this custom the factories are simply increasing competition against themselves. Prices are frequently cut in this way, and thus the value of the make is reduced generally.

The Great Western flour and oatmeal mills, Woodstock, Ont., were totally destroyed by fire on Friday night last. The fire broke out shortly after midnight, and before

the firemen arrived the flames had gained such headway that it was impossible to save the building. The fire started in the oatmeal department, but its origin is a mystery. The Great Western Mills, with a daily capacity of 500 barrels, was one of the best oatmeal and flour mills in Ontario. It was built over thirty years ago by Mr. John Watson, and was estimated to be worth \$65,000. It is altogether likely that the proprietors, McDonald & Thomson, will not rebuild. The flour mills might have been saved had the firemen arrived on the scene in reasonable time. The total insurance is \$30,000. The stock was worth between \$5,000 and \$6,000, and was a total loss.

### GLEE AT WINDSOR.

The first annual dinner of the Windsor Grocers' and Provision Dealers' Association was held on Friday, the 19th inst., at Deschree Shaska, the beautiful summer resort on the Canadian island of the Detroit River, known as Fighting Island. The 19th was observed as Windsor's annual civic holiday, but owing to the fact that the races were being held on that day and to the sudden change in the temperature, the attendance was not so large as might have been. The occasion, however, was a most enjoyable one for those who did go. Proceeding on the 3 o'clock boat, the ride of eight miles down the river and a ramble round the beautiful grounds and grove gave the members a good appetite for one of the Shaska's famous special 6 o'clock dinners. The sumptuous repast having been done ample justice to, the company retired to the large parlor upstairs, where an hour was spent in the feast of reason and flow of soul. The weather being too chilly for outdoor sports bowling was indulged in for the rest of the evening. Returning on the last boat the company expressed their thanks to Jas. T. Smith, the president, and also to the secretary for their efforts in providing such an excellent afternoon's enjoyment.

Competition is keen and active and the only way to meet it successfully is to buy from the best houses, and at lowest prices.



### "CAIRN'S" HOME MADE MARMALADE

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

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

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

**MONTREAL FRUIT SALE.**

Vipond, McBride & Co.'s Californian fruit sale on Monday was largely attended. The bidding was brisk and the lots were run off quickly. F. J. Potter handled the sale to the utmost satisfaction of everyone present.

At the sale on Tuesday the receipts of stock were large, and despite a large attendance of buyers and active bidding, prices were low. The offerings were 181 boxes of Bartlett pears, 56 crates plums, 641 boxes peaches, 96 crates grapes, 18 crates peaches. The prices fetched were: Pears, 2 5-8 to 3 1-8c.; peaches, \$1.10 to \$1.87 1-2; plums, \$1.90 to \$2.25; grapes, \$1.90 to \$4. The sale was at the fruit warehouse of J. R. Clogg & Co., who sold it on commission for a large American shipping firm in Los Angeles, Cal.

**MONTREAL TRADE CHAT.**

W. S. Kennedy has been appointed Canadian agent for several English grocers' sundries houses, among whom are: Carr & Co., biscuit manufacturers; Carlisle, Rountree & Co., chocolate manufacturers, York; and Bryant & May, the large match people, along with several other large agencies. J. C. Campbell, who has been connected with the grocery trade in Montreal for a time, will travel for him. Mr. Campbell was in business for himself on the corner of St. Catherine and Drummond streets. He has left for the west and hopes to do a good business.

**DILIGENCE IN BUSINESS.**

In these days of hurry and strife for the first places in the race of life it is even more important than in former years that a man be diligent in his business and look after its every detail closely.

We see among our greatest business men of to-day those who started in life as poor boys and who have now become the head of large establishments. How have they come to do this? Was it because they had better chances than are now held out to the average young man? That has not been so in the majority of cases, but they have striven after their high positions and have endured hardships to overcome obstacles. They have been diligent in business and are now reaping a richly deserved reward.

In some respects it may be harder for a young man, or, in fact, any man in business, to make a great success, because of the amount of competition that has to be met. It needs men who will not give up for anything to battle against this competition.

Close attention must be given to the slightest details and everything has to be done carefully. The cost must be measured in every transaction. Application is necessary if you would attain the best results.

Look out for the little things. They do not seem to count at the time,

but every item helps to count up on either side of the balance sheet. By that it is not meant that one should be close, but they should be careful.

The "tricks of the trade" ought to be let alone. They do not help any in the long run. If a customer finds that he is not being treated fairly he will leave in an instant. It is fair to say that there is very little underhanded business being done. It does not pay and business men have come to see it.

Give all you can for the money, and you will hold a customer and gain others. Don't run down another man's stock in order to make a sale. If your neighbor has poor stock the customer will find it out if he tries. Business men should work together as much as possible and try to make the standard of business principles as high as possible.

Let a man start out with fixed principles and with determination to win by the practice of fairness toward all and he is bound to succeed. He needs to look out for his business and see that those under him are as honorable in every way. A man who does that will find friends both with customers and fellow business men.

All lines of business must be run systematically in order to attain the best results. It will not do to let one thing after another pile up until one is literally snowed under. It is best to go through with everything in a systematic manner. Take up each item in its regular order and work while you work. Recreation that is taken when you are conscious that you have done the work of the day faithfully is always sweetest.

Always be on the lookout for chances to improve methods in business, and keep up with the times in all lines. There are new articles coming up continually. Some of them possess merit and some do not. It is a study by itself to find out which are the best to handle. Much may be gained or lost in this respect.

There are numerous ways in which business must be watched. One must love the business he is engaged in and seek to make it all that it should be. The mark of excellency cannot be placed too high. Reward for his labors is sure to come to the diligent man, and that was well known in the time of Solomon, who said, "Seest thou a man diligent in his business? he shall stand before kings; he shall not stand before mean men."—Stoves and Hardware Reporter.

From The Iron Age, New York City, June, 1892:—"A book for Storekeepers is that presented in 'Ideas for Hardware Merchants,' the title of a new book by D. T. Mallett. The subjects treated are comprehensive and Mr. Mallett, because of his training

and business experience, is particularly adapted to treat these live subjects in a practical and interesting manner. He states that his object in writing this trade book is not to instruct, but to simply recall to mind some slumbering knowledge which the hardware dealer has urgent need of in his peculiar calling. The chapter on Ratio of Store Expenses to Sales is a most practical and interesting one, as the information given is of a definite nature, being illustrated by figures. It is a great satisfaction for a merchant to be sure he is doing business in a safe manner, and such figures enable one to arrive at a conclusion, whether satisfactory or not. The book is well printed on excellent paper and contains many pages of instructive reading matter. The first edition is 5,000 copies. It is for sale by the J. B. McLean Co., Toronto, Canada, at one dollar.

**SITUATION WANTED.**

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

**FOR SALE.**

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

**SITUATIONS VACANT.**

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

**BUSINESS CHANCES.**

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

**WANTED BY COMMISSION AGENT TRAVELLING** B. C., a few more first-class lines. D. G. Williams, 182 Fort St., Victoria, B. C. 37

**WANTED TO EXCHANGE—A FARM OF 177** acres good land, and in good location, for a stock of groceries, or general goods, from \$6,000 to \$8,000. Address B, this office. 37

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

**PERSONAL.**

Mr. Leon Labonde, for the past 10 years, one of the best known travellers and tea salesmen on the road from Port Arthur, Ont., to Victoria, B. C., and in the N. W. States of the U. S. and Wash., is open for engagement to travel on salary or commission in any part of Canada or the U. S. Mr. Labonde's residence is now at 109 St. Denis St., Montreal, P. Q., Canada, having removed from Winnipeg last February. The highest references will be furnished from mercantile houses, bankers, etc., to any house requiring his services, who may happen not to know him, and if you require a traveller with the most successful of records, acknowledged ability, a spotless reputation, and the finest connection in this country, address as above. 38



**T. LAWRY & SON,**

HAMILTON, ONT.

Curers of **L & S** and **Imperial**

Brands of Fine Sugar Cured Meats.

**SUMMER CURING NOW READY.**

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**ALADE**

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**MONTREAL.**  
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### TORONTO MARKETS.

TORONTO, Aug. 25, 1892.  
GROCERIES.

The balance would be very slightly disturbed with this week's trade in one pan of the scales and last week's in the other. The trade has neither gained nor lost in point of quantity. There is amendment, but it is in the attitude of sellers and in the tone of the trade. The cutting of prices on sugar shows signs of exhaustion in the motive power which maintained it with so much spirit throughout July and into August. The ardor for business which brought the trade into such wrong courses with respect to this commodity is now pretty well blown off as the result of the stiff pace the competitors held while they were at it. Nobody has won renown or profit by it, and the policy of cutting is relinquished. The price has stiffened at all centres of production and distribution. Teas are holding their own. New dried fruit, with the exception of currants and prunes, shows an easier tendency in primary markets. Canned goods are rather dull. Syrups are in demand for the moment and are higher. Payments are not more than up to the average.

#### CCFFEE.

Business in small parcels is all that falls to importers to do these days. Jobbers simply keep stocks up to the requirements of the current demand from retailers, which is on the small side. Prices are firm at quotations. Private advices report a further

advance among the probabilities of the Rio market. Here the price is steady at from 17½c. upwards. Java coffee is quoted from 28c. all the way to 36c., the highest figure being for a very fancy grade. Mochas are from 28c. upwards. Padangas are 26c. upwards. Porto Ricos are 22 to 26c.

#### DRIED FRUITS.

A limited trade in off-stalk Valencia raisins goes on. Good fruit never descends below 5c. these days, but there is old stock still purchasable at 9c. a box. The prices asked at Denia are just now very irregular. All sorts of quotations are made, those for the first half of September differing unusually from these for the second half, and from those for October shipment, the price differing in some cases from one to two shillings for different dates. Stock is now on the way. The price is expected to open at 8c. to retailers for early shipments and 6½ to 7c. for later off stalk fruit. Sultana raisins are now very low, the price having fallen materially from the quotation at which the market opened. The price of new crop prunes promises to be rather stiff, as the shortage in small fruit is very marked this year. Possibly prices lower than those now quoted in the primary market may be seen, but values will almost certainly be high. Spot stock is in limited supply at 5¼c. for U's. Currants are very firm and scarce at 5c. upwards. There is scarcely any stock now remaining in barrels and half barrels. The lateness of shipping from Patras tends to strengthen the hands of holders. Growers' opening prices for figs were higher than last year, but recent private advices from Smyrna report present quotations lower than those of last season. New Tarragona almonds are quoted 10 to 15 per cent. higher than they were a year ago. The crop of Grenoble walnuts is damaged, and an advance in price is expected. The Marbot walnut crop has been good. Lemon peel is firm and scarce on spot at 15 to 16c.

#### RICE AND SPICES.

The week has not been marked by any special demand for rice. Orders come in in the usual desultory way, but they do not occa-

(Continued on page 16)

### CANNED GOODS.

TORONTO.

The market has described its weekly orbit with no incidents important enough to constitute a variation from the regular summer course. The week's sales, either of spot or future stock, have made no very great inroad upon supplies. Stocks are not fretted away as holders would like to see them, as the profits of last year's pack have not been large enough to reconcile jobbers to the prospect of carrying over a surplus. Vegetables of the staple kinds are quiet at \$1. to \$1.05. These prices would probably be somewhat plastic if a buyer wanted a good large order filled, and they would not stand in the way of any magnitude of purchase if the goods were to be below first class in quality. There are brands of tomatoes to be had as low as 90c. First class goods, however, are worth a dollar in ordinary quantities. New peas are coming in more freely. They are now of course in the seasoned condition which entitles them to be handled as merchandise. Fruits are quiet, as the raw materials now cheap and plentiful. The pack this year of berries and cherries is much smaller than that of last year, particularly the pack of cherries, which is very short. Salmon on

## Pea-nuts

We are headquarters for this line.

ROASTED AND GREEN.

**CLEMES BROS.**

Phone 1766. TORONTO, ONT.

You can lose more than we do by not subscribing for this paper.

## The Norton Manufacturing Co.

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

MANUFACTURERS OF

# TIN CANS

By Automatic Machinery.

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

## CANS.

Capacity, fifty thousand cans per day.

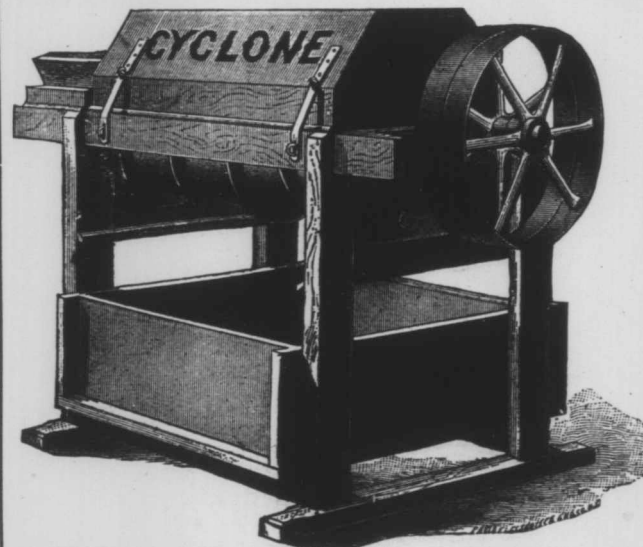
Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

## To Canning Men.-OUR CYCLONE PULP MACHINE



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

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

Address

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



**HENDERSON & LIDDELL,**

3 Eastcheap, London, Eng.

DEALERS IN

Sugar, Dried and Green Fruit,  
Rice and Canned Goods

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

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

**Canned Goods.**

We  
Pack  
Only  
the  
Best.

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

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

**THE "Lion Brand"**

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

Bay of Quinte  
Canning Factories.

PICTON and DEMORESTVILLE.

**W. BOULTER & SONS,**

PROPRIETORS,

PICTON, ONT.

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

CEYLON.

**Golden Teapot Blend**

Pound and Half Pound Lead Packages.  
Prices on Application.

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

WHOLESALE AGENTS,

TORONTO.

**RED RASPBERRY JAM.**

The Largest and Finest Stock

IN THE DOMINION OF CANADA.

APPLY TO

**THE SIMCOE CANNING CO.,**

SIMCOE, ONT.

It always pays to  
**BUY THE BEST**

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

Lakeport Preserving Co.,

Lakeport, Ont.

Factories at Lakeport and Trenton.

**THE CANADA MEAT PACKING CO.,**

MONTREAL,

BEEF AND PORK PACKERS,

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

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

WRITE FOR QUOTATIONS.



**B. R. Nelles,**

GRIMSBY, ONT.

Packer and Preserver of the Celebrated BEAVER Brand Canned Goods, Evaporated Apples.

**JAMS and JELLIES**

IN GLASS AND PAILS.

Wholesale Only.



**12 Years Experience**

Convinces us that it pays to can and preserve the best goods possible. Sales for 1891-2 doubled those of preceding year.

We have our Factories thoroughly renovated and are in position to improve if possible the standard of our goods this season. We can furnish

New Preserved Strawberries July 1st, Raspberries early June and Sweet Wrinkle Peas July 15th. Send for sample order.

Remember the quality of all our goods are guaranteed.

**Delhi Fruit and Vegetable Canning Co.,**

FACTORIES : Delhi, Ont., and Niagara on the Lake.

the spot is scarce and wanted, small lots are the rule in all sales, the meagreness of the supply and the cautious temper of buyers on the eve of the new pack's entry upon the market tending to prevent business in large lots.

The British Columbia Commercial Journal reports as follows: The run of sockeye fish on the Fraser has continued poor, and cannerymen are much disappointed with the season's outlook. A private report gives the following statement of fishing by day boats for two days and may be taken as a fair average of the fishing for the week: On Thursday 11th, an average of 22 fish to the boat; Thursday night 25 fish Friday 12th, 26 fish; Friday night 17 fish. The same advice says that fishing on the river for the week has averaged from 15 to 30 fish a day per boat. The three canneries on the North Arm of the Fraser have been more fortunate than those on the main river and their packs are said to be about double those on the main river. The average pack per cannery for the past week is said to be about 500 cases, and 2,000 cases each is about all the canneries have succeeded packing to date. Sockeye fishing continues until the 1st Sept. but owing to the extreme shortness of their packs some of the canneries which have sold largely ahead may put up fall fish. The Steveston Enterprise of the 11th inst, says: "The run of salmon is still light. Some of the fishermen are about discouraged, and will quit unless prospects brighten."

The Alert Bay Cannery had 2,000 cases up at last report, and was reported as shut down. It is said, however, that they are seeking for fish at other ports and hope to put up another 1,000 cases.

River's Inlet has been practically a failure. The fish have stopped running, and the two canneries there have only secured about 7,500 cases, while according to agreement they were allowed to put up 11,250 cases each.

The fish are, according to last accounts from the Naas River, running poor and they are not expected to fill.

The canneries on the Skeena have all secured their full pack, according to agreement, of 11,250 cases. The new cannery of the Royal Canadian Packing Company was late in starting but has secured its full limit pack.

The steamer Cariboo Fly arrived at Vancouver Aug. 12 from Claxton, Skeena River, with 2,000 cases of Globe brand salmon from the Royal Canadian Packing Co. for ship-

## SURPRISE SOAP

Is unequalled by any other Soap in the ordinary ways of washing, either by soaking or boiling the clothes, or both. But the best results are obtained by following the directions according to the new "Surprise way." All we ask is to let your customers give it a fair trial, (without boiling or scalding), and see if SURPRISE SOAP does not make every piece like new, taking out streaks, stains, and all of the yellowish look that other soaps are sure to give when garments get a little old.

The St. Croix Soap Mf'g Co.,

St. Stephen, N. B.

Branches:

MONTREAL: 17 St. Nicholas St.

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

ment cast. The steamers Louis and Boschwitz which sailed for northern cannery ports on Aug. 10, will bring back full cargoes of salmon. The Islander will also bring back a full load of salmon from the Skeena River. The bark Martha Fisher is awaiting the arrival of fish from the north to load for Liverpool. Inquiry is reported for fish both from the Eastern Canadian and English market, for dealers are now realizing that the pack will be very limited. A cannery man reports having refused an order from the east, last week, for a prominent brand of Fraser River salmon, on account of the shortage of the season's pack of which he has already sold all that he can put up.

Continued from page 14.

sion the transfer of much stock. Prices are steady at from 3½c. upwards.

Spices are quiet and, with one or two exceptions, are easy. Sago is still very scarce, but supplies are on the way to sell at 5c. Tapioca is steady at 4½ to 5c.

#### SUGAR.

On Monday the refiners advanced prices ½c. on granulated, and on Tuesday yellows were also put up ½c. The jobbers appear to take advantage of the rise and by mutual though unsignified agreement they are growing more conservative in their ideas of what they are in the sugar business for. Hence, they are unwilling to sell granulated below 4¾c., and want 4½c. for small quan-

ties. The wily retailer finds it harder to play one jobber against another than it was a few weeks ago, there is not the same high-strung disregard of profits as there was then, not the same responsiveness to attempts at inciting price-cutting. They are getting to be pretty completely jaded out under the spur of the retail buyers and their own eagerness to capture business. From the signs now to be read, it looks as if sugar prices from this out would have to bear a little tax to defray the expenses of wholesale handling and to add a little if possible to capital. Yellows are firm at 3¾c. upwards, but an increasing quantity of the lowest grade stock is held at 3½c. The sale of sugar has fallen off, which to some extent may be attributable to stiffer backbone in the wholesale trade and to a gap in the requirements of consumers, who have not yet come to their second fruit necessities.

Willet & Gray in their weekly Sugar Statistical say: Total stock in all the principal countries at latest uneven dates, 978,043 tons against 977,753 tons at same uneven dates last year.

Raws—A firmer tendency has prevailed through the week, resulting in an advance of 1-16 for Centrifugals and Muscovados. The most notable feature of the week, however, and the one having the greatest influence on the future, is the somewhat remarkable improvement taking place in the condition of the beet crops of Europe. Mr. Licht's tests of the growing beets this week is cabled as showing an average 12 per cent. of sugar contents, which is so much increase over a few weeks ago, and also so much increase over last year and the year previous, that

CANNED  
GOODS  
—A—  
SPECIALTY.  
WRITE US.

ESTABLISHED 1899.  
**STANWAY & BAYLEY.**  
BROKERS  
AND  
GENERAL COMMISSION MERCHANTS.  
44 FRONT ST. EAST. TORONTO.

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

**NOTICE**

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

VANCOUVER, B.C.

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

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

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

Their Flavoring Extracts are of the choicest quality.

**Meglaughlin, Marshall & Co.,**

Wholesale Provision Merchants,  
 3 and 4 Corn Exchange,

Manchester,

England.

Also at

Liverpool and Glasgow.

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

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

—AND—  
**BROKERS**

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

CORRESPONDENCE INVITED.

P.O. Box 615. WINNIPEG, MAN.

**W. A. McCLEAN & CO.,**  
 Pork Packers.

FOR SALE--

Boneless Bacon, Sugar Cured Hams, Spiced Rolls, Bellies, Backs, and Breakfast Bacon, mild cured.

Write for Quotations.

OWEN SOUND, ONT.

We are now receiving California fruit direct from California in car lots.

Our first car arrived on Thursday, 28th inst., and was sold at auction on arrival. We expect another car next week. We are also receiving cars of Tomatoes, Watermelons, Apples, etc., and all kinds of small fruits, and we solicit a share of your trade.

Yours respectfully,

**McWilliam & Everist,**

25 and 27 Church St.,

TELEPHONE 645. Toronto, Ont.

MELONS--

Two to three cars weekly.

TOMATOES--

Mississippi stock arriving, fine shape.

CALIFORNIA FRUITS--

Apricots, Peaches, Plums, Cherries—fancy packed.

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PRODUCE AND COMMISSION MERCHANTS

74 Front St. E., Toronto.

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

We Furnish Egg Cases. Try Us.

**WILLIAM RYAN,**  
**PORK PACKER**

Toronto, Ont.

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

**JAS. PARK & SON,**  
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New cheese,  
 Small Two Pound cheese,  
 Roquefort cheese.

Choicest quality Hams, Bacon, Beef Hams, Dried Beef, &c. Write us for Price List.

McLAREN'S



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

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

**Husband Bros. & Co.,**

71 Colborne St., Toronto.

FINE NEW LEMONS  
 AT LOWEST PRICES.

REFERENCE: Imperial Bank, Yonge and Queen.



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

**W. GIBBINS & CO.,**

SUCCESSORS TO

**JOSEPH CARMAN,**

Commission and Manufacturers' Agents, Grain Brokers.

P.O. Box 1014. Winnipeg, Man.

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

**LAURENCE GIBB**

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

PATENT EGG CARRIERS SUPPLIED.

Good Prices paid for Good Dairy Butter.

**JAS. DICKSON & CO.,**

26 WEST MARKET STREET,

Provision and Commission Merchants.

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

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

Solicit consignments of Country Produce from Storekeepers.

71 Colborne St., Toronto.

Telephone 2291.

Baffles Human Conception.



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

St. Leon Mineral Water Co., Ltd.,  
 Head Office, 101 1/2 King St. W., Toronto  
 BRANCH—Tidy's Flower Depot, 164 Yonge St.

## MARKETS—Continued.

with similar improvement in other countries the total beet crops may easily exceed last year's by 100,000 tons or more. This is the first indication given of an increased beet crop this season. In further confirmation of the more favorable outlook, the fabricants are disposed to sell October shipment new crop at 13s. per cwt cost and freight, to America, against sales of August shipment old crop at 13s 7½d. c and f. The remainder of the Cuba crop is firmly held, but will undoubtedly be disposed of before new beet root sugars become available.

Refined—The improved tendency of the raw sugar market necessitated an advance in refined, the demand for which is large beyond precedent for immediate consumption especially for granulated. Unlike last year, the entire meltings go strictly into use, but the American Sugar Refining Company are abundantly able to supply any increased demands that may come, and still keep prices so low that there can be no inducement or opportunity for the importation of foreign sugars; also the supply of German granulated is almost nothing during the changes of bounty between old crop and new. A moderate further advance is however, not unlikely, pending the arrival of the new crop raw beet sugars in October. The barrel factory at New Orleans was destroyed by fire, but will be immediately replaced, and in the meantime deliveries will be made in bags without interruption.

## SYRUP AND MOLASSES.

The call for syrup has undergone quite an awakening and this week's orders cause a considerable movement of stock sent forward to the lumber regions before the busy season on the boats. This demand and the shortage in supplies have benefited prices, which are a quarter of a cent higher at the refineries.

Molasses has not received any attention here this week. The effect of the duty in keeping out low grades has helped the syrup trade. Prices are quite firm at quotations in Prices Current.

## TEAS.

The price of medium Japan tea holds firmly at the advance in the primary market, and buyers are unable to obtain concessions on former figures. Brokers have been doing a little more business on the street in consequence of the generally sanguine tone of the selling side. Supplies of Japans to hand yet are light, and medium and low grade teas are badly wanted. The shippers are supposed to be holding back supplies until freights are lower. A vessel is now loading at Yokohama with low grade stock. Hysons are scarce and firm. Congous are quiet. Fine tippy Assams are very scarce.

## MARKET NOTES.

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

Perkins, Ince & Co. still have a few very choice Patras currants in cases.

Davidson & Hay have just received a shipment of new salmon of the "Express" brand.

The stock of canned caplin in the hands of Stewart Munn & Co., Montreal, is all there is to be had this year. This article has met with a remarkably hearty reception, and un-

grudging credit is given to THE GROCER for its share in introducing it.

W. T. Harris, Chatham, N. B., dealer in general merchandise, offers 200 cases canned lobsters, also dried cod of finest quality.

Batger & Co's. (London, Eng.) new candied peels are now on the market, and Eby, Blain & Co. are representatives of this house in this city.

The condition of the European beet crop, is reported to be middling, and the ultimate outcome will depend greatly upon the weather this month and next.

Munn's codfish is now arriving, and the quality is exceptionally nice. The "skinless" is something new, and more orders are being booked than can be promptly delivered.

As will be noticed in our Prices Current, Todhunter, Mitchell & Co's. roasted coffees are quoted at slightly higher prices, with one or two exceptions, where the change is to a lower price.

Eby, Blain & Co. have just received a consignment of the "Sportsmen" brand sardines. These are genuine French, not Portuguese goods, packed in pure oil and every tin supplied with the patent key-opener.

The Toronto representatives of J. H. Todd & Co. have been advised by that firm in a communication of the 10th inst. that they will be able to deliver only one-half of their total contracts of Horse Shoe salmon.

A recent issue of the "Kew Bulletin" (Eng.) contains some interesting information regarding a new and probably valuable ginger now being grown in Fiji. This ginger plant, it appears, is readily propagated, and yields an abundant crop if the soil be kept good and not too dry. Practical difficulties in preparing the roots for the market have interfered with the cultivation of this particular kind of ginger in many colonies, these difficulties having also been experienced at Fiji. The aid of the Kew authorities has been sought, and there now appears to be good reason for hoping that the Fiji ginger may become an article of commerce.

The new sugar law which came into force in Germany on the 1st instant will, it is said, render the export of "granulated almost impossible." The Strontanite process, which was long since adopted by the largest French refiners, is now also used to a great extent by the best and newest of the German works, and these have formed a syndicate which will place the purchase of raw material in the hands of a single agency, to be located in Magdeburg. This, they hope, will reduce the price of the unrefined. But makers of the latter seem to be in a still worse plight. There is already no home market for the greater part of their products, which have to go for export for almost nil.—Grocers' Chronicle.

Reports from the Skeena River are of a favorable character in regard to the salmon canning industry. The packs will be made as decided upon. The important principle

(Continued on page 20.)

## FLOUR AND FEED.

TORONTO.

This market shows no sign of betterment, prices have yielded to the downward influences in flour, but inquiry does not develop into business, and inquiry even is falling off. In feed the position does not change. Prices are unaltered, with the exception that hay is higher.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.95 to \$5; strong bakers', \$4.50; white wheat patents, \$4.80; straight roller, \$4.40; low grades, per bag, \$1.25 to \$1.50.

Car prices are: Toronto freights—Manitoba patents, \$4.60 to \$4.70; Manitoba strong bakers' \$4.20 to \$4.30; Ontario patents, \$3.90 to \$4.10; straight roller, \$3.65 to \$3.70; extra, \$3.15 to \$3.25; low grades, per bag, \$1.00 to \$1.50.

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

FEED—Bran is \$11.50 to \$12, shorts \$13 \$14, mixed feed \$22, feeding corn 50., oats 33 to 34c.

HAY—Old baled timothy is firm at \$12 on track. New is \$9.

STRAW—Is steady at \$6.50 to \$7.

MONTREAL.

Straight rollers, and strong bakers' meet with fair local demand, other grades are dull and nominal, the market is quiet. Patent spring, \$4.70 to \$4.85; patent winter, \$4.25 to \$4.65; straight roller, \$4.00 to \$4.15; extra, \$3.40 to \$3.60; superfine, \$3.10 to \$3.25; fine, \$2.70 to \$2.90; strong bakers, \$4.25 to \$4.40.

Oatmeal is quiet, and confined to demand for local wants, values are steady as follows. Granulated, bbls \$3.90 to \$4; rolled bbls., \$3.90 to \$4.00; Standard, bbls., \$3.85 to \$3.95; granulated in bags, \$1.90 to \$2.00; rolled in bags, \$1.90 to \$2.00; standard in bags, \$1.80 to \$1.90.

The market for feed is fairly steady. Bran and shorts are in good local enquiry. Bran per ton, \$12.50 to \$13.50; shorts per ton, \$14.00 to \$15.00; mouille per ton, \$19.00 to \$22.00.

## For Sale or Rent.

A desirable 200 acre farm, 3 miles from Toronto limits. Land strong and level. Possession this fall.

Address A. J. M.,  
care CANADIAN GROCER,  
Toronto.

## LOBSTERS,

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

**COWAN'S  
COCOAS AND  
CHOCOLATES**

Are Standard, and sold by  
all grocers.

"Happy Thought"

IS BOUND TO WIN

Merchants that appreciate despatch, neatness, permanency and exactness will use nothing but our new "Happy Thought" Counter Check Book.

No Carbon Paper required. Every page copies to the very edge and nothing to do but use your pencil upon the bill. Surely the invention is a "Happy Thought."

Every Merchant is made happy, contented and safe when they use "Happy Thought." Made in all sizes and shapes of Carter and Grip Books.

Send for samples of "Happy Thought" and Store and Office Supply price list, etc.

**J. K. CRANSTON,  
GALT, ONT.**

Agent for Carter and Grip Counter Check Books as well.

Mention this Paper.

**BUY THE BEST.  
SEELY'S**



**Celebrated  
Flavoring  
Extracts.**

**VANILLA, LEMON,  
and Assorted Flavors.**  
Standard Goods of America (established in 1862). Once tried, always used.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

**Are You  
Ambitious**

To make your window attractive and increase your business? If so, send for elegant TUTTI FRUTTI hanger signs free. Address,

**ADAMS & SON'S CO.,  
11 and 13 Jarvis St., Toronto.**

**A. HAAZ & CO.,**  
Bonded Manufacturers of  
Honey Dew, White Wine, Malt and Cider  
**VINEGARS.**  
74 Bagot Street, - Kingston, Ont.

**Elliott, Marr & Co.,**

Importers of Teas

—AND—

Wholesale Grocers.

**LONDON, ONT.**

**EMBRO  
OATMEAL  
MILLS.**

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

A CHOICE QUALITY OF

Roller, Standard and Granulated

**Oatmeal**

IN BARRELS, HALF BARRELS OR BAGS.

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

R. M. PINCOMBE. W. W. SUTHERLAND.  
**STRATHROY OATMEAL AND CORNMEAL MILLS.**  
**Pincombe & Sutherland,**  
STRATHROY, ONTARIO.

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal, also Standard and Granulated Oatmeal, CORNMEAL, Dessicated Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.

REINHARDT & CO.,  
**SALVADOR LAGER**  
IS THE VERY BEST.  
TORONTO.

WALTER THOMSON  
MITCHELL, ONT.  
GENERAL GRAIN DEALER.

Manufacturer of all kinds of  
Oatmeal, Split Peas, Cornmeal,  
Pot Barley, etc.

Quotations by Wire or Letter.

**BRANDON ROLLER MILLS,**  
Brandon, Man.

—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers  
**-- FLOUR --**

Also Oatmeal, Rolled Oats, Rolled Oatmeal  
Granulated and Standard.

Dealers in all kinds of grain and feed.

**ALEXANDER, KELLY & CO'Y,**  
PROPRIETORS.

**N. WENGER & BROS.,**  
AYTON, ONT.

**-- MILLERS --**  
(Hungarian Process)

BRANDS:  
**KLEBER, MAY BLOSSOM.**

AGENTS:  
**J. L. SMITH & SON, - Montreal.**  
**EPHRAIM ERB, - Halifax.**



of cold storage has been brought into requisition and not only are the canneries able to preserve the catch in good condition so as to allow the canning hands to catch up after a heavy run without losing so many fish as they often are obliged to do, but it is predicted that frozen salmon by the process adopted may be laid down in the east at any time subsequently—that is within any reasonable time—and the fish remain in a perfectly good condition.—B.C. Correspondent of Commercial:

The numerous repeat orders received for Russian, Dalu Kola and Imperial Breakfast Congou Blends, advertised by W. H. Gillard & Co., of Hamilton, show that the taste for Indian and Ceylon teas is rapidly growing in favor in this market, as it has in England and on the Continent, where first introduced.

The following shows the imports of canned salmon into Great Britain and Ireland each year since 1883. It should be preserved for reference, and merits careful study: In 1883, 561,324 cases; 1884, 471,366; 1885, 357,863; 1886, 364,077; 1887, 316,346; 1888, 368,035; 1889, 621,034; 1890, 708,035; 1891, 669,365.

#### PETROLEUM.

No new strength has been developed by the petroleum market. Canada refined is still steady at 14 to 14½c.

The Petrolia Advertiser reports: Petrolia crude \$1.26 per barrel; Oil Springs crude \$1.27 per barrel. The price of crude oil runs in the same old groove, \$1.25, or a fraction more or less, whether it would be Petrolia or Oil Springs oil. There is very little record as to refined, the price being about 9¾c. in bbls. for ordinary grades of illuminating oil, while the better grades run about 3c. per gallon more.

#### BUTTER AND CHEESE.

The firmness of the butter market increases. Now and then we have days when the supply threatens to turn the scale, but the market is equal to the task of taking all that comes without any detriment to prices. The cooler weather that has occasionally varied the temperature, particularly in the mornings and evenings has been favorable to the marketing of stock, and country merchants have received and sent forward more than they did a week or a fortnight ago. This applies more particularly to large rolls, which are coming to the front again, now that the season is not altogether favorable to accumulating. The price at which consignments have been freely disposed of is 16c. Selected dairy tubs are worth from 16 to 17½c., and medium tubs are 15 to 16c. This latter description includes store-packed butter. The demand from the east is strong and keeps the market well rid of all classes of home-made butter. Creamery butter plays no part here, but the price is firm at 20 to 21c.

The price of cheese in an ordinary jobbing way is firm at 10 to 10¼c.

#### COUNTRY PRODUCE.

BEANS—Are dull at \$1.20 to \$1.30.

DRIED AND EVAPORATED APPLES—Dried are 4½ to 4¾c., and are attracting little in-

terest. Evaporated are scarcely selling at all, but are quoted at 6½ to 7c.

EGGS—Fresh eggs are inactive at 11 to 11½c., seconds at 9 to 9½c.

HONEY—Small lots of new are 8 to 10c. Sections are very scarce at 12 to 14c.

HOPS—The best of '91 crop are worth not more than 22c.; from that the price shades down to 19c. Old stock is nominal at 13 to 15c.

#### PROVISIONS.

The market is not in a position to change materially from week to week. It is very firm and steady, with too little stock on hand to make any abatement of firmness an early probability. Prices remain at last week's quotations.

BACON—Long clear is 8c., smoked backs are 11¼ to 12c., bellies 11c., rolls 9 to 9½c.

HAMS—Are steady at 11½c.

LARD—Pure is unchanged at 9½ to 9¾c. for tubs and pails. Compound is steady at 7 to 9c.

BARREL PORK—U. S. heavy mess is \$15 to \$16, Canadian \$16, short cut \$16.50 to \$17.

DRESSED MEATS—Beef is 3½ to 4½c. in fore and 8 to 9c. in hindquarters, mutton is 7 to 7½c. Lamb 9½ to 10½c., mutton 6 to 7½c., veal 7 to 8c.

#### VEGETABLES.

Potatoes are \$1 to \$1.25 per barrel, tomatoes 50c. a basket, watermelons \$25 to \$30 per hundred, musk melons \$3.50 to \$4.50 per barrel, celery 30 to 50c. per doz., onions (Canadian) \$1.10 to \$1.25 per bushel, sweet potatoes \$4 to \$4.50 per barrel.

#### GREEN FRUIT.

Oranges are exceedingly scarce, the stock of nearly every house being close to exhaustion. Sarrentos are about all the oranges now to be had, and are \$7 per case. New Jamaicas will be here in about a week. Lemons are uncommonly scarce and firm. Maoris are \$9.50 to \$10, Verdellis are \$8 to \$9, Messinas are \$8.50 to \$9. The last are nearly done and are extremely wasty. Bananas are scarce, owing to the strike at Buffalo, which interferences with all shipments of fruit from Boston, New York and Philadelphia. Only one car came in in a week, whereas 15 cars are the usual complement. The price is firm at \$1.75 to \$2. Apples are plentiful at \$1.50 to \$2. Canadian peaches 75c. to \$1, plums 90c. to \$1.25, pears are 50 to 60c., for Bells 65 to 75c. for Tysons, \$1 to \$1.25 per basket and \$8 per barrel for Bartletts.

#### FISH.

The fish market is very firm at 7c. for whitefish and salmon trout, \$2 to \$2.50 for lake herring, 17c. for B. C. salmon. Stock can hardly be got into store fast enough.

#### SALT.

A good steady demand is experienced, and movement in carloads is quite free at unchanged quotations, as given in Prices Current.

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

HIDES—Are 4½c., for No. 1 green cows', 5c. for cured.

SKINS—Lambskins and Pelts are uniform at 50c. Calfskins 5 to 7c.

WOOL—Fleeces are 17c. for clothing grades and 19 to 20c. for combing. Pulled is 22c. for super, 25 to 26c. for extra super.

TALLOW—Is 2c., rendered is bought at 5c., and sold at 5¼ to 5½c.

## MONTREAL MARKETS.

MONTREAL, Aug. 25, 1892.

The tone of the grocery trade is a little better in showing than last week. The lines that were slow for some time seem to have started and prospects for future business look promising. Sugar has met with some fair sales during the week both from refiners and wholesalers, both of which say trade has been fair. Molasses has gone up some since our last, this is owing to the loss of a cargo part of which had been sold. Syrups are looking brighter; the feature of this market is our fruit sales, which are largely attended both by local buyers and out of town ones. Apples have moved in large quantities, and although receipts have been large the stock is well kept down. In groceries the trade say their men are doing a nice paying trade, and that all lines are moving as free as can be expected. The French houses speak in the same way regarding business. Payments are good.

#### SUGARS.

There is a good demand for sugars of all grades, and refiners report good sales. All the refineries here keep their yellows pretty well sold up. Granulated is now selling steady at 4¼c., quite a few lots having changed hands at that figure. The wholesale trade also report a good seasonal trade, this is no doubt owing to the quantity of preserves that are being put for private use. Our local retailer reports good demand from the consumers and the whole tone of the sugar market is decidedly better. The cutting that was done some time ago has practically stopped. One or two houses are said to shade prices somewhat, but not to any great extent. We quote granulated 4½ to 4 9/16c.; yellows, low grade 3½ to 3¾c., and yellows bright 3¾ to 4¼c.

#### SYRUPS AND MOLASSES.

Syrups have been favored with a better demand, and we have to report sales in both Canadian and American. The prices are on the 35c. basis. Dealers here think there will be a good fall trade done in this product. Molasses during the week has shown a firmer tendency and prices have advanced. Owing to the loss of the St. Joseph's cargo, 500 puncheons of which had been sold, the importer had to go into the market to fill his contracts. Prices are now quoted at 32 to 33c.

#### TEAS.

Business in the Japan tea market has been very quiet this week and is likely to remain so till the opening of next month, when teas will be coming in in larger quantities. Holders here still talk firm and say that when the trade opens it will be good, as stocks in wholesale hands are low. Advices from Japan still present a firm appearance, and it is not thought likely that prices will weaken any. In blacks the trade has only been fair, but prospects for future trade is promising.

#### COFFEES.

We have to report a fair movement in coffees under firm values. The local trade during the week has been good, and quite a few lots have changed hands. We quote as follows—Rios 18 to 20c.; Java, 23 to 25c.:

Low Grade and Medium  
**JAPANS**  
A SPECIALTY.

**DAVIDSON & HAY**  
WHOLESALE GROCERS, 36 Yonge St.,  
**TORONTO.**

**NEW CANNED LOBSTERS.**

The "Royal" brand in tall and flat tins.  
These goods were expressly packed for the  
finest trade and have no Superior.

No first class retailers stock complete  
without these goods.

**Sloan & Crowther**  
WHOLESALE GROCERS,  
19 Front St. E., Toronto.

**FANCY CHEESE**

ROQUEFORT, PINE APPLE,  
GORGONZOLA, EDAM,  
GRUYERE, SAP SAGO,  
LIMBERGER, NEUFCHATEL,  
PARMESAN, CREAM.

**MacLaren's Imperial**  
IN GLASS JARS.

We are now booking orders for fall delivery.  
Quotations on application.

**WRIGHT & COPP,**  
IMPORTERS,  
40 Wellington St. East, TORONTO.

ESTABLISHED 1851.

We offer to the Trade :

**2,500 Cases TOMATOES,**

"De Salaberry" brand, equal to any in  
the Market, at 90c. per doz.

Ordinary Terms.

**N. QUINTAL & FILS,**  
WHOLESALE GROCERS,  
274 St. Paul Street, Montreal.  
WRITE FOR OTHER PRICES.

**SALMON**

Horseshoe & Empress

Immediate Delivery.

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

Now in store

NEW SEASON'S

**Moning Congous**

**EDWARD**  
**ADAMS & CO,**  
**LONDON, ONT.**

**BALFOUR & CO.,**  
IMPORTERS OF TEAS  
—AND—  
WHOLESALE GROCERS,  
HAMILTON.

WESTERN ONTARIO AGENTS FOR THE  
**Irish Mustard.**

Cherry's DUBLIN Mustard is guaranteed ab-  
solutely PURE, and sold cheaper than the com-  
pound. Send for Prices.

New Season's  
**Fine Off-stalk and**  
**Layer Valencias**

NOW ON WAY.

Opening Prices will be low.

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

**Thos. KINNEAR & Co**  
Wholesale Grocers,  
**TORONTO.**

**-: JAPAN TEAS :-**

We are offering special values  
to retail at 25c., 35c., 40c.

Drop a postal card for samples.

49 Front Street East,

**J. W. LANG & CO.,**  
WHOLESALE GROCERS,  
JUST ARRIVED :  
**New Lobsters**  
CELEBRATED STERLING BRAND,  
also full lines of Canned and Potted  
Meats, Soups, &c.  
59, 61, 63 FRONT STREET EAST,  
Cor. Church St.  
**TORONTO.**

NEW  
**Young Hysons**

To arrive in a few days Ex. S. S. "Empress  
of India."

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

J. F. EBY. HUGH BLAIN.  
"SPORTSMEN"  
**SARDINES**  
With patent Key-Opener  
1/4 TINS :—From 11 to 14  
Fish in each Tin.  
These are genuine French Sardines,  
beautifully put up in pure oil and are the  
equal to the highest grade in this market  
and much less money.  
**EBY, BLAIN & CO.,**  
WHOLESALE GROCERS,  
**TORONTO, ONT.**

## MONTREAL MARKETS—Continued.

Mocha, 24 to 25c.; Jamaica, 19 to 21c.; and Maracaibo, 22½ to 23c.; Santos, 17½ to 19c.

## RICE.

The rice trade during the week has been fair, and we have to note a few good sales. The wholesale trade also report a good steady demand. We quote as follows:—Standard \$4 to \$4.10, Japan \$4.50 to \$5, Patnas \$4.50 to \$5, and Carolinas \$7 to \$8 per hundred pounds.

## NUTS.

Nuts have a fair jobbing trade in all lines. Grenobles are scarce and the demand good. Stocks at this point are so small that there has been no business in them. Ivicas are also much sought after, but the stocks are small and prices have been advanced. The following are the quotations:—Almonds Tarragona 14 to 15c.; almonds, Ivica, 14 to 15c.; almonds, common, 10 to 11c.; almonds, hard-shell, 7 to 8c.; walnuts, Grenoble, new 12 to 14c.; walnuts, French 10 to 10½c.; cocoanuts per 100 \$3.75 to \$4.00; filberts 9 to 10c. pecans 16 to 17c.; peanuts 7 to 10c.

## DRIED FRUIT.

The dried fruit market is quiet and stocks are so small that they will not allow of any business being done till the new stocks arrive. When the new pack arrives dealers here are expecting to do a good trade. Valencia raisins are very scarce in this market, and mostly every one wants them. One firm here has received a lot of Sultanas from London. The quality is good and the fruit meet with good call. We quote: Currants, provincials, 4¼c. to 4¾c. in bbls; do. 4½ to 4¾c. in half bbls; do. 4¾c. in cases; currants, Patras, 5c. in bbls; do. 5¼c. in bbls; do. 5½c. in cases. Raisins, Valencias, 4½c., Sultanas 7½c. prime stock.

## GREEN FRUIT.

The green fruit trade has been busy during the week. Messrs. Vipond, McBride & Co. had a sale of California fruit yesterday, and Messrs. J. R. Clogg & Co. have one to-day. We are now having three weekly sales in this market. This has a good effect on the market, and the prices brought, although high, are thought about right for the quality of the fruit. Oranges are all sold out, and what few that are left are in the retailers hands. Lemons are now selling at a higher price. Raspberries are all cleaned out, and blackberries are about done. Banannas are selling for the same figure. The demand for this fruit is good, and receipts fair, quite a few coming via Boston as well as by steamer. We quote as follows: Lemons \$6 to \$6.50; California peaches \$1.70 to \$2.00 per box; Southern peaches \$3 to \$4; Western peaches 75c. to \$1; California pears \$3 to \$3.50; plums \$2.50 to \$3 per crate; banannas \$1 to \$1.50 per bunch; Southern Bartlett pears \$3 to \$4 per keg; black berries 13 to 14c.

## APPLES.

The apple receipts have been so large during the week that prices have fallen off. The trade doing in this line during the week has been large and a large quantity has been turned over. The auction sale, yesterday, a few round lots were sold as per prices below. The crop reports from all parts of the country are good, and the fruit now arriving is fine. We quote: Regular \$1.75 to \$2.50 per barrel, and in baskets 30 to 45c., evaporated 6 to 6½c., dried 4 to 4½c. per lb., and evaporated peaches 12 to 13c. per tin.

## HONEY.

Honey is dull and concessions will have to be made to clear off the dark stock which

is held here. Good bright stock is in fair demand. We quote strained bright 7 to 8½c., dark 6 to 7c., comb bright 8½ to 10c., dark 7 to 9c.

## HOPS.

Hops are in the same condition as noted from time to time, the feeling among growers being too strong owing to the reports of some of our papers. Locally business is quiet.

## FISH.

Fresh fish has its usual call, all lines moving fairly at the following prices: Salmon 14 to 15c., haddock 4½c., whitefish and trout 6 to 7c.

We quote as follows:—Smoked Yarmouth bloaters, per 60 box, \$1.00 to \$1.10; St. John's bloaters, per 100 box, 80c. to \$1.00; boneless cod, large boxes, 6 to 7c.; do. small boxes 7 to 8c.; finnan haddies 7 to 8c.

We quote No. 1 herring, per brl., \$4.50 to \$4.60; lake trout, per half brl., \$4.00 to \$4.25; sea trout, per bbl., \$8.25 to \$8.75; codfish, green, No. 1, per bbl. \$4.75 to \$5.00; do. No. 2, per bbl., \$4.25 to \$4.50; codfish, dried, per bbl., \$4.25 to \$4.50; salmon, B.C., per bbl., \$13 to \$13.50; do., Nfld., No. 1, per tee, \$22.50 to \$23; do. do., No. 2, per tee, \$21 to \$21.50; do. do., No. 3, per tee, \$20 to \$20.50.

## EGGS.

The price of eggs continues about the same—11 to 12c. There is a fair local demand, but the receipts are too heavy and the quality in some instances inferior, many held eggs being sent in. The export business has stopped for the time being. The ruling price on the other side is 5s. 7d. to 6s. per 100, which will not leave a margin for Canadians. The British salesmen are again complaining of the bad condition of the arrivals; but in many instances these complaints are evidently made to offset the poor markets.

## PROVISIONS.

The local provision market is without change. Pork and smoked meats are moving out slowly at quotations, but the market is on the whole very dull and quiet. We quote Canadian short cut, per brl. \$16.75 to \$17.50; mess pork, western, per brl. \$16.00 to \$16.50; short cut, western, per brl. \$00.00 to \$00.00; hams, city cured, per lb. 11c. to 11¼c.; lard, Canadian, in pails 8¼ to 8½c.; bacon, per lb. 9½ to 10¼c.; lard, com. refined, per lb. 7 to 7¼c.

## CHEESE AND BUTTER.

The cheese market is very quiet locally. At the boat this morning between 3,000 and 4,000 boxes were offered and disposed of at 9¼ to 9¾c., a few small lots making the half. Advices from the other side are of a very encouraging character. While the market is quiet it holds very steady.

Butter is quiet and dull. Creamery is firm at 21 to 22c., and some business is reported at the inside for export. Western is moving out fairly well at 15½ to 16½c. Townships is wanted for the local trade, 17 to 19c. being about the idea. Receivers complain that the Townships butter is coming in with too much salt, and say that if the makers would only understand that their product is wanted for immediate use and not for keeping purposes, they would get better prices.

## GRAIN.

Peas and oats are moving in moderate quantities at steady prices, wheat is dull and nominal.

## DON'TS FOR CLERKS.

Don't lose your temper. No matter how provoking or ill-tempered your customers are, treat them politely. They will appreciate it, even though they may not appear to. Don't be afraid to show goods, nor act as though you did not wish to do it. Customers will always go where they receive the most careful attention.

Don't misrepresent goods. If you can recommend goods truthfully, do so; if not, do not urge them on your customer. They never forget it, and will never trust you again.

Don't slight the poor customer merely to wait on the rich one. The poor person's money is as good as any and they feel neglected more keenly than a rich person. Wait on each in their turn.

Don't be saucy. It's neither witty nor polite. Don't be afraid to smile. Everyone likes a pleasant face. Don't under any circumstances comment unfavorably on one customer to another.

Don't tell your employer's business to anyone.

Don't neglect your work when your employer is away. See that everything is as well taken care of and customers waited on as well as though he were in the store. Don't make promises, such as procuring certain goods, etc., unless you are sure you can fulfill them, and, having made them, do not neglect them. Don't attempt to wait on a customer and talk with a friend at the same time. Give your whole attention to your customer. You cannot show goods properly while thinking of something else.

Don't make an old lady or gentleman wait while you attend to others, and don't lose patience with them because they are slow. You would not like to have others treat your father or mother rudely because they are old.

Don't neglect a child. The mother may have no one else to do her shopping for her, and though some children are trying to one's patience, a true lady or gentleman will treat them kindly and courteously.

Don't talk too much. Don't attempt to tell your customer what they should buy. They know better than you what they require. But if they ask your opinion give it truthfully and courteously.

In conclusion, I would say, do know your stock thoroughly. Understand it so you can show it to its best advantage.

Do keep it clean! A person, especially a girl, who cannot or will not dust properly is not fit to take care of stock.

Do dress neatly, but not showy.

Do keep your hands and finger nails clean.



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**“WOODSIDE”**  
BRAND.

PURE CANE SUGAR. NO BEET. NO CHEMICALS.

OUR Extra Standard Granulated is absolutely Pure and has no Superior.

N. B.--Please note our brand, **“WOODSIDE”** and do not confound us with other firms.

**PUT**  
**TEXAS BALSAM**  
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The Great Healer for all kinds of wounds on Horses and Cattle. \$3.00 worth only costs you \$1.60. Express prepaid. Cash with order.  
C. F. SEGSWORTH,  
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Toronto.

Sample 25c. postpaid.

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**FINEST BISCUITS.**

Manufactured by  
**J. McLAUGHLAN & SONS,**  
OWEN SOUND, ONT.

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



Have reduced the price of their Celebrated  
**BEAVER BRAND**  
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Send for Quotations.

**FAMOUS**  
**“STAR”**

**Sugar Cured Meats**

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

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THE FINEST  
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EVERY CHOCOLATE IS STAMPED

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There is no other Blacking for sale in Canada equal to

**P. G. FRENCH BLACKING.**

If you have not already compared it with others, send to us for a sample—Try it—You will be convinced.

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

Messrs. Salomon & Phillips, 33 Spruce St., New York, Sole Agents for Canada and U.S.A.

**PEDLARS' LICENSES IN HALIFAX.**

An Ordinance respecting Hawkers, Petty Chapmen or Peddlars and persons doing business within the City of Halifax, but who are not Assessed therein, passed by City Council 8th June, 1892.

The City Council of the City of Halifax hereby enacts as follows :

1st. Every Hawker, Petty Chapman or Peddlar, and all persons carrying on other petty trades within the City of Halifax, and persons who carry on business therein but are not assessed on real or personal property within said city, and all persons who go from place to place, or to other men's houses on foot within said city, or with any animal bearing or drawing any goods, wares or merchandise for sale, or in or with any boat, vessel or other craft, or otherwise carrying goods, wares or merchandise for sale within said city, shall on and after the passing of this Ordinance take out and procure a license from the City of Halifax, and every person so licensed shall be subject to the provisions of this Ordinance.

2nd. The foregoing section shall not apply to persons bringing to market in said city milk, vegetables, or other produce, the product of any farm owned or occupied by the persons bringing to or offering such produce for sale in the city, or shall prevent such persons or their servants from selling or offering such produce for sale ; or shall prevent fishermen bringing to market in said city and selling or offering for sale fish which they have themselves caught.

3rd. Every person mentioned in the first section of this ordinance who carries on his business or calling with any waggon, cart or other vehicle, shall, on and after receiving his license and before selling his wares, have affixed in a conspicuous place on the outside of said vehicle or painted thereon the words "Licensed Vendor" and bearing their Licensed number, and shall keep the same so affixed or painted during the period he shall hold his license.

4th. All other persons mentioned in said first section, and not referred to in the next preceding section, shall on and after receiving his license (and before selling his wares) wear in a conspicuous place upon the outside of his outer garment a suitable metal badge, said badge to be approved of and supplied by the City Council, upon which shall show the number of his license, and shall continue so to wear said badge while prosecuting their business.

5th. No person shall allow or permit any person to use his badge, number, waggon, cart, vehicle or boat, other than his servant or some member of his family, and then only for the licenses exclusive benefit.

6th. No person mentioned in the first section of this ordinance shall cry his wares to the disturbance of the peace and comfort of the inhabitants of the city.

7th. Every license issued under this ordi-

nance shall expire at twelve o'clock midnight on the thirtieth day of April next after the issue thereof, and all licenses may be renewed annually from the first day of May in each year, and expire on the thirtieth day of April following, but may be revoked at any time by resolution of the City Council.

8th. The following are the sums hereby fixed for license to be granted under this ordinance.

Each pedlar, hawker, or petty chapman .....	\$ 8 00
Each pedlar, hawker, or petty chapman, with handcart or wheelbarrow .....	12 00
Each pedlar or hawker with one horse and vehicle .....	20 00
And for every additional horse used be the same licensee under his license .....	10 00
Coal hawkers with liberty to truck as if they had a license therefor, but only to sell coal .....	3 00
Licensed truckmen, to be at liberty to sell coal only, and in addition to do trucking .....	—
Each person selling ice—one horse and wagon .....	10 00
For each additional horse .....	10 00
For retailing goods, wares or merchandise from any vessel .....	25 00
For retailing goods, wares or merchandise from any open boat, canoe or any other craft .....	10 00

Any person violating any of the provisions of this ordinance, or any part thereof, shall forfeit and pay, at the discretion of the magistrate, a penalty not exceeding the sum of fifty dollars for each offence ; in default of immediate payment he shall be committed to the city prison for a period not exceeding forty days.

**ABOUT REFRIGERATION.**

Our advice to everyone who has anything to do with refrigeration is not to use any sawdust as a filler in the walls of refrigerating chambers and chill rooms if it can be avoided. Sawdust will, sooner or later, get wet and musty; in this condition it will be more in the nature of a sponge than in that of a nonconductor; it will, by attracting moisture and lying between the walls in a wet state, be a constant menace to the boards and the insulating paper, no matter how good the quality of the latter may be. It will ultimately destroy the latter, thus giving an entrance to the warm air and an outlet for the cold.

Then our friends wonder why their boxes do not keep cool, and put the blame on the ice machine or upon the shoulders of the iceman, while both are in most cases not guilty. We therefore say: Do not use sawdust. It has another disadvantage. Where it does remain dry, it is a desirable abode for rats and mice, which animals are most undesirable in warehouses and cold storage rooms, and which feel nowhere more at home than inside of a wall which is comfortably filled with sawdust.

It is a matter of record that some of our largest cold storage warehouses in the country had to tear down their insulated walls and could not begin to work again until after they had taken out the sawdust.—National Provisioner.

We acknowledge with thanks the invitation of Mr. Benjamin Johnson, the manager of the New England Grocer, to a convention of trade press editors to be held at Chicago on the 6th, prox., and should be glad to be able to attend.

The Vancouver Clerks' Association held a very successful moonlight excursion. The steamer Skidegate and two scows were chartered, and they went on a trip round the Inlet. Dancing was indulged in an orchestra having been engaged, and a good time was spent.

The Montreal bankers have already made a move in the way of lessening what they call the American currency evil in Canada. At the next meeting of the Dominion Bankers' Association a motion will be made proposing a discount of from 1½ to 2 per cent. There is about four millions of the stuff at present in the country.

Old Sol will now have a chance to overlay with a few of his late-harvest tints the pearly complexion of W. H. Seyler, for W. H. is off to his native county on a holiday. As he listens to the drowsy tinklings lull the distant folds, his mind will probably travel back to Front Street, and hear in fancy the music of the alarm bells on the new electric cars. We hope, and most of our readers will second us, that he will seize the opportunity to enjoy himself.

The employees of the Toronto Biscuit and Confectionery Company held their first annual outing on Saturday per steamer Eurydice to Wilson N. Y. About 300 were present. Mr. W. T. R. Preston presented the prizes won in the games to the successful contestants on the return trip, and in his usual happy style congratulated the company the committee and the victors on their happy and pleasant trip.

Protection to home industries, in the true sense of the term, may be credited to at least one local commission house. In any event, we learn that Mr. Fred Delafield, with Delafield, McGovern & Co., was among other members of troop A of the N. G. S. N. Y. who quickly responded to the call from headquarters for duty at Buffalo. That he had the best wishes of his employers and associates, some of whom have seen service, was plain.—N. Y. Commercial Bulletin.

A. J. Mair, representing The Helvetia Milk Condensing Co., Highland, Ill., is in the city in the interests of that company. He has made arrangements with Wright & Copp to handle his company's goods, and act as their agents here. Mr. Mair will be in the city for a few days and will call on the trade and post them as to the merits of Evaporated Cream. He is a jolly good natured American, who will easily make friends with our Canadian merchants, and no doubt book some nice orders for his company.

L. G. Harrington, grocer, of Antigonish, N.S., committed suicide on Saturday afternoon. Alexander McDonald, a customer, called to see Harrington on business between 12 and 1 o'clock, and waited in vain for him to come to the shop. He went up stairs to ascertain if he was there, and entered a room over the store used as a place of practice for the Antigonish band. McDonald was horrified to find Mr. Harrington dead, with an old-fashioned revolver by his side. He had shot himself through the heart. The coroner's jury returned a verdict of suicide. The deceased was a brother of Customs Collector Harrington, of Halifax. Financial troubles are supposed to have produced temporary insanity.

**You**

Will do your Customers a great Kindness by recommending

NEW COLD PROCESS

**Ivoryine Starch.**

THE MOST PERFECT FOR COLLARS, CUFFS AND SHIRTS.

**WHITE SALMON TO BE UTILISED.**

Many people are probably not aware of the fact that there are a very large number salmon caught annually, but which are of no use for canning. Only the red salmon are canned, all the white and pink being rejected, simply on account of their color, and prejudice that they are not so good as the red fish, although really their taste is similar. It is impossible to estimate the number that are annually thrown away, and wasted. Until this year they had not been utilised in any way but this Summer J. Bergoff of this City, has erected an establishment on the Skeena River near Port Essington for the curing and salting of the fish rejected by the canners. Mr. Bergoff is no novice in the fish business, and has been engaged in that line in both England and the United States, and was in fact as he says born in the fish business, his ancestors before him having been engaged in that line for the last two hundred years.

During the process of preparing the fish they have to be frozen as well as salted, the reason being that they are thus only very mildly salted, and taste almost like fresh salmon. So much so that some gentlemen who tested the fish would scarcely believe that it was not fresh fish, so mildly are they salted. Salmon preserved in this manner is much to be preferred to the canned fish, and Mr. Bergoff predicts that in a few years this method of curing fish will entirely supersede the present system of canning, as many people are very much prejudiced against canned fish.

Mr. Bergoff is now using the white and pink varieties of salmon. It is a curious fact that the white specimens of the fish are salted first and then frozen, and the pink frozen first and then salted. The reason for this is to take the color out of the pink fish so that all may be white. The white salmon look very much like a fish that is caught in the Caspian Sea, and is largely eaten in Spain, the only difference being the head and tail, which are taken off before the fish are cured. Mr. Bergoff expects to have his market for the fish principally in Spain, and when packed in this manner the fish taste even better

**SUNSHINE**

(A Scouring Soap)

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We want to get you interested, big money for you, watch this space.

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J. M. LOWES & SON,  
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Montreal,  
Agents.

than those caught in the Caspian Sea. The fish when cured are first wrapped in paper and then packed in wooden boxes lined with tin, the boxes being hermetically sealed, and thus they can be kept good for a length of time. About one thousand pounds of salmon are packed in each box.

The refrigerating plant was erected by the Vulcan Iron Works, of San Francisco, and has proved a great success, as a much lower temperature than the contract called for was obtained, and it is capable of freezing fish solid in six hours. As an illustration of what can be accomplished by artificial refrigeration, when scientifically applied, a gentleman who was examining the plant while in operation had his ears frost bitten through remaining too long in the freezing room, and it was some days before he recovered from the effects. Although operations were not commenced until rather late this year, Mr. Bergoff expects to have a very fair pack. He went up to the Skeena on the last trip of the Islander, and then they had about twenty cases of fish put up, and were packing them at the rate of about a car load a day. Next season, however, he intends to enter into the

business on an extended scale, and has purchased 160 acres of land near the Balmoral cannery on the Skeena River. A contract for the erection of the necessary buildings has been let, and the contract for the plant and machinery will be let shortly. This new factory will be of the capacity of 5,000 tons, so that if the run of fish is large they will be prepared to pack a large number. The machinery will be run with either steam or water power, and the advantage of this site over Port Essington is that there is plenty of fresh water. Mr. Bergoff will also erect a general store there. This season he has been purchasing the fish from the various canneries, but next season he will himself apply for twenty licenses. He has not yet decided whether he will also erect a cannery for putting up the red salmon or whether he will sell them to the other canneries.

Vancouver, on account of her numerous facilities, will probably be the chief shipping point, so that this new industry will bring more business here. Mr. Bergoff is also entering into negotiations for erecting a similar factory on the Fraser River. Next season he intends to introduce his fish into all the markets, and if it is well received this method of fish curing will become one of the leading industries in the province.—Vancouver News-Advertiser.



## SALES MADE OR PENDING.

The grocery stock of Leandre Jouette, Montreal, is advertised for sale by tender.

William Hook, baker and grocer, Vancouver, B.C., has sold out to — Gavesky.

The general store stock in the estate of M. N. McPhaden & Co., Sunderland, Ont., is sold.

H. Meredith & Co., general merchants, Brandon, Man., have sold out to Whyte Bros.

## CHANGES IN STYLE OR PERSONNEL OF FIRM.

Casselman & Co., grocers, Montreal, have dissolved.

Cavanagh & Cooper, merchants, Rowland, have dissolved partnership. W. J. Cavanagh continues the business.

M. M. Bruce, general merchant, Campbellton, N.B., has admitted John White as partner, under the style Bruce & White.

Whitehead & Green, general merchants, Neepawa, N.W.T., have admitted E. A. Stewart, under the style Whitehead, Green & Co.

Guimont & Co., general merchants, St. Raymond, Que., have dissolved, Romeo Guimont retiring and Dame Marie E. Roy, widow of E. Blumhart, continuing the business.

## FIRES.

Sivertz Bros., grocers, Victoria, B.C., are burnt out.

Kelly Bros., mill-owners and storekeepers, River Hebert, N.S., are burnt out.

## IN WIFE'S NAME.

Timothy O'Connell, general merchant, Yarmouth, N.S., has registered consent for his wife Alice O'Connell to do business.

## REMOVALS AND DEATHS.

T. A. Richard, general merchant, Oak River is moving to Pipestone.

Mackay & Co., general merchants, Port Arthur, Ont., are removing to Rat Portage.

A. D. Taylor, grocer, St. Stephen, N.B., has assigned.

N. C. McKeen, grocer, New Westminster, B.C., has assigned.

Robillard & Co., general merchants, Beauharnois, Que., have assigned.

Courchesne & Co., grocers, Nicolet, Que., have called a meeting of their creditors.

Robertson & Cliff, general merchants, Dunchurch and Ahmic Harbour, Ont., have assigned to Henry Barber & Co., Toronto.

## WHERE THE JOKE COMES IN.

"Simon, my boy, you are now going to set up in business on your own account, and I wish to give you a bit of practical advice." "Well, father?" "When customers don't see what they want, teach them to want what they see."—Herald of Commerce.

"Is your father at home?" inquired the man of the little girl who admitted him. "Is your name Bill?" "Some people call me so," he replied. "Then he is not at home, for I heard him tell John if any bills come to say he is not at home."

"Do you suppose," asked a Sunday school teacher, "that the prodigal son greeted his father loudly and joyfully?" "Reckon not," said the bright boy. "His voice must 'a' be'n kinder husky."—Smith & Gray's Monthly.

Goslin—"In the papah heah is an account of a fellow who killed his wife and committed suicide, doncher know?" Sappy—"Which did he do fawst, aw?" Goslin—"The papah doesn't say. Vewy stupid, Aw'm sure."—Brooklyn Life.

Flossie is 6 years old. "Mamma," she asked one day, "if I get married will I have a husband like pa?" "Yes," replied the mother, with an amused smile. "And if I don't get married will I have to be an old maid like Aunt Jane?" "Yes." "Mamma"—after a pause—"it's a tough world for us women, ain't it?" Eclectic.

## SHE WEARIED HIM.

The grocer's new boy threw his delivery basket down in the corner with an injured air and remarked that the woman who had just moved into No. 37, around the corner, was a regular crank.

"How do you mean?" asked the grocer.

"First thing she asked me," said the boy "was whether we had any nice fresh eggs. They must be very, very fresh, she said, because she wanted 'em to put in a cake.

"I told her eggs was doubtful this hot weather, but we had some very, very fresh egg plants, and how would they do?"

"She said they wouldn't do at all; and then she asked me if we had any corn that was as green as I was, and the ears as well developed as mine.

"I said, Yes'm."

"Well," she says, "I want some for dinner, so bring half a dozen as soon as you can."

"As soon as we can?" says I. "Do you want it canned?"

"She said she did not want it canned. Then she began to ask about water-melons. Did we have some that was ripe? I told her 'Yes'm."

"Was they on ice?"

"No'm, they was on the sidewalk.

"Would we put half of one on ice and bring it around at six o'clock?"

"We would.

"Would we have the seeds taken out?"

"With pleasure.

"All right. Did we keep vichy water in siphons?"

"Yes'm.

"Was that on ice?"

"No. But I told her we'd put half a siphon on ice and bring it around at six o'clock with the bubbles taken out, if she'd say the word.

"Then she said she guessed everything we had around here was nice and fresh, but there was such a thing as being too fresh, and she believed she'd try the other store, so I needn't bother. Yes, sir, that woman's a crank."

"Eddie" said the grocery man, as he slowly rolled the white paper around a pound of cheese, "my nephew will be here next week from Germany, and I am going to give him your job. Meanwhile I'll try to get along without any little boy."

"You'll have to," said Eddie, "cause I'm going to leave."—Selected.

## FOR GOD.

Far from the busy haunts of men,  
I wandered one bright Summer's eve  
Through a sequestered sunny glen  
From toil at last I had reprieve.

The night was calm, the sky was fair,  
The trees were clad in richest green;  
The weary birds lay nestled there,  
Beneath the moonbeams golden sheen.

I wandered 'neath the shady trees,  
All rapt in meditation sweet,  
On how I could my neighbor please,  
And live prepared my God to meet.

Thus as I thought, and thought again,  
The puzzle seemed to harder grow,  
For some were proud and some were vain,  
And some were fast and some too slow.

I knew how I could please my God,  
Just by obeying His command;  
But how to please men on the road,  
'Tis hard for me to understand.

Some men do think that this is right,  
And some men think that that is wrong:  
The weak man sometimes gains the fight,  
Upsetting schemes made by the strong.

And so these things all onward go,  
'Tis hard to tell which man to please.  
Some men they want the Winter snow,  
And some men want the Summer breeze.

And some men only want the earth,  
All fenced with barbed wire around;  
Forgetting after their last breath,  
All they can have is one small mound.

I thought of all their earthly care  
That grow like tares around their feet;  
Of all the sorrow and despair,  
That worldly men so hate to meet.

Thus thinking, I made up my mind  
That I should like to please my God;  
For thus, and no way else, you'll find,  
Sweet rest, and peace upon the road.

—R. M. CORRIE.

# London Stoneware Pottery Works.



## OUR NEW Fruit and Preserve Jar

(PATENTED JULY, 1891.)

These cuts represent our new Fruit and Preserve Jars which we are now introducing to the Canadian Trade, and in doing so, desire to draw your attention to the advantages they possess over those made of glass and other material.

The Jars are manufactured from a mixture of English and Pennsylvania clays, making a stronger and better article than can be produced from any other combination.

We use only a pure Bristol Stoneware Glaze, which is free from Lead or other Metallic substances readily attacked by all acids. We guarantee the body to be thoroughly vitrified and absolutely acid proof.



These Jars will be found superior to all other articles in use for the preservation of Fruits, etc. Being non-transparent, the action of light cannot fade the color or ferment fruits kept in them, as is the case where glass is used, and being a non-conductor of heat, preserves are kept at a more uniform temperature than in either glass or tin, and will be free from the unpleasant metallic taste so frequently noticed where tin is used.

They are made in various sizes and are for sale by all Crockery and Grocery Dealers in Canada.

Illustrated Catalogue and Prices  
Furnished on Application.

## GLASS BROS. & CO.,

LONDON, ONT.

### THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Aug. 25, 1892.

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

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

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

#### BAKING POWDER.



Cleveland's Superior Baking Powder in tins cans, per dozen net.

10 cent tins	1 00
1/2 lb.	1 50
6 oz.	2 20
1/2 lb.	2 80
12 oz.	4 25
7 lb.	5 50
5 lbs.	25 50

Dunn's No. 1, in tins	2 00
" " 2	75
Cook's Gem, in 1 lb pkgs	\$1 75
" " 7 oz pkgs.	85
" " 2 oz	40
" " 5 lb tins	65
" " bulk, per lb.	12

Per doz

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

**COOK'S FRIEND.**  
(In Paper Packages.) Per doz

Size 1, in 2 and 4 doz boxes	\$2 40
" " 10, in 4 doz boxes	2 10
" " 2, in 6	80
" " 12, in 6	70
" " 3, in 4	45
Pound tins, 3 oz in case	3 00
12 oz tins, 3 oz in case	2 40
5 oz tins, 4	1 10
5 lb tins, 1/2	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
" " 1 lb, 4	1 30
" " No. 1, 2	1 90
" " 1 lb, 2	2 20
" " 5 lb, 1/2	9 60

**OCEAN WAVE**

**WHITE STAR.** per doz

4oz tins, 3 doz in case	0 75
12 " 2 doz in case	2 00
5lb " 1/2	9 00
5oz glass jars, 2 1/2 doz in case	1 10
10 oz glass jars, 2 doz in case	2 00
Bulk, per lb.	0 15



doz. in Price case p. doz

Dime cans, 4	\$1 00
4 oz	1 50
6 "	2 25
8 "	3 00
12 "	4 25
16 "	5 75
2 1/2 lbs	or 1 12 00
4 "	or 1 18 25
5 "	or 1 22 75
10 "	44 00

#### BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

Abernethy	8 1/2
Arrowroot	\$0 11
Butter	0 6
" " 3 lbs	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2

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

#### BLACKING.

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

#### BLACK LEAD.

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

F. F. DALLEY & CO.

Silver Star Stove Paste 9 00  
Packed in fancy wood boxes, each box contains 3 doz.

**BLUE.**  
Reckitt's Pure Blue, per gross 2 10

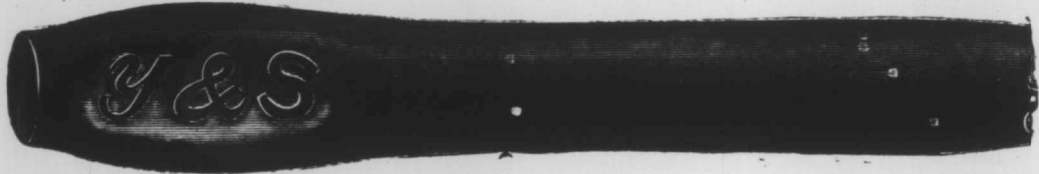
**CORN BROOMS.**  
CHAS. BOECKH & SONS, per doz

X Carpet, 4 strings, net	\$3 60
" " 4	3 20
" " 3	2
XXX Hurl 4	2 90
1X " 4	2 65
2X Parlor 4	2 50
3 " 3	2 25
4 " 3	1 85
5 " 2	1 50
Warehouse 4	3 25
Ship 4	4 00
1 Cable 2 wire bands, net	3 25
2 " 3	4 00

#### CANNED GOODS.

Per doz

Apples, 3's	\$0 85	\$1 00
" " gallons	1 75	2 00
Blackberries, 2	2 00	2 25
Blueberries, 2	1 10	1 25
Beans, 2	0 50	1 00
Corn, 2's	1 00	1 10
" " Special Brands	1 30	1 60
Cherries, red pitted, 2's	2 10	
Peas, 2's	1 65	1 15
Pears, Bartlett, 2's	1 00	1 00
" " Sugar, 2's	1 50	
Pineapple, Baltimore	1 50	1 60
" " Bahama		
Peaches, 2's	2 00	2 25
" " 3's	3 00	3 10
" " Pie, 3's		
Plums, Gr Gages, 2's	1 75	2 00
" " Lombard	1 50	1 65
" " Dawson Blue	1 50	1 90
Pumpkins, 3's	0 90	1 00
" " gallons	3 00	3 25
Raspberries, 2's	2 00	2 40
Strawberries, choice 2's	2 00	2 40
Succotash, 2's	1 65	
Tomatoes, 3's	1 05	1 11
"Thistle" Finnan haddies	1 50	



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.

"ACME" LICORICE PELLETS, In 5-pound Tin Cans.

TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.

LICORICE "Y. & S." LOZENGES, In 5-pound Tin Cans and 5-pound Glass Jars.

"PURITY," PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured Exclusively by

YOUNG & SMYLLIE,

BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices Current, Continued—

Table listing various seafood products like Lobster, Mackerel, Salmon, and Sardines with their respective prices.

CANNED MEATS.

(CANADIAN)

Table listing various canned meats including Corn Beef, Roast Beef, Ox Tongue, and Soups with their prices.

CHEWING GUM.

ADAMS & SONS.

Table listing various chewing gum products like Tutti Frutti, Orange Blossom, Monte Cristo, and others.

C. T. HEISEL.

Table listing various products under C. T. Heisel, including Red Jacket, Royal Fruit, Digestive, and others.

C. R. SOMERVILLE.

Table listing various products under C. R. Somerville, including Mexican Fruit, Pepsin, Sweet Sugar Cane, and others.

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S

Table listing various chocolates and cocoas like French, Caraccas, Premium, and others.

BENSCHENDORF'S ROYAL DUTCH COCOA.

Table listing Benschendorf's Royal Dutch Cocoa products.

FRY'S

(A. P. Tippet & Co., Agents)

Table listing various Fry's products including Chocolate, Vanilla, Gold Medal Sweet, and others.

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.

Table listing various Mott's products like Mott's Broma, Mott's Prepared Cocoa, and others.

Table listing various Mott's products including Mott's Breakfast Chocolate, Mott's Caracas Chocolate, and others.

COWAN COCOA AND CHOCOLATE CO.

Table listing various products under Cowan Cocoa and Chocolate Co., including Cocoas and Chocolates.

Chocolates—

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

WALTER, BAKER & CO'S

Table listing various products under Walter, Baker & Co's, including Chocolate and Vanilla.

German Sweet Chocolate—

Table listing various German Sweet Chocolate products.

Cocoa—

Table listing various cocoa products like Pure Prepared boxes, Cracked boxes, and others.

Breakfast Cocoa—

Table listing various Breakfast Cocoa products.



"Highland Brand" Evaporated Cream, per case 7 25

CLOTHES PINS.

Table listing various clothes pins and other household items with their prices.

COFFEE.

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

WHOLE ROASTED OR PURE GROUND ELLIS & KEIGHLEY'S

Table listing various coffee products under Ellis & Keighley's.

TODHUNTER, MITCHELL & CO'S

Table listing various products under Todhunter, Mitchell & Co's.

J. W. COWAN & CO.

Table listing various products under J. W. Cowan & Co.

DRUGS AND CHEMICALS.

Table listing various drugs and chemicals with their prices.

CANADA'S BEST WORK

will be shown in our FALL NUMBER to be issued next month. Write us for rates.

Something New every Week in Confectionery.

ALAKUMA, in 5c. packages, Chocolate, Rose and Vanilla Flavors. "A delicious morsel," 50 in box.

ORINOCO. Very fine 5c. Chocolate Bar, 30 in a box.

TEA BISCUIT. The nicest 1c, confection sold, put up 100 in box.

Order a sample box of each by mail or from our Travellers. You will never regret it.

The Toronto Biscuit and Confectionery Co.,

Tele. 528.

7 Front St. E., Toronto.

Table listing prices for various goods: Cream Tartar, Epsom Salts, Paris Green, Extract Logwood, Gentian, Glycerine, Hellebore, Iodine, Insect Powder, Salpêtre, Soda Bicarb, Sal Soda, Madder.

DURABLE PAILS AND TUBS

Table listing prices for steel hoops, painted and grain'd, brass hoops, oiled and varnish'd, No 1 tubs, No 2, No 3.

EXTRACTS.

Table listing prices for Dalley's Fine Gold, Concentrated, (SEELY'S FLAVORING), In Lemon, Vanilla and Assorted Flavors.

FIRE LIGHTER.

Table listing price for "Star" Fire Lighter, per gross \$1 70.

FLUID BEEF.

Table listing prices for Cases, No. 1, 2, 4, 8, 10, 12 lb tins.

FRUITS.

Table listing prices for Currants, Filigras, Patras, Vostizzas, 5-crown Excelsior.

DOMESTIC.

Table listing prices for Apples, Dried, do Evaporated.

FISH.

Table listing prices for Oysters, Pickarel, Pike, White fish, Manitoba White fish do, Salmon Trout, Lake herring, Pickled and Salt Fish, Labrador herring, Shore herring, Salmon trout, White Fish, Dried Fish, Codfish, Boneless fish, Boneless cod, Smoked Fish, Finnan Haddies, Bloaters, Digby herring, Sea Fish: Haddock, Cod, B.C. salmon, Market Cod, Frozen Sea Herrings.

GRAIN.

Table listing prices for Wheat, Fall, No 2, Red Winter, No 2, Wheat, Spring, No 2, Man Hard, No 1, No 2, No 3, Oats, No 2, per 34 lbs, Barley, No 1, per 48 lbs, No 2 extra, No 3, Rye, Peas, Corn.

HAY & STRAW.

Table listing prices for Hay, Pressed, Straw Pressed.

HARDWARE, PAINTS AND OILS.

Table listing prices for CUT NAILS, from Toronto, 50 to 60 dy basis, 40 dy, 30 dy, 20, 16 and 12 dy, 10 dy, 8 and 9 dy, 6 and 7 dy, 5 dy, 4 dy A P, 3 dy A P, 4 dy C P, 3 dy C P.

HORSE NAILS:

"C" 60 and 5 per cent. from list.

HORSE SHOES:

From Toronto, per keg.. 3 60 3 70

SCREWS: Wood—

Table listing prices for Flat head iron 77, Round " 79, Flat head brass 75, Round head brass 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.]

Table listing prices for 1st break (25 in and under), 2nd (26 to 40 inches), 3rd (41 to 50), 4th (51 to 60), 5th (61 to 70).

Table listing prices for ROPE: Manila, Sisal, New Zealand.

AXES: Per box, \$6 to \$12.

SHOT: Canadian, dis. 12, per cent.

HINGES: Heavy T and strap, Screw, hook & strap.

WHITE LEAD: Pure Ass'n guarantee

Table listing prices for ground in oil, 25 lb. irons, No. 1, No. 2, No. 3, TURPENTINE Selected packages, per gal., LINSEED OIL per gal., raw, boiled, per gal., GLUE: Common, per lb.

INDURATED FIBRE WARE.

Table listing prices for 1/2 pail, 6 qt, Star Standard, 12 qt, Milk, 14 qt, Round bottomed fire pail, 14 qt, Tubs, No. 1, No. 2, No. 3, Nests of 3, Keelers No. 1, 2, 3, 4, Milk pans, Wash Basins, flat bottoms, round, Handy dish, Water Closet Tanks.

JAMS AND JELLIES.

Table listing prices for Jams assorted, extra fine, 1's, Jellies, extra fine 1's.

TORONTO BISCUIT & CONFECTIONERY CO

Table listing prices for Jams, absolutely pure-apple, Family, Black and Red currant, Raspberry, Strawberry, Peach and Gooseberry, Plum, Jellies-pure-all kinds, These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails, Marmalade-orange.

LICORICE.

YOUNG & SMYLLIE'S LIST.

Table listing prices for 5 lb boxes, wood or paper, Fancy bxs. (36 or 50 sticks), Ringed 5 lb boxes, Acme Pellets, Acme Pellets, Fancy boxes (30s) per box, Acme Pellets, Fancy paper boxes, Tar Licorice and Tolu Wafers, Licorice Lozenges, Licorice Lozenges, Purity Licorice, Imitation Calabria.

MINCE MEAT.

BRYANT, GIBSON & CO.'S—TORONTO. Mince Meat, 1/2 gal glass jars, \$9 50 Ditto 25 and 40 lb pails, per lb. 12 1/2 c

J. H. WETHEY'S—ST. CATHARINES

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

MUSTARD.

ELLIS & KEIGHLEY'S. cts

Table listing prices for Durham, Fine, in 1/2 and 1 lb tins, Fine, in 1 lb jars, Fine, in 4 lb jars, Ex Sup. in bulk, Superior in bulk, Fine.

CHERRY'S IRISH

Table listing prices for Pure in 1 lb. tins, Pure in 1/2 lb. tins, Pure in 1/4 lb. tins.

NUTS.

Table listing prices for Almonds, Ivica, Tarragona, Farnigetta, Almonds, Shelled Valencia, Jordan, Canary, Brazil, Coconut, Filberts, Sicily, Pecans, Peanuts, roasted, green, Walnuts, Grenoble, Bordeaux, Naples, cases, Marbots, Chilis.

OUR NATIONAL FOODS.

Table listing prices for Desiccated Wheat, Rolled Oats, Snow Flake Barley, Desiccated Rolled Wheat, Buckwheat Flour, Prepared Pea Flour, Baravens Milk Food, Patent Prepared Barley, Patent Prepared Groats, Gluten Flour, Farina, very choice.

Prices current, continued.

**PETROLEUM.**

to 10 bbl lots, Toronto...	Imp. gal	
Canadian	0 14	\$0 15
Caron Safety	0 17	0 18
Canadian Water White	0 20	0 22
Amer'n Prime White	0 23	0 23
" Water White	0 24	0 25
Photogene	0 27	0 00

(For prices at Petrolia, see Market Report.)

**PICKLES & SAUCES.**

<b>BRYANT, GIBSON &amp; CO'S. TORONTO PICKLES.</b>		
John Bull, mixed, in bulk	\$0 45	
" Chow Pickle, in bulk	0 50	
" mixed and Chow Chow	1 90	
" mixed and Chow Chow	2 15	
John Bull, mixed and Chow	3 40	
John Bull, mixed and Chow	1 90	
Horse Radish, bottles, per doz.	2 20	

THE T. A. SNIDER PRESERVE CO., (Wright & Copp, Toronto, Agents.)

Home Made Tomato Catsup, qts	6 00	
" " " pts	3 50	
" " " 1/2 pts	2 00	
Chili Sauce	4 50	
" " " 1/2 pts	3 25	

**SOUPS (in 3 lb. cans).**

Tomato	3 50	
Fancy—Chicken, Mock Turtle, Cream of Corn, Pea, Celery, Asparagus	4 50	
Fancy—Chicken Gumbo, Ox Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne, Vermicelli, Vegetable	4 25	

**SAUCES.**

John Bull, kegs, per gal	1 25	
" 1/2 pt bottles, per doz	1 75	
" 1/4 pt bottles, per doz	1 00	
Devonshire Relish, kegs per gal	1 75	
" " " 1/2 pt bottles,	1 25	
Niagara Tomato, kegs, per gal	1 25	
" Reputed pts.	1 25	
Raspberry Vinegar, per doz	2 25	
Raspberry Syrup and Vinegar	2 25	

Terry's Candied Peels.	c. p. peel	
Lemon, 7 lb. boxes	3 60	\$3 75
Orange, "	6 25	6 50
Citron, "		
<b>LEA &amp; PERRIN'S. per doz.</b>		
Worcester Sauce, 1/2 pts.	\$3 60	\$3 75
" " pints	6 25	6 50
<b>LAZENBY &amp; SONS Per doz</b>		
Pickles, all kinds, pints	3 25	
" " quarts	6 00	
Harvey Sauce-genuine—hlf. pts	3 25	
Mushroom Catsup	2 25	
Anchovy Sauce	3 25	

**PRODUCE.**

<b>DAIRY.</b>		
Butter, creamery, tubs	\$0 20	\$0 22
" dairy, tubs, choice	0 14	
" " medium	0 12	
" low grades to com	0 10	
Butter, pound rolls	0 15	
" large rolls	0 12	0 13
" store crocks	0 12	0 13
Cheese	0 09 1/2	0 11 1/2
<b>COUNTY</b>		
Eggs, fresh, per doz.	0 09	0 11
" limed	1 00	1 25
Beans	1 75	2 25
Onions, per crate	1 25	1 50
Potatoes, per barrel	0 13	0 13
Hops, 1890 crop	0 18	0 25
" 1891 "	0 05	0 07
Honey, extracted	0 12	0 14
" section		

**PROVISIONS.**

Bacon, long clear, p lb.	0 08	
Pork, mess, p. bbl.	13 00	14 00
" short cut	16 00	16 50
Hams, smoked, per lb.	0 11	
" pickled	0 09 1/2	0 10
Bellies	0 09	0 11
Rolls	0 09	0 11
Backs	0 08	0 09
Lard, Canadian, per lb	0 09 1/2	0 10 1/2
Compound	0 08	0 09
Tallow, refined, per lb.	0 05	0 05 1/2
" rough	0 02	

**RICE, ETC.**

Rice, Aracan	3 1/4	4
" Patna	4 1/2	5 1/2
" extra Burmah	5	6
" Java extra	6 1/2	7
" Genuine Old Carolina	9 1/2	10

Grand Duke	6 1/2	7 1/2
Sago	4 1/2	5 1/2
Tapioca	5	5 1/2

**ROOT BEER.**

Hire's (Liquid) per doz	\$2 00	
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**SPICES.**

<b>GROUND</b>		Per lb.
Pepper, black, pure	\$0 12 1/2	\$0 15
" fine to superior	10	18
" white, pure	20	28
" fine to choice	20	25
Ginger, Jamaica, pure	25	27
" African	18	25
Cassia, fine to pure	18	25
Cloves, "	14	25
Allspice, choice to pure	12	15
Cayenne, "	30	35
Nutmegs, " "	75	1 20
Maize, " "	1 00	1 25
Mixed Spice, choice to pure	30	35
Cream of Tartar, fine to pure	25	37

**STARCH.**

<b>BRITISH AMERICA STARCH CO BRANTFORD.</b>	
1st quality white, in kegs and brls	4 1/2
1st quality white, 3 lb. cartoons	6 1/2
Lily White gloss, crates	6 1/2
Brantford gloss, 1 lb.	6 1/2
Lily White gloss, 1 lb. chromo	6 1/2
Canada Laundry, Boxes	7
Pure Prepared corn	8 1/2
Challenge Corn	8 1/2
Rice Starch, fancy cartoons	7 1/2
" cubes	7 1/2

**KINGSFORDS OSWEGO STARCH.**

<b>Pure Starch—</b>	
40-lb boxes, 1, 2 and 4 lb pack'g's	8
36-lb " 3 lb. packages	8
12-lb " "	8 1/2
38 to 45-lb boxes	8
<b>Silver Gloss Starch—</b>	
40-lb boxes, 1, 2 and 4 lb. pack'g's	9
40-lb " 1 lb. package	9 1/2
40-lb " 1/2 lb. "	10
40-lb " assorted 1/2 and 1/4 lbs.	9 1/2
6-lb " sliding covers	9 1/2
38 to 45 lb boxes	9

Oswego Corn Starch—for Puddings, Custards, etc.—	
40-lb boxes, 1 lb packages	8 1/2
20-lb " "	8 1/2

**ST. LAWRENCE STARCH CO'S**

<b>Culinary Starches—</b>	
St. Lawrence corn starch	7
Durham corn starch	6 1/2
<b>Laundry Starches—</b>	
No. 1, White, 4 lb. Cartons	4 1/2
" " Bbls	4 1/2
" " Kegs	4 1/2
Canada Laundry	3 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers	6 1/2
Ivory Gloss, fancy picture, 1 lb packs	6 1/2
Patent Starch, fancy picture, 1 lb. cartons	6 1/2
Ivoryine Starch in cases of 40 packages	\$3 00

**SUGAR.**

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

**SALT.**

Bbl salt, car lots	1 20
Coarse, car lots, F.O.B.	0 70
" small lots	0 85
Dairy, car lots, F.O.B.	1 25
" small lots	1 50
" quarter-sacks	0 45
Common, fine car lots	0 50
" small lots	0 95
Rock salt, per ton	15 00
Liverpool coarse	0 75

**SYRUPS AND MOLASSES.**

<b>SYRUPS.</b>	
Per lb.	bbls. 1/2 bbls
D	1 1/2
M	2 1/2
B	2 1/2

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

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

**ALL THE WORLD OVER**



Is used as a STRENGTH-GIVING FOOD, for Invalids, Convalescents and Dyspeptics, for Athletes when training, and in domestic Cookery for making SOUPS and GRAVIES.

**"Extra Space"**

How much will you want in our handsome fall number that we are getting out. Send for rates.  
10 FRONT ST. EAST.

**Kingsford's Oswego STARCH.**

**STRONGEST. PUREST. BEST.**

"THE ORIGINAL" FOR THE TABLE.

"Silver Gloss" Kingsford's  
(Others so-called are imitations of our brand.)  
Pure Starch. Corn Starch.

FOR SALE BY ALL LEADING JOBBERS IN CANADA.

**T. KINGSFORD & SON**  
OSWEGO, N.Y.





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

**: NO BLUEING :**

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

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

Manufacturers of Refined Sugars of the well-known Brand

*Redpath*

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

**Lump Sugar,** in 50 and 100 lb. boxes.

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

**Extra Granulated,** very Superior Quality.

**"Cream" Sugars,** (not dried.)

**Yellow Sugars** of all Grades and Standards.

**Syrups** of all Grades in Barrels and Half Barrels.

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

## Travellers' Guide.

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

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

Special apartments for invalids. Bath houses  
 in connection and a staff of male and female at-  
 tendants. The best of accommodation for Travel-  
 ers. Rates, \$2.00 and \$3.50.

R. G. BRETT. J. HASTIE,  
 Medical Director Prop.

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

Strictly first-class. Headquarters for Commercial  
 Men. Large sample rooms.

H. A. PERLEY, Prop.

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

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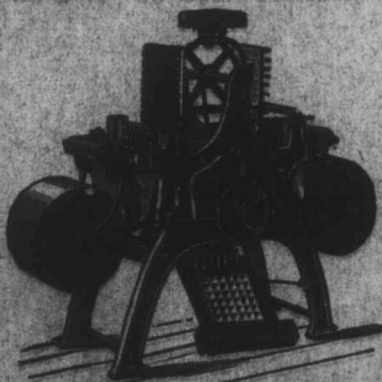
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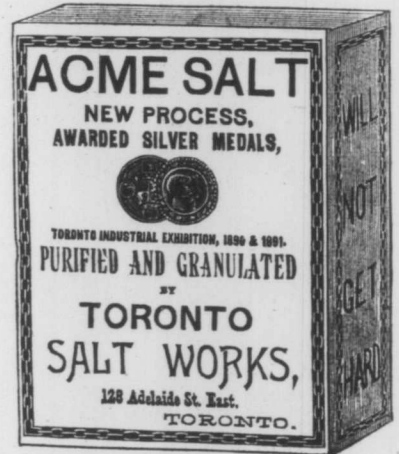
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