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**THE CANADIAN GROCER**  
 & GENERAL STOREKEEPER

PUBLISHED WEEKLY  
 \$2.00 PER YEAR

VOL. V.

TORONTO, JUNE 26, 1891.

No. 26

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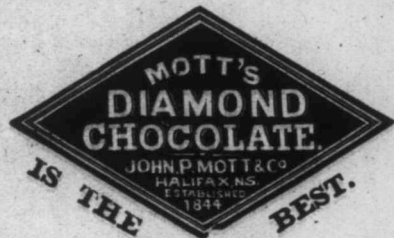
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THE CANADIAN GROCER

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**THE CANADIAN GROCER**  
**& GENERAL STOREKEEPER**

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 and General Storekeepers.

Vol. V.

TORONTO, JUNE 26, 1891.

No. 26

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

**THE J. B. McLEAN PUBLISHING COMPANY,**  
 FINE MAGAZINE PRINTERS  
 AND  
 TRADE JOURNAL PUBLISHERS.

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SPECIAL TO OUR READERS.

As the design of THE CANADIAN GROCER is to benefit mutually all interested in the business, we would request all parties ordering goods or making purchases of any description from houses advertising with us to mention in their letter that such advertisement was noticed in THE CANADIAN GROCER.

The reference made by the manager of the Bank of Montreal, in his last annual address, to the crying need of reform in the present methods of dealing with insolvent estates, has been followed by equally strong deliverances upon the same subject from other financial and commercial quarters. The attention which is thus recalled to one of the worst of chronic trade evils may give impulse to a renewed investigation of it which it is hoped will end in its eradication. What is wanting is some constant principle to equalize the conditions upon which men are re-instated in or removed from trade. At present "Chaos umpiresits" over the assemblage of creditors' meetings that are held in a year, and decisions utterly at variance with each other are deduced from data in which is the closest resemblance. Here one board of creditors restores a man to his position because he pays 40c. in the dollar; there another board decrees that a trader's assets shall be sold by the auctioneer, though the trader offers to redeem them by paying 50c.

in the dollar of his indebtedness. And it may be, too, that the latter is the better of the two to survive in trade.

\* \* \* \*

The verdict of a majority of the creditors is a matter which depends more upon who are the creditors than it does upon what is the position of the insolvent. That ought not to be the case in any legal or quasi-legal decision. If A fails owing ten creditors in all, it should make no difference who the ten creditors are, he should have a discharge or he should not have a discharge, according to the intrinsic merits of his case. Practically, however, as things are to-day, while A would be ruled out of business by ten given men, he would be ruled in if the board or a majority of the board were made up of other men, all the remaining circumstances being unchanged. It is this difficulty of getting at uniformity in the decisions that is the bane of the insolvency law of to-day. The case ought to possess all the determining conditions in itself, so that an examination of it before any board would issue in the same result. Leaving so much to the discretion of the creditors is altogether too lax.

\* \* \* \*

The good of trade is what must be considered in weighing an insolvent's offer for a discharge. Hitherto the individual interests of creditors have been deemed a sufficient guarantee that the good of trade generally will be safe-guarded by leaving the whole matter to their joint deliberation and action. But experience contradicts this. Time and again creditors have shown themselves recreant to the cause of sound trade, by propping up some of the most rotten material where the very best only wanted a fair chance. There has been undoubtedly more capital kept out of the retail trade of the country by the policy that has upheld price-cutters than there has been by the fear of mere numbers in competition. The profes-

sional price-cutter, like the wrestler of Hellenic fable, is always stronger after a fall. He needs something to lay him out which is not swayed by expectations of future trade with him.

\* \* \* \*

A man's solvent neighbors in the same trade would often prove a more just tribunal than his creditors before which to try his fitness to continue in business. If he has been a fair competitor they will vote for his keeping on, for fear that his place may be taken by a worse. If he has generally kept their prices down close to cost they will not put a straw in the way of his going. The opinion of a man's local competitors ought certainly to be consulted by creditors who have his affairs before them. It would very often make a material difference in the decisions reached, that is,—if the desire to do what is right were always the supreme consideration with creditors.

\* \* \* \*

Different boards of trade in Canada, notably that of Montreal and that of St. John, N. B., are casting about for something to take the place of the present modes of treating the cases of insolvents. Their aim has a wide range, and includes the discovery of the best means of disposing of bankrupt stocks that come upon the market, as well as the most equitable basis on which to accept or reject offers for restoration to a business footing. Collective opinion everywhere ought to apply itself to this subject. Business men's associations of all kinds ought to do what they can to contribute to the solution of it. The best working basis is a collection of the local facts that illustrate the arbitrary and unequal effects of the current usage. Where trade associations gather all the examples in their district of wrong done either to the insolvent or the trade, they have a starting-point for the orderly development of their ideas as to the best remedy to be applied.

## MEN OF THE TIMES.

## MR. H. P. ECKARDT.

The flighty purpose never is o'ertook  
Unless the deed go with it.—SHAK.

In the call-over of a man's qualifications to fill any important executive position, ripe age has always counted for a good deal. The man endowed with that gift has been generally supposed by virtue of it to be of more steadied habits, cooler judgment and maturer knowledge of the world. Hence, in the past the brunt of public and large private responsibilities has had to be borne by men who had seen at least their two score years. The position seldom came to the man, the man had usually to go to the position, through the mellowing discipline of years. But age is an acquirement which all men—clever or stupid, lazy or energetic—have about equal chances of attaining, while mental ability, special aptitude, tenacity of purpose, industry, self-restraint and moral qualities generally, are possessed or developed only by the few. A man may show intellectual or moral fitness for weighty responsibilities long before he may show the trace of time. This has come to be quite generally recognized to-day, and there are more young men now in leading positions in commerce, finance, railway service, politics and the professions than there ever were before. This, more than any time in the past, is the young man's epoch.

Mr. H. P. Eckardt, of H. P. Eckardt & Co., Toronto, is probably the youngest head of a large wholesale grocery house in Canada.

He is but 28 years old, and reached his present position as principal partner in his firm four years ago. Mr. Eckardt is a Canadian, having been born in Unionville, a village about twenty miles from Toronto. When he was 9 years old his family came to this city. Here he received his education and his business training. In the year 1879 his destiny first touched the hem of the grocery trade, when he obtained a situation in the office of J. C. Fitch, wholesale grocer, Toronto. After remaining two years and a half in the counting-house, applying himself with energy to the mastery of the details that his duties brought him in contact with, he was then sent

out on the road. He continued to travel till January 1887, when he concluded to begin business on his own account, and opened the warehouse from which he does business to-day, and which is the centre of a connection whose boundaries are stretching farther out every year.

A man needed to be pretty sure of himself who started in the wholesale grocery trade here four years ago, and particularly a very young man, the fibre of whose business character was not supposed to be firmly knit yet by experience. It would probably have been impossible for so young a man to have made a successful start twenty-five years ago, when the

in which to lay the foundations of a large business among numerous and established rivals. But the house of H. P. Eckardt & Co. made rapid progress in the face of these disadvantages, and has attained to a position that would be considered a high one for a much older concern under much more favorable auspices. Under the same efforts, and in the same hands, the business of the house would have doubled in the four years between '81 and '85.

Mr. Eckardt's example presents this important fact for the contemplation of young men: That he who would succeed ought to be ready when the opportunity comes.

There are numberless men bemoaning their hard luck to-day, who ought rather to blame their own lack of diligence in preparing themselves to seize the proffered chance. Many so-called luckless men have to stand by and see positions and openings go past them in search of those who are capable of taking them. To be ready to take fortune's tide at the flood a man must have worked strenuously and with intelligence in some pursuit, whereby he will fit himself to take a place in the upper ranks of his vocation. A man's chances will come if he is ready for them. The prospects of the ready man may be brightest at the seemingly darkest moment.

Mr. Eckardt's mental and business equipment was an unusually full one when he took his place at the helm of an independent business. He had early apprehended the lesson that a man must have his mind constantly open and his faculties active in order to keep pace with the possibilities of his career. He has consequently few 'might have beens' to gaze back upon in the retro-

spect. He has accomplished most of the things that were within reasonable range of accomplishment, and did not content himself with gazing hopelessly upon vanishing opportunities. If he had discharged his duties in the service of others in a perfunctory or half-hearted way, his experience would not have been so valuable as it is, and his integrity would not have been so well-grounded a prop to his business as it is. He formed acquaintances on the road and established personal connections that of themselves constituted a good investment when he started. The thorough knowledge he acquired of retail needs by travelling among retailers was worth more to him than an equal length of previous experience as principal.



Prepossession in favor of judgment and stability tempered and confirmed by years was greater than it is to-day. Mr. Eckardt struck out into business just at the close of a good spell and at the beginning of a dull one. Preceding the year '87 there had been a succession of good harvests, and an important stimulus of money circulation—the construction of the C. P. R.—had been active for several years. Its beneficial influence ended just before Mr. Eckardt started, the influx of gold caused by it ceased, and a dull period followed. There has been no really good year since, in fact most of the crop-reports since '87 are below the average and times have been hard. It was a very trying time

## FREE SUGAR.

The tidings of free sugar were borne all over the country on Wednesday morning, the Minister of Finance having brought down his budget on Tuesday. All the duty on raw sugar—which was a cent a pound on sugar not over No. 14 Dutch standard, and not testing over 70 degrees by the polariscopic test, and for every additional degree  $3\frac{1}{2}$ c. per hundred pounds—has been removed. This amounts on an average to about 1.85c., or more than  $1\frac{3}{4}$ c. per lb. The removal of the duty on raw would have been incomplete if unaccompanied by a modification of the duty on refined, as the latter duty—made up of  $1\frac{1}{2}$ c. per lb., 35 per cent. ad valorem and  $7\frac{1}{2}$  per cent. of these duties additional for indirect importation—amounted altogether to about  $3\frac{3}{4}$ c. per lb. To leave that on and remove the duty from raw would be only adding  $1\frac{3}{4}$ c. to the  $3\frac{3}{4}$ c. already enjoyed, of protection to the refiners. Consequently the budget reduces the duty on refined to eight-tenths of a cent per lb., thereby bringing closer the salutary influence of outside markets to regulate prices here.

It is not to be expected that prices will take their lowest plunge at once. The experience of the United States last March is against this probability. The demand here held off until the fruit season had opened. It will consequently come in like a tide upon a market which is bare of stock, as refiners have not been putting sugar on the market. Just at present sugar could be sold at a premium on last week's prices, notwithstanding that no one would pay last week's prices last week. The government have taken control of all the refineries and have stopped melting, so that not a barrel will be removed till stock has been taken to determine what sugar is at present in bond. It will be the end of the week before stock begins to move.

## The Changes in Malt, Sugar, Tobacco and Other Commodities.

**Resolved.**—That it is expedient to amend the act chapter 33, Revised Statutes, intituled "An Act respecting the department of customs," by repealing the items numbered 9, 10, 400, 419, 420, 421, 422, 423, 481, in schedule 8 of the said act and to amend the act 50-51 Victoria, chapter 39, intituled "An Act to amend the act respecting the duties of customs," by repealing the items numbered 126, 127, 128, under section 1 of the said act, and to amend the act 53 Victoria, chapter 20, intituled "An Act to amend the act respecting the duties of customs," by repealing the items 148, 156, 157, 158, 159, 165 and 166 under section 10 of the said act, and to provide otherwise by enacting that the following rates of duty be substituted in lieu thereof:

1. All molasses and syrups, n.o.p., including all tank bottoms and tank washings, all cane juice and concentrated cane juice and all beet root juice and concentrated beet root juice when imported direct without transshipment from the country of growth and production.

(a) Testing by polariscope 40 degrees or over and not over 56 degrees a specific duty of  $1\frac{1}{2}$  cents per gallon;

(b) When testing less than 40 degrees a specific duty of  $1\frac{1}{2}$  cents per gallon and in addition 14 cents per gallon for each degree or fraction of degree less than 40.

(c) And in addition to the foregoing rates a further specific duty of  $2\frac{1}{2}$  cents per gallon when not imported direct without transshipment.

2. All cane sugars and beet root sugars not above 14 Dutch standard, all sugar sweepings, all sugar drainings, all melad and concentrated melado, all molasses and concentrated molasses, n.e.s. all cane juice, beet root juice, tank bottoms and concrete when not imported direct without transshipment—5 per cent. ad valorem, provided, however, that in the case of cane sugar produced in the East Indies and imported via Hong Kong such rate of 5 per cent. ad valorem shall not be collected if transhipped at Hong Kong.

3. All sugar above 14 Dutch standard and refined sugars of all kinds, grades and standards and all sugar syrups derived from refined sugars—a specific duty of 8-10 per cent. per pound.

4. Glucose or grape sugar, glucose or corn syrup—specific duty of  $1\frac{1}{2}$  cents per pound.

5. Cut tobacco—45 cents per pound and  $12\frac{1}{2}$  per cent. ad valorem.

6. Manufactured tobacco, n. e. s. and snuff—35 cents per pound and  $12\frac{1}{2}$  per cent. ad valorem.

7. Ale, beer and porter when imported in casks or otherwise, not in bottles—15 cents per gallon.

8. Ale, beer and porter when imported in bottles (6 quart or 12 pint bottles to be held to contain 1 gallon)—21 cents per gallon.

9. Spirituous or alcoholic liquors distilled from any material and containing or compounded from or with distilled spirits of any kind and any mixture thereof with water for every gallon thereof of the strength of proof, and when of a greater strength than that of proof at the same rate on the increased quantity as there would be if the liquors were reduced of proof. When the liquors are of a less strength than proof the duty shall be at the rate herein provided, but computed on a reduced quantity of the liquors in proportion to the lesser degree of strength, provided that no reduction in quantity shall be computed on any liquors below 15 per cent. under proof, as follows:

(a) Ethyl alcohol, or the substance commonly known as alcohol, hydrated oxide of ethyl, or spirits of wine, gin of all kinds, n.e.s., rum, whisky and all spirituous or alcoholic liquors, n.o.p.—\$2 and  $12\frac{1}{2}$  cents per gallon.

(b) Amyl alcohol or fusil oil or potato spirit of potato oil—\$2 and  $12\frac{1}{2}$  cents per gallon.

(c) Methyl alcohol, wood alcohol, wood naphtha, pyroxylic spirit, or any substance known as wood spirit of methylated spirits, absinthe, arrac, or palm spirit, brandy, including artificial brandy and imitation of brandy cordials and liquors of all kinds, n.e.s., Mescal "Pulque," rum-shrub, Scheidam and other schnapps, Tafia, Angostura and similar alcoholic biters or beverages—\$2 and  $12\frac{1}{2}$  cents per gallon.

(d) Spirits and strong waters of any kind being known as anodynes, elixirs, essences, extracts, lotions, tinctures or medicines, n.e.s.—\$2 and  $12\frac{1}{2}$  cents per gallon and 30 per cent. ad valorem.

(e) Alcoholic perfume and perfume spirits, bay rum, cologne and lavender water, hair, tooth and skin washes and other toilet preparations containing spirits of any kind when in bottles or flasks weighing not more than four ounces each, 50 per cent. ad valorem, when above four ounces—\$2 and  $12\frac{1}{2}$  cents per gallon and 40 per cent. ad valorem.

(f) Nitrous ether, sweet spirits of nitre and aromatic spirits of ammonia—\$2 and  $12\frac{1}{2}$  cents per gallon and 30 per cent. ad valorem.

(g) Vermuth and ginger wine containing not more than 40 per cent. of proof spirits 75 per cent. per gallon above 40 per cent.—\$2 and  $12\frac{1}{2}$  cents per gallon.

(h) In all cases where the strength of any of above articles cannot be correctly ascertained by the application of the hydrometer, it shall be ascertained by the distillation of a sample or in such other manner as the Minister of Customs shall direct.

10. Champagne and all other sparkling wines, in bottles, containing not more than a quart and more than a pint, \$3 and 30 cents per dozen; bottles containing not more than a pint and more than one-half pint—\$1.65 per dozen; one-half pint each or less—82 cents; per dozen bottles containing more than one quart shall pay in addition to \$8.30 per dozen bottles at the rate of \$1.65 per gallon on the quantity in excess of one quart per bottle, old wine measure. In addition to the above specific duty there shall be an ad valorem duty of 30 per cent.

11. Salt, coarse, 5 cents per 100 pounds (not to include salt imported from the United Kingdom or any British possession, nor salt imported for the use of the sea or gulf fisheries, which shall be free of duty—5 cents per 100 pounds).

12. Salt, fine, in bulk—5 cents per 100 pounds.

13. Salt in bags, barrels or other packages— $7\frac{1}{2}$  cents per 100 pounds. The packages to bear the same duty as if imported empty.

**Resolved.**—That it is expedient to provide that there be added to schedule C to the Act chapter 33, Revised Statutes, as being exempt from customs duties the following, viz:

All cane sugars and beet root sugars not above No. 14 Dutch standard in color, all sugar sweepings, all sugar drainings or the pumpings drained in transit, all melado and concentrated melado, all molasses and concentrated molasses n.o.p., all cane juice and concentrated cane juice, etc., when imported direct without transshipment from the country of growth and production.

**Resolved.**—That it is expedient to provide that the foregoing resolutions and the alterations thereby made in the duties of customs on the articles therein mentioned shall take effect on and after the 24th day of June, 1891.

Provided, however, that nothing herein shall be construed as exempting any sugars now held to be in bond for refining purposes in any bonded premises connected with or occupied in whole or in part by any sugar refiner which may be found on examination of the stock in such premises to have been removed therefrom, from payment of the duty properly payable thereon under item 419 in schedule A to the Act chapter 33, Revised Statutes, which shall continue in force as regards such sugar until proper entry thereof and payment of duty thereon has been made.

**Resolved.**—That it is expedient to amend the Act chapter 33, Rev. Statutes, intituled an act respecting the customs, of repealing section 94, respecting the refining in bond of sugar, molasses or other material from which refined sugar can be produced.

**Resolved.**—That it is expedient to provide that under such regulations and restrictions as may be by the Minister of Customs deemed necessary, there may be paid to the producers of any raw beet sugar produced in Canada wholly from beets grown therein between July 1, 1891, and July 1, 1892, a bounty equal to \$1 per 100 pounds, and in addition  $3\frac{1}{2}$  cents per 100 pounds for each degree or fraction of degree over 70 degrees.

### THE CANNED GOODS MARKET.

It is too soon to look for even general outlines in the prospects of the canned goods situation for 1891-2. The crops are growing yet and may receive many a set-back before they come to the hand of the packer. But there are a few general considerations that may now very seasonably be brought to mind. In the first place, last season's pack will be cleaned out by the time of renewal from this year's crops. The new pack will come upon the barest market that has yet awaited a new pack in this country. Last year there was a notable approach to exhaustion of old stock by the time new came to hand, but this year the exhaustion will be almost if not quite absolute in all the more staple goods. The situation is consequently very largely in the hands of the packers, whose interests will be best served by not following any impetuous course. There will be room, on account of the disappearance of old stock, for a large supply, but there never is room for excess stock. Prices will be good if packers do not rush in and overstock. They acted judiciously last year, having gauged with remarkable accuracy the consuming capacity of the country. They as a consequence made money. In fact for all parties the present year was one of the best, probably the very best, the canned goods trade has yet had.

All packers whom it concerns should take warning from the dissatisfaction that "slop" goods have caused this year. The very best stock is all that anybody wants these days, and as the very best is produced by reliable packing-houses, they will not only have the preference but receive the monopoly of attention. Packers should give particular heed to the details of their work so as to produce the very best goods. The men who have done this are the ones who have made money and are in the front rank now. Bad goods never before got so hostile a reception as met them this year, and it is quite certain as well as gratifying that they will get as bad a one if they are turned out in such quantity again. The jobber to a considerable degree is responsible to the retail trade for the quality of the canned goods he sells them, and he is the critic that has to be reckoned with by packers who run to palm off poor stock. In the coming pack he will not be easily fooled.

Those wholesale and retail dealers who took THE GROCER'S advice to buy canned tomatoes and peas at the opening prices last year have made a good deal of money. Prices usually favor buyers more at the outset than at any other stage of the market, but last year that was peculiarly the case. That is the time when good staple brands can be best come by at a reasonable price. If there is much delay these are apt to get locked in the hands of speculative holders. Such goods are the safest if there is an over-supply of stock. The unusual spectacle of a retailer supplying a wholesaler was often

witnessed last year. One retailer of this city, acting on THE GROCER'S suggestion, bought 500 cases of tomatoes at 95c. to \$1, and sold 400 at \$1.30 to \$1.50 back to jobbers. Jobbers in many cases paid 15 to 35 per cent. advance upon their own prices of a few weeks previous, to recover stock from retail hands and replenish their own supply. Some laughable incidents took place in the exchanges and re-exchanges of stock. A typical case is the following:—Early in the season a retailer grew a little despondent because he believed he had over-loaded, and to assuage his grief, the wholesale house he bought from took back the bulk of his peas and tomatoes, giving him current prices, which were a long advance on what he had paid. This gave him great relief, and he inwardly chuckled that the stock had been so satisfactorily got rid of. It was not long, however, before he was back with as long a face as ever wanting to buy canned peas and tomatoes. His wholesale friend kindly supplied him with some of the same stock at very much more than it had been bought back at. He came two or three times after that, paying each trip the topmost price, and his total purchases amounted to more than the original stock he had bought at a low figure.

### EARLY CLOSING IN RETAIL AND WHOLESALE TRADES.

A number of the retail grocers on Queen street west have signed an agreement to close Wednesday afternoon at 1 o'clock during the summer. It is said this was due to the action of Mr. Wm. Mara. Finding that his competitors were not inclined to close Wednesdays he arranged to close three evenings each week at 6.30. During the other three he let one-half his employes go at that hour. Other clerks seeing them going away at this early hour brought influences to bear to induce their employers to close Wednesdays. Clerks in other parts of the city should now move for the same concessions. Employes are as much interested in getting a rest as employes are, and there should be but little difficulty in making the movement general.

It cannot be said that the wholesale grocers set a good example in the matter of early closing. All signed an agreement to shut at 5 p.m. but it is not unusual to see the entire staff in one or two establishments at work until after six. We do not mean by this that everyone should cease all work promptly at five. The services of an employe who does that, as a rule, had better be dispensed with. It shows lack of interest in the business. But it should rest with the employe how soon after five he leaves. No conscientious man will take advantage of the rule.

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

### ASSOCIATION DOINGS.

The Boston grocers will before the next meeting of the association weigh their sugar and sugar barrels and ascertain whether they are or are not getting full weights. This is important—very important when quite often the margin of profit is hardly any profit at all.

### RETAIL GROCERS' ASSOCIATION. CHATHAM

CHATHAM, June 16, 1891.

A special quarterly meeting of the Chatham Grocers' Association was held at 2 p. m. on the 16th inst. The following were present: Messrs. W.H. Adams, John McCorvie, Kitchen, Malcomson, J. A. Wilson, J. L. Simpson, R. S. Dunlop, Brennan, W. Sharp, P. Morgan, Shope, I. Holden, F. Wood, Smythe, W. Potter, W. Wilson, H. Weaver. John McCorvie, president, in the chair.

The minutes of previous meeting were read and approved.

The secretary proposed Messrs. W. Somerville, Smythe, Robinson, and Gonne as members.

Moved by Mr. Holden, seconded by Mr. Simpson, that the persons proposed be admitted as members.—Carried.

The secretary read a communication from Mr. Thackray, of Toronto, enclosing receipt for delegates' fees, also two from Mr. Smith of Windsor asking for by-laws and information, and one from Mr. Dutton, of London, in regard to an unpaid account against a former resident of London.

Moved by Mr. Holden, seconded by Mr. Malcomson, that the communications be read and filed.—Carried.

Moved by Mr. J. A. Wilson, seconded by Mr. Weaver, that the time of meeting be changed to Tuesday afternoon, at 2 p.m.—Carried.

After attending to some other matters the meeting adjourned, having had a very successful session. W. H. ADAMS, Sec'y.

[Our report of the last meeting of the Toronto Retail Grocers' Association contained an error as to the names of the Chatham delegates elected to membership in the Toronto body. The names should have been Mr. John McCorvie, and Mr. Geo. Heyward.—Ed.]

### MONTREAL NOTES.

I had a talk with J. A. Moir, of Montreal, who has lately been appointed agent for Messrs. J. D. Nolinger of New York, who are extensive importers of Mediterranean fruits. Mr. Moir disposed of seven carloads of these goods to the trade last week.

Messrs. J. A. Mathewson & Co., of Montreal, have received a beautiful banner, on which are the words—"The Celebrated Garden Grown ([M] Montreal) Japan teas are imported solely by J. A. Mathewson & Co., Montreal"—beautifully worked in gold and silk on a satin ground. This was sent to them by one of their chief Japan packers, and is a work of art that any lady might envy. Messrs. J. A. M. & Co., are not sending banners, but samples of the teas advertised to any dealers throughout the country.

## BANKERS DISCUSS MERCANTILE SUBJECTS.

In his annual address Mr. Geo. Hague, manager of the Merchants' Bank, made some interesting references which we reproduce, on long credits, combination movements, insolvent legislation and speculating on future prospects.

The subject of long credits given by wholesale houses to retailers, and by retailers to farmers, has been so often dwelt upon, and with so little result, that one gets wearied of talking about it. Numbers of our failures can be traced to it, and a good proportion of our bank losses. During the American war mercantile credit was annihilated, and all goods were sold for cash. Since peace was restored credit has been resumed on a moderate scale. Where Canadian merchants give four and six months, and even renew beyond that, and date goods ahead to begin with, the same class of merchants in the States sell at thirty and sixty days, and look askance upon a customer who wants a day longer. There is some solid comfort, and assurance of growing prosperity, in a system of business like this. One could almost wish that something might happen in Canada which would compel all dealings to be for cash, and bring about a rational method of trading. There is nothing more mischievous in our system of credit than the fact that it leads to such heavy accounts being carried against retailers in the books of merchants. The greater part of these are twice or three times as large as they ought to be. I am well aware that the evil is intensified by the credits that English houses give. This is an evil, however, which will cure itself in time. Our manufacturing industries are largely infected by the same evil; especially that of agricultural implements. There is one striking exception—viz., the flour milling trade, which is practically carried on on a cash basis, both in buying and selling. In some other manufactures even raw materials are bought on four and six months' credit, a very great abuse, which has led to heavy losses. Raw materials ought to be paid for in cash.

There is a certain movement going on amongst manufacturers in the way of amalgamation with a view to diminishing competition. This movement is good if kept within reasonable bounds, though we want no great monopolies created in Canada like those which have troubled our neighbors in the United States. Competition had, indeed, run riot in many quarters, and it was time for a check to be put upon it.

Legitimate competition is the life of trade. When carried beyond that it is its bane. Bankers have it in their power to do something to remedy many of the things now complained of. Long credit manifests itself in long bills offered for discount, unreasonable amounts offered on the names of weak traders, and borrowing from banks by importers without security at all. These things are within the power of bankers to remedy.

I entirely concur in what has been said about the desirableness of an Act for the equitable distribution of insolvent estates.

But I must confess to jealousy of any Act which gives a debtor a discharge by a mere majority of his creditors. A Dominion Act to provide for equitable distribution would undoubtedly be a great public benefit. The subject is surrounded with difficulties. The experience of half a century in England, the United States and Canada shows that it passes the wit of man to devise an Insolvency Act giving a discharge which has not been so abused that men were glad to repeal it. It may be worth while to make an endeavor in the direction above referred to, and the foundation has already been laid in the labors of a committee of the House of Commons, which sat some years ago.

Those who have paid attention to former utterances of mine on these occasions will have found little of prophesying or forecasting about them. On the contrary, some years ago I gave expression to some serious warnings on this subject. I will take the liberty of repeating what I said then, and it is just as pertinent now:

"The habit of looking out for the future and basing commercial ventures upon it is a bad one. It has deceived many to their ruin. Forecasts of the future in nine cases out of ten are falsified by the event. Whether it is the condition of the coming harvest, or the future of grain or cotton, or the supposed exigencies of foreign markets, the man who ventures on commercial operations upon such forecasts, in the majority of cases will be disappointed. If he risks his own money in the venture and loses it, he does no harm to anyone but himself, but if he carries on the venture on borrowed money, he runs the risk of losing the money of his banker or his creditors. This he has no right to do, for as he did not mean them to share the profits of his venture they ought not to be called on to share the loss."

I said further: "If persons in business will keep themselves wide awake as to the present, they need not trouble themselves about the future. A person can always tell whether the demand for his goods is brisk or dull, whether it is continuous or fitful, and can guide himself accordingly. Laying up large stocks of goods, or increasing manufactured products in view of a possible demand some months ahead, is not sound trading but speculating. In former times of long winters and slow voyages risks had to be taken which are not necessary now. The cable, the telegraph, the railway, the ocean steamer, have done away with the necessity of risking anything on an unknown future, I repeat then it is not well to be always forecasting. It is as foolish as it is dangerous. Market prophets are as unreliable as weather prophets."

Such were the conclusions of more than twenty years' experience in the year 1886. I can hardly do better than repeat them in 1891.

Mr. B. E. Walker, manager of the Canadian Bank of Commerce, in his address at the annual meeting of that corporation, spoke as follows upon the part economical living should play in years of short crops and scant profits:

Turning to Canada, and especially Ontario, if we were to repeat the opinion of farmers and business men, we would have to report another unsatisfactory harvest, and another year of trade in which the profits were quite too small and the bad debts excessive. There is, unfortunately, no doubt that the bad debts arising from the failure of shopkeepers and wholesale merchants have been excessive, but do we not commit a grave

error in repeatedly deploring the condition of trade and farming, and waiting for years of plenty, and the return of old-fashioned profits? While we wait do we apply the remedies of economy in expenditure and rigid scrutiny in granting credits? Is it not better to conclude that the present is the normal condition of things, that the harvests are not likely to improve on the average, and profits not likely to be larger? If we faced this condition to-day we would simply live within the conditions and so prosper. I do not address this advice to those prudent people who always live within safe limits, or to many who are making quite as large profits as they could wish. I offer the advice to those who argue that the poor harvests and lean profits are reasons which alone justify shrinkage in their balance sheets. We can all prosper even though the harvests are no better than those of the last three or four years, if mercantile business is not so persistently overdone, long credit and credit without adequate security so persistently given, and expenses maintained on a level no longer warranted by the condition of things. I am sure that if the superfluous shopkeepers and shopkeepers' assistants could be turned into farmers, there would be nothing whatever the matter with Ontario, providing, of course, they became industrious and intelligent farmers. Every year the pressure of competition is greater, more people wish to obtain a share of the profits of the community in some other manner than by wages, and consequently success is more difficult. But under the severest conditions those succeed who exercise the most intelligence, industry, economy and command of capital, and with these qualifications, as much can be done by farmers and business men here as anywhere.

During the past year the Ontario farmers paid their implement notes and interest and mortgage instalments quite as promptly as in former years, in many districts much better than for many seasons. They bought less at the stores and there are many indications that they find it necessary to economize and are economizing, but a few years of economy throughout the province, in town and country, would be almost equal to an extra crop. The output of cheese was the largest in the history of this great industry, the export for the year ending 31st March being 108,150,000 pounds, valued at \$9,700,000, a gain of nearly half a million dollars on the previous year. The export from the United States during this period fell off to a greater extent than the gain made by Canada. We have already suffered from want of rain to such an extent that it is hardly possible for us to maintain as high figures this season. The trade in both distillery and grass-fed cattle has been very satisfactory, and winter-fed cattle are now being shipped in fine condition. Regarding eggs, whether we eventually, as I think we will, establish a satisfactory market in England or not, down to date no one has suffered by the McKinley bill but the consumer of eggs in the Eastern States. Our trade in low priced horses has suffered, but with the probable early conversion of horse cars to electricity in view, our farmers must in any event endeavor to raise high class animals hereafter. For these the demand is as great as ever. When we come to wheat and barley the record is not so encouraging. That we can grow barley fine enough and of such varieties as will command a market either in the United States or in Great Britain, there is no doubt, but in reaching the high standard there may be years of disappointment and loss.

## INDIAN AND CEYLON TEA.

In their Annual Review, Messrs Wm. James and Hy. Thompson say:—In the course of the past season—though full of interest—has been unmarked by incidents which specially distinguish it from the years preceding, the fact may perhaps find an explanation in the assured position as a great industry which Indian tea has attained, and the now well-matured experience on which that position is based.

As in the past so now, there have been difficulties to contend with: disappointments to encounter; competition to face; but these notwithstanding, the Industry thrives and Indian tea continues to make its way in the markets of the world, justifying the enterprise of those who have made its interests their own.

The sanguine estimates of the crop—which we observe again prevail for the coming season unfortunately were not realized; and the short fall of 9,000,000 lb., attributed to untoward weather at the beginning, and the early closing of the season, left the total supply but little larger than that of 1889 to meet the growing wants of the world.

In point of quality the crop was not altogether satisfactory; for while some districts, e.g., Upper Assam and Nowgong, did exceedingly well, others fell below their usual standard until late in the season, when a general improvement took place. The Darjeeling crop, with a few exceptions, was a disappointing one; but under such conditions as prevailed nothing else could be expected, and its lowered value must not be taken to indicate any falling off in the estimation of good Darjeeling tea, which is far from the fact. Dooars and Sylhet have again supplied a kind well suited to the needs of the great retailers, for whom the large breaks, uniform in character, thick and plain in cup, and purchasable at a moderate price, have a special attraction. The produce of the gardens in Travancore, though still limited in quantity, is growing, and promises to develop into a considerable item, now that tea is being planted successfully on the lower levels, and yields a quality which finds favour with consumers.

Throughout the greater part of the year the market was favorable to producers. From the increased consumption which followed the reduction in duty India derived special benefit, felt not only in heavy deliveries, but also in a more general demand for the better qualities. During the early months rates were maintained without much variation at a level low enough to encourage consumption, yet not so low as to cause apprehension to producers; but before the end of the year prices gave way under the combined influence of the financial crisis, dear money, and the inevitable pressure of supply. The lowest point was reached about the beginning of December, but before the market closed a reaction set in, when it was

seen that the crop was likely to weigh out far short of the estimate, and that supplies would be light from China. The movement initiated in December by substantial trade buying, fully warranted by the low prices and steadily increasing rate of consumption, was accelerated in January by speculative transactions, and the eagerness of those who held insufficient stocks to acquire them, with the result that in the space of a few weeks quotations for the lower grades advanced 25 to 30 per cent., and for medium grades 10 to 15 per cent. from the December level. The excellent quality of the latter portion of the crop also encouraged purchasers, and kept up prices without much fluctuation until the end of April, when the market began to feel the influence of the large supplies coming in from Ceylon, selling at gradually receding rates, and by the evidence which figures gave that the higher scale of price was reducing the percentage of Indian tea consumed.

Analysis of the Board of Trade returns for the United Kingdom shows the fluctuation to have been as follows, viz. :—

Percentage consumed.	Feb.				
	1890.	Dec. 1890.	Jan. 1891.	April 1891.	May 1891.
	p.c.	p.c.	p.c.	p.c.	p.c.
Indian.....	52½	57	53½	51	45
Ceylon.....	18	17½	18½	20	28
China and Java...	29½	25½	28	29	27

While ordinary qualities have been subject to these movements, the value of the finer description has been supported more or less steadily throughout, which is due in some measure no doubt to the smaller quantity produced, but more, we think, to a growing appreciation of the merits of good tea; and to the fact, of which evidence accumulates, that formidable as the competition of Ceylon is, it does not affect the finest growths of India. The position, indeed, is one that may well encourage those who have proved their gardens capable of producing fine tea, to make that their aim; and the more so at the present time, as the recent rates paid for the lower sorts will probably tempt many to work for heavy crops without special regard to quality. Should this be generally the case, a low range of price for common and medium sorts may eventually result, as it will be difficult to put into consumption another 10,000,000 or 12,000,000 lbs., wanting the attraction of quality, except by the process of underselling some other kind.

Reviewing the year's trade in its broadest features it appears that, allowing for difference in quality, growers have received more for their produce than in the two preceding seasons. As the average price to the consumer has not been raised in the interval, the inference is either that producers have received part of the remitted duty, or that there has been a shrinkage in the intermediate trade profits. As regards this, we have authority for saying that a portion of the public elect to pay the price they did before duty was lowered, and to have a better tea; while it is the case that the trade of the country is finding its way into new channels, and is gradually passing from the smaller retailer into the hands of a class of large distributors, who, in order to make and keep their business, are compelled to submit to some sacrifice of profit. The extensive scale of their operations enables them to do this; and the producer benefits.

The rapid advance in January, on the mere possibility of a short supply, has also afforded the trade a useful object-lesson on the contingent risk of the modern system of working on short stocks.

The extension of trade with other markets has progressed slowly, owing to the comparatively high prices of the kinds called for;

but the increased demand from Australia promises well for the future; and the work which has been done in Canada and the States only waits to bear fruit until the kinds which suit them can be shipped at the rates they will pay. Whilst the United Kingdom absorb nearly all the Indian tea produced, much expansion in other quarters cannot well be looked for.

CEYLON.—The fortunes of this industry are now closely interwoven with those of India; the same influences shape the course of events, and movements in the one market are quickly reflected in the other. The later months of 1890 were marked by few events calling for comment, production and consumption progressing on parallel lines, while values were maintained at a fairly remunerative level, and as high as could be expected for a crop not plentiful in fine tea, the highest point being reached in October. In the upward movement which took place in January, Ceylon participated, the lower grades rising to a point which carried the average value above the best in October, where they remained until it was seen that consumption was not growing fast enough to take off the large increase in the supply. The gradual lowering of rates, however, has placed Ceylon in a better position with respect to other growths, which is of the utmost importance to producers, even though attained at the cost price—and until more plentiful supplies of Indian are available, consumption should progress, for there is little prospect at current prices that China tea will be taken in preference by any who are not prejudice in its favor, especially if the statement that the new crop from the North is "tarry" should prove correct.

The point which most urgently demands attention is that of quality; for the crops of the past year have again fallen short of their early promise, and in a way which justifies the opinion that the cause is within the planter's control. We refer, of course, to the absence of tea sufficiently marked by distinctively rich liquor, or finely-made leaf, to lift it above the level of average quality, and to the predominance of tea too light in cup and pungent in taste to suit the general body of consumers unless blended with other kinds. The narrowing range of quotations, to which we drew attention a year ago, has been still more marked of late, and it constitutes a serious drawback to Ceylon that among the large supplies now offered weekly there should be so few breaks worth more than 1s. per lb., whereas in a similar quantity of Indian there would be numerous lines selling from 1s. 6d. upwards. A wide range of quotation is of great help to the buyers in reselling, and it goes without saying that whatever makes the market a profitable one for them to operate in is for the good of the producer.

We must again refer to the multiplication of breaks. The business is developing so rapidly that buyers cannot value all the samples. Two invoices per week from an estate are frequently seen in print, which is of itself a disadvantage, apart from the extra work entailed. In India the problem has been widely solved by packing the tea directly it is finished, and storing the chests until large invoices can be despatched. Experience shows that estates which do this, and bulk here, put their teas on the market in high condition; they unquestionably profit by offering larger quantities of their brand at less frequent intervals.

The average price of Ceylon sold in auction during the twelve months has been about 11d. per pound.



# THE KEY NOTE

Of the great popularity the "Hillwatee" teas and "L. P. & Co.'s" Coffees and Spices enjoy lies in the fact that these articles are of special character and excellence and can always be relied on.

Our "Specialties" this week will be bargains in Prunes, Figs, Syrups, Molasses and Japan Tea, latter from 15c. to 18c. Samples and quotations sent on application.

We are quoting Valencias very cheap also La Vierge and Shell brands of Castile soaps.

**LUCAS, PARK & CO.,**

Wholesale Grocers and Importers,  
73 McNab St. North, Hamilton, Ont.

## TO THE GROCERS!

DEAR FRIENDS,—We want your trade. and it will pay you to buy from us because we do a square business and give the best value consistent with success. We have no snide schemes to run on you, we never play at catch as catch can. Try us with orders by card or letter and see if you do not get extra value.

Respectfully yours,

The Snow-Drift Baking Powder Co.,

BRANTFORD.

## KOFF NO MORE.

Watson's Cough Drops are the best in the world for the throat and chest; for the voice unequalled. "R. & T. W." Stamped on each drop. Write

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

Mention THE GROCER.

## DURABLE PAILS AND TUBS.

TRY



THEM

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

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

Represented by  
Chas. Boeckh & Sons, Toronto,  
Jas. Lee & Co., Montreal.

## LOCKERBY BROS., WHOLESALE GROCERS,

75 ST. PETER STREET,  
MONTREAL, P. Q.,

ARE OFFERING THIS WEEK

SUGARS.  
TEAS.

{ Barbadoes  
and  
Cuba

MOLASSES.

FINE LARGE DRY COD IN BUNDLES. BONELESS FISH IN BOXES.

Canned Salmon, Lobsters, Mackerel and Oysters.

## HUDON, HEBERT & CIE.,

WHOLESALE GROCERS

— AND —

WINE IMPORTERS,

NO TRAVELLERS ON THE ROAD.

304, 306 St. Paul St.

148, 145 Commissioners St.

**MONTREAL.**

## Special for Picnic Season.

Cunningham De Fourier Co.s' Camp Pie, Wild Boar's Head, Irish Sausages, Collard Head Potted Meats.

EVERY FIRST-CLASS GROCER SHOULD HAVE THESE GOODS.

## CAVERHILL, ROSE, HUGHES & CO., Montreal.

BEST GOODS IN THE MARKET.

FRANKFORT, CAMBRIDGE, BOLOGNA,  
CHICKEN, HAM and TONGUE  
SAUSAGES.

PUT UP BY THE MOFFATT PACKING CO.,

**MONTREAL.**





Our Prices Current, this week, show some changes in the prices of Walter Baker & Co's. cocoas and chocolates.

A daily paper in the canned goods department of its market reports quotes canned mackrel at so much per "barrel."

The merchants of Wolseley, Man., have appointed Mr. T. S. Rutherford as butter inspector, and all butter now undergoes a rigid examination.

Mr. Francis Davies, grocer, Perth, Ont., left on Tuesday for Caladonia Springs to seek relief from rheumatism. Mrs. Davies accompanied him.

Mr. E. E. Allen, of Allen, Bradley & Co., has gone to Canada! He has gone to catch fish and fight mosquitos, and to enjoy a good outing.—New England Grocer.

Mr. John R. Gosling, keeper of the McFarlane House, and of a grocery store, corner King and Ridout streets, London is reported to be missing since Saturday the 13th inst.

Secretary Hill has received a letter from Kingston, Jamaica, stating that a full exhibit of the products of the island will be forwarded in time for the Industrial Exhibition at Toronto.

The Vancouver sugar refinery is now making shipments of sugar to the Sound, which speaks well for our Canadian industries competing with American manufacturers on a fair basis.

Hawthornbank, Brit. bark, 1,309 tons, has been chartered to load at Java for Vancouver with a cargo of raw sugar for the British Columbia Refinery. She is expected to sail in July.

"Now is fly time, and if you sell or use fly destroyers, you cannot afford to overlook advertisements for fly destroyers containing something new. See page 22 for particulars about Tanglefoot."

Clinton New Era:—So intense was the heat on Tuesday the 9th, that it actually hatched out a chicken in the store of Coats & Son. This may seem improbable, but it is nevertheless a fact.

J. B. Walker, Am. ship, 2,106 tons, Capt. Wallace, is reported on the way from Yokohama to Vancouver with a cargo of 2,500 tons of tea, which is to be sent East over the Canadian Pacific railway.

The bread and biscuit bakery establishment of Moir, Son & Co., Halifax, one of the largest in Canada, was completely destroyed by fire the other morning; it was an immense pile of brick buildings, covering half a block. The loss is placed at \$100,000,

and insurance under \$20,000. The place was partially destroyed by fire in 1867. Moir & Co. had the contract for supplying the army and navy with bread.

Perkins, Ince & Co. have received from Japan, a pair of handsome embroidered bannerettes advertising their special brands of Japan teas. The wording and ornamentation are beautifully worked in silk.

Woodstock and Windsor are each about to organize an association. The chief object bringing them together is protection against delinquents. They have received copies of the London Retail Grocers' Association.

The Victoria Rice Mills, Victoria, B. C., received 250 tons rice paddy on the 4th June, which was discharged at the mill wharf from the steamship Tail Chow. It was brought from the Orient by the Parthia.

Mr. R. V. Winch of Vancouver, has opened a warehouse as a wholesale commission merchant and dealer in fruits and produce, fish, poultry and game in E. H. Port & Co.'s Block on Front street near the railway station.

Reports say that strawberries in Essex are an excellent crop. Cherries, plums and pears will be abundant, while peaches are injured materially. Apples will be a fair crop. All grains look excellent, and hay, though short, will be heavy.

The CANADIAN GROCER, of Toronto, devotes a page in its last issue to a description of the life and business career of Mr. Moses Masuret, of this city. In the centre of the article is a large photo-engraving of the gentleman named.—London Free Press.

Brantford Courier:—Mr. A. Whitaker, head clerk in W. F. Cockshutt's grocery store, has severed his connection with the firm to accept a more lucrative position with Masuret & Co., of London. Mr. Whitaker's many friends will be sorry to see him leave Brantford.

The Chambre de Commerce of Montreal has discussed approvingly Dr. Sproule's bill to place commercial and detective agencies under the immediate control of the government, and force them to deposit in the hands of the government a guarantee for damages that might be incurred by reason of false information.

According to the new United States sugar agreement the jobber is allowed by the refiner a commission of  $\frac{1}{2}$  of a cent per pound on 100 barrel lots, in addition to the usual 1 per cent. trade discount and 1 per cent. for cash in seven days. Lots of less than 100 barrels can be bought by either wholesaler or retailer at the old terms, from either refiner or jobber.

A notable event in Montreal wholesale grocery circles is the amalgamation of two large houses—Turner, Rose & Co., and Caverhill, Hughes & Co. The style of the resulting firm is Caverhill, Rose, Hughes & Co. It will carry on business in the pre-

misses formerly occupied by Turner, Rose & Co., that is at Nos. 309, 311 and 313 Commissioners street, corner of St. Peter. Mr. A. D. Turner has retired. The doubling-up of so strong a pair of houses consolidates a vast amount of trade.

The manager of the St. Lawrence Starch Company denies that any but the ratified terms of the recent starch agreement have been acceded to by his firm. The report that concessions on ten-box lots were made, appears to have arisen from the fact that several retail dealers had combined to make up an order for a 50-box lot, so that an individual partner in the purchase, whose share would be ten boxes, would seem to have obtained a special discount.

The Petrolea Advertiser says:—Mr. Donald McLean, late of Carmichael & Co.'s, will open a first-class grocery and provision store in the Kerr block in a few days. Mr. McLean has a long and practical experience to assist him in his new venture, and enjoys a wide and influential connection in town and district. His known ability and enterprise is sure to command the success it deserves.

Castella W. Stevens, son of the late W. L. Stevens, formerly of Chatham, and nephew of N. H. Stevens, of Campbell & Stevens, died in Courtright June 6, aged 33 years. Mr. Stevens had been in successful business at Courtright for several years, and was one of the leading men of the village. His health began to give way last summer, and he spent the winter in Alabama in hope of staying the progress of disease, but without success.

The Montreal Gazette says Mr. Theodore Ruel, a grocer doing business at the corner of Champlain and Marie Anne streets has disappeared unaccountably. It seems that Mr. Ruel, who is a man that has the credit of not owing a dollar, left his store about eight days ago, telling his wife, to whom he was married about a month ago, that he was going down town to buy goods. From that time to the present nothing has been heard of him. Mr. Ruel was a very popular man, doing a good business; in fact, a short time ago he renewed his license. He went to the bank where he had his money de-

## STORAGE

### FREE AND IN BOND.

Customs Entries Passed, and goods stored at lowest rates. Special facilities for shipping goods to all points. Goods MARKED and WEIGHTS and GUAGES taken CORRECTLY. You can save DOUBLE FREIGHTS by keeping Teas, Sugars and other heavy goods with us.

BLAIKLOCK BROS, Agents,

17 Common St., MONTREAL.

ALL GROCERS SHOULD SELL  
THE  
**Royal  
Dandelion  
Coffee**

Manufactured by  
**ELLIS & KEIGHLEY,**  
TORONTO.

**M. LEFEBVRE & CO.**  
Established 1849.  
**GOLD, SILVER**  
—AND—  
**BRONZE MEDALS**  
20 1st prizes.  
**MICHEL LEFEBVRE & CO'Y**  
Manufacturers of  
**Lion--L--Brand**  
Pure Vinegars, Mixed Pickles, Jellies, Jams,  
Preserves.  
**Montreal, P.Q.**



**P. DOTY & SON,**  
(Successors to W. B. Chisholm)

MANUFACTURERS OF




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

**THE CHISHOLM  
PLANT BOX.**

**SOMETHING NEW!  
A GREAT TREAT.**

Fresh Cod  
**TONGUES**

In 1 lb. Tins.  
This is the Delicacy of the Season.  
Pronounced by connoisseurs far ahead of  
oysters.

**A GREAT LUXURY.**  
Apply to  
EBY, BLAIN & CO., Toronto.  
STEWART MUNN & CO., Montreal.  
Send for Samples.



**STUART,  
HARVEY & Co.**  
Importers and

**WHOLESALE GROCERS**

A Large and Well-Assorted Stock of  
**Teas, Sugars and General Groceries**

**HAMILTON, ONT.**

FOR THE  
HOME, PICNIC,  
CRUISE, or CAMP

The "STAR BRAND" delicious  
**HAMS & BACON**

CAN BE HAD FROM ALL THE  
BEST GROCERS

**F. W. FEARMAN,**  
Hamilton, Ont.



PACK OF 1891.

"THISTLE" Brand Haddies.

These Fish are most carefully prepared and are recommended by leading medical authorities as

**The Finest of Fish**

Second only to the Oyster from a dietetic standpoint.

Order this Brand. For sale by all leading Wholesale Houses.

**PARTNERSHIP NOTICE.**

I hereby give notice that I have this day admitted Lloyd T. Mewburn and Alexander G. Osborne into partnership with me to continue the business of Wholesale Grocers under the style and firm name of James Turner & Co.

ALEX. TURNER.

Dated 31st March, 1891.  
Hamilton, Ont.



# A LETTER

Received by us a few days ago from a traveler contained

# 62 ORDERS

Not bad for two days work was it. Everybody buys our goods. Why should not you and

# Save Money

Empire Tobacco Co.,

Montreal.

posited, and, it is surmised, drew it out, as the money, or part of it, has been drawn Mrs. Ruel fears that her husband has met with foul play.

The casual passer-by is likely to have thoughts of Barm Yeast brought prominently into his reflections, if he chances to see one of the bright hangers on which that leavener is specially advertised. The hanger in question bears the picture of a voluptuous looking maid, carrying a tray on which are some Charlottes russe, whose tempting appearance is a compliment to the Yeast. A young man is attempting to be over-galant and upsets the tray.

A woman asked the cashier of a Toronto retail store to change an American \$2.50 gold piece the other day. As the clerk was making change she put down another gold piece somewhat larger than the first and said it was an English sovereign. The clerk was rather doubtful, but after comparing the sizes of the two coins came to the conclusion that it must be. He has since learned to his sorrow, that he paid out \$4.86 for a gold half sovereign, valued \$2.43.

At a meeting of the Hamilton Trades and Labor Council the other night a resolution was adopted endorsing the early-closing movement among grocers, butchers and other classes of business men, and instructing the delegates to bring before the various unions the advisability of making all purchases before the hours for closing, and from store-keepers who take part in the movement. It was decided also to request the Retail Grocers' Association to furnish a list of those dealers who have refused to join the others in closing their stores, so that they may be avoided.

Dr. Sproule has given notice in the House of Commons of a bill entitled "an act to regulate private detective, financial and commercial agencies and corporations." The objects of the measure are to bring all private detective agencies under the immediate supervision of the Government, to compel all persons carrying on commercial and financial agencies to submit their books at stated intervals to Government inspection in order that the public may understand the basis upon which mercantile ratings are made, and to provide that all such mercantile agencies shall make a money deposit with the Government to insure that any person who suffers injury by reason of their reports shall have means of redress. As the law now stands, it is contended, traders and others have not proper recourse against such mercantile agencies.

Messrs. T. J. Welch, J. H. Dow and H. H. Jones, of Portland, Me, who represent the Maine and White Mountain N. H., Commercial Travelers' associations, visited Montreal last week for the purpose of making final arrangements for the coming visit on Tuesday June 30th, when the members of the above associations will arrive in Montreal, 120 strong, accompanied by their wives sisters, etc. They will also bring Chandler's famous band, of Portland, Me, who will give a grand concert in Dominion square on Dominion Day, the party staying over until July 2. They will be received by the Dominion Commercial Travelers' Association. The coming visitors will be received by Mayor McShane at the City hall on the afternoon of their arrival, and a trip down the rapids will likely be arranged for some time during their stay.

## THE DRUMMER'S DREAM.

A little room in little hotel  
In a little country town,  
On a little bed with a musty smell  
A man was lying down.

A great big man, with a great big snore—  
For he lay on his back you see—  
And a peaceful look on his face he wore,  
For sound asleep was he.

In his dreams what marvelous trips he made,  
What tremendous bills he sold ;  
And nobody failed and everyone paid,  
And his orders were as good as gold.

He smiled and smothered a scornful laugh  
When his fellow drummers blowed,  
For he knew no other had sold the half  
Of what his order book showed.

He got this letter from home one day ;  
"Dear Sir—We've no fitter term  
To use in your case than simply to say,  
Henceforth you are one of the firm."

And a glorious change this made in his life,  
He now from the road withdrew,  
And, really, soon got to know his wife,  
His son and his daughter, too.

And then moved from his obscure flat  
To the house on the avenue,  
Lived swell, was happy, got healthy and fat,  
Respected and wealthy, too.

But with a thump—bang—whang—thump  
—bang! again

The landlord stood at the door ;  
"It's puty nigh time for that 6:10 train!"  
And the drummer's dream was o'er.

—American Commercial Traveler.

## NEW ORLEANS MOLASSES FERMENTING.

Retailers complain of New Orleans molasses that it becomes sour and works during the hot weather. On account of the fermentation it is hard to keep the bungs in the barrels, and the molasses from overflowing. This peculiarity of New Orleans molasses had not been a sufficiently familiar one to the trade for its remedy to be very generally known, little New Orleans molasses formerly being used here because of the classing of it by customs officers as syrup, and the consequent excessive duty it had to bear. Since the ruling that it should enter as molasses, its excellence for cooking purposes had made trade in it quite active, but the objection to its irrepressible behavior has gone somewhat against its being kept in stock. The grocer should take about ten gallons out of a full barrel. That will leave room for fermentation. Its turning sour cannot be helped, if it cannot be kept cool, but when the weather gets to a moderate temperature the sweetness of the molasses will return. Its cooking properties are unaffected by the fermentation, which is the test that the molasses has those properties.

# One Trial

Will convince you that the "MALLAWALLA" blend of Pure Indian and Ceylon teas is something delicious and a sure favorite with black tea drinkers, 1 lb. and 1-2 lb. tin foil packages, 50 lbs. in a case. If you want the best buy "MALLAWALLA."

DIAMOND BAKING POWDER in 1/4, 1/2 and 1 lb. tins is more satisfactory and nets you a better profit than any first-class powder on the market.

Merit tells, "Wherever sold it has been a repeater." Have you tried it?

**W. H. GILLARD & CO.,**  
**WHOLESALE GROCERS, HAMILTON, ONT.,**

Agents for Canada.

ALL GROCERS SHOULD SELL  
 THE

**ROYAL  
 DANDELION  
 COFFEE**

Manufactured by  
**ELLIS & KEIGHLEY,**  
 TORONTO.

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

**OWEN SOUND**

OFFER TO THE TRADE

LONG CLEAR  
 BREAKFAST  
 SMOKED BACKS  
 SMOKED BELLIES  
 SPECIAL ROLLS

**BACON**

Write for Quotations.

**JAMES E. BAILLIE,**  
**PORK PACKER, TORONTO.**

Hams, Breakfast Bacon Rolls.



**GANONG BROS.,**

ST. STEPHEN, N.B.

MANUFACTURERS OF THE



**CHOCOLATES.**

**N. K. FAIRBANK & CO.,**

COMPOUND



REFINED LARD.

**185 WELLINGTON ST., MONTREAL.**  
 CHICAGO. ST. LOUIS. NEW YORK.

## Condensed Mince Meat.

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

Will not ferment in warm weather.

Sells at all seasons by all wholesale grocers.



Although fruits are scarce and high, price same as last season, \$13.50 per gross net.

Packed in 1/2 and 1/4 gross cases.

Sole manufacturer for Canada.

Ask your wholesale grocer for it.

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

**GEO. MATTHEWS**

-PACKER and CURER.-



**PURE LEAF LARD A SPECIALTY.**

PACKING HOUSES, OTTAWA, PETERBORO' and LINSDAY, ONT.



## TORONTO MARKETS.

TORONTO, June 25, 1891.

### GROCERIES.

The week bounded by this and the preceding issue of THE GROCER has not been remarkable for the amount of the business done in it, but it is a historical week in the grocery trade. In it begins the era of free sugar. Buying shrank into insignificant volume as the time for the presentation of the budget drew on. Sugar was left severely alone, except in the way of orders to be filled after the bringing down of the budget. The trade in other lines as a rule fell into step with the trade in sugar, and dulness prevailed. Since the announcement of the removal of the duty things have been in a state of readjustment and business is just getting started again. It is expected to be good from this on.

### CANNED GOODS.

Every day the stock grows less. Prices hold as if nailed to the points in the scale they have long kept at. Distribution continues to go on in small quantities, but "many a little makes a muckle," and the quantity of stock that has been transferred from jobbers' to retailers' hands during the past few weeks is in the case of some lines astonishingly large. One firm of wholesale grocers which handles canned goods on a large scale has reduced its stock of corn from 2,000 cases to 145 cases in a very short time. It is also interesting to note that the same firm had in the third week of June a year ago 2,800 cases of corn, against 145 in the corresponding period of this year. The rate of distribution is therefore more rapid than it seems, and depletion promises to be an early condition of the market in corn. Peas are practically and almost literally exhausted. Wholesalers have been keeping themselves going for some time by buying from each other in five and ten case lots. They are unchanged at \$1.40 to \$1.50, and corn at \$1.10 to \$1.25. The situation in salmon is getting strong outside, reports from the coast supporting the opinion that there will be a short pack. The stock on hand goes out fairly freely at \$1.40 to \$1.55.

An agreement among the buyers of Horse Shoe brand of salmon to keep prices up to \$1.50 and \$1.55 has been broken here, offers being now at \$1.40 and less.

The reports on lobster packing in the Magdalen islands are still very unfavorable, and the accounts from Nova Scotia and Newfoundland are by no means encouraging. In point of fact the backwardness of fishing early in the season, and subsequent short work at the canning establishments, consequent upon the "grip" epidemic, have operated to curtail the season's pack in no insignificant degree. Shipments from the primary sources of supply in time to reach here before the duty of 32c. per case goes into effect are necessarily limited, and that addition to cost next month will likely have to be shouldered by the customer after deliveries are made on contracts placed very early in the season. In any event, latest accounts indicate that phenomenal work will

have to be done at the packing centres to turn out sufficient stock during the balance of the season to fill American orders already in hand and meet any ordinary European demand. That high cost will restrict consumption in some degree is probable, but that lobster will be more costly in the near future may be set down as almost a certainty. —New York Bulletin.

### COFFEE.

There is no change in prices here. The position of stocks outside is at the moment fairly strong, but speculation upon the prospects of the situation as determined by the new crop is beginning to have a slightly exciting effect in New York. During the next two or three weeks considerable interest will be felt in that market, which is the centre of distribution for Brazilian coffees to this market. If the Brazilians are anxious to realize at once, as the reports favor a heavy yield, and they come on the market at once there will be a break in prices.

### DRIED FRUIT.

The strength of the New York market on currants tended to give a better tone to prices here, but the low prices of Valencia raisins have acted in the opposite direction and weakened quotations. The lowest price in New York now is 4½c., and private advices favor buying, as the outlook has rather an upward slant. Here Provincials continue to quote, but weakly, at 6¼c. in barrels and 6¾c. in half-barrels. Valencia raisins are still sold at low prices, from 4c. upwards, the preponderance of inferior stock still telling on the prices of finer grades, which are selling at prices greatly favoring buyers, 5c. being shaded in some cases. Under the impulse of low prices there has been an immense output of stock, but as currants to some extent fill the place of raisins, the prices of the former are not so strong as they were. The New York market made a sudden drop in prunes, which quote now at very much lower prices here, where there is more stock than was supposed. In cases Atlas quote at 8c. for A, 7½c. for B, 7¼c. for C, and 7c. for D. Casks quote only ¼c. less in the different sizes.

### NUTS.

Nothing unusual is observable in the position of the nut market, from which supplies go to retail hands in an uneventful manner, without any appreciable effect upon prices. They are generally rather firm at quotations. Coconuts, trade in which is limited to a season, vary from time to time. At present they are easier at \$6. There is a very good demand for them, but stocks are at about their fullest.

### RICE AND SPICES.

Rice is very firm, and its scarcity is backed by a steady demand, which makes the position unusually strong. The output of currants and raisins which the unwonted cheapness of Valencia raisins causes increases the demand for rice, which begins to be used more freely in the country in puddings. Spices are steady and featureless.

### SUGAR.

The flood-gates of the market were expected long beforehand to be opened on Tuesday, the date fixed for the bringing down of the budget. Meanwhile the situation became aggravated by the fine rain of last week and the subsequent spell of beautiful growing weather, which ushered the strawberry crop upon the market and intensified the crisis very greatly. People would have to buy sugar no matter what the upshot of the budget's appearance might be. Even if that deliverance should propose the continuance of the present duty,

there would immediately follow it a sharp spell of buying, as the sugar must be had, the only thing preventing the buying being the uncertainty, not the price. Consequently orders have been coming in quite freely since the issue of our last number up to Tuesday, but nearly all with the provision that they were to be filled after the bringing down of the budget. Sugar was therefore being bought in bond. But since it was not being manufactured in bond, there is considerable probability that the onset of the demand will be found too strong for the refiners to meet, as they have not been turning out stock freely. A period was put to the suspense on Wednesday morning when the budget was published, showing that the duty was taken off raw sugar. This was not followed by any activity in trade because the stock could not be had, not a barrel of sugar of any description being held by a Toronto house. Nor had the refineries any appreciable quantity in stock, while operations had to be suspended a few days till stock was taken by the Government. At the time of writing, therefore, there are no quotations.

### SYRUPS AND MOLASSES.

A quiet output of syrups, and a dull trade in molasses are all that come in for special notice under this head. Dark syrups are as scarce as ever. The change in duty has unsettled prices in both molasses and syrups.

### TEAS.

A feeling that teas might be made dearer by the budget, the proposal to substitute a duty on tea for that sought to be taken off sugar being favored in many quarters, gave no doubt zest to the demand which was so active in the market for new Japans, the bulk of these finding buyers from the brokers as soon as laid down. The stock of Japans has been increased by several recent arrivals, and grades are now to be had of new Japan as low as 20c. Low grade Young Hysons are exceedingly scarce, nothing being available below 19c. and very poor stock the lowest grade is. Congous are going at 15c. and upwards. Advance samples of shipments from Calcutta of Assam and Darjeling new seasons teas have appeared on the market, but the trade are in no hurry to buy. In London the value of Indian tea shows no change of importance, the good, medium, and finer grades being a shade firmer, while the lower descriptions have sold at about late rates. The moderate quantities offered at the public sales mainly consisted of the inferior descriptions, and it appears evident that the supply of tea worth over 1s. will for some time to come be very small. The few lots of new season's brought forward were, as is generally the case for the first arrivals, not of a very desirable character, the infusion being thin and showing a want of proper manufacture. As this is not unusual with the first shipment, it is no criterion of the quality of future imports, which is likely, judging from recent reports, to be quite up to the average of past seasons. The

**NEW SEASON'S  
GARDEN PICKED  
JAPANS.**

**P. C. LARKIN & CO.,**  
WHOLESALE GROCERS,  
32 Wellington East, Toronto.

# James Lumbers

Wholesale Grocer,

67 FRONT STREET EAST,

TORONTO, ONT.

Is Life worth Living ?



A problem very easily solved. Drink life-giving ST. LEON and you have the answer. It invigorates the whole system; it is the builder up of bone, muscle, flesh and blood, and to all who use it it is better than gold.

To solve the problem thoroughly, go to the Palace Hotel at the St. Leon Springs, where you can drink it and bathe in it, and, if you want to feel like living, take in the St. Leon Springs this summer.

Mr. M. A. THOMAS,  
Manager.

St. Leon Mineral Water Co., Ltd.,  
Toronto.  
BRANCH—Tidy's Flour Depot, 164 Yonge St.

ALL GROCERS SHOULD SELL  
THE

**Royal  
Dandelion  
Coffee**

Manufactured by  
ELLIS & KEIGHLEY,  
TORONTO.

**TO GROCERS.**

**SIMCOE CANNING COY'S**

Goods are warranted first-class.

**PUSH THEM.**

Order through your wholesale  
House.

**ELLIOTT, MARR & CO.,** IMPORTERS OF TEAS,  
—AND—  
**Wholesale Grocers, LONDON, ONT.**

**IS A BOOK**

Which will secure to you a larger profit than you are at present making,

Which will secure an increasing trade,

**ANY USE TO YOU ?**

THE 26 SPECIMEN BLENDS contained in "Tea and the Science of Blending" will show you how this may be done.

Criticised most favorably by THE CANADIAN GROCER and countenanced by the largest Manufacturers and leading Wholesale Houses in Canada.

R. S. McINDOE, 24 Front St. E.,

PRICE 1.00.

TORONTO.

REFERENCE : The Wholesale Grocery Trade of Toronto.



**Seasonable Goods.**

The Celebrated "Reindeer Brand" Preparations : "Condensed Milk" "Condensed Coffee" and "Condensed Cocoa" are admirably suited for Picnics, Holiday Excursions, &c., &c.

Sold by First-Class Grocers everywhere.

The Truro Condensed Milk and Canning Co., Ltd.,  
Manufacturers,  
Truro, Nova Scotia

## MARKETS—Continued.

figures of the past month are less satisfactory than the trade has latterly been accustomed to, which is mainly to be accounted for by the poor selection and the high prices for the common grades compared with the lower Ceylon growths. A marked improvement has taken place in the demand for Ceylon teas, and consequently prices have improved for all grades.

## PETROLEUM.

Prices are unchanged at quotations of last week, there is a marked shrinkage in the demand, the part of the year when the day light is longest having been reached.

The Petrolia Advertiser reports; Petrolia crude \$1.36½ per bbl Oil Springs crude \$1.37¼ per bbl. The market this week has been very quiet, not many transactions have occurred. This has chiefly been caused by the stagnation of trade in the oil business which usually takes place at this season of the year. In addition to this, the death of our lamented Premier has cast a gloom over business circles from one end of the country to the other. Refined oil continues to be quoted at 9½ to 10 cents for oil in bulk, and 13 cents for oil in barrels, f. o. b. here, terms 60 days or two per cent off for cash.

## DRUGS AND CHEMICALS.

The trade in summer lines continues to be very good. Lime juice goes out in increased volume, as also do citrate of magnesia and tartaric acid. Paris green has just come into demand for potatoes. It sells at 16 to 17c. in bulk and 20c. in pound packages. Castor oil is lower at 11½ to 12½c. Fly-paper is selling well.

## BUTTER AND CHEESE.

The weather is still unfavorable to shipping. The supply despite this fact keeps up to its average level, the improvement in the pasture which the recent rains and the fresh weather have occasioned, giving a stimulus to production. Large rolls are nominal at 12½ to 13c., though they are virtually not to be had. Pound rolls are steady at 15 to 16c. Store crocks and pails are 12½ to 14c. Tubs are steady at 13 to 14c. for choice and 10 to 13c. for medium dairy. There are no low grades to be had now. Creamery rolls are not selling freely, as the price, 20 to 21c., is hard to get in the face of the prices going for select dairy, some fine stock of which can be got for two-thirds the price of creamery.

Cheese is quiet and easy in sympathy with foreign markets, now bringing 9½ to 10c.

## COUNTRY PRODUCE.

BEANS—The market is a small one now, neither supply nor demand being of large proportions. Quotations continue at \$1.50 to \$1.80.

DRIED APPLES—Are in small compass. Buying prices are 7¼ to 8¼c., and the usual selling price 9c.

EVAPORATED APPLES—Are not so scarce as, but they are in even less request than, dried. The price is steady at 12 to 13½c.



SURPRISE SOAP  
SURPRISE SOAP  
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SURPRISE SOAP

We are making known the merits of SURPRISE SOAP to you and your customers. Once the housewife has used "Surprise Soap" she will not be without it. Every claim made for Surprise Soap is guaranteed.

We will be pleased to answer inquiries,

The St. Croix Soap Mfg Co.,

St. Stephen, N. B.

Branches:

MONTREAL: 17 St. Nicholas St.

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

EGGS—The movement is quite equable from day to-day, a nice balance continuing to be preserved between the supply and the demand. The price is 12 to 12½c.

HAY—Unfavorable reports of the crop still buoy up prices. Good timothy brings \$11.50, and mixed \$10 to \$10.50. The supply is now light.

HIDES—Have undergone no change. No. 1 green butchers, are 5c. The price of cured is 6 to 6¼c., the latter price being paid on Tuesday for a car of select buffs.

HONEY—Is in undiminished dulness at 7 to 10c. for strained and 14 to 16c. for sections. The market weakens as the season for replenishment draws near.

HOPS—Are 35 to 38c. and firm. Reports from outside sources do not favor the prospect of a good yield everywhere. The Washington Territory hop fields are said to have been damaged by storms. Large quantities change hands here at 36 to 37c.

OATS—Are up and firm at 55c. on track.

ONIONS—Are quiet at \$2 to \$2.25.

POTATOES—Are scarce at \$1.20 to \$1.25 on track in cars and broken lots. Out of store lots are \$1.35 to \$1.45. New potatoes from Missouri are now on the market at \$5.50 to \$6 per barrel.

SKINS—Lambskins are 30c., and pelts 20c. There are no old skins coming in. There is a free arrival of pelts and lambskins however. Calfskins are plentiful at 6 to 8c.

STRAW—Is of little interest, at \$6 to \$8 for oat.

WOOL—Fleeces are coming in liberally at 18 to 19c., and those prices are weak. There is no inquiry from the States, the

Liverpool market is dull, and the present season is one of the flattest dealers have experienced. Pulled is worth 22½ to 23c. for super. Extra short lambs' wool is worth slightly more. A considerable quantity of inferior pulled is on its way here from Liverpool.

## FISH.

Pickrel are not in stock and are not called for. The same is true of pike. These fish are in their best demand in spring and fall. White fish are very plentiful at 6½c., which price is lower and weaker than last quotation. Salmon trout are also in good supply and lower, 6½c. being the price now obtainable. Lake herring are abundant and are down to \$1.75. Spring salmon are 15c. The demand for all classes of fish is very light, the strawberry season being a bad one for fish men. The present is very hard weather on stock, which needs to be handled and picked over often to keep it in saleable condition. Nearly all the fish sold just now go into consumption through pedlars, who are very fastidious. Stocks are kept as light as it is possible to keep them.

## GREEN FRUIT.

This has been a good week for green fruit men, the hot weather having given a big impulse to the demand for lemons in particular, which have gone up to \$6 for both Messina and Palermo. Oranges are also in good demand, but the only stock of any magnitude now on the market is Messina, which sells at \$4 to \$4.50. Valencias are nearly or completely out of stock, and may be quoted nominally at \$7, at which figure the last sales have been made. The Messina oranges are received in good condition and are in ample

WE ARE BUYING

**Dried Apples.**

SEND SAMPLES AND QUOTATIONS

ESTABLISHED 1899.

**STANWAY & BAYLEY**  
BROKERS

AND GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST, TORONTO.

WE ARE BUYING

**Evaporated Apples**

SEND SAMPLES AND QUOTATIONS.



ALL GROCERS SHOULD SELL  
THE  
**ROYAL DANDELION COFFEE.**

Manufactured by  
**ELLIS & KEIGHLEY,**  
TORONTO.

GEO. C. THOMPSON. CHAS. R. KING.  
**THOMPSON & KING,**  
Consignees, Brokers, General Commission  
and Mercantile Agents,  
51 Wharf Street, cor. Fort, Victoria, B.C.  
Storage. Correspondence Solicited.

**T. W. CLARK & CO.,**  
General Commission and Provision Mer-  
chants and Wholesale Dealers in  
Dairy Products.

Consignments solicited and business transacted  
for Eastern Canada Merchants.

Established 1886.  
**VANCOUVER, B.C.**

References: Bank of British Columbia.

**WILLIAM RYAN,**  
Produce and Commission Merchant,  
72 FRONT ST. EAST, Toronto, Ont.  
**CHOICE  
HAMS, BACON, LARD,  
BARREL PORK.**



All kinds of produce handled. Consign-  
ments solicited. Carriers supplied.

**J. CLEHORN & SON,**  
Wholesale Fruits, Fish and Oysters  
94 YONGE ST., TORONTO.  
**ORANGES.**

Last car of Florida oranges for the season  
just received. Fancy stock. Send for prices  
of oranges and lemons. Prices are advanc-  
ing daily.

**J. F. YOUNG & CO.,**  
PRODUCE AND COMMISSION MERCHANTS  
74 Front St. E., Toronto.

Our business is Solely Commission. The only  
plan which does justice to the Consignor. We  
handle everything which the Country Store-  
keeper 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.

**R. C. MURDOCH AND CO.,**  
Commission and Wholesale Fruits.

FANCY CALIFORNIA EVAPORATED AND  
GREEN FRUITS A SPECIALTY.

Correspondence solicited, and prices on Foreign  
Fruits, Figs, Dates, Nuts, etc., furnished on appli-  
cation.  
29 Church St., Toronto  
TELEPHONE 806.

**Wm. DAVIES & Co.,**  
TORONTO.  
**PACKERS AND CURERS.**

Choicest Smoked Hams  
and Breakfast Bacon.  
Bbl. Pork, Long Clear,  
and Pure Lard.  
**CORRESPONDENCE INVITED.**

**Hams, Breakfast  
and Roll Bacon,**  
New curing, now ready.

For Choice full flavor goods send us a  
Sample order.

**Jas. Park & Son,**  
Toronto, Ontario.

**GOLDEN BRAND  
CANNED  
FINNAN HADDIE**

Are put up in flat and tall tins.  
Quality guaranteed.

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

**KING, GRAINGER & CO.**  
81 Front St. E.  
Produce and Commission Merchants.  
**BUTTER, EGGS,**  
and Country Produce.

Correspondence Solicited. Prompt Returns Mad  
TELEPHONE 2237.

**JNO. A. MOIR,**  
GENERAL AGENT.  
Consignments Solicited.

SPECIALTIES: Canned Goods, Dried  
Apples, Evaporated Apples, Codfish.  
Quotations and samples sent on applica-  
tion. A trial solicited.

41 St. Francois Xavier Sts., Montreal.

**LAURENCE GIBB**  
Provision Merchant,  
83 COLBORNE STREET, TORONTO.

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

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

**JAS. DICKSON & CO.**  
26 WEST MARKET STREET,  
Provision and Commission Merchants.  
Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried  
Apples, Finnan Haddies, Dried Cod Fish, bought  
or sold on commission. Agents for all lines of  
Canned Corned Beef. Egg Carriers supplied.

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

Solicit consignments of Country Produce  
from Storekeepers.

71 Colborne St., Toronto.

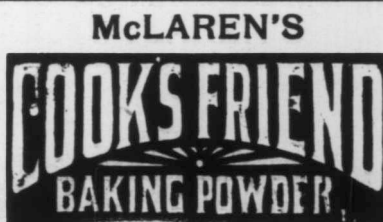
Telephone 2291.

Established 1874.

**W. H. SMITH,**  
Wholesale Produce  
Commission Merchant  
186 KING ST. EAST, TORONTO.

Wholesale Dealer in Butter, Eggs and General Pro-  
duce. Consignments solicited. First-class reference

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



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

## MARKETS—Continued.

supply. Bananas are still quiet, firsts being \$2 and seconds \$1.25 to \$1.50. There are some fine East India river pineapples now on the market at \$2.75 for fancy and \$2.25 for extra. This ought to be the cheapest week for strawberries, which at the moment are going at 6c. This is probably owing to the fact of the delay caused by the unsettled sugar market, which is believed to have held off the demand for berries. This is the preserving week, however. California cherries are \$2, and the supply is lower owing to receipts of Canadian whitehearts at \$1.50 to \$1.75 per basket of 12 quarts. Apricots are steady at \$3. California peaches are \$2.75, plentiful and quiet; only early varieties. Tomatoes are \$2.75 in 4-basket crates.

## PROVISIONS.

The hot weather has been less beneficial to trade than it was hoped to be. There is some activity in the demand, but less than was looked for.

**BACON**—Long clear is 7¾ to 8¼c., bellies are 10 to 10½c., rolls are 8 to 9c., backs are 10c. All steady.

**HAMS**—Are quite firm at 11c. for large and 11½c. for moderate and small sizes of smoked. Sweet pickled are 10 to 10¼c.

**LARD**—The scarcity of low grade butter has improved prices. They are 9½ to 10c. and firm.

**MESS PORK**—Is steady at \$15.50 to \$16 for heavy and \$17 for short cut.

## SALT.

The salt market is in a rather quiet state now. At this time of year ice to considerable extent takes its place. Prices are for cars 67c. for coarse, \$1.25 for dairy and \$1.40 for barrels.

## DRY GOODS.

Retailers continue cautious, awaiting the outcome of the harvest before buying. Orders for future delivery are therefore far from plentiful. Current trade keeps up a fair demand for sorting up.

## MONTREAL MARKETS.

MONTREAL, June 25 1891.

There has been more doing, but mainly in a small way. Supplies in third hands are so low that there must be buying, and there has been. Dried fruits have furnished some stir during the week, owing to the low prices of raisins. Coffees have come in for attention, round lots of Rios passing out of first hands at 20½c. Sugar and tea have been quiet. Canned goods are unchanged, the bullish tendency of salmon being still apparent. Canners are very chary about contracting ahead. Butter is ruling easy. Cheese has been moving out at good figures, which means ready money in the dairy districts.

## SUGAR AND SYRUP.

Supplies were taken sparingly before the settlement of the duty, and only as they were actually wanted.

The demand for syrup is small and unimportant, with a moderate business at 3¾ to 3¾c.

## COFFEE.

Several good-sized sales of Rios have to be noted at 20½c., while Javas run from 25 to 26c. in good-sized lots. Supplies in third hands are pretty well run down.

## MOLASSES.

Cargo lots have changed hands at somewhere near 40c. and we note transactions in car puncheon lots at a figure near the above. Stocks here in first hands are well cleared

## British Markets.

Having closed out our local business, we are now prepared to give special attention to all lines of

## Canadian Produce

in British Markets.

We have a large trade in

Cheese, Eggs, Butter,

and Apples, also

Canned and Evaporated Goods,

Honey, etc., etc.

Liberal advances made on suitable goods.

Correspondence Solicited.

## IMPERIAL PRODUCE CO'Y.,

OF TORONTO, LTD.,

69 Front Street East, Toronto.

up. Advices from primary markets state the expectation of a crop 50 per cent. shorter than that of last season.

## RICE.

The rice market is quiet with only a fair movement at about steady prices. We quote: Patna, \$4.50 to \$5; choice \$4.25 to \$4.50; standard, \$3.90, and off-grades, \$3.50 in car lots.

## FRUITS.

There has been more business in dried fruit. Buyers could not hold off and values on raisins are down low. These low values are attributable to the large offerings of California fruit on the New York market. There are some newly arrived lots offering from New York this week as low as 4 to 4¼c. but for business in a regular jobbing way 4½c. is a quotation, as there have been sales at that. Currants are scarce and firm at 5¾ to 6c.

In green fruit there is an active trade. Oranges run from \$6 to \$7.50 per case, and \$3.50 to \$4.50 per box, while lemons are firm at \$5 to \$5.50 per box. Bananas and pineapples are shady and unchanged. Strawberries have been scarce and dear until the beginning of the present week. Now however they are plentiful and have dropped down 7½ to 10c. per box in crates.

## CANNED GOODS.

Salmon is a strong bullish article, and canners will not contract until they can take a more definite forecast of the future. For round lots they are asking \$1.25 to \$1.30, which is the very inside basis. Advices regarding the lobster pack in the Maritime provinces are unfavorable. Prices are generally firm.

## HOPS.

Brewers are not taking anything to speak of. We quote last fall's crop 32 to 35c. and yearlings 10c. less.

## PROVISIONS.

This market is unchanged, and if a quiet jobbing business is put aside there is practically nothing to note. Prices are about the same:—Canadian short cut, per barrel, \$16.50 to \$17.00; mess pork, western, per barrel \$15.50 to \$16.00; short cut, western, per bbl \$16.50 to \$17.00; hams, city cured, per pound 10 to 11c.; hams, Canadian, per lb 0 00 to 0 00c.; lard, Canadian, in pails, 9 to 9¼c.; bacon, per pound, 9 to 10c.; lard, com., refined, per lb, 8 to 8¼c.

## EGGS.

Lighter receipts and cooler weather have stiffened the egg market a fraction or so. Business is doing at 11¼ to 11¼c. This is only temporary. With warmer weather and any increase in the receipts values may be expected to drop off again.

## BUTTER.

Holders of butter have had to rely on an ordinary jobbing trade, and the tendency has been easy in consequence. Prices on their present level are not high, and if some demand could be induced, the market would quickly improve. Some parcels have gone forward for export both of creamery and dairy, but more as feelers than anything else. The dairy lots have been on a basis of 16 to 17c., and the creamery 18 to 18½c. We quote creamery, 18 to 19c.; finest townships, 16¼ to 18c.; western dairy, 14 to 15c.; old butter, 6 to 8c.

## CHEESE.

An easier feeling was developed towards the close of last week. That is, the factory men shaded values a trifle, no doubt to induce a movement, and now the market has steadied again. This is due to buying in the west, where stiffeners were put in by large purchases at full figures. Our holders here are in an independent frame of mind. The basis here is about 8½ to 8¾c. for anything really fine.

## GRAIN.

There is little opportunity for business just at present on spot. Most of the wheat in store here is in bullers' hands, while in the case of oats stocks are pretty well concentrated in the hands of one holder, who has very firm ideas as to their value. The stocks in store, compared with those of a week ago, show an increase of 105,235 bushels of wheat, 45,047 bushels of corn, 4,554 bushels of oats, and a decrease of 62,628 bushels of peas, 1,632 bushels of barley, and 8,686 bushels of rye. Compared with the same date last year, there is an increase of 414,287 bushels of wheat, 49,019 bushels of oats, and a decrease of 105,303 bushels of corn, 70,205 bushels of peas, 26,163 bushels of barley and 41,907 bushels of rye. We quote: No. 1 hard Manitoba, \$0; No. 2 hard Manitoba, \$1.14 to \$1.16; No. 3 do., \$1.01 to \$0.00 No. 2 Northern, \$1.03 to \$1.05; feed do., 62c. to 64c.; peas, 85c. per 66 pounds. in store; 87c. afloat; Manitoba oats, 55c. to 56c.; Upper Canada do., 56c. to 57c. per 34 pounds; corn, 68c. duty paid; feed barley, 61 to 62c.; good malting do., 65c. to 67c.; rye, 83c. to 84c.

## FLOUR.

Lower values all round and holders in a disposition amenable to concession has not brought buyers out of their shell and the flour market remains dull. The latter are well supplied and as they are only taking what they actually want business is small. The stocks in store show a decrease of 3593 bbls. compared with a week ago and 10,202 bbls compared with the same week last year. Prices rule generally lower as follows:—Patent spring, \$2.75 to \$6.00; patent winter, \$5.30 to \$5.50; straight roller, \$5.00 to \$5.15; extra, \$4.50 to \$4.80; superfine, \$4.00 to \$4.30; city strong bakers', \$5.50 to \$5.75; strong bakers', \$5.25 to \$5.50.

**Brantford New Mills.**

We can supply you with Flour, Meal, Grain and Feed in whole or mixed cars, at prices as low, if not lower, than any firm in Ontario, and should you favor us with a trial order, we feel confident of a continuance of your trade. Orders filled promptly. Wire for prices. Yours, etc.,

**J. & R. ROBSON,**

Please mention THE GROCER. Brantford, Ont.

**General Storekeepers**

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**THE DRY GOODS REVIEW**

Subscription Price \$1.00 per year.

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**The Ontario Produce Co'y.**

Produce Brokers and Commission Agents,  
70 COLBORNE STREET, TORONTO.

P. D. PAGE, Late Salesman Imperial Produce Co'y of Toronto, (Limited).  
W. R. BELL, Late Traveller Imperial Produce Co'y of Toronto, (Limited).  
J. H. WATSON; Late Imperial Produce Co'y.

Solicit consignments of **Butter, Eggs, Cheese, Potatoes, Lard, Bacon** and general country produce.

Our business is conducted on strictly commission lines, our attention being given EXCLUSIVELY to our consignor's goods and having a first-class cash connection we can insure top prices and quick returns. Egg Carriers supplied.



THESE GOODS

—ARE—

**SUPERIOR**

TO ANY ON THE MARKET.

Write for prices to

**The KENT CANNING AND PICKLING CO.,**

Chatham, - Ont.

**N. WENGER & BROS.,**

AYTON, ONT.

**- - MILLERS - -**

(Hungarian Process)

BRANDS :

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**MELDRUM & DAVIDSON,**

MERCHANT MILLERS,  
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MANUFACTURERS OF

Choice Winter Wheat and Manitoba

**FLOURS**

Mikado, White Lilly,  
Delight, Manitoba.

Feed of all kinds and Mixed Cars a Specialty. It will pay you to give trial order.

HALIFAX AGENT. - J. P. Cox.

**Dominion Mills,  
LONDON, ONT.**

HEADQUARTERS FOR

**OATMEAL**

CORNMEAL, POT BARLEY,  
SPLIT PEAS, ROLLED WHEAT,  
AND ALL BREAKFAST CEREALS.

Write for Samples and Prices.

**CARTLEY & THOMSON,**

303 to 311 Talbot St.

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ABOUT NOURISHING FOODS.**

"OUR NATIONAL FOODS," put up in packages only, are not ordinary foods. They are prepared by the conversion of the starch into dextrine. THEY CONTAIN OVER DOUBLE THE NOURISHMENT THAT IS IN FLESH MEAT. A 4 lb. PACKAGE OF IRELAND'S DESICCATED WHEAT AT 25c. CONTAINS 30 GRAINS MORE NOURISHMENT THAN 10 lbs. OF BEEFSTEAK COSTING ABOUT \$1.50. THINK OF THAT. People are beginning to find it out, when they ask now for Ireland's Desiccated Wheat in packages they mean it. The grocer need not say "we have it in bulk just as good," for the customer is at once suspicious, for we do not sell it in bulk. Sold by all first-class grocers and manufactured only by

**The Ireland National Food Co., Ltd.,  
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**Canadian White Enamel Sign Co.,**

Sole Agents for Caesar Bros.

**The Most Durable Sign Letter.**

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A responsible agent wanted in every town and city.

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OXFORD MILLS.

"FLOUR" Manufactured by Improved Roller System

BRANDS :

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Manufacturers of  
STANDARD AND GRANULATED OATMEAL  
ROLLED OATS. ROLLED OATMEAL.

DEALERS IN  
Grain, Seeds, Bran, Shorts, Beans, Middlings, Chop Feed, Pot Barley,  
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Roller Millers.

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Manufactured "Hulgarian" System.

Our brands are

Classic,  
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Heavy dealers in

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**EMBRO  
OATMEAL  
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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. Have new machinery for the manufacture of Rolled Wheat and Graham Flour and will be pleased to have orders.

### HALIFAX MARKET QUOTATIONS.

(Wholesale Selling Rates.)

HALIFAX, June 24, 1891.

There has been little change since we last reported. Ruling quotations are appended:

**FLOUR.**—Hungarian patent, Manitoba, \$5.50 to 6.60; Manitoba strong bakers', \$6.20 to 6.30; Canadian pastry, \$6.25 to 6.00; 75 p. c. roller patent, \$5.85 to 6.50; 80 do \$5.75 to 5.90; 90 do \$5.40 to 5.60; straight, \$5.25 to 5.35; superior extra, \$4.80 to 4.90; extra, \$4.40 to 4.60; cornmeal, American K. D. \$3.75 to 3.90; do Halifax ground \$3.80 to 3.98; oatmeal, standard, \$6.10 to 6.20; rolled oats and oatmeal, \$6.30 to 6.50; pot barley, \$4.50 to 4.60.

**FISH.**—Few arrivals only can be reported and the catches so far have been small. Reports from Grand Banks are very discouraging, and a considerable shortage is confidently expected. Prices have stiffened somewhat and so far very few sales have been made. Shore, tol qual prime, \$4.50 to \$4.75; Bank, \$4.50 to \$4.75; Shore, from store, large, \$5.25 to \$5.50; Haddock, Cape Breton, \$3.50 to \$3.75; do Western, \$3 to \$3.25.

**PRODUCE.**—Oats, P. E. I. 56 to 60c; oats, Canada, 60 to 62c; barley, 75c; butter, 12 to 22c; lard, 11 to 12c; beans, \$1.75 to \$2; peas, round, \$3; do split, \$3.90 to 4; dried apples, quartered, 4½ to 5c; do sliced 8c.

**COFFEE.**—Jamaica, 22 to 24c; Porto Rico 25c.

**SUGARS.**—Our remarks of last week will hardly bear any change. The delay in bringing down the budget has affected this line as well as teas very much, and buyers are only ordering in very limited lots. We quote:—Porto Rico, in hhds. 5¾ to 8½c; Refined, cut loaf, 7 1-2 to 7¾c; Granulated, 6 3-8 to 6 1-2c; Standard A, 6¼c; White extra C, 6c; Standard, yellow extra C, 5 1-2c; Extra C 5¼ to 5 3-8c; Yellow, 5 to 5 1-8c.

**MOLASSES.**—Has stiffened considerably this last week, and as the rumors of short crops have not received undoubted confirmation, and it has turned out to be very general, holders are jubilant in consequence. Cienfuegos, 34 1-2 to 35 1-2c; Antigua, 35 1-2c; Porto Rico, 37 1-2c; Trinidad, 34 1-2c; Barbados, 36 1-2c; Demerara, M. R. brand, 41 1-2c; do N. do 49 1-2c.

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

ST. JOHN, N. B., June 24, 1891.

Molasses is the only thing in the grocery line that shows any life, it having advanced a couple of cents in the early part of the past week. It is now affected by the duty again. Trade is quiet.

**FLOUR.**—The demand has not been large, neither is there any change in prices to quote.

**OATMEAL.**—Has taken another spurt, the recent advance in oats being the cause. The amount held here is not large. Where it was being sold for \$5.85 to \$5.90 a week ago, \$6.20 to \$6.25 is now wanted.

**CORNMEAL.**—Is lifeless. Prices are the same as last quoted.

**MOLASSES.**—Early in the past week molasses took quite a jump in price, and stock that was selling at 35 to 36c. then, was held firm at 39 to 40c.; there is very little held here and but a small quantity to arrive in comparison with other years. Holders are in a good position to meet the change in duty.

**SUGARS.**—Are unsettled. Very little is held.

**EGGS.**—Have advanced and are selling readily at 10 to 10½c.

**BUTTER.**—Is coming in quite freely. Fresh packed is 16 to 19c.

**CHEESE.**—Is quoted lower. Sellers are asking offers, which looks as if bottom had not been reached. From 9¾ to 10½c. is the ruling price.

### NEW PRICES FOR SUGAR.

We stop the press to get in the new prices for white sugar at the refinery in Montreal. To these figures ½c. must be added for freight insurance, interest and jobbers' profit: Extra granulated bbls. per lb., 4½c.; extra ground bbls. per lb., 5½c.; extra ground boxes per lb., 5¾c.; powdered bbls. per lb., 4¾c.; grocers' A boxes, per lb., 4¾c.; Paris lump, bbls., per lb., 5c.; Paris lump, half bbls., per lb., 5½c.; Paris lump, boxes, 100 lbs., per lb., 5c.; Paris lump, boxes, 50 lbs., per lb., 5½c. The changes mean a reduction of 1½ cents to 1¾ cents per pound on yellow sugars, and about 2 cents per pound on granulated sugar.

### QUESTIONS, ANSWERS AND COMMENTS.

The Philadelphia Cash Grocer stated that a "combination to fix prices is akin to the act of the highwayman who stands up his victim and threatens to cut his throat if he does not deliver. Also, it is not throat cutting for a grocer to sell at less prices than a competitor, whose ideas of a fair profit may amount to extortion in the eyes of his more conservative neighbor." We asked a few questions of our contemporary, requesting categorical answers. With its usual and characteristic candor and fearlessness, it acceded to our request, and we publish below our questions, the answers, and a few comments thereon:—

**Question.**—It is not throat-cutting to buy sugar at 4½ cents and sell it at the same figures, is it?

**Answer.**—If a man chooses to sell sugar at the price he pays for it, it is not throat-cutting in any sense of the word. Whose throat would he be cutting? Not his competitors', for they have the privilege of selling as they please, or of not selling at all.

**Comment.**—But how much better, as in Boston, for 600 grocers to agree to sell at a stated card price, giving all a profit? Suppose everybody sold at cost? Suppose everybody sold everything at cost? The man who sells at cost must cut his neighbor's throat, figuratively speaking, and is more the highwayman than he who, representing 599 grocers, tells the one standouter that he must come in. The rule of the majority is the rule that obtains in this country.

**Question.**—It is not throat-cutting to sell an article that constitutes one-third of the grocers' business at a loss, is it?

**Answer.**—To the second inquiry we say, emphatically, "No."

**Comment.**—Then it follows "as day to night" that it is not throat cutting to sell three-thirds or all of one's goods at a loss. No one is injured thereby, of course not! No honest and profit-seeking grocer is injured thereby, of course not! The old and true saying that "a laborer is worthy of his hire, does not hold in business, of course not!

**Question.**—Is a profit of one-half a cent per pound extortionate?

**Answer.**—To the third query, "No."

**Comment.**—We're agreed.

**Question.**—Is the man who sells sugar at cost "conservative" or radical?

**Answer.**—To the fourth query, "Neither; he is foolish."

**Comment.**—We quite agree with you. Ergo, anything that prevents his being foolish is a good thing for him.

**Question.**—Is an agreement to get ¼ to ¾ of a cent per pound profit on sugar in any way "akin to the act of the highwayman who stands up his victim and threatens to cut his throat if he does not deliver?"

**Answer.**—To the fifth query, "Yes," on the ground that all combinations are of the cut-throat order.

**Comment.**—Then the men who combine together to pay sick and death benefits are highwaymen, are they? Are all combinations of the cut-throat order? By combination twenty grocers buy goods in large quantities and at less prices.

Any suggestion of the highwayman in that? Take the West End Railroad combination in Boston. By combining all the railroads under one management fares have been reduced and improvements made that the limited capital of the warring companies would never have warranted. Highwaymanism there? Isn't half this talk against combinations overdone? Every firm is a combination. Every great railroad company is a combination. Would it be better that every one should do business alone and on his own account? What has made this country what it is but combinations of brain and capital? How about the great industries of Pennsylvania? Any combination there? Could the results have been accomplished otherwise? What is better, a profit to every dealer in Boston from \$500 to \$3000 a year on sugar, or the boasted freedom from combination and no profit?

**Question.**—Does such an agreement suggest "envy jealousy or small-mindedness?"

**Answer.**—To the sixth we are inclined to give an affirmative answer, especially to the last qualification.

**Comment.**—An agreement to do by others as you would be done by suggests envy and jealousy? The man who refuses to close early when all his neighbors do, to give his clerks a half day off when all his neighbors do, to get a fair profit when all his neighbors do—that man isn't small minded but the others are! Queer, queer philosophy.

**Question.**—Doesn't the cutter suggest these qualities?

**Answer.**—To the seventh, we say "No," because the cutter is a man who has the sand to be independent and "hoe his own row."

**Comment.**—We've heard of men being so independent that they bent backwards. We've heard of men having too much "sand"

A. H. BADGEROW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar

Manufacturing Co.,

79 and 81 Jarvis St., Toronto

Highest award, Toronto Exhibition.



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Wholesale Grocers,  
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## Seasonable Goods.

Aylmer Canned Chicken, Turkey, Duck, Lunch Tongue, Pigs Feet, and Chicken Soup. Also "Clover Leaf" Lobsters and "Lynx" Salmon. Orders solicited.

## Sloan & Crowther

WHOLESALE GROCERS,  
59, 61 and 63 Front St. E.,  
TORONTO.

## CANNED GOODS.

CORN,  
PEAS,  
TOMATOES.

A full line of all kinds of Canned Fruits, Vegetables, Meats, Fish, Milk, &c., &c.

## H. P. ECKARDT AND CO

Wholesale Grocers,  
3 FRONT ST. EAST, TORONTO.

## Thos. KINNEAR & Co

Wholesale Grocers and Importers of  
TEAS,  
SUGARS,  
COFFEES,

AGENTS FOR

Cherry's Irish Mustard, X.D.S.F.

This is superior to any other grade in the market. Try it.

47 Front St. E., - TORONTO.

## BALFOUR & CO.,

IMPORTERS OF TEAS

AND

Wholesale Grocers

HAMILTON.

## WARREN BROS. & BOOMER,

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AND

WHOLESALE GROCERS,

35 and 37 Front St. East,

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SUGARS, COFFEES AND TEAS,  
SPECIALTIES.

## SMITH & KEIGHLEY

WHOLESALE GROCERS

AND IMPORTERS OF

Mediterranean Fruits.

JUST ARRIVED :

First Consignment

New Season's Japan Tea.

9 Front St. E., Toronto

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ADAMS & CO.

ESTABLISHED 1846.

Wholesale Grocers and Importers of

TEAS,  
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## THE "MONSOON" BRAND

—OF—

PURE INDIAN TEA

Is the brand to handle if you want to satisfy your customers with a fragrant and delicious tea.

Grown on the gardens of

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E. LAZENBY'S

Celebrated

Pickles

—AND—

Sauces.

33 Front St. East.

A Supply of  
these Fine  
English  
Goods  
now in store

## PERKINS, INCE & Co.,

41 and 43 Front St., Toronto.

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Just to hand :

## NEW JAPANS

Our first shipment of new season's garden picked Japan Teas arrived this week.

Send for samples and quotations.

J. F. EBY.

HUGH BLAIN.

## AT LAST

SOMETHING NEW  
CHOICE and DELICIOUS

## COD TONGUES

1 lb. Tins.-Cases, 4 doz

FIRST IMPORTATION.

## EBY, BLAIN & Co.,

Wholesale Grocers,

FRONT AND SCOTT STS. TORONTO.

and too little of the other and better soils from which good results come. We've heard of men persisting in "hoeing their own rows" when they could have much more profitably employed some one else to do it. The man who will worry, and fret, and toil just for independence sake, just to be an off horse, isn't as wise in his day and generation as the man who can associate himself with his neighbors and secure bigger profits thereby.

Question—Has a man an inalienable right to do everything "in his own way"?

Answer to the eighth, "Yes," so far as the conduct of his own business in a legitimate way is concerned.

Comment—And it is legitimate, we suppose, to sell goods at cost just for the sake of injuring a competitor no matter whether creditors are likely to suffer in the end or not.

Question—"If meat maketh my brother to offend, I will eat no more meat," says the apostle. If cutting prices to starvation rates maketh my brother do the same thing and we are both dragged into the ditch of failure and ill success—what profiteth it that a man had "his own way"? Mighty little satisfaction in that?

Answer—To the apostolic suggestion, the brother is unwise to be an imitator until he observes the outcome of his brother's foolishness. We hold that no sensible man sells goods below cost, and when a foolish man does, he is an exception to the rule, and deserving of the ditch into which he is likely to land. If it is right to combine to fix prices for sugar, it is right to fix prices for butter, potatoes, and everything usually handled by the trade. Such a system would make the grocers' trade a perfunctory one, in which neither desire to excel or ambition to prosper would have any part. It's a bad business.

Comment—If no sensible man sells goods below cost, why is it not a sensible thing for him to enter into a sensible agreement with sensible dealers to sell at sensible prices? Isn't there a difference between a great staple like sugar—one-third of a grocer's business—and perishable articles like butter and potatoes, articles upon which the price is based by nearness to market, locality of store, etc? Plenty of chance for enterprise and ambition, even with a fixed price on sugar. If every article in every grocery store was sold at the same price, some grocers would still get most of the trade because of their superior abilities as salesmen, their attractive stores, and their business methods. There is many a way to attract custom without cutting prices. Who wouldn't like even

a "perfunctory trade" if a sure and steady profit were assured? It's to make money the grocer is in business, and he don't care a snap for the ignis fatuus independence. Give him the profits and his neighbors may have the independence and the reputation of "stiffness," "obstinacy" and "bull-headedness."

In church, or state, or school, it is associated effort that tells—why not in the grocery business?—N. E. Grocer.

### BUSINESS CHANCES.

GENERAL STORE TO LET. IMMEDIATE possession. Good front. Best stand in the village. Low rent. Apply J. K. Falconbridge, Richmond Hill. 30

FOR SALE—One of the finest premises in London for groceries, flour and feed business. Prominent corner, building 26x90, 3 stores with 80 feet cellar. For particulars address F. Barnard, owner, 609 Dundas St., corner Adelaide St., London, Ontario.

## GURD'S

Ginger Ale is guaranteed Superior to all others. Orders promptly attended to.

J. A. Mathewson. S. J. Mathewson.  
W. B. Mathewson. J. A. Mathewson, Jr.  
Established 1884.

**J. A. MATHEWSON & CO'Y,**  
IMPORTERS and WHOLESALE GROCERS.

Goods from First and Best Markets. Quality warranted. Full assortment. New Crop Japan Teas have arrived in quantity. Fine assortment and quality desirable. Orders carefully and promptly attended to.

Have claimed, and do claim, freedom to buy and sell anywhere without interference or hindrance from any quarter. No commercial or personal slavery.

202 McGill St., MONTREAL.

## JACQUAND FRENCH BLACKING



### PRICES

In cases of 6 gross each, assorted if necessary.

No.	Price
2—3	\$2 00 per gross.
3—3	00 "
4—4	00 "
5—6	00 "

5 per cent. discount cash.

DAVID REA & CO., - 30 Hospital St. MONTREAL.

## "THE GENUINE CHIMNEY"

A FULL LEAD

Glass Chimney.

NICELY WRAPPED AND LABELLED

Write for Prices.



Cannot be Beaten  
for Design  
or Workmanship.

Done up in  
One-Half Gross Cases.

**GOWANS, KENT & CO.,**

Crockery, Glass and Lamp Goods Dealers,

Toronto and Winnipeg.

**GOLD  
MEDAL  
AWARDED**

**DELHI CANNING CO.**

JAMAICA EXHIBITION.

WE are still at the front and propose staying there, the high standard of excellence for which our goods are noted will be fully maintained this coming season. When purchasing Canned Goods keep in mind the **Maple Leaf Brand** prepared by the Delhi Canning Co. Every can is honestly filled and perfectly reliable. Our fruits are noted for their high syrups and natural flavors.

**Delhi Fruit and Vegetable Co.,**

FACTORIES: DELHI AND NIAGARA.



The superiority of "Barm" Yeast is now so well recognized, and the demand for it is getting so frequent, that no Grocer's store is complete without a Box.

Ask your wholesale traveller for it, or write direct to

**THE BARM YEAST MFG. CO.,**

TELEPHONE 1920.

35 Wellington St. E., Toronto.



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

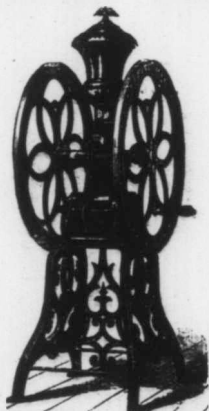
**M. J. Woodward & Co.,**  
PRODUCERS OF CRUDE,

Manufacturers of  
Illuminating Oils,  
Lubricating Oils,  
Paraffine Oils  
and Wax, &c.  
PETROLIA, - ONTARIO.

**EDWARDS, CATCHPOLE & CO'Y**

MANUFACTURERS OF  
French Blacking,  
Stove Polish,  
Writing Inks and Mucilage.  
33 Wellington East, Toronto.

**COFFEE MILLS**



**CHEESE CUTTERS. BEEF SLICERS.**  
Scales, Scoops and Funnels.

**GEO. SPARROW & CO.,**  
33 Colborne St., Toronto, Ont.

ESTABLISHED 1841.

**W. H. Schwartz and Sons,**

Coffees,  
Spices,  
Mustard.  
HALIFAX, N.S.

**JOHN PETERS & CO.,**

General Commission Merchants  
and Brokers,  
Halifax, N. S. and  
Kingston, Jamaica, W.I.  
Agents for The E. B. EDDY MFG CO.,  
HULL, P. Q.

We are open to accept one or two more Agencies of first-class houses, either at Halifax or Kingston. We have a good connection and splendid storage facilities.  
References: The Merchants Bank of Halifax.  
The E. B. Eddy Mfg Co., Hull, P.Q.  
The Mercantile Agencies.

**The Norton Manufacturing Co.,**

E. P. Breckenridge, Toledo, Pres. C. C. Warren, New York, Sec.-Treas.  
Edwin Norton, Chicago, Vice-Pres. W. C. Breckenridge, Resident-Manager.

MANUFACTURERS OF

**TIN CANS**

By Automatic Machinery.

FRUIT, PAINT, LARD, BAKING  
POWDER, FISH AND LOBSTER  
CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers  
"Solder Hemmed" Caps.  
Inquiries and Correspondence Solicited.  
HAMILTON, - ONT.

**A. HAAZ & CO.,**

Bonded Manufacturers of

Honey Dew, White Wine, Malt and Cider  
VINEGARS.

74 Bagot Street, Kingston, Ont.

**DO YOU SELL** "Peerless" Washing Compound.  
There is nothing equal to it. It will pay you a handsome profit. Your customers will like it. Address  
Pure Gold Manufacturing Co.,  
31 Front Street East, Toronto.

**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.

**R. TEW & CO.,**

Importers of  
CROCKERY, GLASSWARE, CHINA, LAMP  
GOODS, ETC.

**10 FRONT ST. East,**

(Adjoining Board of Trade Building.)

We invite inspection of our NEW decorated  
at

**SEMI-PORCELAIN WARE**

in TEA,

DINNER

and TOILET SETTS.

Best value in the Market.



SALES MADE OR PENDING.

T. A. Edwards, grocer, Thamesville, Ont., has sold out to A. E. Hoffman.

The stock of I. Charbonneau, general merchant, St. Therese de Blainville Que., is sold.

Jas. Ellard & Co., general merchants, New Westminster, B. C., advertise their business for sale.

Jas. G. Lloyd, flour and feed dealer and baker, Stratford Ont., sold out his flour and feed business to Milford Sipes.

The general stock in the estate of Daniel Lohr, general merchant, Phillipsburg West, Ont., is advertised for sale by auction on the 10th July.

The general stock in the estate of Snively & Crites, Oil Springs, Ont., valued at \$3,209 was sold to A. Wilson, Petroha, at 72 1/2 c. in the dollar.

**PARTNERSHIPS FORMED AND DISSOLVED.**

W. H. Hall & Co., general merchants, Manitoba, Man., have dissolved.

C. G. Watt & Co., produce and commission merchants, Montreal, have admitted Richard Reany under unchanged style.

L. T. Mewburn and A. G. Osborne have been admitted into the wholesale grocery firm Jas. Turner & Co., Hamilton, which continues under unchanged style.

**FIRES.**

The general store and stock of the Casselman Lumber Co., Casselman, Ont., was partially destroyed along with that company's mill in a recent fire. A part of the value was covered by insurance.

**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

J. S. Wilson, general merchant, Agnes, Que., has assigned.

E. W. Tobin, general merchant, Brompton Falls, Que., has assigned.

Jos. Daignault, grocer, Montreal, has assigned.

Demand of assignment has been made upon A. Gravel, trader, Montreal.

M. Skelly, general merchant, Rawdon, Que., has assigned.

Zoel Descoteau, general merchant, Ripon, Que., has assigned.

David G. Scott, grocer Moncton, N. B., has assigned.

**PRACTICAL ECONOMY.**

In the narrower sense of the word, economy is ordinarily used to signify carelessness in saving. There may be economy of money, of time, and of physical, of intellectual and of spiritual strength. And there may be economy which does not consist in saving, but in expending. Take the matter of clothes. A young man who counts his dollars closely, and does not look beyond the moment, will purchase that kind of clothing which costs the fewest dollars. That this saving is not always economy in the end will appear to another young man who reasons to the conclusion that of two suits he would better purchase that which costs him one-third more if it will last him twice as long. Then there is another consideration. Very much depends upon the impression a man makes when he goes to seek a place. The employer will take in his general appearance and manner. If it be clean and neat, equally removed from slovenness and dudsism, the employer will reason that this will have a good effect upon his customers, and he will consequently rate the young man higher. He may even do this to the extent of increasing his salary so much that in one month he may be able to pay for his suit of clothes by this difference.

While there is no waste of money in paying a good price for a good thing that is actually needed the temptations are abundant to wasteful expenditure. The young man must be perpetually asking himself can I do without this and accomplish my work as well? He must form a habit of asking himself this question. He will be assisted therein by computing the uses to which he might have applied the money, the time or the strength unnecessarily spent. One cent a day for some needless indulgence which strengthens neither his body, nor his spirit, nor in any way promotes his business, will amount to 300 cents in the course of a year. Let him remember that he must have an investment somewhere of fifty (50) dollars bearing 6 per cent. interest to meet that expenditure. Where is that \$50 bond? If he has not got it, what right has he to make that indulgence? Let him apply that method of calculation to every unnecessary ride, or unnecessary expenditure. Take for instance the cigarette. If he spends a nickel a day in that indulgence he will find that it will cost him \$15 a year, and with that money he can buy an ordinary rough business suit. But let him remember that \$15 a year means the existence of an investment of \$300 at 5 per cent. Now, no boy and no man in business has a right to spend 30 cents a week on an absolutely unnecessary indulgence who has not that \$300 invested at 5 per cent.

And of this particular indulgence let the young man consider the effect upon his character and upon his reputation. Upon his character the injury has the effect of making him more and more self-indulgent and with that always goes the sinew of success. His associates perceive it, and confidence in him is proportionately diminished. There is many a business man who would not give a position in his house to any youth that smoked cigarettes, because that business man knows that never did the slightest good come to any human being from any cigarette that was ever smoked, and that there was never one that did not injure the nerve of the smoker. Some other form of smoking may or may not be injurious, but the cigarette has been settled to be invariably detrimental. There is no liquor nor any other drugs, except those used in the making of cigarettes, the stench of which is so absolutely disgusting. Now the employer says, "If this boy cannot abstain from that, I cannot let him go among my customers with his offensive scent." I have taken the cigarette as the cheapest of all the indulgences, the easiest and most insidious. I would have you settle as one principle that whatever is unnecessary is probably injurious. Now mark! I do not say "necessarily," but "probably." You must remember that all your calculations and plans in business will be regulated by the doctrine of probabilities. Apply the same calculations to time. Now, as all things are by time, is it not wonderful that men are embraced in life, and life is measured who are scrupulous, and even stingy, in other things are so prodigal of time? I wish you would look into the table below and study it. Suppose you cut it out and paste it in your hat:

Do yourself the kindness to make a study of habit. One of the most wonderful peculiarities of your constitution is the power of habit. It does not exist in machines. It involves two things, the

inclination to repeat an action which has been once repeated and increased ease in performing the action. A man may do a thing once he will receive only the full force of the effect of that action, but just so sure as he performs it the second time he will receive not only the effect of the action itself, but also an inclination to perform it the third time, and with each repetition of the action there is an increased propensity to repeat it. If it be a difficult thing to do, it becomes less difficult with every performance. If it be a easy thing to do, it becomes more easy. You perceive that this was placed in our organism originally for a most beneficent purpose, and that its action is very good. But in this, as in everything else, nothing is so bad as a blessing perverted. It gives strength to evil as it does to good. Habit intensifies evil as it intensifies good. Therefore, watch your habits.

Examine those you have now. Take a piece of paper and write down a list of all the habits which you think you now have, but which really have you, habits of sleeping, eating, dressing, talking, entertaining company, going out, buying and selling, etc. Put G or B or I opposite each one of them. Make this classification conscientiously. Lay the "Good" and "Indifferent" aside for the present, but set yourself resolutely to break up every "Bad" habit if it kills you. You had better be killed now than later when the habit which you think you cannot break shall have made you more injurious. But in the conflict resolutely strive with all your power to kill the bad habit. Remember that it can never be tamed, and remember that acts repeated form habits, and habits make character, and character fixes destiny.—Rev. Dr. Charles F. Deems, in American Grocer.

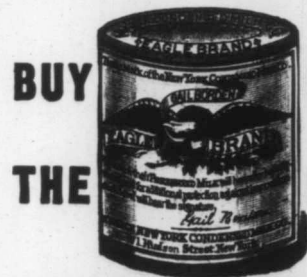
**TANGLE FOOT****STICKY FLY PAPER**

Price 65c. per box. Each box contains 25 double sheets of Tanglefoot and one 5c. Holder (36 five cent articles).

Trade mark registered in Canada.

Sold by all large wholesale druggists in Canada.

**O. & W. THUM, Grand Rapids, Mich.**



**BUY ONLY THE BEST**

**THE GAIL BORDEN  
Eagle Brand Condensed Milk**

Has maintained its high reputation for ABSOLUTE PURITY for over a QUARTER OF A CENTURY.

**AS A FOOD FOR INFANTS IT HAS NO EQUAL.**

FOR SALE BY  
**Grocers and Druggists Everywhere.**





When getting ready for  
Picnics and  
Excursions

Make Sandwiches  
with  
Johnston's Fluid Beef  
spread on thin slices of  
Bread and Butter.

DELICIOUS!  
ECONOMICAL!  
NUTRITIOUS!

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

AGENTS FOR

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

**WRIGHT & COPP,**

Impo. ters and Manufacturers Agents,  
Grocers' Specialties.

40 Wellington St. East, Toronto.

We wish to draw special attention to Van De  
Veer and Holmes' Celebrated E Biscuits, New  
York:

ALMOND DROPS.  
ALMOND BAR.  
E CREAMS.  
COCOANUT MACAROON.  
GINGER SNAPS.  
RIFLE NUTS.  
VANILLA, ORANGE, CHOCOLATE, ETC.,  
BARS.  
VANILLA CRISPS.

These Biscuits are of exceptional quality and  
prices extremely moderate, also  
T. D. MILLAR'S ROYAL PARAGON CHEESE  
IN JARS.

Correspondence Solicited.

**ORIENT MILLS.**

**SINCLAIR, HOOD & CO.,**

(SUCCESSORS TO W. A. BRADSHAW & CO.)

Importers and Manufacturers of

Coffees,  
Spices,  
Mustards,

CREAM OF TARTAR, BAKING POWDERS,  
FLAVORING EXTRACTS, ETC.

48-50 Lombard Street, Toronto.

**MATCHES**

A  
T  
C  
H  
E  
S

1845

THE

1890

**E. B. EDDY**

MANUFACTURING COY'S

ARE THE BEST.

Long Established.

Unsurpassed.

**FULL COUNT**

Made well on Honor. Sell well on Merit.

FACTORIES AT HULL, CANADA

**TULLOCH & CO.,**

Manufacturers' Agents  
and  
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmans' Stores, Linseed Oil,  
Portland Cement, Building Materials,  
Pig Iron and Metals.

**N.B.**—Correspondence invited from Canadian  
firms interested in any of the above  
lines

CONSIGNMENTS OF PRODUCE SOLICITED.

**SAPOLIO** Is a solid handsome cake of  
SCOURING SOAP  
Which has no equal for all clean-  
ing purposes except the laundry. It will clean  
paint, make oil cloths bright and give the floors,  
tables and shelves a new appearance. It will take  
the grease off the dishes, and off the pots and pans.  
It scours the knives, the wash basin, bath tub,  
even the greasy kitchen sink. It brightens all  
metals except silver or gold. If you have not sold  
it yet, send your order at once to

EMIL POLIWKA & Co.  
36 Front st., East, Toronto, Ont.

Dominion Agents.

**ADAMS & SONS'**  
**TUTTI-FRUTTI**

**CHEWING GUM.**

The fastest seller the trade handles to-day

Other Staple Brands :

Bo-Kay, Sappots, Magic-Trick, etc., etc. See  
our price list page 21.  
Send to Adams & Sons, 23 Church St., Toronto,  
Ont., for beautiful advertising matter.

**GROCERS** should try our two new  
lines, CHOCOLATE ICING  
and CHOCOLATE PUDDING, packed in two  
four dozen cases, either straight or assorted.

F. W. Schwartz, Halifax, N.S.

Agent for Maritime Provinces.

The Cowan Cocoa and Chocolate Co. L'd, Toronto.

TO THE TRADE

—IN—

**Canned Goods.**

We are making all arrangements for this  
season's pack—and enlarging our factory  
considerably—Thanks for last season's trade  
and soliciting this year's.

Faithfully yours,

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

For reliable brands of cut smoking and chewing  
Tobaccos use the following:

CUT SMOKING :

OLD FLAG.  
GOLD FLAKE.  
HAND MADE.

FINE CUT CHEWING :

GOLDEN THREAD. GLOBE.  
VICTORIA. HIGH COURT.  
JERSEY LILY.

MANUFACTURED BY

THE GLOBE TOBACCO WORKS CO., OF LONDON, Ltd.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, June 25, 1890.  
This list is corrected every Thurs-  
day. The prices are solicited for  
publication, and are for such quali-  
ties 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 doc-  
tored by any manufacturing or job-  
bing house unless given under their  
name; the right being reserved to  
exclude such firms as do not furnish  
reliable information.

BAKING POWDER.

Dunn's No. 1, in tins	Per doz	2 00
" " 2, in tins	"	75
Cook's Gem, in 1 lb pkgs	\$1 75	
" " 7 oz	85	
" " 40	40	
" " 2 oz	65	
" " 5 lb tins	12	
" " bulk, per lb	Per doz	\$0 75
Empire, 5 dozen 4 oz ca s	"	1 15
" " 4 " " "	"	2 00
" " 2 " " "	"	9 00
" " 1/2 " 5 lb cans	"	15
" " bulk, per lb	"	

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	
" " 1/2 lb, 4 "	1 30	
" " No. 1, 2 "	1 90	
" " 1 lb, 2 "	2 20	
" " 5 lb, 1/2 "	9 60	

BISCUITS.

Arrowroot	Per lb	\$0 11 1/2
Abernethy	9	
Ginger Nuts	11 1/2	
New York Fruit	15	
People's Mixed	11 40	
Pilot Family	6	
Snowflake	11 1/2	
Niagara	15	
Soda	6 1/2	
" 3 lb	21	
Sultana	11 1/2	
Oyster crackers	7	
Milk biscuit	9 1/2	

Butter crackers	6 1/2
Tea	11 1/2
Wine	9
Wine, sweet	9

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " 1/2 " "	2 10
" " 1/4 " "	1 10
Spanish, No. 3	4 50
" " 10	9 00

EDWARDS, CATCHPOLE & CO'S

No. 1	per gross	9 00
No. 2	do	4 50
No. 3	do	3 50

JACQUAND FRENCH BLACKING.

No 2	per gross	2 00
No 3	"	3 00
No 4	"	4 00
No 5	"	6 00

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.	

TELLIER, ROTHWELL & CO'S.

Royal Black Lead, per gross	\$1 80
-----------------------------	--------

F. F. DALLEY & CO.

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

EDWARDS, CATCHPOLE & CO'S	
Crown Polish, No. 1, per gross	9 00
" " No. 2	4 80

BLUE.

Reckitt's Pure Blue, per gross	2 10
TELLIER, ROTHWELL & CO'S.	
Parisian Square Blue, per lb. 13 to 14c	

BROOMS. Per doz.

Carpet	4 strings	2 90
X Parlor	2	2 65
Louise	3	2 65
1 Gem	4	3 25
" " 2	3	2 65
" " 3	2	2 20
" " 4	2	1 95
O Hurl	4	2 65
" " 3	3	2 35
" " 2	3	2 05
" " 1	3	1 70
OK	2	1 35
Hvy Mill	4	3 70

CORN BROOMS.

CHAS. BOECKH & SONS, per doz	\$3 20
X Carpet, 4 strings, net	2 90
" " 3	2 65
" " 4	2 60
XXX Hurl	2 40
1 X	2 25
2 X Parlor	1 95
" " 3	1 70
" " 4	1 30

Girls	2	"	1 50
Railway	4	"	3 00
Ship	4	"	4 00
2 Cable	2	wire bands, net	3 00
3	3	"	4 00
1 Hearth	2	strings, net	1 75
2	2	"	1 50
3	1	"	1 20
4	1	"	1 30

CANNED GOODS.

Apples, 3's	Per doz	\$1 15 \$1 20
" " gallons		3 10 3 25
Blackberries, 2's		2 00 2 10
Blueberries, 2's		1 25 1 40
Beans, 2's		0 95 1 10
" " "		1 10 1 25
" " "		1 30 2 10
Cherries, red pitted, 2's		2 25 2 40
Pears, 2's		1 40 1 50
" " "		2 00 2 25
" " Sugar, 2's		1 70
Pineapple, Baltimore		2 40 2 50
" " Bahama		2 90 3 00
Peaches, 2's		2 40 2 50
" " "		3 50 3 60
" " Pie, 3's		1 60 1 65
Plums, Gr Gages, 2's		2 00 2 10
" " Lombard		2 00 2 10
" " Damson Blue		1 90 2 00
Pumpkins, 3's		0 90 1 00
" " gallons		3 00 3 25
Raspberries, 2's		2 45 2 50
Strawberries, choice 2's		2 40 2 50
Succotash, 2's		1 50 1 65
Tomatoes, 3's		1 50
Finnan haddies		1 50
Lobster, Clover Leaf		2 75
" " Crown		2 50
Mackerel		1 15 1 25
Salmon, 1's		1 40 1 55
" " white		1 10 1 25
Sardines Albert, 1/4's tins		10 11 1/2
" " 1/2's "		15, 18
" " Martiny, 1/4's "		10 10 1/2
" " 1/2's "		18, 19
" " Other brands, 9 1/2, 11, 16, 19		
" " P & C, 1/4's tins		23, 25
" " 1/2's "		33, 36
" " Amer, 1/4's "		6 1/2, 8
" " 1/2's "		9, 11

Jellies. Red Currant, 1 lb. white	\$2.75
Black Currant, 1 lb. white	2.75
DELHI CANNING CO.	
Jams assorted, 1's	2 35
Jellies, 1's	2 25

CANNED MEATS.

CLARK'S	
Comp. Corn Beef 1 lb cans	\$ 1 60
" " 2 "	2 65
" " 4 "	5 00
" " 6 "	7 75
" " 14 "	18 60
Minced Collops, 2 lb cans	2 60
Roast Beef	1 60
" " "	3 15
" " "	5 85
" " "	7 00
Par Ox Tongue, 2 1/2 "	\$7 25
Ox Tongue	7 50
Lunch Tongue	3 00
" " "	5 25
English Brawn	2 50
Camb. Sausage	2 50
" " "	4 00
Soups, assorted	1 35
" " "	2 25
Soups & Bouilli	1 80
" " "	4 50
Potted Chicken, Turkey, or	
Game, 6 oz cans	1 50
Potted Ham, Tongue or Beef, 6	
oz cans	1 35
Devilled Tongue or Ham, 1/2 lb	
cans	1 85
Devilled Chicken or Turkey,	
1/2 lb cans	2 25
Sandwich Ham or Tongue, 1/2	
lb cans	1 50
Ham, Chicken and Tongue, 1/2	
lb cans	1 50

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 1/2c	
J. H. WETHEY'S—ST. CATHARINES.	
Condensed, per gross, net	\$13 50

CHEWING GUM.

ADAMS & SONS.	
To Retailers'	
Tutti Frutti, 36 5c bars	\$1 50
Bo-Kay (new)	150 pieces
Sappota	150 "
Magic Trick	115 "
Black Jack	115 "
Red Rose	115 "
Sweet Fern	230 "
Adams' N.Y. Gum, 200	"
Caramel Tolu	72 "
New Fruit Asst., 115	" new
Puzzle Gum	115 "
Colah	115 "

JAMS AND JELLIES.

Jams.	
Gooseberry	Per doz
Strawberry	Per doz
Black Currant	Per doz
Red Currant	Per doz
Green Gage	Per doz
Apricot	Per doz
Raspberry	Per doz
Damson	Per doz
Plum	Per doz
Red Currant and Raspberry	Per doz



NOW

is the time to advertise in and subscribe for THE CANADIAN GROCER. You receive better value for your money than in any other journal in the Dominion.

Prices Current, Continued—

**CHOCOLATES & COCOAS.**

TODHUNTER, MITCHELL & CO.S.

Chocolate— Per lb.

French, 1/4's... 6 and 12 lbs. 0 30

Caracas, 1/4's... 6 and 12 lbs. 0 35

Premium, 1/4's... 6 and 12 lbs. 0 30

Sante, 1/4's, 6 and 12 lbs. 0 26

Diamond, 1/4's, 6 and 12 lbs. 0 24

Sticks, gross boxes, each... 1 00

Cocoa, Homopatt'c, 1/4's, 8 & 14 lbs 30

" Pearl " " " 25

" London Pearl 12 & 18 " 22

" Rock " " " 30

" Bulk, in bxs. .... 18

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)

Mott's Broma... per lb \$0 30

Mott's Prepared Cocoa... 28

Mott's Homopatt'c Cocoa (1/4's) 32

Mott's Breakfast Cocoa... 46

Mott's Breakf. Cocoa (in tins) 45

Mott's No. 1 Chocolate... 30

Mott's Breakfast Chocolate... 48

Mott's Caracas Chocolate... 20

Mott's Diamond Chocolate... 22

Mott's French-Can. Chocolate 20

Mott's Navy or Cooking Choc. 26

Mott's Cocoa Nibbs... 30

Mott's Cocoa Shells... 5

Mott's Vanilla Chocolate stick 22&24

Mott's Pure Confec Chocolate 22&24

Mott's Sweet Confec Choc. 21&30

COWAN COCOA AND CHOCOLATE CO.

Cocoas—

Hygienic, 1, 1/2, 1 lb. boxes 70, 75

Iceland Moss 1/2 bin 12 lb boxes 35

Soluble (bulk) 15 & 30 lb bxs 18, 20

Soluble (tins) 6 lb and 12 lb 20, 25

Cocoa Nibs, any quantity 30, 35

Cocoa Shells, any quantity 05

Cocoa Essence... per doz 1 40

Chocolates—

Mexican, 1/4, 1/2 in 10 lb bxs 30

Queen's Dessert, " 40

Vanilla " 35

Sweet Caracas 32

Chocolate Powder, 15, 30 lb bxs 22

Chocolate Sticks, per gross... 00

Pure Caracas (plain) 1/4, 1/2 lbs 40

Royal Navy (sweet) 30

Confectioners', in 10 lb cakes 30

Chocolate Creams, in 3 lb bxs 30

Chocolate Parisien, in 6 lb bxs 30

WALTER, BAKER & CO'S

Chocolate—

Prem'um No. 1. bxs. 12 & 25 lbs each 34

Baker's Vanilla in bxs 12 lbs each 47

Caracas Sweet bxs 6 lbs each, 12 bxs in case... 30

Eagle, sweet & spiced, bxs 12 lbs each 28

Vanilla Tablets, 416 in box, 24 bxs in case, per box 3 65

Spanish Tablets, 100 in box, 12 bxs in case... 8 00

German Sweet Chocolate—

Grocers' Style, in cases 12 boxes, 12 lbs each 21

Grocers' Style, in cases 24 boxes, 6 lbs each 21

48 Fingers to the lb., in cases 12 bxs 12 lbs each 21

48 Fingers to the lb., in cases 24 bxs 6 lbs each 21

Cocoa—

Pure Prepared boxes, 12 lbs each 35

Cracked, boxes, 20 lbs each, 1 lb and assorted papers... 27

Cracked, in bxs, 12 lbs., each, 1/2 lb. papers 27

Cracked, in bags, 6, 10 & 25 lbs each 27

Cocoa and shells, 12s and 25s each 24

Breakfast Cocoa—

In bxs, 6 & 12 lbs., each, 1/2 lb. tins 39

In boxes, 12 lbs., each, 1 lb. tins, decorated canisters... 42

Broma—

In boxes, 12 lbs., each, 1/2 lb. tins... 36



GIBSON & GIBSON'S

Sydney Gibson's Cocoa, 1/4's... per lb 0 30

Dr. Clark's Cocoa, 1/4's and 1/2's, tins 0 45

Soluble Cocoa bulk in boxes... 0 18

Prepared do " " " 0 22

Sydney Gibson's Chocolate, 1/4's and 1/2's... 0 30

Gibson's Rock do 1/4's... 0 30

Dr. Clarke's do 1/4's... 0 30

Confectioners' Pure Chocolate 10 lb. blocks... 0 30

Vanilla choc. sticks, per gross... 1 00

Gibson's Icina, 1/4's, 4 doz. in case... per doz 1 35

Gibson's Icina, 1 lb 2 " 2 30

COFFEE.

GREEN

Mocha... c. per lb. 32, 35

Old Government Java... 30, 33

Rio... 21, 22 1/2

Plantation Ceylon... 29, 31

Porto Rico... 24, 28

Guatemala... 24, 26

Jamaica... 22, 23

Maraicao... 24, 28

WHOLE ROASTED OR PURE GROUND.

ELLIS & KEIGHLEY'S.

Java... c. per lb 33, 34

Java and Mocha... 34, 36

Plantation Ceylon... 35

Arabian Mocha... 37

Santos... 28, 28

English Breakfast... 16, 24

Royal Dandelion in 1 lb tins... 26

J. W. COWAN & CO.

Standard Java in sealed tins, 25 and 50 lbs. 30

Standard Imperial in sealed tins, 25 and 50 lbs. 32

Standard Blend in sealed tins, 25 and 50 lbs. 33

Ground, in tins, 5, 10, 15 and 25 lbs. 20, 30

Say's Parisien, in 1/2 and 1 lb tins 30

EXTRACTS.

Dalley's Fine Gold, No. 8, per doz. \$0 75

" " " " 1, 1 1/2 oz. 1 25

" " " " 2, 2 oz. 1 75

" " " " 3, 3 oz. 2 00

**FLOUR AND MEAL.**

per bbl.

Flour, Manitoba Patent... 6 00 6 10

" Ontario patents... 5 10 5 50

" Straight Roller... 4 75 4 85

" Extra... 4 40 4 60

" Low grades... 2 50 4 25

" Strong bakers'... 5 75 5 85

Oatmeal, standard, bbls... 5 75

" granulated, " 5 90

" rolled, " 5 90

Rolled Oats... 5 90

Bran, per ton... 14 00 15 00

Shorts... 18 90

Cornmeal... 4 00 4 40

**FLUID BEEF.**

JOHNSTON'S, MONTREAL.

per doz.

Cases, No. 1, 2 oz tins... \$2 75 \$3 00

" No. 2, 4 oz tins... 4 50 5 00

" No. 3, 8 oz tins... 8 00 8 75

" No. 4, 1 lb tins... 12 60 14 25

" No. 5, 2 lb tins... 25 00 27 00

**FRUITS.**

FOREIGN. c. per lb.

Currants, Provincial, bbls... 6 1/2, 6 3/4

" " " bbls 6 1/2, 6 3/4

" " " cases 6 1/2, 6 3/4

" Filiatras, bbls... 6 1/2, 6 3/4

" " " bbls 6 1/2, 6 3/4

" " " cases 6 1/2, 6 3/4

" Patras, bbls... 6 1/2, 7

" " " bbls 7 1/2, 7 3/4

" " " cases 7 1/2, 7 3/4

" Vostizzas, cases. 8, 9 1/2

" " " cases 8 1/2, 9 1/2

" 5-crown Excelsior 9 1/2, 10

(cases) 9 1/2, 9 3/4

" " " 1 case 9 1/2, 9 3/4

Dates, Persian, boxes, 5 1/2 6

Figs, Elemes, 14 oz., per box 10 12

" 10 lb boxes 12 1/2 13

" 20 lb " 15 16

" Seven-Crown " 18

Prunes, Bosnia, bags 7 1/2 8

" " cases, new 7 8

Raisins, Valencia, off stalk, 4 5 1/2

Selected 7 1/2 8

Layers 8 1/2 9

Raisins, Sultanas... 16, 18

" Elemes... 7 1/2 8

" Malaga... 2 70 3 00

London layers 2 70 3 00

Loose muscatels 2 35 2 75

Imperial cabinets 3 25 3 50

" " " qrs. flat... 1 00

Connoisseur clusters 4 00 4 25

Extra dessert " 4 75 5 00

" " " qrs. 1 50

Royal clusters 6 00 6 50

Fancy Vega cartoons... 2 75

Black baskets 4 00 4 25

" " " qrs 1 30 1 35

Blue " " 4 75 5 00

" " " qrs 1 50 1 60

Fine Dehesas 7 00 7 25

" " " qrs 2 00 2 25

Lemons, Malaga... 6 00

" Palermos... 5 50 6 00

" Messina... 4 00 4 50

Oranges, Floridas... 4 00 4 50

" Messinas... 7 00

" Valencia... 7 00

" River seedlings... 7 00

DOMESTIC.

Apples, Dried, per lb... 0 07 1/2 0 08 1/2

do Evaporated... 0 12 0 13 1/2

**GLASSWARE.**

TAYLOR, SCOTT & CO.

c. per doz

Lamp Chimneys, O... 32

" " A... 35

" " B... 45

**GRAIN.**

Wheat, Fall, No. 2... 1 06 1 07

" Red Winter, No. 2 1 06 1 07

" Spring, No. 2... 1 04 1 06

" Man Hard, No. 1... 1 06

" " No. 2... 1 14

Oats, No. 2, per 34 lbs... 55

Barley, No. 2, per 48 lbs... 56

" No. 3, extra... 53

" No. 3... 54

Rye... 80 81

Peas... 75 76

Corn... 73 74

**HAY & STRAW.**

Hay, Pressed, " on track 10 00 11 50

Straw Pressed, " 5 00 7 00

**LARD.**

"FAIRBANK'S" REFINED COMPOUND.

In Butter Tubs... 0 08 1/2

Fancy " 0 09

3-hoop pails... 0 09 0 09 1/2

60 lb. cases of 3 lb., 5 lb., and 10 lb. tins, per lb... 0 10

**MUSTARD.**

ELLIS & KEIGHLEY'S. cts

Durham, Fine, in 1/2 and 1 lb tins 25

" " " per lb... 25

" Fine, in 1 lb jars... 22

" Fine, in 4 lb jars... 70

" Ex. Sup. in bulk, per lb 30

" Superior, in bulk, per lb 20

" Fine, " 15

COLMAN'S AND KEEN'S

In 4 lb jars... 75

In 1 lb jars... 25

D. S. F., in tins, per lb 41

" in 1/2 lb tins... 42

" in 1/4 lb tins, per lb... 44

D. F. in 1/2 lb tins, per lb... 26

" " 28

**NUTS.**

per lb.

Almonds, Ivica... 14 15

" Tarragona... 16 17

" Formigetta... 35

Almonds, Shelled Valencias 35, 37

" Jordan 45, 55

Brazil... 12 13

Cocconuts... 6 00

Filberts, Sicily... 11

Filberts, Oblog... 11 1/2

Peanuts, roasted 13, 13 1/2

" green 9 10

Walnuts, Grenoble 17 18

" Bordeaux... 12, 13

" Naples, cases... 13

" Marbots... 13 1/2

" Chilis... 12 13

**PICKLES & SAUCES.**

BRYANT, GIBSON & CO'S TORONTO PICKLES.

John Bull, mixed, in bulk \$0 60

" Chow Pickle, in b'lk 65

" Mixed & Chow-Chow pts 2 15

" Mixed & Chow-Chow qts 3 25

" " " 16 g. 1 90

Horse Radish, bottles, per doz 2 25

Toronto Biscuit and Confectionery Co's

Are giving unusual satisfaction.

**SODAS** Ask for the Yellow Boxes with Red Label, and take no other. Send for Price List to 7 FRONT ST. E., TORONTO.

Prices current, continued—

SAUCES.	
John Bull, kegs, per gal.	1 25
" " 1/2 pt. bottles, per doz.	
" " 1/4 pt. bottles, per doz.	
(according to quantity) 90c	1 00
Devonshire Relish, kegs p. gal	1 75
" " 1/2 pt. bottles,	
per doz	1 25
Niagara Tomato, kegs, per gal	1 25
" " Reputed pints	1 25
Terry's Candied Peels. c. per peels	
Lemon, 7 lb boxes.	16
Orange, " "	18
Citron " "	30
CROSS & BLACKWELL'S.	
Pickles, all kinds, pints, per doz	3 25
LEA & PERRIN'S. per doz.	
Worcester Sauce, 1/2 pts.	\$3 60 \$3 75
" " 1/4 pts.	6 25 6 50
LAZENBY & SONS.	
Pickles, all kinds, pints.	Per doz 3 25
" " quarts	6 00
Harvey Sauce—genuine—1/2 pt.	3 25
Mushroom Catsup " "	2 25
Anchovy Sauce " "	3 25
PRODUCE.	
DAIRY. Per lb	
Butter, creamery, rolls	\$0 20 \$0 21
" " tub.	
" " dairy, tubs, choice	0 13 0 14
" " " medium	0 10 0 13
" " low grades to com.	
Butter, pound rolls.	0 15 0 16
" " large rolls.	0 12 0 13
" " store crocks	0 12 0 14
Cheese	0 09 6 10
COUNTRY.	
Eggs, fresh, per doz.	0 12 0 12 1/2
" " limed	
Beans	1 50 1 80
Onions, per bbl.	2 00 2 25
Potatoes, per bag on tr'k	1 20 1 25
Hops, 1889 crop	0 15 0 18
" " 1890	0 35 0 38
Honey, extracted	0 08 0 10
" " section	0 14 0 16
PROVISIONS.	
Bacon, long clear, p. lb.	0 07 1/2 0 08 1/2
Pork, mess, p. bbl.	15 50 16 00
Hams, smoked, per lb.	0 11 0 11 1/2
" " pickled	

Bellies	0 10	0 10 1/2
Rolls	0 08 1/2	0 09
Backs	0 10	0 10
Lard, Canadian, per lb.	0 09 1/2	0 10
Hogs	6 25	6 50
Tallow, refined, per lb.	0 05	0 05 1/2
" " rough		0 02
RICE, ETC.		
	Per lb	
Rice, Aracan	3 1/2	4c
" Patna	4 1/2	5 1/2
" Japan	5 1/2	5 1/2
extra Burmah	3 1/2	4
Grand Duke	6 1/2	7 1/2
Sago	4 1/2	5 1/2
Tapioca,	5 1/2	6 1/2
SPICES.		
GROUND.		
	Per lb.	
Pepper, black, pure	\$0 20 \$0 22	
" " fine to superior	12 18	
" " white, pure	32 35	
" " fine to choice	25 30	
Ginger, Jamaica, pure.	25 27	
" " African,		18
Cassia, fine to pure	18 25	
Cloves, " "	25 40	
Allspice, choice to pure	12 15	
Cayenne, " "	30 35	
Nutmegs, " "	75 1 20	
Mace, " "	1 00 1 25	
Mixed Spice, choice to pure.	30 35	
Cream of Tartar, fine to pure	25 37	
STARCH.		
EDWARD BURGH STARCH MFG. CO.		
MONTREAL.		
BRITISH AMERICA STARCH CO		
BRANTFORD.		
	c. per lb.	
No. 1 Laundry, 4 lb cartons.	5 1/2c	
Canada Laundry	4 1/2	
Silver Gloss, crates	6 1/2	
Lily White, crates.	6 1/2	
Silver Gloss, 1 lb chromos.	6 1/2	
Lily White, 1 lb chromos.	6 1/2	
Satin, Starch 1 lb chromos.	7 1/2	
Brantford Gloss, 1 lb chromos.	7 1/2	
No 1 Laundry, barrels & halves	7 1/2	
No 1 Prepared Corn.	7 1/2	
Canada Corn	6 1/2	
Challenge Corn	6 1/2	
Rice Starch, 1 lb.	9	
Cube, 1 lb.	7 1/2	
KINGSFORDS OSWEGO STARCH.		
Pure Starch—		
40-lb boxes, 1, 2, and 4 lb. pack'g's	8	
36-lb boxes, 3 lb. packages	8	

12-lb "	8 1/2
38 to 45-lb boxes.	8
Silver Gloss Starch—	
40-lb " 1, 2 and 4 lb packages.	9
40-lb " 1/2 lb package	9 1/2
40-lb " 1/4 lb package	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 "	8 1/2
SUGAR. c. per lb	
Granulated, 15 bbls or over.	
less than 15 bbls.	
Paris Lump, bbls	
" " less than a bbl.	
Extra Ground, bbls	
" " less than a bbl.	
Powdered, bbls	
" " less than a bbl.	
Extra bright refined	
Bright Yellow	
Medium	
Brown	
Raw Jamaica, in bags.	
SYRUPS AND MOLASSES.	
SYRUPS. Per lb.	
	bbls. 1/2 bbls
Redpath's "D"	
" " "M" pails.	
Redpath's "B"	
" " "VB"	
" " Extra V.B.	
" " Ex. Sup	
" " XXX Sup.	
Corn Syrup	
MOLASSES. Per gal.	
Trinidad, in puncheons	
" " bbls	
" " 1/2 bbls	
New Orleans, in bbls.	
Porto Rico, hdds.	
" " barrels	
" " 1/2 barrels	
TEAS.	
GREENS. Per lb	
Gunpowder—	42, 50c
Cases, extra firsts	22, 38
Half chests, ordinary firsts	42, 50
Cases, sifted, extra firsts	35, 40
Cases, small leaf, firsts	

Young Hyson—Moyunes	
Half chests, ordinary firsts.	22, 38
" " seconds	20, 22
" " common	18, 20
PING SUYES.	
Half chests, firsts.	28, 32
" " seconds	28, 32
Half Boxes, firsts.	28, 32
" " seconds	20, 22
JAPAN.	
Half Chests—	
Choice	38, 40
Choice	38, 36
Finest	28, 30
Fine	25, 27
Good medium	22, 24
Medium	19, 20
Good common	18, 19
Common	16, 17
Nagasaki, 1/2 chests Pekoe	20, 22
" " Oolong	17, 18
" " Gunpowder	18, 20
" " Siftings	8, 12 1/2
CONGOUS.	
Half chests, Kaisow, Moning.	52, 55
Caddies and half chests.	15, 50
Caddies, Paking and new makes	18, 50
SCENTED ORANGE PEKOE	
Boxes, Foochow and Canton	28, 60
OOLONG.	
Half chests Formosa	34, 50
Caddies.	36 55
ASSAMS.	
Chests and half-chests Pekoe.	27 40
No. 1 Finest Assam Pekoe	40
2 Assam Broken Pekoe	25
3 Assam Pekoe Souchong	25
TOBACCO AND CIGARS.	
British Consols, 4's; bright twist,	
5's; Twin Gold Bar, 8's	62c
Ingots, rough and ready, 7's	59
Laurel, 3's	52
Brier, 7's	50
Index, 7's	45
Honeysuckle, 7's	53
Napoleon, 8's	49
Royal Arms, 12's	50
Victoria, 12's	48
Brunette and Lovely, 12's.	45 1/2
Prince of Wales, in caddies.	46 1/2
" " in 75 lb boxes	46
Bright Smoking Plug Myrtle, T &	
B, 3's	55
Lily, 7's	48
Diamond Solace, 12's	45
Mvrtle Cut Smoking, 1 lb tins	65
1/2 b pg, 6 lb boxes	65
oz pg, 5 lb boxes.	65

# KINGSFORD'S

# OSWEGO

# STARCH



**KINGSFORD'S**  
OSWEGO  
SILVER GLOSS  
STARCH  
T. KINGSFORD & SON

PURE AND SILVER-GLOSS-CORN STARCH  
FOR THE LAUNDRY | FOR THE TABLE  
THE STANDARD OF EXCELLENCE ABSOLUTELY PURE

FOR SALE BY ALL LEADING JOBBERS IN CANADA

## T. KINGSFORD & SON.

OSWEGO, N.Y.

# KNOX, MORGAN & CO.,

Wholesale Dry Goods Importers,

**HAMILTON, - - - ONTARIO.**

## FLANNELETTES.

We can offer you a drive in these SEASONABLE GOODS, having cleared 1,500 pieces of DESIRABLE COLOURINGS.

Price 7 3-4c. usual terms. Samples on Application. General Stock fully assorted.

Prices current, continued—

GLOBE TOBACCO COMPANY.  
CUT SMOKING TOBACCO.

The Old Flag, 1/2 lb. in 5 lb. boxes	65c
" " " 1 lb. Fancy Tins	65c
" " " 1 lb. Fancy Tins	38c
" " " 1 lb. Fancy Tins	65c
Gold Flake, 1-5, 6 lb boxes	65c
" " " 1-10, 5 "	75c
" " " 1 fancy tins	65c
" " " 1 " " " "	36c
" " " 1 glass jars	72c
Hand Made, 1-5, 6 lb boxes	60c
" " " 1-10, 6 "	63c
" " " 1 fancy tins	63c
" " " 1 " " " "	35c
" " " 1 glass jars	70c
GRANULATED SMOKING TOBACCO.	
Uncle Tom, 1-5, 6 lb boxes	40c
" " " 1-10, 6 lb "	40c
LONG CUT SMOKING TOBACCO.	
Wig Wag, 1/2, 6 lb boxes	36c
" " " 1-5, 6 lb "	38c
" " " 1-10, 6 lb "	40c
FINE CUT CHEWING TOBACCO.	
Golden Thread, 5 & 10 lb tobacco	90c
Globe, " " " "	85c
Victoria, " " " "	70c
High Court, " " " "	65c
Jersey Lilly, " " " "	60c
Golden Thread, 1-16 " Foil in 1 gro. boxes, per gross	9 00
Solace " 1-16 " Foil in 1 gro. boxes, per gross	6 00
CIGARS—S. DAVIS & SONS, Montreal.	
SIZES. Per M	
Madre E' Hijo, Lord Landsdowne	\$60 00
" " " Panetelas	60 00
" " " Bouquet	60 00
" " " Perfectos	85 00
" " " Longfellow	85 00
" " " Reina Victoria	80 00
" " " Pins	55 00
El Padre, Reina Victoria	55 00
" " " Reina Vict., Especial	50 00
" " " Conchas de Regalia	50 00
" " " Bouquet	55 00
" " " Pins	50 00
" " " Longfellow	80 00
" " " Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	29 00
Cigarettes, all Tobacco—	
Cable	7 00
El Padre	11 00
Mauricio	15 00
DOMINION CUT TOBACCO WORKS, MONTREAL.	
CIGARETTES. Per M.	
Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
CUT TOBACCOES. per lb	
Puritan, 1 lb pkg. 5 lb boxes	65
Old Chum, 1 lb pkg. 5 lb boxes	57
Old Virgin, 1-10 lb pkg. 10 lb boxes	57
Gold Block, 1 lb pkg. 5 lb boxes	65
CIGARETTE TOBACCO.	
B. C. N. 1, 1-10, 5 lb boxes	78
Puritan, 1-10, 5 lb boxes	80
Athlete, per lb	1 10
SOAP.	
Ivory Bar, 1 lb. bars	per lb 5 1/2
Do. 3, 6-16 and 3 lb bars	" " 5
Primrose, 1/4 lb. bars, wax W	" " 4 1/2
" " " " "	" " 4 1/2
John A. cake, wax W. per doz	42
Mayflower, cake	42

Gem, 3lb bars per lb	34
" 13 oz, 1 and 2 lb. bars	33
Queen's Laundry, per bar	5 1/2
Pride of Kitchen, per box	2 75
Sapolio, 1 gross boxes	3 25
per gross, net cash	12 00

**TOILET SOAP.**  
TAYLOR, SCOTT & CO.

Baby's Own, 1 doz boxes	\$1 25
Our Boys, " " "	1 25
Sea Foam, " " "	75
London Bouquet, " " "	85
Oatmeal, " " "	60
Paris Assorted, " " "	0 75
Albert Oatmeal bar, 2 doz. boxes	0 75
White Castile bar, 2 doz. boxes	0 75
Fatherland, 1 doz boxes	5 00

**WOODENWARE.**

Pails, 2 hoop, clear	No. 1	\$1 70
" " " "	No. 2	\$1 80
" " " "	No. 3	1 80
Tubs, No. 0	1	9 50
" " " "	2	8 00
" " " "	3	7 00
Washboards, Globe	\$1 90	2 00
" " " Water Witch	1 40	
" " " Northern Queen	2 25	
" " " Planet	1 70	
" " " Waverly	1 60	
" " " X X	1 50	
" " " X	1 30	
" " " Single Crescent	1 85	
" " " Double	2 75	
" " " Jubilee	2 25	

**Matches, 5 case lots. Single cases**

Parlor	\$1 75
Telephone	4 05
Telegraph	4 80
French	3 60

**Mops and Handles, comb.**

Butter tubs	\$1 60 \$3 20
Butter Bowls, crates ast'd	3 60

**CLOTHES PINS.**

5 gross, per box	0 75
4 gross, " "	0 85
6 gross, " "	1 20

**CHAS. BEECH & SONS.**

5 gross, single and ten box lots	0 75 0 80
Star, 4 doz. in package	0 85
" " " " "	1 25
" " " " " cotton bags	0 90

**INDURATED FIBRE WARE.**

1/2 pail, 6 qt.	\$4 00
Star Standard, 12 qt.	4 50
Milk, 14 qt.	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	15 50
" " " "	13 25
" " " "	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" " " "	9 00
" " " "	8 00
" " " "	7 00
Milk pans	3 25
Wash Basins, flat bottoms	2 75
" " " " round	3 00
Handy dish	3 75
Water Closet Tanks	18 00

**DURABLE PAILS AND TUBS**  
WM. CANE & SONS, MANUFACTURING CO  
NEWMARKET.

Steel hoops, painted and grain'd	2 30
Brass hoops, oiled and varnish.	3 35
No 1 tubs	9 50
No 2 " "	8 50
No 3 " "	7 50

**BARM YEAST.**

3 doz. 5c. packages, in boxes	1 00
3 doz. 10c. " "	1 95
1 1/2 " 10c. and 3 doz. 5c. packages in assorted boxes	2 00

**"OUR NATIONAL FOODS."**

Desiccated Wheat	4 lb. \$2 35
" " " " " " "	4 " 2 35
Snow Flake Barley	4 " 2 35
Desiccated Rolled Wheat	3 " 2 35
Buckwheat Flour, S. R.	4 " 2 25
Prepared Pea Flour	2 1/2 " 2 00
Baravana Milk Food	1 " 3 53
Patent Prepared Barley	1 " 2 00
Patent Prepared Groats	1 " 1 50
Gluten Flour	4 lb. 3 00
Farina, very choice	1 1/2 lb. 1 40

**HARDWARE, PAINTS AND OILS.**

CUT NAILS, from Toronto:	
10 dy. to 60 dy	2 35 2 40
8 dy. and 9 dy	2 65 2 70
4 dy. to 7 dy	2 90 2 95
3 dy	C.P. 3 95 4 00
3 dy	A.P. 3 45 3 50
HORSE NAILS:	
" C " 50 and 10 per cent. to 60 and 5 from list.	
HORSE SHOES:	
From Toronto, per keg	3 60 3 75
SCREWS: Wood—	
Flat head iron 7 1/2 p.c. dis	
Round " " 7 1/2 p.c. dis	
Flat head brass 7 1/2 p.c. dis	
Round head brass 7 1/2 p.c.	

WINDOW GLASS: [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.]

1st break (25 in and under)	1 45
2nd " (26 to 40 inches)	1 35
3rd " (41 to 50 " )	3 40
4th " (51 to 60 " )	3 70
5th " (61 to 70 " )	4 00

ROPE: Manila	0 14 0 14 1/2
Sisal	0 10 1/2 0 11
BINDER TWINE:	
Crown Brand (from factory)	11
Red Cap	12
Blue Ribbon	14
Silver Composite	9
AXES: Per box, \$6 to \$12.	
SHOT: Canadian, dis. 7 1/2 per cent.	
HINGES: Heavy T and strap	0 4 1/2 0 5
" " " " " Screw, hook & strap	0 3 1/2 0 4 1/2
WHITE LEAD: Pure Ass'n guarantee ground in oil.	
25 lb. irons	per lb 5 1/2
No. 1	5 1/2
No. 2	4 1/2
No. 3	4 1/2
TURPENTINE: Selected packages, per gal	
" "	0 59 0 60
LINSEED OIL: per gal, raw	0 64
" " " " " Boiled, per gal	0 67
CASTOR OIL: Best per lb.	0 10 1/2 0 11
GLUE: Common, per lb	0 10 0 11

**PETROLEUM.**  
F. O. B. Toronto. Imp. gal.

Canadian	\$0 17 1/2 \$0 18
Caroon Safety	0 20 0 22
Canadian Water White	0 23 0 24
Amer'n Prime White	0 25 0 00
" " Water White	0 27 0 00
Photogene	0 27 0 00

**DRUGS AND CHEMICALS.**

Alum	per lb \$0 02 \$0 03
Blue Vitriol	0 06 0 07
Brimstone	0 02 1/2 0 03 1/2
Borax	0 13 0 14
Camphor	0 75 0 80
Carbolic Acid	0 40 0 45
Castor Oil	0 11 1/2 0 12 1/2
Cream Tartar	0 30 0 31
Epsom Salts	0 01 1/2 0 02
Paris Green	0 16 0 17
Extract Logwood, bulk	0 13 1/2 0 14
" " " " boxes	0 15 0 17
Gentian	0 10 0 13
Glycerine, per lb	0 18 0 20
Hellebore	0 16 0 17
Iodine	5 50 6 00
Insect Powder	0 38 0 45
Salpêtre	0 08 1/2 0 09
Soda Bicarb, per keg	2 56 2 75
Sal Soda	1 00 1 25
Madder	0 12 1/2

**VINEGAR.**  
A. HAAZ & CO

XX, W.W.	0 20
XXX, W.W.	0 25
Honey Dew	0 30
Pickling	0 30
Malting	0 45
THE BADGEROW FALCONER VINEGAR CO	
French Bordeaux	per gal 0 34
Tarragona	" " 0 32
Triple	" " 0 30
Fruit Vinegar	" " 0 27
Pickling	" " 0 28
XXX	" " 0 25
Extra XX	" " 0 22
XX	" " 0 20
X	" " 0 16
Cider Vinegar	0 16 to 0 25
Hung. Vinegar	0 25
Eng. Malt Vinegar	0 50 to 0 60
Bottled Malt Vinegar, qts.	2 00
Methylated Spirits	2 00 to 2 25

**INK.**  
EDWARD CATCHPOLE & CO.

Blue black, 2 oz. per gross	4 00
Jet black, 2 oz.	3 75
All colors, 2 oz.	4 50
Blue black, quarts, per doz.	5 00
" " " " pints,	3 25

**FISH.**

Pickrel	per lb 0 06
Pike	do " 0 06 1/2
White fish	" " 0 06 1/2
Salmon Trout	" " 0 06 1/2
Lake herring	1 75 2 50
Labrador herring, p. bbl	5 75 5 50
Shore herring	" " 4 50 5 50
Salmon trout, per 1/2 bbl	4 25 4 50
Dried Fish:	
Codfish, per quintal	5 25 5 75
" " cases	5 00 5 50
Boneless fish, per lb	0 04
Boneless cod	0 04 1/2 0 04 1/2
Smoked Fish:	
Finnan Haddies, per lb	0 07 1/2 0 08
Bloaters, per box	1 00 1 50
Digby herring	" " 0 16
Sea Fish:	
Haddock	per lb " "
Cod	" " " "
Spring salmon	" " 0 15

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ST. LAWRENCE SUGAR REFINING CO'S  
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AND YELLOWS  
AND SYRUPS  
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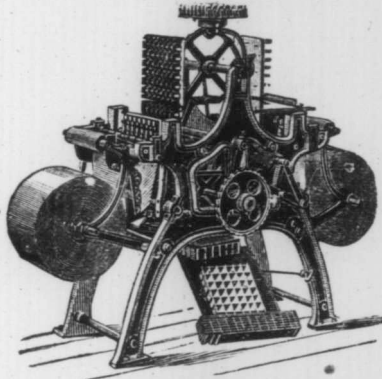
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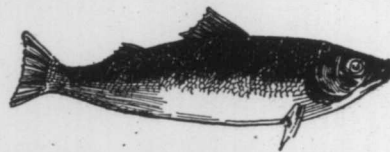
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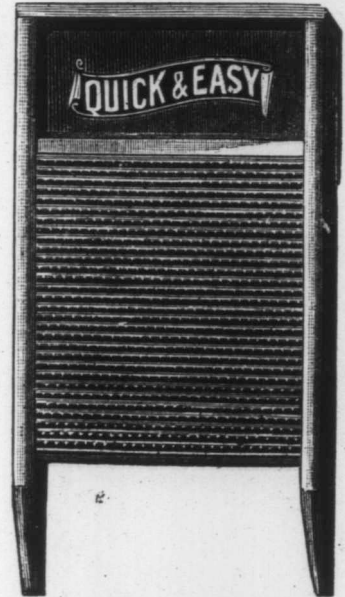
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