

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

THE CANADIAN GROCER
 & GENERAL STOREKEEPER

PUBLISHED
 WEEKLY
 \$200 PER YEAR

VOL. VII.

TORONTO, FEBRUARY 10, 1893.

No. 6

Manufacturers by Special Warrant
 To Her Majesty THE QUEEN

COLMAN'S MUSTARD

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

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS
 INTERNATIONAL HEALTH EXHIBITION LONDON 1884

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

TO THE COURT OF HOLLAND AND THE KING OF ITALY
 PURVEYORS TO A.R.H. THE PRINCE OF WALES
 1878
 CROSS OF THE LEGION OF HONOUR

Bull's Head
 Trade Mark

ASK YOUR
 WHOLESALE GROCER
 —FOR—
 RAILROAD AND STEAMSHIP
MATCHES

GUARANTEED
 Second to None.

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



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

**DUNN'S
 BAKING
 POWDER**
 THE COOK'S BEST FRIEND
 LARGEST SALE IN CANADA.

Dont fail to handle

THE CELEBRATED IMPORTED

**MENIER'S
 CHOCOLATE**

ANNUAL SALES EXCEED 33 MILLION LBS.

TO HAVE IT ADVERTISED
 FREE & FREELY

IN YOUR OWN NAME AMONGST
 YOUR CUSTOMERS WRITE TO:
C. ALFRED CHOUILLOU AGENT MONTREAL.

FINE GOODS OUR SPECIALTY

MUNCO CIGARS, EXCEPTIONALLY FINE.

MADRE E' HIJO (7 SIZES)

EL PADRE AND CABLE.

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

THE CANADIAN GROCER

The McKay Milling Co., Ltd.,

OTTAWA,

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

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

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

In consequence of large sales, we have cleared out all Japans under 15 cts. per lb., but now offer:



Special Values at 15 to 16c.

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Japan Nibs “ 12½ to 14c.

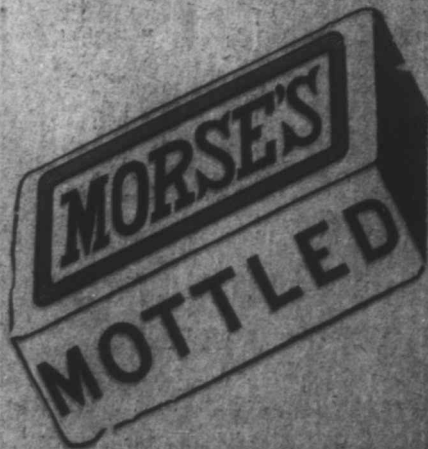
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Indians and Ceylons all grades

LIGHTBOUND, RALSTON & CO.

Wholesale Grocers

MONTREAL



Our Stock of

Spices, Coffees, Extracts
and Baking Powders . . .

Is Complete

French Mustard, Catsup and Fruit Relish. The finest goods on the market. Try a Case.

GORMAN, ECKHART & Co. - London, Ont.

**FAMOUS
"STAR"
Sugar Cured Meats**
Mild, Sweet, Delicious Flavor.

All live dealers have them.
Be sure you have fresh stock

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



"GOLD MEDAL," SWEET.

**FRY'S
CHOCOLATE**

¼ lb. cakes. 6 lb. Boxes.

Each cake moulded in 10 divisions.

RED and WHITE WRAPPER.

The most attractive and best selling sweet Chocolate in the market.
Pays a good profit.

For sale by all leading dealers.

Toronto Office, J. S. FRY & SONS, 43½ Wellington St. E.

PRESERVITAS

The use of this product has enabled Australian Butter Makers to capture the English Butter Market and obtain higher prices than is paid for any other make of butter—See Editorial Notes Canadian Grocer, in issue of Jan. 13.



*FOR preserving Butter, Milk,
Cream, Eggs, Meat, Poultry,
Game, Etc., during the -
Warmest Weather.*

Wanted, one Dealer in each District to sell Preservitas to Dairymen.

Consignments of Butter, Cheese, Bacon,
Lard, Eggs, Etc., solicited for the Markets
of London, Liverpool, Glasgow and Halifax

Agent **M. F. EAGAR**, Halifax, N. S.

SITUATIONS VACANT.

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

SALESMAN WANTED—A GOOD GROCERY
hand; one who is acquainted with general
trade; must be sober and well recommended;
no other need apply. Address C. Moore, Orillia.

WANTED—BY NOV. 1ST—ENERGETIC, EX-
perienced salesman for general store; well
up in dry goods; not afraid of work; state
salary; must have Al references. Address Box
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Advertisements inserted under this heading
one cent per word each insertion.

WANTED—1,000,000 LBS. EVAPORATED AND
sun dried apples, for which highest cash
prices will be paid, delivered on cars. Special
arrangements with large dealers. Send samples,
stating quantity, etc., promptly to Michael Doyle
& Co., Exporters and Jobbers, Evaporated and
Dried Fruits, Rochester, N. Y., U.S.A.

GOOD BUSINESS CHANCE—FOR SALE—
General Store, Building and Stock, Dwelling
House and Grain Elevator, at Kippen, on
London, Huron and Bruce R. R. Well situ-
ated in an excellent section and enjoys a splendid
patronage. For further particulars apply to D.
Weismiller, Kippen, Ont.

SITUATION WANTED.

WANTED SITUATION—BY YOUNG MAN,
in the wholesale grocery and provision
trade, as an assistant or traveller. Ten years
experience in London England. Will take
small wages to commence. Good references.
G. W. G. D., Oak Lake, Man.

YOUNG MAN WITH TEN YEARS EXPERI-
ence in grocery lines wishes to secure posi-
tion in general store in country. Good refer-
ences. F. W. B., CANADIAN GROCER.

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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.

**SANITARY
SOAP**

The best of all
as a Washer.

Disinfecting Qualities
Guaranteed.

Order a Box from your
Wholesale Grocer, or ::
Write to : : : :

Pure Gold M'fg Co.,

31 and 33 Front E., Toronto.

MATCHES

Indurated
Fibre . . .
Ware . . .

Woodenware

Washboards

Wrapping
Paper . . .

IS MANUFACTURED BY

THE E. B. EDDY Co.

Hull, - Canada

TORONTO BRANCH:

29 Front Street West

MONTREAL BRANCH:

318 St. James Street

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

Vol. VII.

TORONTO, FEBRUARY 10, 1893.

No. 8

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

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

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E. Desbarats, Manager.

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

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

Once again has Mr. Taylor essayed to test the feeling of the members of the House of Commons regarding the desirability of prohibiting the importation into Canada or the manufacture therein of lard adulterated with cotton seed oil or other injurious ingredients." The resolution is similar to that which the Hon. gentleman introduced in 1888. He argued along the line that the impure article entered into competition with the fat of the Canadian hog raised for home consumption and therefore should be disallowed. He pointed out that one-and-a-half million pounds of oleomargarine was imported into the country against 246,000 pounds of butter for home consumption. Of the latter 237,500 pounds went into British Columbia. Of lard 2,000 pounds came from England and 690,766 pounds from the United States. The fate of the resolution is yet in suspension.

There is one country at least in which the farmer's lot is not growing less happy. It is the colony of Victoria, Australia, where both land and stock have notably increased in value of late, the former being worth £1 an acre more than formerly and the latter £1 per head more. The principal reason advanced for this happy condition of affairs is the development of the butter industry, and the Government expert is the authority. The profits realized by the Victorian farmers

in the production of butter for the year 1892 amounted to £250,000 sterling. Not satisfied with this, the farmers are discussing ways and means of making this particular industry still more lucrative. Provided the state of the market be unaltered and the industry of butter making continues to develop at the present rate, the Government dairy expert anticipates that this year the net gains will double those of 1893, and that in 1894 they will reach the tidy little sum of £750,000.

Would that we in Canada could show such a favorable development in the butter-making industry! If we have not in the past, however, there is no reason why we should not in the future. The conditions are favorable; we have the stock and a good climate. But the trouble is in the manufacture; our methods are antiquated, and the product lacks that uniformity so essential to give it an entrance to the British market. The Dominion and Provincial governments have inaugurated what may be termed a progressive butter policy. But Canadian butter has fallen into such poor reputation abroad that it will take time and perseverance before it can obtain the favor and patronage of the fastidious English consumer. We will get it, however, and the continuance of the methods used to obtain it will keep it. And country merchants can assist in securing the desideratum by exercising more discrimination when taking butter from the farmers and when packing it and shipping it off to the city commission men.

Excellent as is the public school system of Ontario, a good many persons are of the impression that it is not as practical as it might be. Deputy Minister of Agriculture James is among those who hold that view. In his essay on "The Teaching of Agriculture in the Public Schools," he points out

that the true history of this province has been worked out upon the farm, in clearing the forest, in reclaiming the swamp, in the construction of roads, in the improvement of our stock, and the development of our produce for market. "How many can tell when improved stock was first introduced into Canada?" he asks. And then he proceeds to give some of the desired information: "In 1864 the first cheese factory was built in Ontario, in the country of Oxford, and by 1867 the system was fairly established in the east and the west of making cheese in co-operative factories instead of in the farm dairies. To-day, twenty-eight years afterwards, there are in Ontario alone 838 factories in operation, producing annually 2,000,000 pounds of cheese, worth \$8,000,000. The cheese exports of Canada are over 27 per cent. of the entire agricultural exports, and nearly 12 per cent. of the total exports. The growth of cheese exports since the introduction of the factory system may be seen from the following:—In 1866, \$123,494; in 1871, \$1,109,906; in 1876, \$4,050,008; in 1881, \$5,510,443; in 1886, \$6,754,626; in 1891, \$9,508,800. These and kindred subjects are what he urges should find a larger place in the curriculum of the rural schools.

Mr. Nicholas Flood Davin, M^r P. for West Assiniboia has given notice of a bill to abolish the privilege of grinding in bond. The privilege has been in force since 1880. Mr. Davin, in introducing his bill, was not traveling exactly along the line of facts when he intimated that the privilege was granted Ontario millers because they could not at that time get enough wheat in this country to keep their mills running. What it was really created for, was to ensure to the miller a supply of wheat, whereby he might be able to compete, on an equal footing, with his American confrere in the British market. At

least this what the millers themselves contend. Under the present system, if Canadian wheat should rise in value above that of the American the miller in this country can send across the border, get the wheat he desires, run it through his mill in bond and then export the product to Great Britain on the same basis as the miller across the line. From what we can gather there has practically been no wheat ground in bond during the last year or so, but the millers are loath to part with it nevertheless. "I look upon it as being something like a safety valve, we may never have any further use for it, but if we should we would want it to act quickly," said one miller to the GROCER.

The millers also contend that the privilege of grinding in bond tends, in the long run, to ensure a better price to the Canadian farmer for his wheat. And they reason something like this: "It is well known that you can get a better price for an article that is always before the public than you can for one that is only on the market occasionally. Well, then, supposing these grinding in bond privileges were taken away and the price of Canadian wheat was to reach a point which would prevent our selling flour in the British market as cheap as the Americans, what would be our position? Why it would simply mean that we would have to cease exporting till prices dropped sufficiently to enable us to again ship at a profit. But in the meantime we would have probably lost our grip on the market there. The result would be that we would be compelled to accept proportionally lower prices, and of course we would in turn have to pay the farmer less for his wheat."

Compared with the growth of other Canadian industries, that of canning has no reason to hang its head. On the contrary it has increased in importance about as rapidly as any of them, and in probably no particular more so than in the canning of peas. Heretofore the French article has been king. Now not only is the Canadian article depositing the foreign, but it has deigned to cross the Atlantic and do battle with it in its stronghold in Great Britain. And even there it promises to be a competitor by no means to be ignored. Several sales of Canadian canned peas have been made there, and the prospects are reported bright for further orders.

There is a shortage of over two million

hogs in the United States, and it is estimated that for the packing season, from November to March, it will reach 3,000,000 hogs. This is being used as an illustration to induce the American farmer to go more extensively into hog raising. The same argument might be extended to the Canadian farmer. Comparatively speaking, hog raising is attended with less labor than any other branch of stock raising and there is always a demand for good animals.

The position of red clover is such that those who are handling the article will do well to exercise a good deal of care. The lightness of the crop in the United States last year has enabled certain speculators to get it in a corner. It seems that the greater portion is held in Toledo, a centre of one of the red clover growing districts. The effect of this corner has been to greatly excite the Canadian as well as the United States market. The western parts of the Province of Ontario is particularly agitated, and exceptionally high prices are being paid by those who have caught the speculative fever. Those who seem to be the most affected outside the producers are country merchants. The big seed dealers profess to be little concerned, and they are refusing to pay more than what they consider the legitimate value. Corners are as a rule uncertain things, for there is no telling when the barriers that enclose them may be knocked away, and the less faith one pins in them the better.

The grocers of New York are having a hard time of it in their fight for free berry packages. The fruit receivers have expressed their willingness to comply with the demands of the grocers, but the great obstacle yet to be overcome is the objection of the growers. As the receivers and the growers are standing together, it is expected that the desideratum will yet be obtained.

The retail grocers of Indiana propose to petition its legislature to pass a law that will protect them from deadbeats. A legislature can do much in the way of providing means for the punishment of fraudulent persons and but comparatively little in the way of protecting the public against them. Burglary is unlawful, but if doors and windows are imperfectly fastened the midnight mechanic occasionally effects an entrance and carries off the goods and chattels. So with regard to deadbeats. The best kind of pro-

tection is precaution. The possession of a list of persons unworthy of credit is a good thing, but a rule not to trust anyone until his ability to pay and honesty has been established, is better.

Politeness is one of the essentials necessary to success in the grocery business. Civility is said to be one of the scarcest articles in the market. If this is true it all the more reason why it should be cultivated. Diamonds cannot be secured by all but the possession of the jewel of politeness is within the possibility of every one. The grocer who is morose and sullen cannot expect to make much headway in this day and generation, when competition is keen and it is necessary to have sails trimmed to catch every favorable breeze. Some business men realizing the importance of politeness, furnish their clerks with rules for their government in this respect. Politeness overdone is toadyism. This is offensive, and care should be exercised to prevent the rushing off into this extreme.

It has been some time since the grocery market was so strong generally. Teas and coffees are threatening to reach a point where consumption will be checked. In fact, in the case of the latter this seems to have been already done. Canned goods have also a firmer tone, and fruits are in rather better position. The advance in canned meats has been considerable. Even sugars continue to hold their own. Such allied articles as lard and oatmeal also show substantial advances.

A good many merchants lose accounts because they are diffident. An account should be presented as soon as it is due. No merchant ought to be timid about asking for what is his own. The retailer should remember that he has obligations to the wholesaler that he must discharge, and this he cannot do unless he is prompt in his demands upon his customers.

Good country roads is the desideratum which about every municipality on this continent is seeking. The New York World has taken such an interest in the matter that it has sent out an exploring wagon searching out bad roads in the neighborhood of the city. Good highways are only a question of money and time.

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HAVE ASSIGNEES HAD THEIR DAY?

We live in a period of evolution. For years the official assignee has been a prominent figure in the commercial world. He was a necessity of the age, and upon the misfortunes of others he lived and thrived. In the settlement of difficulties between debtor and creditor he was called in as counsellor. When the debtor, weighed down by his burdens, could carry on his business no longer, the assignee was placed in charge. When the estate was to be wound up on him devolved the duty.

During the last five or six years the number of assignees have increased at a rapid rate. The influx to the profession was induced by the large number of failures from time to time occurring. Accountants saw in it an opportunity for making more money, and into the business many of them launched. As in other professions, some were successful but a good many were not. They could not all, like Cæsar, say: "I came, I saw, I conquered."

During the last twelve months or so there has been a marked decrease, not only in the number of failures, but also in the average of liabilities. As a result there came a falling off in the demand for assignees. Some of them did not get much to do even in the days when the crop of business failures was large; under the altered circumstances they could not glean enough "wherewithal they might be clothed." Some of them, as a consequence, have gone out of the business altogether, while with others the assignee branch has become a secondary consideration, their energies being devoted to the cultivation of expert accountancy, such as auditing and the supervision of books. Even the largest assignee firms in this city have had recourse to this plan, and they seem to be finding plenty of employment in this sphere for their talents.

MINERAL WATERS AND GINGER ALE.

The quality of an article and its adaptability to the public taste can often be only ascertained after years of actual trial in competition with other similar articles. If after such a trial it emerges with increased popularity, it has found a place in the market which time will strengthen instead of weaken. We see this in some of the cocoas, mustards, pickles, etc., which, after being a large number of years on the market, are still increasing in popularity.

The same illustration applies to the ginger ales and mineral waters manufactured by

Charles Wilson, of this city. He obtained his first insight into the business in 1850, when in the city of Montreal he was apprenticed to the bottling trade. The cause of non-success to many a young man is wrong choice of avocation. But Mr. Wilson evidently did not make a mistake, for the apprentice in a comparatively short time rose to be manager and subsequently to a partnership in the enterprise. Even here he did not stop, for a few years later he retired from the partnership. He wanted a larger and freer field where he could put into practice the ideas he had stored up during years of experience. And so he established, on his own account, a factory with a capacity of 300 dozen a day. The product of the new factory rapidly became popular, and very soon it was found necessary, in order to supply the demand, to put in additional machinery and appliances, increasing the output to 1,000 dozen per day.

Seventeen years ago Mr. Wilson saw what he considered to be a larger field in Toronto. He accordingly sold out his Montreal factory and came to the Queen City. Here he had new fields to conquer, and well has he succeeded. Not long after he commenced business in Toronto he exhibited his ginger ales and mineral waters at the Centennial Exhibition in Philadelphia, where he was awarded a certificate and medal. At the Metropolitan International Exhibition, held in Sydney, New South Wales, he carried off another medal. Satisfactory as were these awards to Mr. Wilson, the awards of a liberal public patronage have been more so. The one was obtained as the result of a test by a few judges; the other from a critical public after years of acquaintanceship.

The factory, which is situated at 519 Sherbourne street, is fitted up with the latest approved appliances and machinery, and from a point of completeness is said to be unsurpassed in Canada. Seventeen hands are employed. The factory turns out all kinds of mineral waters, soda water in syphons and other bottles, ginger ale in quart and pint bottles, sarsaparilla, lemonade, cream soda, etc. The best of ingredients, competent workmen and personal supervision by the proprietor are the factors which have given Wilson's mineral waters and ginger ales the high reputation they now possess, and as long as these exist his products will continue to be known as the standard.

CONGRATULATIONS, MR. CORRIE.

Mr. R. M. Corrie, the popular secretary of the Toronto Retail Grocers' Association has joined the ranks of the benedicts. The ceremony that raised him to the new sphere of life was performed on the 23rd of last month, but it was only a few days ago that it was given publicly and then only after he had returned from his wedding trip. The nuptial knot was tied by Rev. Wm. Patter-

son of Cooke's church at the Parsonage, and after the ceremony the happy couple took the afternoon train for the west. The honeymoon was spent in the principal cities and towns in Western Ontario and in Detroit.

Now that the matter is no longer a secret congratulations have been showering in from all sides and Mr. Corrie has been kept busy returning the warm grasps of his friends.

The bride was Miss Lily, youngest daughter of Mr. F. S. Grantham of 786 Queen street east. THE GROCER tenders its congratulations to Mr. and Mrs. Corrie, and hopes that their joys will be many and sorrows few.

AMERICAN TEA.

It was grown in South Carolina and is equal to the best English Breakfast, says Retail Grocers' Advocate. The first marketable tea ever produced in the United States was brought to Baltimore by Charles U. Shepard, of Summerfield, S. C., who grew and cured the plant on his farm. The American tea was tested by Mr. Gillet Gill, who pronounced it equal to the best high-grade English breakfast tea and superior to many grades that come from India and China. The samples brought here by Mr. Shepard are all of one quality and character—black, crisp and well scented. It makes a strong beverage. The quality of the American tea is said by Mr. Gill to be due solely to its treatment in fermentation and curing. Other methods of curing the American product will produce tea similar to the several brands that come from India and China. Judging from Mr. Shepard's samples, Mr. Gill says he believes the successful growing of tea in the United States is established and that the industry should be encouraged and fostered. Mr. Shepard raised only forty pounds of tea this year, which was cured in an ordinary fruit evaporator.

NOT AN EASY TASK.

When you talk about well-posted grocers did you ever pause to consider the number of articles handled by a grocer, and the necessity for him to understand the merits and variation in quality of each and every one of them? asks Retail Grocer's Journal. The well-posted retail grocer is a regular encyclopedia of knowledge on food products. He has to run up against the department men in the wholesale houses, who give their whole attention to one particular line, and who are not presumed to interfere with each other. To hold his own he has to cope with the knowledge of men who are specialists in their line, the managers of the coffee, cigars and tobacco, tea, canned goods, and fancy groceries departments. Those who think this is an easy task are in error. The successful retail grocer deserves credit for holding his own.

WATCHMAN! WHAT OF THE NIGHT? WILL THE NIGHT SOON PASS?

4 Edge Lane, Charlton-cum-Hardy,
Manchester, England.

January 24, '93.

SIR,—I often fancy I hear that crying over the ocean from England's sons in Canada; and, if at the present juncture Canadian dairy owners, packers and shippers, will bestir themselves, I can with confidence reply: "The night is departing; the day is at hand." Who will point the right way? Which path leads to the desired goal? Let us examine the question.

Casting my eye over the events of the last few years in connection with Canada and its output of food products, and more particularly its dairy and hog products, and its method of disposing of them, the question forces itself upon me, are the Canadian packers setting to work in such a way as to realize the best price obtainable for their goods, and to secure them a fair, competitive position in the English market? I confess I don't believe they are.

As an Englishman, and belonging to an old English family, I hate the idea of Canada pushing before the United States, and accepting any terms they like to impose if they will only take her produce. Speaking also as an English trader, and as one who knows a little of what he is talking about, I say there is no need of anything of the kind. We over here can dispose of all the output from Canada's dairies and packing houses, and at remunerative prices; or at least at far more remunerative prices than she gets now, if we only have the chance. How do these goods at present reach us in Manchester and the adjoining large towns? Through the medium of Liverpool houses, all or nearly all of them largely interested in the dairies and packing houses of the States. The result naturally is that Canadian produce does not get its proper and legitimate chance. They play the proverbial "bat and shuttlecock" game with Canadian produce. They ring, corner, and juggle with it as they like.

I wanted some Canadian bacon the other day, and, happening to have a representative of one of the largest firms of packers in the States in my office, I asked him where I could get it. He replied: "I guess we handle as much or more than anybody." "And what are you going to do with it, pray?" I asked. "If the Canadian had their wits about them they would keep it out of your hands." "Oh, well," he replied, "its no use arguing this thing with you. We know you are a real, blasted Britisher." "Decidedly so," I answered, "and of the most pronounced type." Canadian produce is altogether finer than that of the States, and should be competing successfully with Danish and Irish in the English market, instead of being pitted against American. But this will not be done unless different tactics are adopted, or, if it done under

existing conditions, most of the benefit will stay with the Liverpool merchants.

The Liverpool Association of Provision Merchants is as strong as it is relentlessly cruel, but if any good firm in Canada would have courage enough to try direct representation here in Manchester, they would quickly find it pay, and pay well. The only condition to the success of such a move is that the representative must be a man of tact, influence, and experience; and, mark, his influence must be here rather than, and much more than, in Canada. We get plenty of foreign representatives who are well up in their trade, and have influence enough at home, but who are hopelessly in the dark over here. The result, of course, is silly bungling.

I was addressing an influential body of tradesmen in the north of England a few months ago. I was speaking of American produce, when it crossed my mind to try a little appeal to the patriotism of my audience in the matter of Canada versus the States. The ringing applause that followed I have not forgotten, and shall not soon forget. These men were large retailers. Liverpool produce merchants are built of granite; they know no such feeling in trade matters. This question of clashing interests reminds me of one we had to deal with six years ago, and which illustrates my meaning perfectly. England had been for generations dependent upon the Continent of Europe for her supply of yeast, Holland, France and Germany competing for the trade. Through some stupid law the distillers of the United Kingdom were prohibited from turning out yeast of the strength and quality we got from these countries. However, permission was obtained to try an experiment in Scotland, whereupon plant was put down at Cameron Bridge, and samples were sent out. I believe I tried the first sample which reached Lancashire, and I reported it to be equal to the finest French or Hamburg. Three weeks later a friend of mine in the trade told me he had the chance of being sub-agent for this article. "Only sub-agent," said I. "You are the very man to be direct agent." He replied that a gentleman in Liverpool (also of my acquaintance) had been appointed agent. "Well," I exclaimed, "Of all the stupid moves this is the worst. Why, that man is manager of a large distillery, and will shortly be a strong competitor in the market. The sequel was exactly as I had predicted, the result being the cancelling of the Scotch manufacturers' engagement with Liverpool, to their ultimate advantage. A heavy demand soon sprang up for the article, and a large trade was and is still being done.

Let it not be forgotten that Manchester is the greatest distributing centre in the world, and that within a radius of less than twenty miles of Manchester there is a population denser than that of London. When we get the ship canal opened clean through to this city shippers will begin to realize what the

enormous volume of trade that rolls through Manchester is, while Liverpool will feel proportionately sick. We here are weary of starvation profits. We are equally weary of feeding the Liverpool vampires. They act just like a centrifugal cream separator upon the Manchester provision trade. They get the cream; we can have the skim milk—and be thankful. The McKinley tariff is bad, but the Liverpool extractor will run it a close race. I call to mind a picture of a cow, two farmers, and a lawyer. One farmer has the cow by the horns, the other has her by the tail. Each is tugging for dear life for possession of the beast, which the lawyer quietly milks meanwhile.

Put the Liverpool provision merchant where the lawyer is, and you have it. Neither the Canadian producer nor the real distributor here gets his proper profit. Liverpool and the States take first bite.

This is clearly wrong. Direct representation is what Canada requires, and I feel convinced that a fair trial of it would prove to Canadian farmers and packers that this is their best policy. It is obvious that if produce can pass direct from Canada to the large retailers here without filtering through this bed of spongy merchants, both ends must feel the benefit. There is no difficulty in effecting this at fair prices, and I should be pleased to discuss the matter with Canadians at length.

I had thought at one time of ventilating the subject through the pages of our own trade paper, the Grocers' Review, but on second thought I determined to go direct to the fountain head and put before Canadians themselves the views I hold on this most important question. Trusting its interest may secure insertion of my letter,

I remain yours, etc.,

W. TORKINGTON.

RETICENT AT MEETING.

The retail grocer is as a rule, a very bashful man, says an exchange. He may be eloquent in his store, and behind his counter, yet the moment he enters the meeting room of his association he is as mute as an oyster. Of course, there are some exceptions, and it is well that it is so, else the gatherings would partake very much of the quaker meeting order. At times he feels that he will arise and take part in the business before the house, but his courage seems to ooze out at his finger ends, and he is held spell-bound until the meeting ends, when he feels himself set free, and his tongue has again resumed its natural elasticity and flow of speech.

This is want of confidence in yourself, and it is nothing more, and it should be overcome. Don't let your determination to speak out in a meeting on matters in which you are interested, be nullified by the want of a little courage on your part. Get up and have your say—every time you do so you will find it easier, and before you know it, you will be able to talk as well, and as long as some of the most eloquent of the speakers at the meeting.

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MISREPRESENTING GOODS.

There is little question but that, theoretically, the average merchant subscribes to the highest ethics of shop-keeping, says the Michigan Tradesman. He finds, indeed, a certain moral satisfaction when giving his concurrence to the opinions of speakers and writers on trade topics, who assume to teach from an elevated point of view, and though it is a question when, after all, in the practical application of such theories, there is not a great deal of divergence from theory itself, possibly the temptation to have a lower code of business ethics than what is conceived to be absolutely just, has its strongest force in the matter of representing goods to customers.

An esteemed English contemporary suggests that "there is a song of a not very elevated character which carries the refrain, 'It's all right, if you love the girl,' and we fear," it adds, "there may be here and there a tradesman who sings as a lullaby to his own conscience. 'It's all right, if you sell the goods.' But is it? Is it even all safe and prudent and good policy?"

While this may be regarded as shifting the question to a very much lower plane, it has the advantage of attracting more attention. Our English contemporary argues that the chief reason for a lowering in ethical consideration of the practical side of this question is that "we all know how to live up rightly and won't, whereas we do not know how to make fortunes and wish we did." It, undoubtedly, is true, that business morally has a much better chance, if the odds are in favor of its paying a dividend in hard cash.

The solution of this question in a way that deals fairly with the consumer and satisfies him, and justifies the merchant's own conscience, even when tried rigidly by the standard of the highest business ethics, is to handle only good goods.

We have no question that a man is a better man, better satisfied with himself, better contented with his business, more successful in his business, more popular with his customers, and more likely to obtain larger custom, if he sells goods that he does not feel he is compelled to misrepresent in order to make them move. Good goods at fair prices, when put into practical effect, therefore satisfies not only the moral, but the material side of the merchant's life. There can be no possible reason why a merchant should not adopt that motto as his own, and put into practical operation. Poor goods at any price do not pay in the long run. Good goods at a fair price always pay.

THE RICE TRADE.

Among the earliest grains that have been cultivated for food by the human race, rice has taken the most prominent part, says the New Orleans Delta. The area of cultivation has been broader, and the amount of the grain produced has been greater than any other cereal. Its introduction into China is wrapt in the mists of tradition, though the historians of the Celestial Empire gravely state that it was first cultivated 2822 years B.C. No proof can be given for this statement, yet it is a fact that royal favor has been extended to encourage its cultivation. Its success or failure as a crop, at the present time, means plenty or famine to about 800,000,000 people.

Owing to the cheapness of labor in the countries of the east, the methods of culture are rude in the extreme. Almost

everything is done by human hands as men are numerous, and little value is put upon their labor. Both upland and lowland rice is grown in China and India, but with an immense acreage lying on each side of rivers and smaller streams, with low banks that annually flood the adjacent territory, it is easy to raise lowland rice, in many sections two crops being produced each year. The grain is harvested in the most primitive manner, the yield, however, being enormous, amounting in a season to 250 billion pounds, equal to about fifteen hundred times as much as that produced in the whole of the United States.

The production of rice in the United States presents no such startling figures as that of the east, which raises this cereal not only for the consumption of its enormous population, but ships it to the thickly populated portions of Europe, England, Germany and France taking a large proportion of the export. But from the beginning of rice culture in the United States to the present, most gratifying progress has been made. The first rice was brought to Charlestown, S.C., in 1694 by a vessel from Madagascar to Liverpool, driven out of its course by storms. The captain gave a handful of rough rice from the cook's stores to Landgrave Thomas Smith, who was at that time governor of the colony. He planted it in his garden. From the seed raised the colonists were supplied, and this was the beginning of the Carolina rice industry. This new food product was a great boon to the settlers in a new country. The product soon amounted to a much greater yield than was needed for home consumption, and from 1720 to 1729 inclusive the exports were 44,081 tons. From 1730 to 1739 the exports reached 99,905 tons. Most of this rice went to Holland, Hamburg and Bremen. Thirty years after over 24,000 tons were shipped in a single year, of which Great Britain took 12,000 tons. Up to 1860 rice was an important article of export, but from that date the home demand has been greater than the amount grown in this country. In 1870-1 the total rice production of the United States was 52,892,400 pounds, and in 1891-2 it was 155,665,600 pounds.

NEGATIVE ATTRIBUTES OF THE MERCHANT.

A little boy once defined "salt" as "the stuff that makes potatoes taste bad when you don't put any of it on!" This delightful definition suggests that what not to do is as important a question in developing a success as the question of what to do; and suggests also that the negative qualities in a merchant's equipment may be as necessary to consider as his positive requirements, says The Keystone.

Let us name, then, some of these valuable negative methods of the proper merchant, confining ourselves to mental characteristics and ignoring, for the present, practical details.

He does not pretend to know everything; he conveys the impression to his customer that he absorbs wisdom from that customer on all subjects outside his vocation.

He does not dispute with the customer, for he knows that "to win the argument is to lose the sale."

He is not brusque to strangers. He cannot fathom the stranger's business in advance, and may possibly close the door to a good buyer.

He does not boast of his extravagancies. There are more men in the world of

economical habits than there are spend thrift fools, and it is always well to "tie to" the good opinion of the good house-keeper.

He does not interrupt, does not look bored.

He does not call people "cranks" who disagree with him; for he knows that everybody, including himself, is a crank to some degree.

He is not fussy and demonstrative in his forms of politeness; and therein shows that he is well bred.

He is not ungenerous in his comments on competitors. He recognizes the wit of "damning with faint praise"; possibly he goes further and praises to the point that carries a conviction to the mind of the listener that such generous mention of a rival could only issue from assured prosperity.

He is not insensible to the advantage of "keeping in" with the society leaders, especially of the gentler sex. He knows the value of this potent medium of advertising.

He is not—so many things that it would be safe to state, comprehensively in, describing the true merchant—he is not unlike the true merchant.—Industrial Journal.

RAISIN GROWERS' TRUST.

The California raisin growers continue hopefully forming combinations, though past experience has not proved that the efforts are likely to be of much use. Recent advices are that the growers of that state are forming a trust to be known as The California State Raisin Growers' Association, and some final arrangements were made at a meeting of producers in Fresno last week. It is said that the packers and brokers are to be admitted to the organization, but will have to pay a higher entrance fee than growers, and that in the executive committee of sixty, which is to be selected, forty will be growers. According to the plan of the trust, it is understood, the packers and growers must give bond to maintain prices. Raisins will be consigned only to packers and brokers who have given \$10,000 and \$20,000 bonds respectively, not to sell at a figure under the set price.

A STORY OF AN ENGAGEMENT RING.

"When I was a young man," said Bodkins, "I was employed in a large house in the city, and fell in love with a young woman, to whom I became engaged. About two months before we were to be married I was sent to Australia on important business, occasioned by the death of one of the firm in that country. I took an affectionate leave of my intended, and promised to write to her often.

"I was detained longer than I expected, but just before I sailed for home I bought a valuable diamond ring, intending it as a present for my sweetheart.

"As I was nearing the shore, and reading a paper which the pilot had brought on board, I saw the announcement of her marriage with another, a man I knew very well, which so enraged me that I threw the ring overboard.

"A few days afterward as I was dining, fish was served, and in eating a portion, I bit into something hard, and what do you suppose it was?"

"The diamond ring," exclaimed several.

"No," said the merry Bodkins; "it was a fish bone."

FRENCH CHAMPAGNE.

The vineyard district of France, from which is produced substantially the world's supply of champagne, is contained within an area of thirty miles square. Reims is its commercial and cathedral city. The vine lands of this area produce the white, red and black grapes from which champagne is made, and yet these same roots planted beyond the confines of this district fail to produce grapes from which the high quality of wine, perfect in bouquet and flavor, can be obtained. Why the territory is so limited, why it may not be extended indefinitely, are queries the agricultural chemist has left unanswered. Again, with all the care and attention given to the cultivation of the grape here, it is impossible, from year to year, to attain anything like uniformity in the quality of the harvest from the same vines. The season, with its variety of rain and wind, and sun, seems to be the potent factor. The fertilizers used upon the soil and the care bestowed upon the vines are second to that mightier power.

In some years the harvest is so inferior that the wine made is either saved for blending with later vintage, or bottled and sent out under a label invented by, or bearing the name of some dealer who purchases the entire vintage. Even in the best years some portion of the harvest will fall so far below the required standard that its product can only be labelled and sold as cheap or rejected wine. There is no doubt, however, that the champagne house of France, after learning something of the nicety of the palate of their customers, cater accordingly.

The English taste is said to be the best, the most exacting, and to be satisfied only with the top of the vintage. In fact, there is no first-class hotel or restaurant in England which would pretend to print its champagne wine list without naming the year of the vintage. On this list one will never find the off year vintages—those in favor for the past ten years being 1880, 1884 and 1887. The vintage of the year 1889 is said to be the best for many years. The average host in England offers to his guest not only a choice vintage, but his champagne fully ten years old, while the average host in this country is governed in his selection solely by the label on the bottle. In short, dining as a fine art has reached some of our clubs and some of our homes, but the busy citizen of this country, as a rule, leaves the details of his state or social dinners entirely to his caterer.—Floyd B. Wilson, in December Lippincott's.

CARELESS CLERKS.

There are some employes in stores who, though not really dishonest, are equally dangerous to merchants. Those are the careless ones. Though they will not actually steal, still they are as criminal as the thief. The losses incurred through the carelessness of employes often escape notice, for it is a species of viciousness the results of which are not always apparent. Yet the merchant suffers all the same. Perhaps we are wrong in deeming this trait vicious. At worst it is but a deplorable weakness of character, often not latent, but acquired by an unwise training. For the possession of this drawback in character, people invariably have to lay the blame with those on whom their early training depended. The boy who learns his early

lessons from the man who conducts his business in a slipshod or haphazard manner cannot help possessing a disregard of order in his later years. Habits are easily acquired, but it is woefully hard to rid oneself of them, especially if they are bad habits. The clerk who is careless in even the most trivial things, never will be successful. Business, like life, is a series of incidents; on the attendance of each item depends the success of the whole. The man who shirks, disregards or ignores trifles will not be successful in the main, for great things are but an aggregation of little things.—British Columbia Commercial Journal.

HOPS ON THE PACIFIC COAST.

During December the overland movement of hops from California amounted to 327 tons, of which 279 were from Sacramento, says San Francisco Commercial. During the same month the movement from Portland, via the S. P. Co's connections, reached 305 tons, within 22 tons of the total shipments from this state. While the market may not be termed active, there is still an inquiry of fair proportions, and occasionally a shipment is manifested at a higher figure—as was the case recently, when 22½c was the rate given for a small lot. Sales are also quoted at 19½c per lb. Shipments for the week were small, only 274 lbs. finding an outlet in that way.

A REMARKABLE FIG TREE.

Fig trees grow in Brittany, usually in sheltered places where they are rarely much taller than the structures which protect them. Near Roscoff is a tree of unusual size and which is very famous. It is about the same height as the other trees of the region—say twelve or sixteen feet—but covers with its branches a surface which may be estimated at about four hundred square metres. It is situated in a farm garden. Its single low, gnarled trunk is partly enclosed in a broad wall, so that it is difficult to measure its diameter exactly, but it is in the neighborhood of twenty inches. From it, starting at about six feet from the ground, a great many limbs extend horizontally in all directions—some of them as far as fifty feet. These limbs are supported on two garden walls and on thirty-eight granite posts, between two of the rows of which is a covered alley-way, about eighty feet long. A French writer, M. A. Mehard, says that when he saw this tree for the first time, in September, 1884, it was covered with a thick, green foliage, and had on it a great many figs, some of which were beginning to ripen. He asked how old it was, and was told that the oldest persons in the region had never known it to be different from its present appearance. "How many figs a year does it bear?" "As many as we want; if we pick them every day, there are always some left." "But how many do you pick a day?" "Several baskets

a season" (or two or three months). "Is it still growing?" "Yes, sir; it would soon cover the whole plot if I didn't cut off the ends of the limbs every year." It is true that the tree, though very old, is still vigorous and bears good fruit; and that, notwithstanding the disproportion between the trunk and branches, the latter make good growths. The tree stands at the extreme limit of vegetation approaching the seashore.

EDDY A MATCH FOR THE CANNIBALS.

It was the good ship "Betsy Jane"
From Halifax sailed so gay,
But she got wrecked on a cannibal isle
Some thousands of miles away.

And only two of her crew were saved
From the maw of the hungry sea
And they were seized by the cannibals, who,
Decided to cook them for tea.

Now Jack was plump and the savages grim,
Proceeded this tar to fix
While the cook was essaying a light to procure
By rubbing together two sticks.

Jack eyed the proceedings with mournful gaze
But true to his nature polite,
Remarked, "if you'll kindly permit it, I'll show
You, how civilized men get a light."

He drew a match from out his box
And striking it soon had a blaze
But the niggers were paralyzed almost with
fright
And stood open mouthed with amaze.

For they fancied that Jack was a wizard d'ye
see
And speedily he was released
And Bill his mate was seized and prepared
To furnish the cannibal feast.

Now Bill was possessed of a match box too,
And he, not to be outdone,
Proceeded to try and produce a light
Exactly as Jack had done.

But his matches alas, they all missed fire,
And never a one would light,
And he saw that nothing could help him out
Of his beastly unfortunate plight.

Then up spake Jack: "Oh Bill my mate,
"You now can plainly see
"How blessed a man is who has a wife
"With her head screwed on properlee.

"My Nance, she always will buy of the best
"While your Poll made the fatal mistake
"Of buying of Matches because they were
cheap
"That wasn't of Eddy's make.

"Farewell my shipmate, fare ye well
"I see that the kettle is ready,
And you must be boiled while I live and re-
joice

"That my matches were made by Eddy."

MORAL, Always buy Eddy's Matches.

SHOE BLACKING.

In speaking about shoe-blacking the other day, a gentleman who has given the subject some attention advanced the manner in which the dull material is converted into a shining surface. "The principle ingredient in good shoe polish," said he, "is bone-dust, which is nearly pure carbon. You know that a diamond is the purest form of carbon, and that nothing else glistens so brightly. Well the polishing brush is made of hair, and hair is a good conductor of electricity. Now, I will explain how I account for the polish on your shoes, as a schoolmaster would elucidate an abstruse problem. By using the polishing brush on the surface of your shoe electricity is created by the friction, and you know electricity crystallizes. Well, this is the whole thing in a nutshell: The friction of the brush creates electricity; the electricity crystallizes the blacking and the blacking is converted into diamonds of infinitesimal size. So that whenever you polish your shoes the dusky paste is transformed into glistening gems, and your feet are actually decorated with diamonds."—Minneapolis Commercial Bulletin.

ELECTRIC SUGAR REFINING.

After the swindling episode of a few years ago which made the mere mention of electricity in connection with sugar refining an occasion for ridicule, it is agreeable to find that the subtle fluid is really "getting there." "As an instance of the partial employment of electricity in sugar making," says the Sugar Bowl, "may be quoted the fact that at the Hoym factory in Anhalt there has been at work since the middle of November a process for purifying the diffusion juices by means of electricity. The proprietor, Herr Behm, is credited with the statement that the cost of setting up was already covered at the end of five or six days' working. The advantages are said to be: The small quantity of lime required; successful filtration of the scums even where the beets were in very bad condition; easy boiling and evaporation; a dry masse cuite; a polarization always above 98 degrees, with a yield of 71 per cent. or more of the weight of masse cuite. The sugar tests very high, because of the relatively small quantity of ash, varying between 0.36 and 0.40. The crystallization of the lower products was rapid, and high yields were obtained in all sugars. It is thought that the saline contents may be still further reduced by at least 0.10."

In view of these statements, the Merchants' Review, which now so vigorously ridicules the idea of beet sugar culture ever being made profitable in this country without a bounty, is reminded of the old saw—"He laughs best who laughs last." Indeed it is very unsafe, in this day when the unexpected and marvellous is happening so fre-

quently, to do much prophesying about what can be done.

Why, by the time the sugar bounty law expires by limitation, our esteemed may be sweetening his coffee with sugar produced by just pressing the button and at a cost of 2 cents a pound. That is unless retailers conclude to discontinue the practice of selling it for fun rather than for profit.—Commercial Enquirer.

TAKE TIME.

Every day you hear some business man or merchant complaining that he gets no time for doing thus and so. It is a very convenient excuse for negligence or lack of a proper system of working. The fact is, there is a time for everything under the sun, if people will only take it, by seizing time by the forelocks as they should. A man has no business to work at anything that he has not ample time for doing, and doing well. If a business man gets insufficient time to attend properly to all the details of his business, there is something radically wrong with his system, or in the running gears of his establishment, that should be righted at once. He lacks sufficient help in some department, or is practicing false economy, or else wasting time somewhere.

Some people foolishly fancy that they get no time for any rest or recreation, they do not even find time to eat or sleep properly, but get so wound up in their business that they fly around like a buzz saw, and those nervous, restless mortals are never still. They are a sort of animated perpetual motion machines. There seems to be no happy medium; people either wear out or rust out, and one way of giving out is as bad as the other.

There is a vast difference between the systematic, methodical, regular, steady-going business man, and the one who flies around until he flies off the handle, and never gets time to properly oil up. These are they who fill our lunatic asylums, or plod around as poor nervous dyspeptics and drop into an early grave, because they never get time to attend to nature's laws. Old father Time reaps them in with his keen-edged scythe, and they are harvested before they are ripe. They have to take time to die, and it is only then that they get their long-neglected rest. The wise man of Holy writ said: "There is a time for all things, a time for rejoicing and a time to mourn."

The true business man never finds time too precious to waste in frivolous things, but he has always time for a pleasant word for those around him. He works like clock-work, and takes time to get around before he runs down. He keeps his hands busy as well. He never wastes time in long stories and useless talk argument. He works easily and smoothly because he is systematic. He finds time to eat his food with a relish, to sleep and rest, to get acquainted with his wife,

and play with his babies. He never says: "I had no time to attend to that little matter," because he is punctual to the stroke. He is like a time-piece well regulated. If he does go on tick he is punctual to the hour. He strikes—"while the iron is hot." He keeps all his appointments and engagements to the letter, and those with whom he deals know that they can trust and depend upon him. He is a good time-piece, and all men look up to him with confidence, that they will never be too late for the train.

It is not steady work that kills. It is nervous, fretful worry. It is letting your clock get too fast or too slow. It is getting out of plumb with the world. My friend, if you are a business man, keep your works clean, well regulated and balanced. Mark time as you go, and do not get wound up too tight, or fly off your balance, until the mainspring of life has worn out by time's unceasing stroke, the wheels have ceased to revolve, and the clock has struck, "never to go again," until it is prepared by the great Creator.—Detroit Herald of Commerce.

KEEPING GRAPES FRESH.

The following recipes were given at a fruit growers' meeting in Ohio: 1, Dip the stems of the bunches where broken off, into melted sealing wax and pack them in cotton in large packing boxes. They must be kept where it is dry and cool. 2, Towards the end of October cut the shoots with the cluster attached, sharpen the lower end to a point and stick them into a potato. Spread the branches out on straw or dry hay, so they shall not touch each other. The grapes must be placed where it is dry and cool.

SIZES OF ORANGES.

We note in some of our esteemed contemporaries published in one or other of the newer "citrus belts" that the prospect of a good crop of very large oranges in their localities is spoken of with great exultation. It is not known perhaps to many people besides experienced orange growers and packers, that large oranges are not in highest favor. In the case of apples, pears, peaches, prunes, apricots, grapes or olives, the larger they grow the more valuable the crop. Not so with the orange. A box containing 200 oranges of any grade will generally sell for more in any market than a box of the same size containing 112 or 96. It may be said that the orange is about the only fruit in California whose large size, other things being equal, works against its commercial value. The cause of this is that "an orange is an orange" with many people, and the retailer finds that the price he must ask for the large fruit checks sales; while the hotel men and restaurateurs find that the average guest is much more likely to eat one large orange for his desert than two small ones, probably costing less. Thus for a large part of the trade, the smaller sizes are most popular, especially the paper rind St. Michael. The sizes running 176, 200, or 225 to the box are of late more sought after than those of larger size requiring but 86, 112, 128, 146 or 150 to fill a standard box.—California Fruit Grower.

FIGHTING AGAINST LIMITED PRICES.

The New York Retail Grocers' Association has determined to make a fight against the methods frequently adopted by manufacturers and jobbers for the purpose of preventing price cutting, and which is now almost universally known as "limited prices." The association claims that such manipulation of the market is in violation of state laws, and they are determined to bring the matter to the attention of the proper authorities. One of the most prominent members of the association, in discussing the matter with a Commercial Bulletin reporter, said: "The point of the matter is this: Many manufacturers have entered into arrangements with wholesale dealers by which it is immaterial what quantity the retailer is able to buy and pay for, he cannot get his supplies of 'limited goods' at any less price than that at which the wholesaler will sell them. The position of the retail grocer is, that we want a man who has been able to build up a big business by hard work, energy and attention, and who is consequently in a position in which he can buy jobbing quantities, we want him to be placed in a position for buying his supplies equal to any man in the trade. For instance, if I wanted fifty cases of certain goods, and that was the quantity specified to be bought by wholesalers, I ought to be allowed to buy and pay for them at the same price as the wholesaler. In other words, it is not fair that large buyers should, by a combination of wholesalers, be forced to buy their supplies through wholesalers. Nor is it fair that they should be forced to pay manufacturers' prices containing wholesalers' profits. It really resolves itself into a matter of justice. An effort was made, for instance to get the sugar trust to refuse to sell to my firm, but the trust had been supplying us (through one of the component companies) for forty-five years, and refused to cut us off. I wish it distinctly understood, of course, that we do not attack the system by which manufacturers establish a smaller quantity which they will sell to buyers. That is businesslike. But what we want is to have buyers who are able to buy the amounts manufacturers name treated fairly. Retail grocers will always be able to purchase from manufacturers, no matter what limit is placed as the lowest amount of goods to be sold. If one dealer can not, two can, and if two can not, three can, and so on."

ORDERING GOODS.

If the following suggestions about ordering goods, offered by the Western Merchant, were generally followed, dealers would experience less trouble and secure much greater rapidity in the filling of their orders.

1. Write only on one side of the paper. The other side is apt to be neglected, and it is inconvenient for reference after the order is filed away.
2. Do not mention a remittance and order goods on the same sheet of paper. The remittance goes to the cashier, and the statement that you sent it should accompany it to assure your getting credit for the amount. The order will go to the order clerk.
3. Do not send an order and complaint about a former bill of goods, or a claim, on the same paper. The complaint must go to the claim clerk for adjustment, while the other goes on to the order clerk. Write on separate sheets of paper.

4. It is better not to write part of your order and then introduce some subject, foreign to the order, on the same sheet. The stock clerk who is getting out your order has no interest in your remarks which do not refer directly to the order before him.

5. Not signing orders is more common than anyone would suppose. It leads to much annoyance and delay. Even if you have a printed letter head with your name and business on it, it is no proof that you sent the order unless you put your name to it.

6. Stamp the envelope; the neglect of this often sends the letter to the dead letter office instead of its proper destination.

7. Write plainly. Do not crowd what you have to say, but take another sheet of paper to finish.

8. Give full particulars concerning the article so that no mistake will be made.

9. After the shipper delivers the goods to the transportation company, and takes their receipt for them in good condition, his responsibility ceases, so if they do not reach you make your claim against the transportation company, for the shipper cannot do anything from his end of the line. Claims must be made from point of destination.

BUSINESS IS BUSINESS.

There lives in the city of New York a man who has accumulated quite a fortune by simply advising people what to do. There always will be a large number of persons who are unable to rely on their own judgment, and others come to a conclusion with ease and certainty.

A young man had accumulated \$1,000, and was debating whether he should buy a small candy store with it, or whether he should lend it on a mortgage. This latter he knew was a secure way; the other promised great profits. In this perplexity he saw an advertisement:

"Advice given to those going into business."

After stating his case, the councillor said:

"My fee will be \$5 in advance."

When this was paid, he said:

"Do you understand the candy business?"

"No; I did not think it was necessary. I expect to supervise it generally."

"Then you will lose your money in three months."

"You think I had better loan the money on a mortgage?"

"I did not say that. What is your business—that is, what do you perfectly understand?"

"I know the pickle business through and through. I can make pickles of all kinds, but I do not like it."

"Never mind what you like. Go and get a small place and make pickles; go from hotel to hotel, restaurant to restaurant, and sell them. In ten years you will come back and see me; you will have \$10,000 at least."

As the young man was going away he was called back.

"Here is a card. I want you to put it where you can see it 100 times a day."

These were the words on the card:

"Business is business. Men don't do what they like; they do what they can."

The card had a strange fascination for him. He read it with care as he walked along the street. As he studied it, a new light entered his mind.

He found a dingy basement, and began to arrange for his operations. Of course, vinegar must be got; several barrels of it. Some was offered at ten cents a gallon and some was shown at five cents.

"Which shall I take?" He thought of the words on his card. He seemed to see the people testing his pickles, and not liking them, depart without buying. "They will know good vinegar," thought he, and so he bought the honest stuff.

In a few days several tubs of material were ready, and he knew he must market them. Now, he greatly dreaded to face strange people, and push his goods upon their notice. He never had courage when a boy, and now as a young man he felt more timid, it seemed. But he thought of the words of the card and entered a restaurant.

The evident manager was a blooming young woman, and the pickle dealer was more afraid of women than of men. But "business is business" repeated itself over in his mind.

The answer to his statement was that his pickles would be tried, and if found all right, would be purchased.

"Glad I got that good vinegar!" thought the young man, and he began in the maxim that his adviser had given. He began to feel a courage he never expected in meeting people and trying to sell his goods to them.

Calling at a store to get, if possible, an order for pickles in bottles, he was quickly and rudely met with: "Don't want to see any such stuff!" Noticing the utter dismay on the young man's face, the merchant said, short and sharp: "Don't you know enough about business to put up goods attractively?"

As he retreated, ruffled and disheartened, the maxim repeated itself over and over again, with this additional sentence: "It is business to put up goods attractively." He sought out a lithographer, and had some handsomely colored labels printed. "They will buy the bottles," said the friend, "just for the picture you have on them."

When he had gained sufficient courage he again sought out the merchant who had rebuffed him.

"I have come to make you a present of a bottle of pickles."

"Why do you make me a present of them?"

"Because the advice you gave me was worth a great deal."

The morning of the Fourth of July came, and he pondered whether to go to his store or not. All at once he thought, people going out on picnics will want pickles. It was the magic words on the little card that ran through his mind. He found, as he had thought, a large number of buyers waiting for him.

The little card was consulted in all kinds of weather. If a man made a proposition to him of any kind, and he was in doubt, he would go and look at the words, though he knew them by heart already. One day a cheese merchant came to persuade him to buy his stock. "People," said he, "who buy pickles always buy cheese; you will do a big trade."

It was a temptation. He went to look at the words and studied them intently, trying to think out their application to the case in hand.

"Men do what they can," he reflected. "I would like to sell cheese, but I know I can sell pickles." Then he returned. Now he was resolute and firm, although by nature easily bent and swayed by the words of others.

"Business is business," he said. "I am in the pickle business; if I cannot make money in this I shall quit and go into something else; but I shall not have two kinds on my hands."

When the ten years were up, of course he had the \$10,000, and more to.—Country Merchant.

A CATALOGUE such as we published last week, serves as a reference and a reminder to the buyer. Many staples in the grocery line are advancing, including **FISH**. Now is the time to place your orders.

Some of the following are useful lines:—

Skeena Salmon,
Beaver Salmon,
Holman's Lobsters,
C. P. Co., Lobsters,
Maple Leaf Lobsters,
Thistle Haddies,
Golden Haddies,
Eclipse Mackerel,

Holman's Mackerel,
Mackerel in Tomato Sauce,
Anchovies in Salt,
P. & C. ¼ Sardines,
P. & C. ½ " "
Andrien ¼ " in Tomato,
Albert ¼ " "
Le Grand ½ " "

Albert ½ Sardines,
Albert ¼ " "
Sportsman ¼ " Key,
Bordelaise ¼ " "
Vatel ¼ " "
St. Jean ¼ Sardines,
St. Roche ½ " "

LUCAS, STEELE & BRISTOL, Wholesale Grocers **Hamilton**

COUNTER TEA MIXER .. Patented in Canada.

The most useful article ever introduced to the retail trade.

Every purchaser delighted.

A great time-saver and perfect mixing machine.

Made entirely of brass. Worth ten times its cost to any grocer.

Sent to any address on receipt of \$1.50.

W. H. Gillard & Co.

WHOLESALE GROCERS : : HAMILTON

RAM LALS TEA Holds the Fort

Always same blend.

Sold Only by the - -
Retail Grocery Trade



Never gets dusty on the Shelves.
(Sells too quickly)

One sale always leads to a repeat.

JAMES TURNER & CO.,
WHOLESALE AGENTS, HAMILTON.

"MONSOON" PURE INDIAN TEA. Always reliable, never changes. In cases of 60 1-lb. caddies, or 120 halves.

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

STANDARD BLENDED TEAS.

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

STEEL, HAYTER & CO.

11 AND 13 FRONT ST. EAST

Growers' and Importers, Toronto.



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

The Woodstock merchants are in receipt of green goods circulars.

The Toronto Retail Grocers' Association expect to clear about \$60 from the the recent at home.

Last week's sale of oranges and lemons in New York indicated a slight advance over previous offerings.

Nearly thirty-three million pounds of maple sugar were manufactured in the United States last year.

A tobacconist of this city named John Beeton has been fined \$10 and costs or 20 days in jail for selling cigarettes to a minor.

Madame Carnot, the French President's wife, enjoys a cigarette regularly after her meals. She only smokes a mild, sweet-scented tobacco.

A Baltimore canner writes that 1892 packs standard 3-pound tomatoes have been sold at \$1.15 per dozen in that market during the past few days.

Nearly or quite 1,000 bags of evaporated California peaches, have, it is reported, been purchased in New York by jobbers at 13 to 13 1/4c. during the present week.

Mayor Gilroy Thursday afternoon laid the corner stone of Grocers' Hall, New York, now in course of erection at Nos. 138 and 140 East Fifty-seventh street.

They had been discussing the pronunciation of "oleomargarine," and finally agreed to leave it to the waiter, but he hedged. "You see," said he, "I have to pronounce it butter or lose my job."

It is said that many canners of the United States are delaying their contracts for the coming season's supply of cans, for the reason that they expect the newly elected Democratic administration to repeal the duty on tin plate.

The members of the Retail Grocers' Union and their guests assembled at Lenox Lyceum at 2 o'clock and marched in a body to the hall. Nearly every member of the Board of Aldermen was on hand.

A bill to regulate sardine packing on the Maine coast has reached the third reading at Augusta, and the indications are that it will become a law. If it does, the standard of American sardines, to all accounts, will be changed for the better.

The bull interest in New York in dried California Lima beans bid \$2.10 per bushel, landed at San Francisco on the line of 5,000 bags new goods to arrive, and rumor has it that a seller was found at that price.

The retail Grocers' Association is wrestling with the question of the classification of eggs, and the members talk of compelling the wholesale dealers to mark the boxes in order to show whether the eggs are cold storage or fresh.

"Why, Marie, how could you bring yourself to marry a man in such a vulgar business? He sells lard." "Maybe he does; but I want you to understand

that there's nothing vulgar about his business. It's refined lard."—Buffalo Express.

The aggregate supplies of flour in Canada and the United States Jan 1, according to Liverpool Commercial Trade News, were 1,629,000 sacks. Including American, British and Paris stocks, the total given is 3,582,000 sacks. Sept. 1 last the total was 2,870,000 sacks.

The ancient city guild in London, England, originally known as "pepperers," and now as grocers, opposite the Bank of England, has been pulled down, and a £100,000 building erected in its place. Its formal opening by the Worshipful Company of Grocers was a big success.

The increased shipments of pepper from the Straits to America and England during the month of January, as compared with last year, is a matter of some comment among the trade, but accounted for on the assumption that new crop parcels are commencing to move, and find current rates fairly satisfactory.

THE GROCER is in receipt of a neat little book issued by Francis H. Leggett & Co., of New York. It quotes every description of salt fish, and also gives a good deal of information, in a few words, about piscatorial industries for many years back. Copies can be obtained free on application to Leggett & Co.

Commencing with 1887 and ending with December 31, 1892, comprising six years, the imports of oranges in boxes at New York were as follows: 1887, 1,187,287; 1888, 791,139; 1889, 829,501; 1890, 822,980; 1891, 676,489; 1892, 421,265. Lemons—1887, 1,548,859; 1888, 1,451,468; 1889, 1,316,908; 1890, 1,495,016; 1891, 1,347,762; 1892, 1,622,545.

The Peterboro' Cheese Board have elected these officers for the ensuing year: President, J. M. Drummond, Keene; vice-president, John Cruess, Mariposa; secretary, M. E. Sanderson, Smith; treasurer, S. Edwards, Dummer. A committee was appointed to confer with the Cheese Makers' Association and cheese buyers regarding the appointment of an instructor.

The ninth annual meeting of the Western Packers' Canned Goods Association will be held in St. Louis, Mo., Feb. 22-24. The association extends a cordial invitation to not only packers within the territory of the association, but also to the delegates from all other associations, manufacturers of machinery, cans, boxes, labels, and dealers in seeds, canners' supplies, etc. The Laclède hotel will be the headquarters of the association.

A writer at Plant City, Fla., says: "The demand for grape fruit seems to keep pace with the oranges this year. The crop of this magnificent citrus fruit is very fine this year throughout this section. All the packers, we believe, buy all the grape fruit they can get. Heretofore the fruit was allowed to hang on the trees until the oranges were all gone."

The Louisiana sugar producers will receive in the present fiscal year the sum of \$9,000,000 as sugar bounties. Under the bounty stimulus the production has advanced with great rapidity. Many reports are current that the new Congress will rescind the sugar bounty legislation, thus throttling a very luscious infant product. Will it do so, or will the influential south have something to say on the subject?

The waters of the oceans and seas of our globe hold not less than 60,000,000,000,000,000 tons of salt in suspension. If these figures are correct, and the ocean should be entirely dried up, there would

be a deposit of salt 450 feet deep over every foot of the great basin. If taken out and spread over what is now dry land it would give us a salt covering nearly 1,500 feet thick.

People who are in the habit of wondering where all the fish that are annually consumed come from must remember that the flounder lays 7,000,000 eggs annually and several other varieties from 1,000,000 to 3,000,000, while the turbot is credited with depositing from 11,000,000 to 12,000,000 during each breeding season.

Cotton seed oil, which is extensively used in the manufacture of salad oil and lard compounds, has been subjected to speculative manipulation and the price increased fully 18 cents a gallon since the middle of December. Supplies are light and concentrated in few hands. If values go much higher the people who use the oil as a substitute for olive oil and lard will be compelled to seek some cheaper article.—American Grocer.

Fifteen cigar manufacturers were licensed in London last year. They paid \$1.125 for their license from the Dominion Government, and used 300,901 pounds of tobacco in producing 18,302,255 cigars. They paid duty on 10,987,285, and 7,314,970 were in warehouse at the close of the year. The total duty paid, at \$6 per 1,000, with license fees, was \$67,048.71. No other city outside of Montreal produced over one-third the quantity of cigars that London did. The total number of cigars manufactured in Canada last year was 106,694,535.—Advertiser.

Houston county, Georgia, alone produced last year a fruit crop valued at \$350,000, the most of which sum was realized from the sale of peaches. Some of the orchards in the county contain 200 trees, a number of them containing 5,000 trees or over. The Georgia farmers who are now turning their attention to peach culture formerly raised cotton exclusively, and suffered financially from the lack of diversity in their crops. Some of the finest peaches grown in the United States are said to be produced in the country around the city of Augusta—Baltimore Sun.

Regarding the dried fruit market on the Pacific Coast, The California Fruit Grower says: "The stock of peaches has been reduced to a few carloads. Good judges place the entire stock of dried peaches in the state at less than 10 carloads. Nectarines are out. Plums are next to out. Apricots are very scarce. A few pears and a moderate supply of apples remain. Raisins are the cheapest article in the entire line of cured products. Stocks are not large, and anything like a good, consumptive demand



"CAIRN'S"

HOME-MADE
MARMALADE

New Season's Make now Ready
for Shipment

Blaklock Bros. GENERAL AGENTS
MONTREAL
WRIGHT & COPP, Toronto Agents

.. Special Lines ..

Cases Atlas Prunes,
Barrels and Half Barrels Fine Filiatra Currants,
Cases "Atlas" Patras Currants,
Boxes Evaporated Peaches,

Boxes Evaporated Apricots,
Trenor Four Crown Layer Valencias,
Merles Fine Off-Stalk Valencias,
Crates Spanish Onions.

H. P. ECKARDT & CO. - - Wholesale Grocers - - Toronto

**FOOD
FOR
INVALIDS**



STERILIZED.

Doctors recommend it for the sick at it is

**Easily
Digested
A PERFECT FOOD**

**DELAFIELD, MCGOVERN & CO.,
91 Hudson St., Sole Agents.
NEW YORK.**

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

AMES TURNER & CO

Hamilton, Ont.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

304, 306 St. Paul St.,

143, 145 Commissioners St.

MONTREAL, CANADA.

WE OFFER TO THE TRADE - - -

American Syrup in barrels.

Canadian Syrup in barrels, half barrels, kegs and pails.

Choice Barbadoes Molasses in puncheons, barrels and half barrels.

Fine Labrador Herrings, Dried and Green Cod Fish, Etc., Etc.

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS Montreal

{ Lenten Season. }

Barrels and Half Barrels Labrador Herrings.

Barrels and Half Barrels B. C. Salmon.

Boxes Boneless Codfish.

Kegs Lochfyne Herrings.

Crates Scotch Ting.

CAVERHILL, ROSE, HUGHES & CO.

.. MONTREAL ..

2000 PAILS
2 and 3 gals.

Pure Sugar Syrup

- "WHITE CLOVER" -

REGEN, WHITE & CO. - - - - Montreal.

would place raising in position again. The stock in this state is chiefly bag loose, very few boxed raisins remaining. Stocks of prunes are low and the demand good. Prices firm, but unchanged. During the week seven cars have gone forward to eastern account."

A bill regulating the salmon fisheries has been introduced into the Oregon Legislature.

The refining of lard is not one of those things you can accomplish and not half try.—Binghampton Leader.

New crop Brazil nuts are expected to arrive at New York this coming week. They are offering at 6 1-2c. as they run.

The value of the honey and wax produced in the United States during the past year has been estimated at \$20,000,000.

A bill requiring that all oleomargarine sold in the State of Missouri shall be colored pink has been introduced in the House of Representatives at Jefferson City.

A new sugar refinery is projected, to be located at Yorkers, and the prospects are good for its being in operation before you have torn off the last leaf of the calendar now hanging on your wall.

The present price of hogs in the United States is about as high as they have been at any time within 25 years, excepting 1882, when they were the highest ever known, not counting war times.

Detective: "Why do you suspect your cashier? He is not extravagant, although it is true he lives in comfort." Principal: "That's just it; with the salary I give him he could not possibly live in comfort."—Fliegend Blatter.

Hashback—Mary! Waitress—Yes, sir. Hashback—Take back this cup and bring me something else. Mary—What will you have, coffee or tea? Hashback—Oh, I am not particular—if this is coffee give me tea, and if it's tea give me coffee.

Creped tissue paper makes a good foundation for window dressing instead of cloth. A jeweller's window makes up charmingly with rose-pink and green, or pink and blue, or olive and yellow. It can be arranged very artistically.

It looks very much as though there would be very little if any molasses boiling at the Port of New York during the current season. It is, however, calculated

that the American boiling plants established in Cuba will turn out a considerable quantity of sugar which came forward for a market in due season.

The salmon pack on the north-west coast and Columbia river for 1892 is estimated at 100,000 cases. The packers were unprepared for the season's enormous catch, otherwise the result might have been doubled.

The estimated increase of consumption of sugar by the human family for the past two years is 470,000 tons. The average of longevity has also increased five per cent. within a comparatively few years. Whether there is any relative connection between these two parallels or not, the fact seems pretty well established that sugar possesses remarkable dietic value.

There is talk of starting a plant in California for the manufacture of grape syrup, which is made from the unfermented juice of the grape by the vacuum or evaporation process. This result is said to be very palatable, and the result of the experiments now being made may be the establishment of a new and profitable industry on the Pacific Coast.

It may be worth while for grocers in localities where the water used for household is so hard that it is necessary to use some softening agent, to remind their customers that borax is just the thing they want. By doing this, they not only give their housekeeping friends a valuable point, but it will also enable them to increase their sales of a staple grocery item.

It is said that the coffee grown in the Department of Alta Verapez, known as the Cobeá or Verapez coffee, has a reputation in Europe equal, if not superior, to any coffee grown in any part of the world. It is hardly known, however, in the United States. Last year one grower sold his crop for \$40,000 and another sold his for \$50,000. The profit is enormous, and a fortune is made every year.

Mr. R. Cudmore, of Edgar Mills asks: (1) What number of Imperial gallons would there be in a barrel 55 1-2 syrup gallons, wine measure? (2) What would the duty be from Detroit? Answer: (1) 45.2 gallons; (2) When testing 40 degrees or over up to 56 degrees, 1 1-2c. per gallon, and when testing less than 40 degrees a specific duty of 1 1-2c. and in addition thereto 1-4c. to 1c. per gallon for each degree or fraction of a degree less than 40 degrees.

Rice growers in certain sections of Florida are experimenting with the idea of raising two crops during the season. Although such a thing may be possible as an experiment, yet it is not likely that it will ever prove practicable, owing to the fact that the strain on the land would soon exhaust its vitality. The seasons are based on established laws of nature, and all vegetable life has been adjusted to comply with these requirements. While the inventive genius of man has accomplished wonderful results, yet when he attempts to force nature into new channels, it is more than probable that he will have found his match.—Ex.

According to a publication by the statistical bureau of the Hungarian ministry of agriculture, last year's wheat crop of the world amounts to between 744,000,000 and 755,000,000 hectoliters. That of the year before was ascertained to have been (in round numbers) 750,000,000 hectoliters; hence there is no difference between the yields of this year and last. The surplus of the yield over the want of wheat is 16,800,000 to 21,300,000 hectoliters. The rye crop may be es-

timated at 440,000,000 hectoliters; last year it was about 370,000,000 hectoliters.

Prunes are selling well, the small stock and tendency of prices, particularly of Turkish, influencing quite a general demand from the trade of the country. All indications point to full figures for this class of fruit during the present year. California certainly are in small supply in all markets. French cannot be imported in quantities at anything like reasonable prices, and Turkish and Bohemian, though held at very full values, are recognized as cheap in comparison with other varieties. The two latter are moving out quite freely, and the quotations of the market are well sustained.—Commercial Bulletin.

HANDLING OF ROLL BUTTER.

In fall and winter when many creameries are not in operation their patrons churn again their cream, and those that cannot make enough butter to fill a tub with one churning make up the butter in rolls, says the Produce Trade Reporter. The trouble with roll butter, however, is that it often is not properly packed, and from lack of knowledge in this particular the butter assumes a ragged and untidy appearance, and in consequence sells at a low price.

If roll butter could be sent to market in perfect form it would not unfrequently command 2 to 5 cents per pound more than when packed solid. Each roll must be wrapped in a piece of white muslin or cheese capping, and it should be large enough to cover the roll entirely. The muslin must be washed in warm water to remove the starch, then soaked in strong brine and put on the roll wet. Never wrap butter in paper, as the paper will stick to the butter and damage the appearance.

It is impossible to send roll butter to market in good order without wrapping it in muslin, and no matter what the muslin may cost, it will more than pay the cost in the increased price the rolls thus packed will bring.

For packing use new tubs or hardwood boxes, but no pine boxes, as this wood has a tendency to affect and flavor the butter. In very cold weather half-barrels or kegs will do equally well, but whole barrels are too large and not easily handled; besides the weight crushes the rolls. In packing in hardwood boxes and kegs the end intended for the head should be turned down, then take out the bottom head and cut a piece of white muslin the size of the head and place it on the bottom of the head of the package, which will be the head when opened.

Commence to pack the smallest rolls first, taking care to pack each roll on its smaller end. The rolls should be, as much as possible, of uniform color and size. Do not pack the light and fresh-made with those that have been colored or with old stock. Be careful and select rolls that will pack tight, so that there will be no space for the rolls to shake about; continue packing in this way till the package is almost full; then shake the same well to settle the rolls, and now fill up as snug as possible.

In filling up the last layer pack the rolls on their ends if possible; but if there is not room enough it will not matter if they are packed on their sides, but they must be packed tight and entirely fill the package. Before heading the package sprinkle on a small quantity of strong brine, and cover the last layer with a piece of muslin, and then turn the package over two or three times so as to let the brine work in between the rolls.



TO YOU IT IS

PROFITABLE and a QUICK SELLER.

Thousands testify to its PURITY and Wonderful washing qualities in HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man.

J. F. EBY.

HUGH BLAIN.

TELEGRAM.

Boston, Jan. 31st, 1893

"We have been awarded the big World's Fair Contract in open competition with the World."

CHASE & SANBORN

The purity and uniform quality of this firm's Coffees are so freely acknowledged that the World's Fair Committee's verdict does not surprise handlers of these goods.

DO YOU HANDLE THEM? IF NOT, DO SO - - - - IT WILL PAY YOU

FOR SALE BY

EBY, BLAIN & Co. WHOLESALE GROCERS Toronto, Ont.

Gentlemen

We are well . . . pleased with our January trade to date, and are in a position with as fine goods as we ever handled in . . . past to fill all . . . orders

Your Friends

THE SNOW DRIFT CO.

WHAT CANDY COSTS.

Violets and rose leaves, delicately candied, are for sale at \$5 a pound.
 Gold dragees, a plain round candy dipped in gold, cost \$10 a pound. Silver dragees cost \$1.50 a pound.
 Fruit candies cost 80 cents.
 Chocolates and bonbons of the finest description are 80 cents.
 Caramels, cups, and drops, are 50 cts.
 Lime tablets, frequently used on steamers to prevent seasickness, cost 60 cents a pound, and come in bottles.
 Cream peppermints are also used for

steamer purposes by young women and children. These are the same price.

Taffy and molasses drops, besides old-fashioned molasses candy, are for sale at 40 cents a pound.

Salted almonds are \$1 a pound. Cream cherries are 80 cents a pound.

Chocolate for eating and drinking purposes can be bought from 40 to 65 cents a cake.

Cocoa is 25 cents a cake. Chocolate creams, jellies and nuts are 80 cents a pound.

Satin bags for candies are, when filled, worth \$7 each.

Rests for chairs, in lovely designs in lace and painting, are filled with bags of candy, and cost \$14.

Cap mottoes, for dinners and german, cost from 25 cents to \$3 a dozen.

Satin boxes cost from \$5 to \$60; these are hand-painted and embroidered, and filled with choice candies. They are fir presents for a queen.

Dinner favors, in dainty designs of guitars, bags, bouquets, and everything beautiful, are to be ordered at from 50 cents to \$2 each.

Royal Worcester, Crown Derby, Hungarian, Minton, Carlsbad, and Moore, for holding candies, are very dainty and elegant. These cost from \$8 to \$25 each, and are painted frequently in special designs to order.

Twined baskets cost from \$3 to \$15 each.

Sterling silver bonbonnières, for holding candies, are of the most charming designs. These range in price from \$5 to \$15.

The choicest of these sterling silver bonbonnières contain Italian mint drops, a rare delicacy.

Bonbonnières for holding dragees are

made of handsome enamel. These cost from \$5 to \$20 each.

Sterling silver dishes for table use, for holding choice candies, cost from \$3 to \$8 each, and are very elegant.

Boxes of dragees cost 25 cents each, and boxes of pastilles cost the same price.
 —New England Grocer.

BUSINESS MAXIMS.

No man can succeed in life except on the broad platform of honesty and truth.

The first business lie is the poorest investment that can be made.

Do your duty as if you were the only person in the world left to perform it.

The disposition to try is half the ability to perform.

Do not expect honesty in others when it does not exist in yourself.

The merchant who swindles his customers and has his employe in the secret is forever thereafter a coward.

The failures in life are generally the renegades, weak-hearted and back-sliders.

A business man can attend to only one thing at a time. With some, one is too many.

Let the convenience and comfort of others come first; your own will follow.

Genius and ability are never discovered until industry and ambition open the mine.

Two men can ride on one horse, but no one man ever rode in two buggies at one time.

Try to discover the good in humanity, for the reverse will appear without seeking.—Ex.



Sterling . . .
 . Sterling .
 . . . Sterling

St. Lawrence .
 . St. Lawrence .
 . St. Lawrence

Something Good
 Something Good
 Something Good

ALL SELLERS

Empire . . .
 Tobacco Co.
 MONTREAL

DRY GOODS.

(From the Dry Goods Review.)

Last Saturday one of Toronto's leading dailies reported trade as being "dull in almost all lines," yet one wholesale house reports an increase in the week's trade of over \$25,000 as compared with the corresponding week of 1892. This is but an example of the increased trade. For this season of the year trade is unusually brisk, and both winter and spring goods are in active demand, the former in small quantities, the latter in large quantities.

The fourth of February has come and gone. It was preceded by two or three failures in Toronto, only one of which was serious. Throughout the province the failures preceding were fewer than in previous seasons. The day has come and gone, and the result has been very satisfactory. The wholesalers report fewer renewals than before, plentiful cash, and almost no failures. This is very encouraging. The good trade of the last two weeks of December and throughout the whole of January has enabled the retail merchants to secure sufficient cash to meet all their engagements.

Prospects for a heavy spring trade are keeping bright, and travellers' reports are strongly encouraging.

There is big strife among the wholesalers for the trade in ribbed cotton vests. Especially for the reputation of having the lowest line is the strife strong and bitter. This has caused a drop in some of the prices, until some of the wholesalers are selling their lowest lines at or below cost. The men who are doing thus are, to say the least, very foolish; and it is abuses of personal liberty such as these which causes it to be a less defended right than formerly.

NOTES

In September, October and November Caldecott, Burton & Spence took enormous import orders for gloves, hosiery, and underwear, which are the leading lines in the house. These goods are now being shipped out, and sorting orders are expected shortly. Their stock will be sufficiently full to meet all sorting demands in every line. They are carrying a large range of ladies' domestic ribbed cotton vests, in which they claim to be offering as complete bargains as any house, with a larger range than most of their competitors. They still find an increasing demand for their leading lines of cashmere hosiery, which have been so successful in past seasons. Their stock of kid gloves is now complete, and every line has a full range of colors and sizes. They are sole agents in Canada for Fernand's Seamless Patent Kid Glove. This article gave great satisfaction to the trade last year, and they confidently expect a larger trade this season. Its superiority arises from the single palm seam, the cutting being so arranged that no seam comes at either side nor on the wrist. The Marquerite four dome-fasteners and Katrina laced kid gloves are also kept in stock, and large quantities of them are sold.

W. R. Brock & Co. have been receiving in their men's furnishing department large shipments of neckwear in derby and knot shapes, including all the newest styles and effects of the latest materials. They have also received men's drill, pique,

cashmere and silk, waistcoats for spring and summer wear. Flannelettes and cashmere outing shirts are also in stock. Sporting belts, with suitable buckles for lacrosse, football, baseball, lawn tennis, cricket, nautical sports, etc., that can be retailed from 10 cents up to one dollar each, will be found in large range. They report that their sales for white dress shirts, unlaundried shirts, men's collars and cuffs have greatly increased this season, and account for this from the fact that they made very large purchases of, several clearing lines at job prices, of which they have given the benefit to their customers. One special line of braces, of which they have purchased the full output of one manufacturer, and of which an imposing pile is shown, are sold so as to be retailed at 10 cents per pair. This is one of the greatest bargains ever shown in this line of goods to the Canadian trade.

Jno. Macdonald & Co. have opened up a shipment of table napkins, table cloths, sets of these, R. B. Hollands, glass towellings, tea cloths, and a full range of several other numbers in towellings. This makes their stock complete in every line of linen goods. Their carpet stock is being replenished with fresh shipments of unions, all wools, tapestries, and Brussels. In the silk and dress goods departments they are showing a large range of novelties in apron lawns. These are 43-inch goods, and come in stripes, drawn-thread patterns, etc. A further shipment of satin-check muslins, large and small patterns, fancy muslins in stripes and checks, coin-spot muslins for window blinds, Victoria lawns and similar lines are now in full stock. They have just opened up a large delivery of negligee shirts in all qualities from the lowest to the finest grades produced. Also received, a delivery of art cushions, tea cosies and head-rests. These are beautiful goods. Spring underwear and top-shirts are being passed into stock, and shipments of neckwear are arriving almost daily.

A favorable purchase enable Gordon, Mackay & Co. to supply a corset to retail at 50 cents which they claim is the best value in the trade. They invoice this line at \$4 regular terms.

Alexander & Anderson at present have a fine exhibit of Canadian and imported tweeds, worsteds, serges, overcoatings, etc., also an attractive stock of men's furnishings, including neckwear in four-in-hands, knots, bows, etc., white and regatta shirts, top shirts and underwear in great variety, also collars, cuffs, braces, gloves, handkerchiefs, socks, etc.

Alexander & Anderson show in their dress goods department many startling novelties in dress goods, which it would be well for every merchant to inspect. They are also showing new spring silks in plain colored surahs, shot and clan tartan surahs, mervs, faille francaise, plain and printed pongees and bengalines.

During the past week many novelties in prints have been opened up to the trade. Among those observed are some very excellent and attractive lines shown by Gordon, Mackay & Co. This firm also shows a large range of English indigos on a very fine cambric at 8 cents. Another line of special merit is their all-wool challie (cream grounds only) at 22 1-2 cents.

Gordon, Mackay & Co.'s men's furnishing department presents a busy scene. Their rubber clothing display is simply immense. Conspicuous among their novelties in men's neckwear is the small knot with wide apron, in imitation of the graduated four-in-hand.

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John Jamieson & Co's
LOCHFYNE
HERRINGS
 56-60 E. Howard Street, GLASGOW.
 Agent, W. S. KENNEDY,
 463 St. Paul St., MONTREAL.

FOR DAIRY
BUTTER
OR DRESSED
POULTRY

Write or Wire

PARSONS
PRODUCE CO.
 WINNIPEG—MANITOBA

W. F. BUCHANAN,
 BROKER, COMMISSION MERCHANT
 AND
 GENERAL PURCHASING AGENT,
 WINNIPEG.

REPRESENTING:

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

Warehouses on C. P. R. Track.
 EXCISE, CUSTOMS AND FREE,
 AND LOW RATES STORAGE.

CORRESPONDENCE SOLICITED.

NOTICE.

The British Columbia Fruit Canning and
 Coffee Co'y, Ltd.
VANCOUVER, B.C.

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

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

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

Their Flavoring Extracts are of the choicest
 quality.

EPPS'S COCOA

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

C. E. Colson, Montreal

LAURENCE GIBB
 Provision Merchant,
 88 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.

Meglaughlin, Marshall & Co.,
 Wholesale Provision Merchants,
 3 and 4 Corn Exchange,
Manchester,
 Liverpool and Glasgow. **England.**

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

W. GIBBINS & CO.,
 Commission and
 Manufacturers' Agent,
WINNIPEG, MAN.

We are open for Consignments of Dried
 and Evaporated Apples, Beans, Peas, &c.,
 or will take orders for packers and others.

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.

Butter very scarce and higher; large rolls,
 pails, crock- and tubs sold to-day at 20 to 22c.
 for good to choice. Fresh eggs scarce at 25 to 26c.
 Lined eggs 20 to 22c. Dried apples in good de-
 mand at 5 to 5½c. Green apples dull at \$1.00 to
 \$2.00. Potatoes 90c. to \$1.00. Beans \$1.20 to \$1.30
 per bush Honey (clover) 8c. Buckwheat honey
 5c. Consignments of above solicited.

A full Line of Jam at 8c.

J. F. Young & Co.

Produce Commissioners,
 74 FRONT ST., EAST
 .. TORONTO ..

PARK, BLACKWELL & CO.
 (Limited.)

—SUCCESSORS TO—

JAS. PARK & SON,
TORONTO.

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

Write for Price List.

PUT
TEXAS BALSAM
IN STOCK

The Great Healer for all kinds of wounds on
 Horses and Cattle. \$3.00 worth only costs you
 \$1.80. Express prepaid. Cash with order.

C. F. SEWORTH,

6 Wellington St. East,
 Toronto.

Sample 25c. postpaid.

S. K. MOYER,
 Commission Merchant

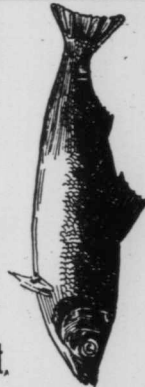
And dealer in foreign and
 domestic fruits, fish,
 poultry, etc.

SPECIALTIES DURING LENT

Oysters, Manitoba White
 Fish, Salmon Trout, Had-
 dock, Steak Cod, Market Cod,
 Sea Herring, Finnan Haddie
 and Labrador Herring.

ORDERS SOLICITED

76 Colborne St., Toronto, Ont.



GEORGE McWILLIAM. FRANK EVERIST.

McWILLIAM & EVERIST

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

FIGS, DATES, NUTS,
 ALMERIA GRAPES, Etc.,

Florida Oranges are now arriving in car lots,
 stock fine, also Messina Lemons. Will fill
 all orders at lowest possible price.

J. Cleghorn & Son,

94 Yonge St., TORONTO.

Fancy Florida Oranges--
 Car arriving weekly.

Car Messina Lemons--
 Just arrived.

We are handling best brands Bulk and Canned
 Oysters, Haddies—Portland and St. Johns,
 Fancy Bloaters and all kinds Fresh Fish, New
 Golden Dates, Figs, Nuts, etc.

WILLIAM RYAN,
PORK PACKER

Toronto, Ont.

HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.

WRITE FOR PRICES.

McLAREN'S



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

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



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

TORONTO MARKETS.

TORONTO, Feb. 9, 1893.

GROCERIES.

The general trade continues seasonably good, and the demand is pretty well distributed, although the most demand is for teas, canned goods and spices. An improvement is reported in payments. The tea market is exceptionally strong and is attracting a good deal of attention. The situation in canned goods continues to favor sellers. Coffees are not so active, but prices are firmer here and higher outside. There is a better feeling in the fruit market and demand is fair for the season. New currants are on the market, and while the quality in some instances is fine in others it is reported to be only ordinary. Both syrups and molasses occupy a stronger position, and for the former more enquiry is heard. No material change has developed in sugar. Generally speaking, the position seems to be a good deal stronger than a week ago.

COFFEES.

The position seems to be still gathering strength. The demand is scarcely so active, the advances having apparently checked consumption. Stocks of Rio here are very low and wholesalers say that at the prices prevailing outside it would cost them, down here, 2c. more than they could get. Brazilian coffees have advanced ½c. in New York during the week, and outside markets are all higher than they have been for some time. Locally stocks of Santos and Jamaica coffees are low.

DRIED FRUIT.

Some large consignments of currants arrived on this market during the week, and they were badly needed. Demand is good; in fact currants is the most active article in dried fruits. Quality is on the whole fine, although here and there a different tale is told; prices range all the way from 5¼ to 7½c. Valencia raisins are a little higher outside, and in New York the demand is good. On this market there is no material change either in price or in demand. Dates are higher outside, and the local demand for dates continues limited.

RICE AND SPICES.

The demand for rice continues limited, while spices are in good demand and prices firm.

SUGAR.

The market has not developed any specially new features. The movement is still rather small, but prices if anything are firmer. Refiners are asking full prices, and it is said that Montreal people will not ac-

cept contracts. One local firm reports that an offer it made to date three days ahead was refused.

SYRUPS AND MOLASSES.

A scarcity of syrups is reported, and for medium to good the demand is active. Molasses are very firm, and the Americans are asking higher prices on account of the shortage in the crop; locally there is no change.

TEAS.

The market is firm in all lines, more particularly in Japans, Ceylons, Assams and Congous. Retailers are replenishing their stocks and demand is good. Low and medium grade Japans are worth 1 to 2c. more than a week ago. Local houses report enquiries for samples from Chicago, and a Montreal firm is said to have sent over 1,000 packages within the last few days to the "Windy City." It will be another five or six months before the trade will be able to get even medium teas here, and stocks in Toronto are now very low, and material advances are anticipated. The lowest thing in China teas will cost equal to 14½c. to import and Indian 19½c., and the grades are not at all desirable for this market.

MARKET NOTES.

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

Sloan & Crowther are in receipt of a shipment of Merle's fine off-stock layer Valencia raisins.

Perkins, Ince & Co. report direct shipments of Filiatra fruit in barrels, half barrels and cases.

Eby, Blain & Co. are just in receipt of a shipment of fine Filiatra currants in barrels, half barrels and cases.

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

Some good values in teas at 12½ to 15c. can still be procured from Lucas, Steele & Bristol, of Hamilton. They are always pleased to forward samples.

Lucas, Steele & Bristol, regret their inability to fill Hillwatee tea orders at moment. January demand was greater than provided for, but back orders will be filled about 10th or 15th of this month.

The Delhi Canning Co. report business as satisfactory, sales this week being, 1 car of Corn for Hamilton, 1 car of Corn and Peas for Toronto, 1 car of Corn and Peas for Montreal, 1 car of gallon Apples for Glasgow, Scotland. Corn Epicure \$1.15. Peas Sifted Select, \$1.15. These prices are being realized every day, and they are placing 50 to 100 cases per week at the above price.

A difficulty retail merchants often have to contend with is the want of knowledge as to when goods ordered by them should be due at their destination. Those who deal, or may hereafter do so, with Lucas, Steele & Bristol, wholesale grocers of Hamilton, will have no cause for complaint in this respect in future, for that firm has issued a combined freight time table and almanac, by consulting

which the desired information will be obtained. Lucas, Steele & Bristol are to be congratulated upon their enterprise.

BUTTER AND CHEESE.

The butter market remains much about the same as last week. Receipts of all kinds are still light; large rolls continue to be the chief source of supply, and they are in good demand at 17 to 19c.

There is a fair demand for fall cheese but stocks are light; prices steady at 12c. for job lots.

COUNTRY PRODUCE.

BEANS—The movement is not large; prices steady and unchanged at \$1.35 to \$1.40 for hand-picked and at \$1.10 to \$1.15 for a good average article other than hand-picked.

DRIED APPLES—There are not many on hand and demand is fair; dealers are paying 4¼ to 5c. and selling at 5¼ to 5½c.

EVAPORATED APPLES—Demand is limited; stock lots could be sold at 8 to 8½c. for new, while old are nominal at 6c.

EGGS—The market is still bare, and while prices are a good deal higher a few fairly good consignments would probably result in a substantial drop. Strictly fresh are quoted as high as 30c. and limed at 21 to 23c.; lots have changed hands between local dealers at the outside price.

HONEY—There is no improvement. About the description of the market is that it is sick. Stocks are still large and prices unchanged at 5c. for buckwheat and 8c. for clover.

DRESSED POULTRY—Scarce and wanted! Fresh killed chicken would fetch 75c. a pair and ordinary stock is quoted at 60 to 70c., ducks 85c. to \$1. a pair, turkeys at 12½ to 13c. a lb., and geese at 9 to 10c. These quotations are all higher than last week.

POTATOES—The market has a rather easier feeling and no movements of car lots are reported; car lots are quoted at 78 to 80c. and small lots at 90c.

ONIONS—Dull and easy at \$2 to \$2.25 per barrel.

HOPS—Inactive, views of growers and buyers being far apart. Prices are unchanged at 17 to 20c. for '92's and 14 to 15c. for yearlings.

HOGS AND PROVISIONS.

Although quotations are slightly higher than a week ago for dressed hogs, during the last few days there has been an easier undertone to the market. Offerings have been rather more liberal. Prices range from \$8.60 to \$8.65, but a couple of car lots offered at the outside figure Tuesday were refused. Provisions are in good demand at firm prices. There is a big enquiry for lard and prices are advancing. Smoked hams are going out quite freely. Dressed meats are in liberal supply and prices easy.

BACON—Long clear 10½ to 11c. Smoked backs are 12½ to 13c., bellies 13½c., rolls 10c.

HAMS—Are 13 to 13½c.

LARD—Pure Canadian is 12¼c. in tubs, and 13 to 13½c. in pails. Compound 10½c.

BARREL PORK—U. S. heavy mess is \$22.50. Canadian short cut is \$20 to \$22. Canadian heavy mess \$20 to \$21.

DRESSED MEATS—Beef forees are 4½ to 5½c., hindquarters 7 to 8½c., veal 6½ to 8c., mutton 7 to 8c., lamb 8c. to 8½c.

FISH AND OYSTERS.

Demand is increasing for fish and it is now fairly active. Whitefish and trout are a little higher, while B. C. Salmon is quoted



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**NO TRAVELLERS
—ON—
—THE—
—ROAD—**

If your wholesale house does not keep "KENT" Pickles in stock, order DIRECT from us. You cannot afford in your own interests to sell poor goods, or goods that your customers may not like. "KENT" Pickles always please. Try them.

**THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.**

THE "Lion Brand"

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

**Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.
W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.**

Fish Wholesale lots only.
FRESH, CURED AND FROZEN fish, of all kinds, from first hands, LOWEST PRICES.
L. H. DOBBIN, - MONTREAL.

**FRESH FISH - -
: : Splendid Stock**

MANITOBA WHITEFISH,
SALMON TROUT,
CODFISH, HADDOCK,
MACKEREL SMELTS,
FLOUNDERS, Etc.

Orders Promptly Filled.
D. W. PORT & CO.,
Wholesale Fish Agents,
Esplanade, - - TORONTO.

UNDERSTAND THEIR BUSINESS

A. CAMPBELL, Esq., TORONTO, Dec. 15th, 1892.
TORONTO, ONT.

MY DEAR SIR:-
I think it only fair, to let you know, that at a Dinner party at my house the other day, we had some of your Canned Peas, and that their was a general expression of opinion amongst the eight people present, that these Peas were far superior to any of the French Peas obtainable in Canada. It is quite evident that the Lakeport Preserving Co. understand their business, and how best to preserve fruit and vegetables.
Yours sincerely,
A. WHITE,
D. G. F. A., G. T. Ry.

"Nothing succeeds like success."



The sale of our
**BEAVER BRAND
PICKLES**
INCREASED
79 PER CENT.
DURING THE LAST YEAR.

Wishing all our Friends a
Happy and Prosperous New Year.
T. A. LYTLE & CO.,
Vinegar Manufacturers,
TORONTO

MAPLE PRODUCTS.

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

Address

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

Boy
Brand
Corn

DAILEY'S

Boy
Brand
Tomatoes



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



**HAVE YOU TRIED OUR
Epicure Corn and Sifted Select Peas**

If not, send for Sample Order.

Leading Grocers

Say there is nothing like them in the market. We are busy duplicating orders every day, they sell themselves.

Send for our Book—20 Receipts for preparing Epicure Corn—Mailed Free.



THE DELHI CANNING CO.,
FACTORIES: Delhi, Ont., and Niagara-on-the-Lake.

CANNED GOODS.

TORONTO.

The situation appears to be still gathering strength. The advance of 5c. a dozen on tomatoes in the States, bringing prices up there to \$1.15, has not been without its effect on the Canadian market. The local consumption of tomatoes, peas, corn and beans is at the moment large, and higher prices are confidently looked for by the trade. During the week there has been no change in quotations here, but they are very firm and there is an absence of that tendency to shade prices that there was some time ago. The increased inquiry for canned fruits noted a week ago continues. The demand for salmon is still light for the season; stocks are not large and with anything like an active demand there would probably come an appreciation of values. Sardines are firm and meeting with the usual seasonable demand.

MARKETS—Continued

1c. to 2c. lower. The oyster famine seems to be over; there is a sharp decline in prices in consequence and values are expected to go still lower. We quote: 7½c. for trout and ordinary whitefish, 7½c. for Manitoba whitefish, 4½c. per lb. or \$2 to \$2.25 per hundred for Lake herring, 10c. for mackerel, 13c. for B.C. salmon, 5 to 6c. for smelts, 5 to 5½c. for haddock, 4 to 4½c. for market cod, 7c. for steak cod, 4c. for flounders, 6½c. for skinned and boned codfish, \$6 for Labrador herring, \$5 to \$5.50 for shore herring, 11 to 12½c. for Digby herring, 4c. for boneless fish, 7 to 8c. for boneless cod, oysters, \$1.90 to \$2.10.

GREEN FRUIT.

The green fruit market has been active during the week; prices are firm, and in some lines actual advances are recorded. Stocks of oranges and lemons are light owing to the cold weather. Oranges are likely to be dearer. There are a good many "chilled" lemons on this market, and they are selling at \$1.50 to \$2.50, while really good stock is quoted at \$3.75 to \$4. Bananas are quoted 50c. higher. We quote: Valencia oranges at \$4 to \$4.50 per case, Jamaicas \$2.50 to \$2.75 per box, Floridas \$3 to \$3.25 per box, Mandarines \$2.50 to \$2.75 per box, Tangerines \$3.25 to \$3.50 per box, Palermos \$2.50 per box, lemons \$3.75 to \$4, bananas \$1.75 to \$2.50, pineapples 20 to 30c., Malaga grapes \$8 to \$9, fancy cranberries \$10 per barrel, common \$1 per basket, apples \$1.50 to \$2.50 per barrel.

HIDES, SKINS, WOOL, TALLOW.

SKINS—Sheepskins are still marked by their scarceness, and prices are 10 to 15c. higher at \$1.20 to \$1.40. Calfskins are in

SURPRISE SOAP

While the best for all household use, has peculiar qualities for easy and quick washing of clothes.

We sell it! So do all the best Wholesale Grocers in Canada.

The St. Croix Soap Mfg Co.,

St. Stephen, N.B.,

Branches:

MONTREAL: 17 St. Nicholas St.

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

WINNIPEG: E. W. Ashley.

good demand, but there are not yet many coming in, prices unchanged at 5 to 7c.

HIDES—Steady and unchanged at 4½c. for No. 1 green cows' and 5½c. for cured. Car lots of cured changed hands at 5½c.

TALLOW—Scarce and in active demand, dealers are paying 6c. and selling at 6½c.

WOOL—There is not much that is new to say. A fair trade is being done and prices are well maintained. Little or no fleece is left on the market and blanket wools are scarce. Pulled wools are not in so active request and prices are lower, dealers paying 22c. and selling at 22c. Fleece is quoted at 18c. to 19c., and pulled at 21 to 22c. for supers and at 26 to 27c. for extra.

SEEDS

Speculation still seems to be carrying red clover along and prices are higher at \$8.50 to \$9 a bushel, an advance of 50c. during the week; offerings limited. The export trade in Alsike has closed but prices of that article, are in sympathy with red clover, firm at \$5.50 to \$6.50. There is scarcely anything offering in timothy and prices are 25c. higher at \$1.75 to \$2.25.

MONTREAL MARKETS.

MONTREAL, Feb. 9, 1893.

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

GROCERIES.

There has been no particular change in the grocery market during the week the movement all the time being somewhat re-

stricted as compared with previous weeks. Values all round are firm, however. Sugar is steady with sellers not urging sales and buyers disposed to go on with the supplies they have at present. Tea is steady and several round lots have been bought by New York parties during the week. Coffee and spices are firm and good sound dried fruit is firmly held, although in slow demand. Briefly the week has been a quiet uneventful one, but although nothing striking is to note the situation seems to be favorable on the whole. Payments on the fourth of February have furnished ground for complaint, but the grocery men are not affected to the same extent as their confreres in dry goods.

SUGAR.

The week has remained quiet for refined sugars, but the market is very firm, sales of granulated transpiring at 4½c., choice yellows 4 to 4½c., and lower grades 3½c. at the refineries in straight lots. The aggregate movement, however, is small, as neither seller or buyer shows any marked disposition to meet one another. The former points to the marked firmness of the raw sugar market as his argument for refusing to operate ahead, while the latter thus debarred, and having supplied himself for the time being, has no inducement to offer any better prices. From jobbers' hands the movement is of the ordinary sort. The raw sugar market is very firm here and advices from New York state that it is the same way there, centrifugals selling on that market for 3½c. for 96 test. Limits to brokers here for cost and freight business have been withdrawn, although they were above the views of holders.

TORONTO, Jan. 27, '93.

WE—PAYING—ARE

4 ³/₄ C.

FOR
BRIGHT--DRY--SOUND
NEW CROP
DRIED APPLES.

WE ARE

BUYING

DRIED APPLES

Address

STANWAY & BAYLEY

42 FRONT ST., EAST, TORONTO.

--TERMS--

PRICE—Good for one week from date, for not exceeding 10 Barrels from any one shipper. Larger lots subject to confirmation before shipment. All others can be made without advice, but subject terms stated.

SIGHT DRAFT—Or local pay-orders no. oured, 10 days after shipment made.

QUALITY—Bright, dry, and sound new-crop stock.

..... **LENT**

Fresh Fish
AND Oysters
.. (LEMES BROS..) ..

Phone. 1788

TORONTO



DANIEL G. TRENCH & CO.,
 CHICAGO, ILL.
CANNING FACTORY OUTFITTERS.
 GENERAL AGENTS FOR
SPRAGUE MFG. CO., FARNHAM, N. Y.
CANNING MACHINERY OF ALL KINDS.



THEY ARE RIGHT.
 We have packed all kinds of Vegetables, Fruits,
 etc. and our **CANNED GOODS** are in the hands
 of the wholesalers.
 Our Factory New Throughout.
The Strathroy Canning and Pre-
serving Co., Ltd.,
STRATHROY, - ONT.



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

EVERY CAN WARRANTED.

J. H. TODD & SON,

Victoria, B.C., Owners.
 AGENTS, Stanway & Bayley, Toronto.
 Agents for Ontario
 " W. S. Goodhugh & Co., Montreal.
 " Tees & Persse, Winnipeg.

The Norton Manufacturing Co.

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

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

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

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

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

GILLARD'S Specialties
 High Class, English Made,
"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
 Wholesale Grocers in the Dominion.

"JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed,
 An excellent food for Infants.
 We make only the one quality—**THE BEST.**
 Buy only the **JERSEY BRAND** for all pur-
 poses. Sold by Grocers, Outfitters and others.

MANUFACTURED BY
FORREST CANNING CO'Y,
 HALIFAX, N.S.
STANWAY & BAYLEY, Agents, Toronto.

W. A. Carson. R. B. Morden. J. Anning.

BELLEVILLE CANNING CO.

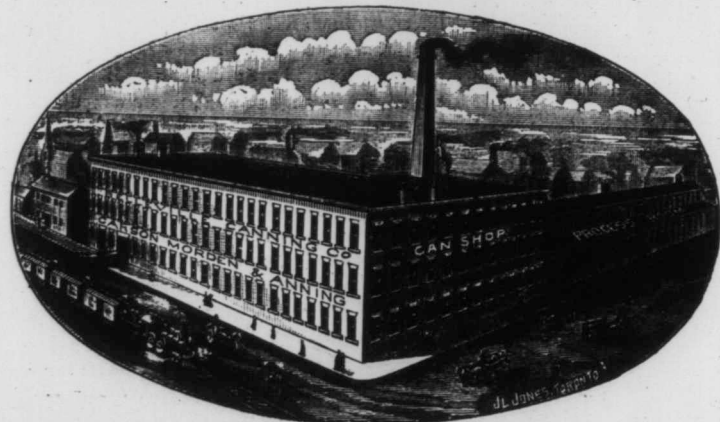
—PACKERS OF THE—

"Queen Brand"
 Fruits and Vegetables.

All our goods are packed with the greatest care and clean-
 liness, and as we are on the market to stay we will only
 put out

FIRST-CLASS GOODS.

We respectfully ask the trade to recom-
 mend this brand to their customers?



MONTREAL Markets Continued.

SYRUPS AND MOLASSES.

There is a fair demand for Barbadoes molasses in a small jobbing way at 34c., and stocks are very firmly held, as it is all certain to be wanted before fresh supplies can arrive next spring. Syrups are quiet and unchanged.

TEA.

The tea market has been rather quiet, but an encouraging sign has been a number of orders from country dealers for Japans, who have been holding off in the expectation of better terms. Moderate sized lots of low grade Japans have changed hands at 13½ to 14½c., medium to good at 15½ to 18½c., fine 19½ to 22c., and finest 25 to 30½c. Green teas are very firm, and five or six lines of black teas held here on consignment were sold to New York parties at 11½ to 16c., the quantity involved being some 1,000 packages.

COFFEES AND SPICES.

The firm tone of the coffee market is maintained under limited supplies and a fair demand. We quote prices as follows: Jamaica 18½ to 20c., Maracaibo 20 to 22c., Rio 18½ to 21c., Java 25 to 27c., and Mocha 25 to 28c. in straight lots, jobbing parcels higher.

There is a fair enquiry for spices, sales of round lots of black pepper having been made at 7¼ to 7½c., cloves are firm at 8½ to 9c., and numegs 47½c. to \$1, as to size.

DRIED FRUITS.

There has been very little doing in dried fruit, but prices generally are steady and unchanged. The movement from first hands is practically nil, while jobbers do not report any briskness in the enquiry from actual distributors. The latter's stocks, however, must be small and they are certain to require some supplies shortly. Good Valencias are held at 4¼c. for seconds, but 4¾ to 5c. for prime in sound lots. Valencia layers have furnished a fair trade at 6 to 6¼c., the market being firm at these rates for wholesale lots. Currants are steady at 5¾ to 5¾c. Prunes are steady at 6½ to 9c. as to quality.

GREEN FRUIT.

The demand for oranges during the week has only been fair and trade rules quiet. Valencias \$3.75 to \$4.00; Messina \$2.50 to \$2.75; Florida \$3.25. Lemons rule quiet and unchanged, fancy \$2.50 to \$3.00 and lower grades \$1.25 to \$2.50 as to quality.

FISH.

There is a continued good demand for fish and the market holds very strong fresh cod and finnan haddies alone showing any easiness. We quote as follows: Haddock 4c., cod 3 to 3½c., steak cod 4½ to 5c., lake trout 7c., white fish 7 to 7½c., pickerel or dore 8c.; dried cod, \$5.50; No. 1 green cod, \$6 to \$6; B. C. salmon, \$13 per brl.; Labrador salmon, \$13 to \$14; No. 2 mackerel, \$14 per brl.; do. \$7 per half brl.; Labrador herring, \$6.00 to \$5.00 per brl.; C. B. and N. S. herring, \$4.75 to \$5 per brl.; tommy cods, \$2.50 to \$2.75 per brl.; fresh herring, \$1.85 to \$2. per hundred; haddies, 7½ to 8c.; Yarmouth bloaters, \$1.25 to \$1.50; common do., \$1; fresh frozen mackerel, 10 to 10½c. each; No. 1 lake trout, \$4.75 to \$5 per keg.

APPLES.

The market is very quiet, round lots being exceedingly difficult to move. Two car loads sold at \$1.25, but \$2.25 is possible in some cases. Jobbing prices run from \$2.50 or thereabouts.

POTATOES.

The market remains firm, further sales of car load lots having transpired at \$1.00 to

\$1.05 per 90lb. bags. Supplies are light and the market looks as though it might go higher.

DRESSED HOGS.

The market is quiet and the tone is somewhat easier, and the high prices of a week ago are not possible to-day, \$9 being the very best price possible on a car lot.

PROVISIONS.

The local trade in hog products is very slow, but prices are maintained. The quotations are as follows:—Canadian short cut, per brl. \$22 to \$23; Mess pork, Western, new, per brl. \$21 to \$22.00; Hams, city cured, per brl. 12½ to 13c.; Lard, Canadian, in pails 10¼ to 10½c.; Bacon, per lb., 11½ to 12c.; Lard, com. refined, per lb., 10 to 10½c.

EGGS.

The egg market holds very firm, sales of Montreal stock being made at 25 to 27c., an advance of 5c. on our last. The high prices have curtailed the demand, however, and business is slow. There are numerous enquiries from the United States, but dealers refuse to take orders owing to the shortage in supplies here.

BUTTER AND CHEESE.

There is little or no change to mention in the cheese market. The stock remaining here is a bagatelle and the nominal price is 12½c.

Butter meets a good local demand and supplies are running light. A feature is the decided scarcity of Medium grades, such as Western dairy, etc., and the consequence is that supplies of this sort are very firm. The bulk of the stock offering is creamery, which runs all the way from 22c. for seconds to 23½ to 24c. for firsts in a jobbing way. Fresh roll stock from the west fetches 20 to 21c. when it is prime.

TO BE BORNE IN MIND ALWAYS.

The manager, the bookkeeper, the cashier, the entry clerk, the shipping clerk, the salesman, the office boy, the porter, everyone, in fact, says an exchange, who is in any way connected with a business establishment should bear in mind that there is such a thing as cultivating trade, and that they, as well as the proprietors, are responsible for a share of the firm's success. Because a man is hired to fill a certain position there is no excuse for his hesitation to do any other work which may require attention. A bookkeeper might soil his fingers by stepping outside the office and waiting upon a customer if occasion required, but he would not lower himself in the estimation of his employer, through thus signifying his willingness to make himself generally useful, and, anyhow, the dirt will wash off. To make business grow and make it pay should be the main object of every employe, regardless of position or conditions. The day is gone when business can be conducted successfully without the undivided and best efforts of those who are responsible for it. In days gone by a merchant might succeed by sitting down and waiting for trade to come to him, but not now. In our day and generation, the most persistent and systematic efforts are essential to bringing about a satisfactory result. A progressive spirit and a capacity for pleasing customers will work wonders in any business.—Penn Grocer.

A TOMATO TREE.

Near Santa Ana, Cal., a tomato tree is growing on the ranch of Henry Thomas that is nineteen feet in height, eleven feet in diameter of the spread of the branches twelve feet from the ground, and from which the owner picked 219 ripe tomatoes on the 3rd of December last. It was raised from the seed, planted last April, and now furnishes a dense shade for the entire south side of the house. It seems to be a continuous bearer and promises to hold its place for years to come. The fruit is of medium size, a rich crimson color, very few seeds, perfectly smooth skin, breaks open like an apple though without a core, and is of a delicate flavor. If you don't believe all this, ask the Blade of that town as it is responsible for the publication of the story.

BLACK CURRANTS.

The small black dried fruit of commerce, known as Zante currants, are not currants, but grapes, of a variety peculiar to Greece and its islands, and not cultivable elsewhere. Attempts have been made to grow them in other countries, but without success, for the transplanted vines produced large grapes. Originally termed "raisins de Corauntz" (from Corinth, the port of shipment), the name became perverted to the modern currants.

The currant is one of the chief products of Greece, and the production the past decade has doubled. Sixty years ago the production was about 2,000 tons; and for the past three or four years it has reached from 150,000 to 160,000 tons. Until within the past few years America confined her importations to the poorer grades of fruit, but Americans are being educated to use the finer qualities, and an increase in the consumption of these grades is probable, as there is no dried fruit so cheap, and none more wholesome or nutritious. In England many families mix currants in making bread, which makes it very palatable and keeps the bread moist a longer time than without them.

Great quantities of currants are grown in the Ionian Islands; the shores of the Gulf of Corinth, from Patras to Corinth are one vast vineyard of currant vines. Here is produced the finest fruit, known as Vostizza, Corinthia and Patras. The vines are planted in close rows, and are pruned to small bushes. When the fruit is matured, it is plucked and laid upon the ground to cure. This is a time of great anxiety, for the value of the crop depends upon proper curing, and this in turn depends upon the weather. Dampness causes fermentation and other damage.

Because they are dried upon the ground, currants in their ordinary commercial condition are exceedingly dirty, being mixed with much refuse, soil and other impurities. It is important, therefore, that they should be thoroughly and scientifically cleaned.—Exchange.

FLOUR AND FEED.

TORONTO.

Flour trade continues quiet, but there is a firmer feeling all round. Owing to a scarcity of water, consequent upon the severe weather, there is very little flour being made, and it is the opinion that if the people east became anxious buyers prices would advance something like 20c. a barrel. Quotations cannot be got from mills for reasonably prompt delivery, and while buyers refuse to pay more than quotable prices, the mills are holding out for 10 or 20c. a barrel more. Quite an active demand has developed for feed and prices are higher. Oatmeal is quoted 20c. dearer.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.55; strong bakers' \$4.10; white wheat patents, \$4.25; straight roller, \$3.40; low grades, per bag, \$1.00 to \$1.50.

Car prices are: Toronto freights—Manitoba patents, \$4.30 to \$4.50; Manitoba strong bakers' \$3.75 to \$4.25; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.15 to \$3.20; extra, \$2.75 to \$2.80; low grades, per bag, \$1.00 to \$1.25.

MEAL.—Oatmeal is \$4.00. Cornmeal is \$3.50.

FEED.—Bran is \$13 to \$14, shorts is \$14 to \$15, mixed feed \$22, feeding corn 57 to 58c., oats 32 to 33c.

HAY.—Baled timothy, demand is good and supply fair at \$9.25

STRAW.—Plentiful and demand limited, at \$5.50 to \$6.

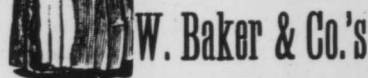
Unlike the Dutch Process

No Alkalies

—OR—

Other Chemicals

are used in the preparation of



W. Baker & Co.'s

Breakfast Cocoa,

which is absolutely pure and soluble.

A description of the chocolate plant, and of the various cocoa and chocolate preparations manufactured by Walter Baker & Co. will be sent free to any dealer on application.

W. BAKER & CO., Dorchester, Mass. U.S.A.
Branch House, 6 Hospital St., Montreal.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

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

The Western Milling Company
(Limited.)

REGINA, ASSA.

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

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

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

Correspondence Solicited.

Embro
Oatmeal
Mills

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

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

B. M. PINCOMBE.

W. W. SUTHERLAND.

STRATHROY OATMEAL AND CORNMEAL MILLS.

Pincombe & Sutherland,

STRATHROY, ONTARIO.

Manufacture by the latest improved process

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

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

OATMEAL

Dominion Mills,
LONDON.
Excelsior Mills,
MITCHELL.

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

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots.
WALTER THOMSON, London and Mitchell.

BRANDON ROLLER MILLS.

Brandon, Man.

—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers

-- FLOUR --

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

Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y,

PROPRIETORS.

N. WENGER & BROS.,
AYTON, ONT.

-- MILLERS --

(Hungarian Process)

BRANDS:

KLEBER, MAY BLOSSOM.

AGENTS:

J. L. SMITH & SON, - Montreal.

EPHRAIM ERB, - Halifax.



GENUINE CREAMERY BUTTER

In lots of 5 tubs and upwards, price 24½ cts. per lb., cash; single tubs 50 lbs. each, will be shipped as samples on receipt of \$12.50.

JACKSON & HALLETT EXPORTERS OF CREAMERY BUTTER
GUELPH, ONT

MONTREAL TRADE NOTES.

Caverhill, Rose, Hughes & Co. are offering special inducements at present in the staple lines of groceries.

Hudon, Hebert & Co. report the demand for syrups quiet, but say that American stock is being sold for less money now than it can be laid down here for.

Eggs have gone up 4 to 5c. per lb. since last week. There have been more enquiries from the United States, but dealers here fear a shortage, and won't fill them.

Chaput, Fils & Co. are offering some nice lines of fish to their customers for Lent. Mr. Geoffrion of the firm says that there are plenty of small orders to fill, although the week's business has been quiet.

Barbados molasses is on the up turn, and Mr. Quintal, Jr., of the firm of Quintal & Sons, says that the stock will all be used up before the new supplies are at hand.

Lightbound, Ralston & Co. report a good sale of their stock of Japan teas. All their cheaper lines have been taken off their hands.

Several lines of black tea, comprising 1,000 odd boxes held on consignment here by a broker, were turned over by him to New York purchasers on the basis of 12 to 16c.

A round lot of 300 bozes of Maracaibo coffee has been offering on this market during the week at 21c., but we did not learn whether it had been closed out to purchaser.

Limits to raw sugar brokers here have been withdrawn by their principals at the source of supply, this, too, despite the fact that they were above the views of refiners here for C.I.F. business. Cables quote Java 16s. 6d., and fair refining 14s. 3d.

The new officers of the Board of Trade were officially announced at a special meeting of the Board, held last week. The complete list is as follows: President, W. W. Ogilvie; vice-president, W. C. Munderloh; second vice-president, James A. Cantlie; treasurer, Edgar Judge; members of the council, Messrs. William Cunningham, live stock; Thomas I. Drummond, hardware; R. M. Esdalle, grain; Charles H. Gould, miller; Frank A. Hart, fruits; D. L. Lockerby, groceries; John McKergow, dairy produce; John B. McLea, shipping and Newfoundland trade; F. D. Rolland, stationery; Charles S. Smith, boots and shoes; A. A. Thibaudau, dry goods, and James Williamson, oils, chemicals, etc. Members Board of Arbitration: Andrew Allan, Robert Archer, H. A. Budden, Geo. Childs, Jas. P. Cleghorn, Hon. George A. Drummond, E. B. Greenshields, F. W. Henshaw, Chas. P. Hebert, John Kerry, Robert Reford, Jas. Slessor. Mr. E. B. Greenshields paid a compliment to the retiring members of the council. Mr. Edgar Judge thought that the incoming council should take steps towards retaining the present large membership and increasing it if possible. It was agreed that at the next quarterly meeting of the board Mr. Judge should move to increase the entrance fee from \$100, which it now is, to \$200.

FOR YOUNG MEN.

In the American Grocer's "Clerk's Department" appears the following, worth careful noting by young men in all lines of business: "No mother need have undue anxiety for the success of a son who this winter or spring steps out into the business world, so long as he bears in mind a few essential points: He must be honest above all things, and allow nothing to convince him that there is a compromise between honesty and dishonesty. He must be an out-and-out believer in the homely but forcible saying that a man cannot drink whiskey and be in business. He must, too, decide between being a society and a business man; he cannot be both. He must make his life outside the office the same as in it, and not be possessed with the prevalent idea that his employer has no business to question his movements outside of office hours. An employer has every right to expect his employes to be respectable at all times, in the office or out of it."

CACAO AS A BEVERAGE.

The rapid increase in the importations and consumption of coffee during the past few years, despite its increased price, is something remarkable, and is in strong contrast with the importations of cacao which supplies not only a more wholesome, but a far more nutritious beverage. During the year 1891 our importations of coffee amounted to about eight pounds per capita of our population, while our cacao imports were only about five ounce per capita, only one twenty-sixths of the coffee imports. It must also be borne in mind that of the 21,539,840 pounds of cacao imported in 1891, perhaps not more than one-half was used for drink purposes, the other being converted into confections and used in other ways. There is no little ignorance prevailing concerning the value of chocolate, cocoa and the other beverages made out of the cacao bean. Prepared as some of these are with sugar, egg and spices, they are perhaps the most nutritious of all the table beverages used among men.

The food value of a cup of cacao prepared with milk is many times that of coffee. Neither is it so stimulating. Bad effects from the ordinary use of chocolate are, we believe, unknown. It is not merely a beverage, but it is a food of great value, strong, palatable and nourishing. It is a matter for surprise that its use has not become more general. None of the bad results that so often accom-

pany the use of coffee, such as sleeplessness go with the various preparations of cacao. Everybody admits its value in the making of cakes, confections and ice cream, and to almost all it is most acceptable in these various forms. It requires only a little experience with it as a beverage to make it equally acceptable to the public in that form. It is making its way slowly, but its triumph will come.—Interstate Grocer.

BOUNTY FOR BEET SUGAR.

At the beet sugar convention recently held in Denver, Col., G. F. Berringer, superintendent of the experimental station south of Denver, on the divide between the Platte and Arkansas rivers, reported that thousands of tons of beets at twelve tons per acre, with 13 to 16 per cent. of saccharine matter, could be raised there. The beets average two pounds. It was decided to form a permanent state association, which in turn shall form county associations, and subsidies will be obtained when possible from state, county and municipal authorities. A memorial was adopted asking the state legislature now in session to grant a bounty for two years of \$1 per ton on beets sold to sugar factories and having 12 per cent. saccharine and a coefficient on purity of 80 per cent.; also a bounty of half a cent a pound for four years on sugar product polarizing not less than 90. A memorial asking congress to continue its bounty of two cents on American sugar will be circulated for public signature. Congress will also be asked to establish experimental stations in Colorado, and both congress and the local legislatures will be asked to make ample appropriation for the acquisition of information.

SOAKED PEAS.

The Empire of Wednesday announced that a Canadian canned goods packer is placing soaked peas on the market without labelling them as such, and with the fictitious name of a company as packers. There are two direct infractions of the law in this, for each of which the offenders are liable to a penalty of not less than \$2 per tin for not putting the word "Soaked" on, and the same for a fictitious name.


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

THE BEST
MacLaren's
IMPERIAL
CHEESE
IN GLASS JARS.
WRIGHT & COPP,
DOMINION AGENTS,
TORONTO.

ESTABLISHED 1851.
JUST RECEIVED
4,500 Boxes
Valencia Raisins
WRITE FOR OUR PRICES.
N. QUINTAL & FILS,
WHOLESALE GROCERS,
274 St. Paul Street, Montreal.

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

WESTERN ONTARIO AGENTS FOR THE
Irish Mustard.
Cherry's DUBLIN Mustard is guaranteed absolutely PURE, and sold cheaper than the compound. Send for Prices.

SPECIAL TEA
SALE. During this Month we have decided to cut the prices on all our Teas and will show the trade some splendid lines at from 10 per cent. to 15 per cent. below usual prices.
Don't fail to get our Prices and Samples
J. W. LANG & CO. 59, 61 and 63 FRONT ST., E. Cor. Church

Canned Goods

This is the time to purchase the finest brands of canned vegetables, such as "Little Chief" and "Canada First" Tomatoes, Corn, Peas, and Beans. Large assortment and lowest prices.

SLOAN & CROWTHER,
WHOLESALE GROCERS,
19 Front St. E., Toronto.

.. TEAS ..
Japans, Medium Grades,
Best Value in Market.
ALSO
Darjeelings and Ceylons,
Specially Selected for Blending Purposes.

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

—: : We are offering a : :—
Blended Tea AT 25^{C.} Per Lb.
For Strength and Flavor it is Unequaled.
Ask our Travellers to show it, or write us for Samples.

 **Smith and Keighley**
9 Front St. E., Toronto.

TEAS - -
— ❖ — **A SPECIALTY.**
PERKINS, INCE & Co.,
41-43 Front St. East,
TORONTO.

JOHN BURGESS & SON
SAUCE
AND
PICKLE
MANUFACTURERS,
107 STRAND Corner of the Savoy Steps, London, W.C
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CASH VS. CREDIT.

No one will deny that it would be a good thing for the retail merchant, and beneficial to the consumer, if the cash systems were in general use. Columns of space in the mercantile trade papers are given to the subject, which may eventually do some good in the direction of the object sought by inducing the dealers to change their methods of doing business.

Thirty or more years ago there were spasmodic efforts to do something in the way of bringing more cash and less credit to the retailer's till, but as there were no papers devoted to the merchant's interests and no organization among them, nothing could be done to break up the universal system of charging for nearly every sale made.

It would be only repeating an old story over and over again to say that every retail dealer will tell you that he is in favor of the cash system; that he would like to see it generally adopted, but—and then he will tell you why he cannot make the change. His reasons are simply and uniformly to the effect that he would lose trade; and if he did not trust, his neighbor in the same line would, and thus draw his customers away. And therein, it seems to us, lies the great secret (if it is a secret) of the failure to do a business on cash-down basis, i. e., want of unanimity and desire on the part of one to sell more goods than his neighbor.

Those who sell the articles of daily consumption by every family know when they give the head of the household one of those universal pass books that, in nine cases out of ten, a great many more sales will be made than if the cash accompanied every purchase. The tendency to buy what may be desired but not absolutely necessary, when the article need not be paid for at the time of purchase, is almost universal among people of moderate means, and this frailty of human nature is too frequently taken advantage of by the dealer to increase his sales. There are others who are too good natured to say "no" even to persons who, they are morally certain, will not or cannot pay their bills in a reasonable time, if ever, but take the risk, hoping that all will come out right in the end.

As a rule, the mechanic and laboring man of the present day could pay cash for everything he needs at the time of purchase. Of course, there are occasional exceptions, such as cases of misfortune, sickness, etc., but this could be provided for by mutual understanding. He receives pay for his work every week, or two weeks, but the unfortunate credit system usually absorbs his earnings, if he pays at the end of the week for what has already been consumed, and he must again be trusted for future supplies. Frequently the temptation to "stave off" part or the whole of his bill at the grocery, butcher shop, etc., is irresistible—in order that he may have a little change in his pocket—and it is not a great while until the debt is too formidable for his means. And so it goes.

A partial remedy for the evils referred to lies in the use of what is known as "coupon books," and we advise those of our mercantile readers who really desire to get out of the credit rut but do not find it feasible to adopt the cash-in-hand system absolutely, to examine the merits (and demerits if there be any) of the coupon method of doing business.

It appears to us, however, that without thorough organization, very little can, or rather will, be done to make the cash system absolute and universal.—Grocer and Trade Index.

ALL ABOUT MAKING MACARONI.

Few people who eat that toothsome article, macaroni, know how or where it is manufactured. They, however, do know that when it is properly prepared it forms one of the most palatable and healthful dishes that is set on the table. Many imagine that macaroni, vermicelli, spaghetti and noodles are chiefly made in Italy and imported into this country. To a certain extent this is true, but of late years the industry has so grown on this side of the ocean that now but one-tenth of the entire amount consumed in the United States is imported. Some years ago it was distinctly an Italian dish. The natives of that country were the first to make it, and they made a national dish of it. Other countries took up the article, until now it is known the world over. While at first Italy had the monopoly of its manufacture and exported large quantities of it, now it is made in different countries of Europe and also by the United States.

In this country the work is done nearly entirely by Italians, who have immigrated from the mother soil, or by their American descendants. In New York city there are several large factories which produce an average of 35,000 pounds a day. This is consumed in that city, but quantities are shipped to different places in the United States and to Canada and to Cuba. A representative of this paper visited the factory and made a tour of inspection through its three floors and watched the different steps which converts the flour into the hard and brittle substance that afterwards becomes so palatable in the hands of the chef or adept housewife. The flour and water is first put into what is called a dough mixing machine. It is cylindrical in form, and within it are knives or plates, which are worked by steam power. The dough is kept in this machine until it is thoroughly mixed. Then it is thrown into a circular trough about six feet in diameter. Through this trough rolls a large stone weighing 3,300 pounds. Over and over the dough this heavy weight passes, rolling it out flat. This process is kept up for half an hour. The next step is the placing of this well rolled material in a powerful circular press worked by steam. The bottom of this machine is a copper plate or mold. It is about an inch thick and perforated with holes, in the centre of which is a pin. The dough is forced through these holes, the little pin in the centre of each making the hollow centre in the macaroni. It comes out in long strings, soft and so pliable that it could be tied in a knot. It is then taken up stairs, where a man lays it out in straight lengths on wire trays covered with paper. The whole is covered with heavy paper, and the trays are put up in racks to dry.

It lies in this position for eight days before it hardens and dries completely, as the dampness prevents it from drying properly.

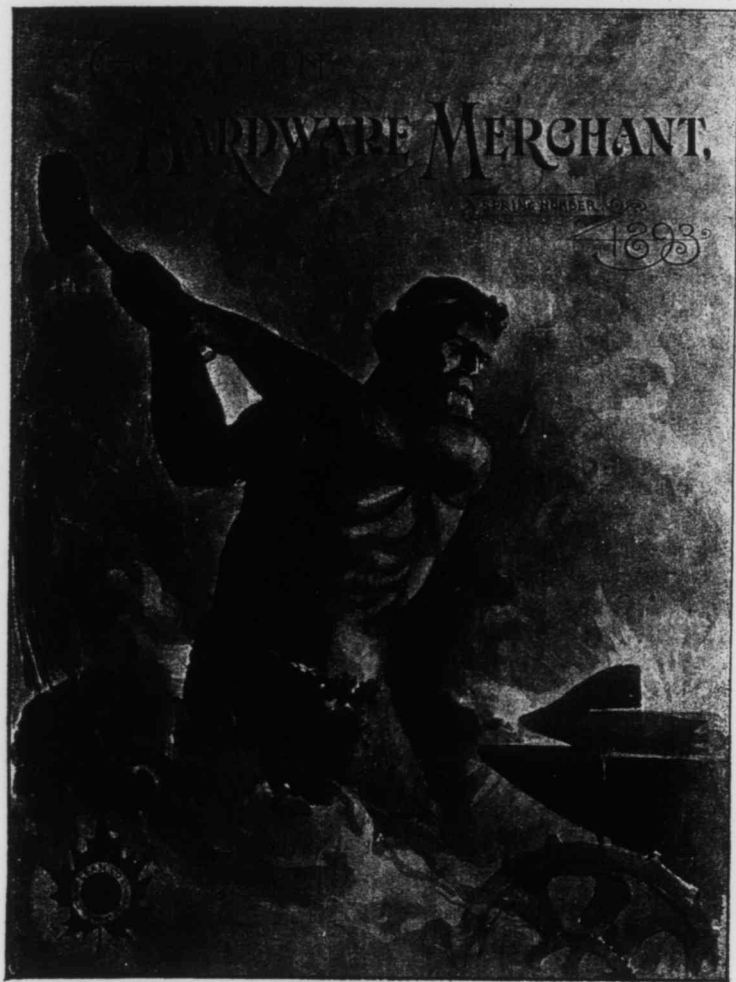
On nice, clear days the windows are allowed to remain open, but on windy days they are kept closed and the steam is kept on, running the temperature up to between 70 and 90 degrees. This heat does not affect the macaroni, but keeps the air dry. Vermicelli, spaghetti and noodles are all made the same way, except that the holes in the molds through which it is forced are smaller. The vermicelli is made both white and of a yellowish tint. The coloring is done with saffron. When it is taken upstairs to dry it is laid out in curled-up shapes to give it a fancy appearance. There is yet another product that the factory makes—that is fancy pastes. These are used for soups the same as noodles, but present a much nicer appearance. For the pastes the same mixing and rolling process is gone through with as in making the macaroni. Then the dough is taken up to the second floor, where it is placed in a pressing machine set in a horizontal position.

Instead of the ordinary round holes in the moulding plate the perforations take a number of different forms. All the letters of the alphabet are produced. They are very small, but complete as to form and enlarge after being placed in the soup. Thus the Smiths, the Joneses, the Browns and the Johnsons may have received the initial letters of their names in their soups. Numbers, stars, rings and wheels are also made, while the pretty shapes of pepper, olive and lemon seeds are also produced. After the different articles are thoroughly dried and hardened they are packed for shipment. The macaroni is made up in pound packages, wrapped in the familiar blue paper that many a housewife imagines has come all the way from Italy. It is also put up in other colors, with labels of other kinds, bearing Italian names, all of which give it a foreign look. There are several ways of cooking macaroni. Some people cook it with tomatoes, others with cheese. The latter is probably the most palatable.

A lady who is quite an adept in preparing the article gives the following recipe for its preparation: Breaks the sticks into inch pieces, put in boiling water and boil twenty minutes. When half done add a little salt. When done strain in a colander and set it in cold water until the dressing is prepared. To make the dressing, melt a lump of butter the size of a walnut and stir in an even tablespoonful of flour; add a cup of milk and a little salt and allow it to boil. Put in a half cup of grated sharp cheese, allow it to melt, add the yolk of one egg which has been thoroughly mixed but not beaten light. Then stir in the macaroni and put it where it will heat, but not boil.—Inter-State Grocer.

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GROWTH OF THE OYSTER.

The oyster at the commencement of its career is so small that 2,000,000 would only occupy a square inch. In six months each individual oyster is large enough to cover half a crown, and in twelve months a crown piece. The oyster is its own architect, and the shell grows as the fish inside grows, being never too small.

It also bears its age upon its back, and it is as easy to tell the age of an oyster by looking at its shell, as it is that of horses by looking at their teeth. Every one who has handled an oyster shell must have noticed the successive layers overlapping each other.

These are technically termed shots, and each one marks a year's growth, so that by counting them the age of the oyster can be determined. Up to the time of its maturity—that is when four years of age—the shots are regular and successive; but after that time they become irregular and are piled one upon another, so that their shell becomes bulky and thickened. Fossil oysters have been seen of which each shell was nine inches thick, whence they may be judged to be more than 900 years old.

From one to two million are produced from a single parent, and their scarcity is accounted for by the fact that man is not the only oyster-eating animal. The starfish loves the oyster, and preys upon it unceasingly. A variety of whelk is also very fond of young oysters, to get at which it bores right through the shell and sucks the fish up through the hole thus made.—Pearson's Weekly.

HOW IT IS DONE.

A great many of the dormant retail grocers are constantly finding fault with their up-to-the-times confreres, says the Retail Grocers' Journal, of San Francisco. The cause for complaint is that they (the live grocers) are selling too cheap. "Why," some of them will say, "I could not sell at that price simply because I paid more by the case than he is retailing them by the single package." And their statement is true in every particular. But whose fault is it? The live grocer keeps posted by reading trade papers and watching the movements of the market, while the other would rather prefer to play pedro or else do most anything except what relates to and would benefit his business, and as for reading trade papers, that is time wasted—the reading is too dry; there is not the pith to it that is contained in an account of a prize fight, and so on. But when it comes to finding fault, then he can waste plenty of time. To approach one of these men with an application to subscribe for a trade paper produces about the same result as does the request of a slow-paying customer who has already a large score recorded against his name, for the loan of fifty dollars to buy Christmas toys for the Children.

However, it is the same with trade papers as it is with everything else; one must be brought up to the use of them in order to be able to grasp the benefit to be derived from their perusal. With a few lessons, such as some of the retail grocers will receive this summer, we think that many of them will become apt scholars and profit by their losses, not only in having to pay more for their goods, but also on account of losing trade by not being able to cope with the up-to-the-times grocers. If less time were devoted to fault-finding, and more in ascertaining in what way they could be up to those in the same trade, and

sell at the same price, and make a profit, it would be greatly to the interest of the dormant grocer, who expects that all matters in the trade should be shaped to a mould of his own making.

NUTMEG CULTIVATION IN JAMAICA.

In the Bulletin of the Botanical Department of Jamaica it is stated that a large stock of the very finest nutmegs for seed have been imported to Jamaica from Grenada, and has been sown in the Hope Gardens, and when ready for distribution, will be sold at the very low rate of three half-pence each, in large or small quantities. It is hoped that these arrangements will tend to develop the planting of nutmegs on a large scale in suitable districts in Jamaica. It is stated that already one order has been filed for 10,000 plants, and another for 5,000. The germination of the seed in large quantities, and the care of the seedlings, is said to require the strictest attention, to prevent extensive loss. From the seed beds the seedlings are transferred to bamboo pots, and when they have quite recovered from the transplanting, and have formed good roots, they are ready for the nutmeg plantation. The planters must now exercise strict supervision over the laborers, to see that the bamboo pot is carefully slit down on one side, and the plant, with the earth undisturbed round the root, gently placed in the hole prepared for its reception. If this operation is done too harshly or clumsily, the tip of the tap root is broken, and the plant soon dies.

The trees are a long time coming to maturity, not producing a crop, as a rule, till they are nine years old; and when they first flower, at six or seven years of age, it is possible to determine whether they are male or female. A very small proportion of male trees is left for fertilization by insects; the rest are cut down, and fresh plants are substituted. The fertile trees continue to produce for seventy or eighty years. On an average each tree will yield ten pounds of nutmegs and about one pound of mace every year; and, when highly matured, it is said they will produce ten times that amount.

In connection with the same subject a note on the curing of nutmegs in Grenada is given in the November number of the Jamaica Bulletin, the details of which may be of service to those who are starting the culture. The process is said to be that which is adopted for preparing the nutmegs for the London market. The nutmegs are picked up from under the trees every day except Sunday. On being brought into the boucan, the mace is peeled off and pressed flat between heavy blocks of wood, where it is left for two or three days, then put into a case and left till it reaches the proper color. The nutmegs are put into receptacles (with fine mesh bottoms so that the air can pass through), inside the boucan, and left there for three weeks or a month, or, in fact, until the nut begins to shake inside the shell. They are then shown the sun for a couple of hours a day for two or three days. After this they are cracked. Great care is necessary here, for if the outside shell is struck too hard it makes a black spot on the nutmeg, which affects the value considerably. When cracked, the nuts are sorted according to size, put into ordinary flour barrels and shipped. Regarding the value of the produce of nutmeg trees when in full bearing, it is stated that one grower in 1883 realized from two trees as much as £30.

JUDGING THE AGE OF POULTRY.

Examine the feet and legs; the size and appearance of the spurs, form a guide, as we are told by an expert in The New York World. The skin of the pullet or cockerel is smooth and has a fresh appearance, while that of the adult fowl yearly grows coarse and more shriveled. Place the thumb and forefinger on each side of the back near the "pope's nose," and press. In young birds the part is supple, in old ones it is difficult to bend. If in feeling the tip of the breast bone the grizzle forming there is tender and supple, the bird is young. Ducks that have arrived at the age of two or three years have a deep depression down below the breast feathers and their waddle becomes more and more ungainly.

OLIVES AT POMONA.

The olive industry has proved unusually profitable in the Pomona district the present year if we may fully rely upon the various reports coming from that section. It is alleged that \$250 per acre has been made by numerous olive growers, and we have no reason to doubt the statement. What is more to the purpose, however, is the fact, so great is the demand for olive pickles that it can only be partially supplied. It is announced that an order from New York for 20,000 gallons of Pomona pickled olives had to be declined for want of stock. A great advance in olive planting will certainly occur during the coming season.—California Fruit Growers' Journal.

BRAZILLIAN COFFEE.

In view of the constant complaint over the quality and condition of Brazilian coffee, the following epitome of a report from an attache of the British Legation at Rio de Janeiro is interesting: "At the present high prices quantity more than quality is the object of the planter. Careful preparation entails heavy expense and delays, while the profit is so great that everything which comes with coffee, viz., huss, sticks, etc., all go into the bag to increase the weight. Low fair channel, or type No. 6, became the 'good coffee' of the market, and at last even type 7 was difficult to obtain, the stock being almost wholly composed of lower grades. The difference in price between the grades grew to be very large, and finally dealers refused to sell good sorts alone, using them to force off larger parcels of lower quality. In spite of the high premium paid on really good qualities, there is thought to be little hope of a marked change for the better until currency prices fall to the point when freight, etc., make the shipment from the plantation of very low grades unprofitable. Owing to the defective railway service and the consequent delays and exposure to the weather, the coffee has been robbed of what color and style it originally possessed when freshly prepared. Two or three months were no unusual journey between plantation and market, the coffee lying during the greater part of that time exposed to the weather at the railway stations. Large quantities were damaged, and a considerable amount rotted and destroyed."

From present indications there will be an immense crop of oranges in Southern California, especially of navels. The fruit is coloring nicely, and is ripening three weeks earlier than last year.—Los Angeles Express.

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Sheet Gelatine, pound packages,
Brooks' Monkey Brand Soap,
Bell, Pollitz & Co's Salad Oil, Gallon Tins,
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ST. JOHN, N. B., MARKETS.

ST. JOHN, N. B., Feb. 9, 1893.
GROCERIES.

Trade has not been quite up to expectations the past week, but the slow movement in goods has had no effect in prices, which in certain lines, such as lard, beans and low grade teas are still moving upward. Collections are slow. Orders are coming in fairly well, with prospects for further improvement before the week is out.

Teas—A fair inquiry for all grades.

Sugars—Market firm but limited quantity moving as quoted; granulated $4\frac{1}{2}$ to $4\frac{3}{4}$ c.; extra C $3\frac{3}{4}$ to 4c.; yellows $3\frac{1}{2}$ to $3\frac{3}{4}$ c.

Molasses—Very dull; market with a good supply is quoted. Barbadoes 32 to 33c., Porto-Rico 31 to 33c., Antigua 30 to 32c.

Syrups—Sell very slow at $2\frac{3}{4}$ to $3\frac{1}{2}$ c. per lb.

Butter—Is scarce and sells readily at 21 to 23c.

Eggs—Are in good demand at 22 to 24c.

Cheese—Market very firm, and sells readily at $11\frac{1}{4}$ to $11\frac{3}{4}$ c.

Beans—Have advanced about 30c. per bush.; stocks light. Quotations are \$1.80 to \$1.85 for mediums and 10c. higher for hand-picked.

Fish—Have been dull, but higher prices are looked for. Large cod are quoted at \$4.75; mediums, \$4 to \$4.25; bay, half-brls., \$1.60 to \$1.75; fresh cod, 3 to $3\frac{1}{2}$ c.; smoked finnan haddies, 6 to $6\frac{1}{2}$ c.; smoked herring, 8 to 10c.

Flour—While dealers are holding prices firm, anticipating further rise in values, buyers are holding off, and as a consequence very little is moving. Manitoba is quoted at \$5.15 to \$5.25; high grade Ontario, \$4.30 to \$4.45; medium patents, \$4.15 to \$4.30.

Oatmeal—Market firm, at \$4.20 to \$4.30.

Cornmeal—No change, demand light, prices firm; quoted at \$2.75 to \$2.85.

Feed—Prices steady at advance; \$21 to \$22.50 per ton.

ONLY ONE AROSE.

An eastern paper tells the story of a certain grocer there who attended a religious meeting when a revivalist preached a powerful discourse upon personal integrity, and urged upon all Christians the duty of debt paying. Delinquents were handled without gloves, and to clinch matters, at the close of the discourse, he asked all who paid their debts to stand up. The congregation almost to a man arose. After they were seated, the preacher invited those who did not pay their debts to stand up, and up rose one solitary forlorn individual. Hesitatingly he got onto his feet, and in faltering tones explained that he found himself in the ranks of the poor-day class, but unwillingly. He could not help himself, as he was the owner of the local grocery and could not pay up, as every member of the congregation owed him for groceries. It is said that money poured into the grocery store next morning in a lively manner, and the grocer is glad he went to church and spoke in the meeting.

COMPETENT HELP.

The advisability of securing competent and intelligent assistants is being recognized more and more every day by merchants in all branches of trade; and more especially among the retail storekeepers is this essential, where the clerk is brought into contact with scores of people daily. A few years ago the grocer's clerk who could add a fair-sized column of figures and knew the number of ounces to the pound, was considered perfectly competent to attend to the wants of the customers; but now he has been superseded by the intelligent and polite assistant, who knows the names of all the regular customers, so that a lady entering the store is greeted with a "Good morning, Mrs. A.," followed with a remark regarding the current topics; or, "Were you pleased with the new brand of flour we sent you last week?" etc. By the interest taken, the customer feels at once that the clerk is directly interested in supplying her with a good quality of goods, and will often seek his advice and rely on his judgment regarding intending purchases.

It is policy, also, in addition to having a competent corps of assistants, that the force be of sufficient number to attend to the wishes of your customers without subjecting them to unnecessary delay. Would-be purchasers after waiting in a store for five minutes without receiving the attention from anyone, are very likely to make their exit without purchasing, and you will find that their future orders will be left with your competitor. Our friends, when calling on us at home are not neglected in this manner, and why should not this friendly feeling be extended to our customers at the store?

The wide-awake grocer nowadays also prepares for the Saturday rush, not only by having a sufficient force of assistants, but sees that the staple goods during the week have been wrapped in packages of different weights, so that when a pound or two of sugar, coffee, tea, or other commodity is called for, it is not necessary then to be weighed and wrapped. In this way a great deal of valuable time is saved, and the regular force in some cases will be sufficient to attend to the Saturday's trade. During the week your clerks will often find a half hour when this work can be done, and by observing this rule you will find by the end of the year that you have saved considerable in your expense account.

The system of delivering goods has been adopted by all grocers who wish to keep up with the times. Among the larger stores the order clerk will call during the week on the customers, and receive their orders for Saturday's delivery. A bright device which is furnished housekeepers for recording grocery orders consists of a board about a foot in length by three or four inches in width, upon which the

names of the different articles handled in the grocery trade are stamped. Opposite each item a hole is made in the board, and when the housekeeper finds the supply of a certain article running short a pin is inserted in this board opposite the corresponding name of the article. By this method a great deal of time will be saved when the clerk calls for the order. And, again, items which would be very apt to be overlooked by the housekeeper if entrusted to her memory, and consequently be omitted in the list furnished the clerk, will by this method be ensured. When it is considered that these items will be very likely purchased at a more conveniently located store, the value of this arrangement will be very readily perceived, and among grocers who enjoy a suburban trade, this plan will be found very practicable, also a stimulating factor to increased patronage.—Joseph Heritage Ingersoll.

ORANGE BUYING.

The expert orange buyer, says a contemporary, does not select the smooth, clean-skinned fruit invariably, nor does he object to a heavy percentage of rough, dirty skins. The latter are not always easy to sell, but they invariably give the greatest satisfaction. This is because in the case of oranges, as with almost any fruit, beauty is only skin deep, and the insects which infest orange groves and extract sweetness from the fruit much as bees draw honey from the finest flowers, only attacks the sweetest and choicest to be bored. The effect of their efforts is to roughen the skin by perforating it, and hence dust is retained, instead of either falling off or being brushed off the untouched skins. The fruit within the latter having been rejected by the insects on account of the lack of sweetness is not so palatable as that in the rougher looking skins; and it is decidedly a good plan to follow in the footsteps of the busy little creature who can tap an orange and ascertain how sweet it is in a manner no man could attempt.

PRUNE CULTURE.

That favorite variety of plum known as the prune, and familiar to all in its conserved state, is cultivated in many parts of the world, and very largely in France, Turkey and Austria. Until the tree was introduced into California our entire supplies, which aggregated thousands of tons yearly, were imported from these countries. The cultivation and growth of the tree in California has within the past three years made wonderful strides, and in a couple of more years the state will produce all the prunes required in this country and some to spare. In regard to the relative quality Californians claim precedence, but, laying aside all prejudice, we prefer the French



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Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior Packet Concentrated Jellies, etc. etc. All goods having their brand are exceptionally choice quality.

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in point of flavor and tenderness of the fruit. This may be in the preparing, and when the growers in California become as skilled as the French are, the quality of the fruit may be fully equal, if not superior, to any in the world. The process of curing the ripe fruit is simple. In Europe it is mostly done by putting it in ovens, and in California they rely to a great extent upon the sun, the fruit being placed on trays. This fruit properly prepared for the table is not only delicious, but very healthful. Few people in this country know how to properly prepare the prune for the table, and we advise our readers to try the French way: Take, say, one pound of good sized fruit and place in a vessel with sufficient sweetened cool water to merely cover the fruit. Set aside for 24 hours or even more and serve them on the table, and you will find a great improvement over the cooking process, during which much of the aroma of the fruit escapes with the steam.—Winnipeg Commercial.

YOUR BALANCE SHEET.

Have you taken stock, balanced your books and found out how your business has paid you during the past year? If not, believe us, the sooner you get to work and satisfy yourself about it the better for yourself.

A merchant who goes on from year to year without taking stock and having his books properly balanced, is a good deal like a man walking along an unknown road in the dark, and liable at any moment to come to grief by tripping over obstacles or stumbling into pitfalls of which he has no knowledge. What a good lantern would be to such a traveller by showing him how to avoid these dangers, an annual audit and investigation of his business is to the wide awake merchant.

This is not the first time that we have referred to the necessity of a yearly stock taking and balancing of books; indeed we are sometimes of the opinion that our readers will be wearied by its repetition. But even at the risk of this, we think that we would be derelict in our duty towards some, at least, of our readers did we fail annually to deliver this message of warning.

No business man is safe who allows his

affairs to run along by chance, and refuses the help that such an annual investigation undoubtedly brings with it. We know of half a dozen cases of this kind, where the merchant never took stock or balanced his books, and only learned how he stood when the assignee took possession of his estate and got out a statement for the information of the creditors.

Success is dear to the heart of every man, and with the keen competition of to-day, no merchant can expect to succeed, who fails to take advantage of such a safeguard as is thrown around him by a thorough annual investigation. While such a course has nothing against it, it has everything in its favor from a business standpoint. Does it do any good to a business to have its stock periodically overhauled, its book accounts investigated; to find out the business rat-holes; what lines of goods have paid the best and which give the least return on the capital invested? If this information and much other that comes out of an annual overhauling of one's business is of no use to you, don't do it. If it is useful, however, and we think it is, you can't do it too soon or too thoroughly.—Commercial Enquirer.

One sometimes hears it said that a merchant is not honest in offering goods at cost, or in announcing a clearing sale at prices below what seems reasonable. Conservative competitors of such a merchant sneer at him and say he is a fraud. It does not follow that such is the case, by any means. A lively, ambitious merchant may fall into error of judgment as to the selling qualities of a line he is at first confident will go. No man can predict exact results. Fact is, every merchant has had experience in this way that has cost him dear. The goods are all right, but at the price first placed on them they prove slow sellers. In such event it is far better to sacrifice all profits and get clear of the stock than to carry it along. Like a captain at sea, who has a big cargo, when the storm comes up, he feels that it is wiser to lose part of the deck load than to risk all on board. By lightening the load he saves the



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

DO YOU?

WISH THUS TO BUILD, an advertisement in the CONTRACT-RECORD,

TORONTO will bring you tenders from the best contractors.

vessel and part of the goods. A clearing sale may make trade somewhat demoralized for a time, but better than crippled credit. Few merchants are able to buy for cash. They must make sales in order to meet bills. The momentary inconvenience of forcing trade is offset by the healthier activity that follows putting in a new and popular stock. It does not pay to carry dead goods.—Exchange.

A feather duster disperses but does not remove the dust from the store.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers

"There are geniuses in trade, as well as in war or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

A customer secured is a promise of greater salary in time.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller

The neglect to look after minute details in the factory is a source of great loss to many producers.

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

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

G. B. Stephenson & Sons, general store, has been succeeded by Irvine & Magee.

The general stock of Mrs. F. Strand is to be sold by auction 13th inst.

The stock of Joseph J. Phillips, clothier, Brockville, is advertised for sale by auction.

George B. Forsyth has been admitted a partner to the dry goods firm of T. A. Mara, London.

J. W. Harrison, grocer, flour and feed of Havelock, has sold out his flour and feed business.

The stock of Joseph Girard, general dealer, Moose Creek, Ont., is to be sold by auction on Feb. 13.

The stock of W. H. Bentley of the American Fair, Yonge street, has been sold at 59 cents on the dollar. J. F. Russell was the purchaser.

FIRES.

Mrs. Crowe's grocery store at 509 Bloor street west, this city, was damaged the other day by fire to the extent of \$100.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

B. Paynet, grocer, Quebec, has assigned to Kent & Turcotte.

Douglas & McVie, crockery dealers, Montreal, have assigned.

The bailiff is in possession of the grocery of M. T. Robinson, Toronto.

Donald A. Sutherland, general merchant, Kensington, P.E.I., has assigned.

W. H. Millman, apples, etc., of Woodstock, is offering to compromise.

W. C. Goetz, boots and shoes, of Guelph, has assigned to George H. Coffee.

Thomas A. McPherson, dry goods dealer, Omeme, has compromised with his creditors.

Pigeon, Pigeon & Co., dry goods, of Ottawa, are offering to compromise at 50c. on the dollar.

F. X. Berthiaume, general dealer, St. Genevieve, Que., has compromised at 40c. on the dollar.

J. H. Honde, general dealer, St. Bridgette des Saults, Que., is offering to compromise at 65c. on the dollar.

J. B. McDonald, general merchant, Charlottetown, P.E.I., is offering to compromise at 40 cents on the dollar.

The creditors of D. A. McLean, general dealer, McIntyre, Ont., are to meet at Henry Barber's office, Toronto, on the 9th.

G. W. Woodland, general dealer, Durham, Ont., has assigned to H. H. Miller, of Hanover. His creditors will meet on Feb. 13.

Biggs & Co., general merchants, Collingwood, have assigned to John McClung. Liabilities and assets are about the same and reach \$20,000.

Mr. N. H. Davis, of Yonge street, importer of fancy goods, has assigned to G. M. Gardner. The stringency of the real estate market, together with other large losses, is the cause. The estimated surplus assets over liabilities are \$8,000 to \$10,000.

G. S. Wood & Co., dry goods merchants, of St. Thomas, have assigned to S. O. Perry. The firm was enterprising and during the three years it has been in existence fought hard to make business a success. But energy could not make up for insufficiency of capital, hence the assignment. The liabilities are estimated at \$11,000.

Douglass & McNiece, crockery merchants, of Montreal, have made an assignment at the demand of the Diamond Glass Company. The liabilities are about \$40,000, of which \$12,058 is due the Diamond Glass Company; W. & D. Yuile, \$9,300; D. J. Macdonald, \$4,925; St. John's Stone and Chinaware company \$2,267; Banque du Peuple, St. John's \$1,315.

FUTURE OF TAPIOCA.

The future of tapioca is a question which is of a great importance to the majority of the trade, though one party in particular is probably more deeply interested in the course of the market than all the dealers of the country put together, says Commercial Bulletin. For several years past this article has been in a dull and depressed condition, prices ruling extremely low, and affording little or no return on the profit side to those who have ventured upon the importation in the hope of realizing something like a decent return upon the import cost. The consumption during this entire period has continued large, and it is undoubtedly increasing, but the methods of conducting the business have changed, and harmony appears to be lacking among those whose interest it is to sustain and support the market upon a basis that will net some slight percentage for the cost of doing business. In former years the importation of this article was confined wholly to the merchants of this city, and from this source the entire country was supplied, but of late years representatives of Singapore houses, not satisfied with filling up the hands of local dealers, have turned their attention to the large jobbing houses of the West, and by soliciting orders for shipment upon same basis of cost as they do to this port, they put stock into the hands of, first the natural importers here, and second the very customers through whom local houses are expected to distribute to the consumers of the country. At the opening of last year the price of medium and fine pearl stood at 3 to 3½c. and flake 3½ to 3¾c. but by April the price had receded to 3c for flake, 2¾c for medium pearl and 2½c for fine do.

At about that time speculative interest was drawn to the article by what were considered the extremely low price, and the more favorable advices received from primary sources. With the result of large purchases of spot and to arrive goods for the purpose of concentration, the operations running up to many thousand bags of the several varieties. The leading spirit in this move after completing these vast operations confidently predicted one of the greatest booms in history, believing he possessed the key to the whole situation, and that the country at large must pay tribute to his long-sightedness. The first act was to advance the price of flake to 3 to 3½c, and fine and medium pearl to 2¾ to 3. The country at this time showed some little disposition to respond, and several fair-sized parcels were taken up by interior merchants under the belief that the scheme was a good one, so to still further improve the position another eighth to a quarter cent per lb. was subsequently tacked on to the value. Such an advance was indeed too much prosperity for the Singapore producers, and they determined to reap some of the benefits that the quotations of the market afforded. They began by soliciting orders for forward shipment from all outside importers, and they adopted the old tactics of going into the country for business. This action immediately put a check upon important demand from the stocks held in this market, and from that time to this, say a period of eight months, the market has exhibited no signs of life, notwithstanding holders have endeavored to coax inquiry at a material concession from the extreme views entertained. In fact not only has the entire advance been lost, but in some instances the price has receded to a point below that from which the movement was originally started. As an illustration flake in a quantity way can be had to-day at 2½c., medium pearl at 2¾c. and fine do. at 2½c. The stock in transit to-day is estimated at 10,000 to 12,000 bags all kinds; the spot stock is not positively known. Shipments are offering February-April at Singapore at the round price of 2.60c. for the three kinds, with intimation that probably a shade less might be done upon a firm bid, but this value does not appear to be attractive to buyers, as we learn of no important operations resulting. The future of the article is indeed in doubt, but one thing is certain that the boom engineered in 1892 has proved a complete failure.

Give your children a cup of Burnham's Clam Bouillon each morning at the table instead of tea or coffee; they will like it better and it keeps their little stomachs in good order and forms bone and muscle.

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

It Pays to
keep a
Stock of

PERRIN'S COUGH DROPS

Write for quotations to
D. S. PERRIN & CO.,
LONDON, CANADA.

**SITUATION WANTED.
MARATIME PROVINCES.**

WANTED—A SITUATION AS TRAVELLER for Provisions or Groceries, also side lines. Apply care 15-93 B., this office.

The pure INDIAN TEA of
KEMBLE & CO.,
Calcutta, India,
Is "Second to None" for Purity, Strength, and Flavor. TRY IT.

A. DAVIDSON, Canadian Representative.
48 Front St. East, Toronto.

**MUNN'S
Famous
Boneless Codfish**

NEW and GENUINE.
NOW ARRIVING.

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

**MUNN'S
Skinless Codfish**

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

Orders can be filled at short notice after this.
**Stewart, Munn & Co.,
MONTREAL.**

GROCCERS!

Samples of our new lines of Brooms are now in our travellers hands.

It will pay you to handle them, and we particularly call your attention to our brands.

Imperial, Extra Fine.

Victoria, Fine.

Standard, Select.

Leader, Tipped.

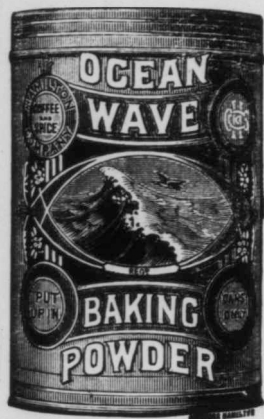
We also manufacture all kinds of Special Brooms for Floor, Yard, Stable, Warehouse, and Factory use.

CURLING BROOMS ON BAMBOO HANDLES OUR SPECIALTY.

Our best grades have separate Paper Cover on each Broom.

SEND FOR NEW PRICE LIST.

CHAS. BOECKH & SONS
Manufacturers, TORONTO.



**BEST
VALUE
MADE**



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by

**THE HAMILTON SPICE
AND COFFEE CO.**

HAMILTON, ONT.



THE CANADA MEAT PACKING CO.,

**MONTREAL,
BEEF AND PORK PACKERS,**

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

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

WRITE FOR QUOTATIONS.

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



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

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

COFFEE

HAVE YOU NOTICED . the puffs of smoke issuing from their store front all day? What do you think that smoke comes from? Why—a fire! That fire runs their coffee roaster. A new thing for a retail grocer. The latest kink! It means not only the best coffee but always fresh roasted.

67 Pearl Street, New York

THE HUNGERFORD CO.

MACHINERY

AND

SPICE

- Tutti Frutti Cash Box. -



This Cash Box is made of the best japanned material, and is strongly put together with filled edges and locked by an A No. 1 tumbler lock.

You should have one! You will find you can make good use of it. You make two dollars profit out of the gum it contains, so that you get the Cash Box practically free. Send for circular.

Adams' & Sons Co., 11 and 13 Jarvis St., TORONTO, ONT.

USE SPANISH BLACKING
THE KING OF BLACKINGS
 THE F. F. DALLEY CO. OF HAMILTON, L^{TD}.

E. BROWN & SON'S

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

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

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

OUR TRAVELLERS

Are now on the road with an elegant line of Biscuits and Confectionery.

We are this year introducing many specialties. Ask to see them, or write direct to the house for samples.

Wm. Paterson & Son
BRANTFORD.

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

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

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

Nixey's
Black NO DUST
Lead

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

FOR BRIGHT, SILVERY, QUICK POLISH FOR STOVES & GRATES, ALWAYS USE
"SILVER MOONLIGHT
PLUMBAGO"
STOVE POLISH.
 Always Bright & Beautiful.
 In Large Packets 1d. & 2d. each.
 Use only for Laundry Purposes, producing the best results.

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

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

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

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the MOST SALABLE CONFECTION in the market, try BALALICORICE. We are Headquarters for Fine Chocolates, Creams, Swiss Fruits and One Cent Goods, Icing Sugar, Cake Ornaments, etc.

KOFF NO MORE. WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to Orators and Vocalists. R. & T. W. stamped on each drop. Try them.

SEND FOR PRICE LIST.

75 Front Street East, - - TORONTO.

S.A. Van Dam & Co

37 Old Corn Exchange, Manchester,

— and —

23 Mathew Street, Liverpool, England.

Solicit Consignments of

Bacon, Butter, Lard, Eggs, Cheese, and Canned Goods.

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850.

“REFERENCES”—Bank of British North America, Toronto; and Manchester and Salford Bank, Manchester, Eng.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Feb. 9, 1893.

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

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

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

BAKING POWDER.

PURE GOLD, per doz	
5 lb. cans, 1 doz. in case	19 80
1 lb. cans 1 doz. in case	16 00
2 1/4 lb. cans, 1 and 2 doz in case	10 50
16 oz. cans 1, 2 and 4 doz. in case	4 60
12 oz. cans, 2 and 4 doz. in case	3 70
8 oz. cans 2 and 4 doz. in case	2 40
6 oz. cans, 2 and 4 doz. in case	1 90
4 oz. cans, 4 and 6 doz in case	1 25
Dunn's No. 1, in tins	Per doz 2 00
" " 2	75
Cook's Gem, in 1 lb pkgs	\$1 75
" " 7 oz pkgs.	85
" " 3 oz	40
" " 5 lb tins	65
" " bulk, per lb.	12
Empire, 5 dozen 4 oz cans	Per doz \$0 75
" 4 8	1 15
" 2 16	2 00
" 1/2 5 lb cans	9 00
" 1/2 bulk, per lb.	15



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

Size 1, in 2 and 4 doz boxes	\$2 40
" 10, in 4 doz boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 oz in case	3 00
12 oz tins, 3 oz in case	2 40
5 oz tins, 4 "	1 10
5 lb tins, 1/2 "	14 00
Ocean Wave, 1/4 lb, 4 doz cases	75
1/2 lb, 4 "	1 30
No. 1, 2 "	1 90
1 lb, 2 "	2 20
5 lb, 1/4 "	9 60
WHITE STAR, per doz	
4oz tins, 3 doz in case	0 75
12 " 2 doz in case	2 00
5lb " "	9 00
5oz glass jars, 2 1/2 doz in case	1 10
10 oz glass jars, 2 doz in case	2 00
Bulk, per lb.	

PRICE'S CREAM BAKING POWDER

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

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

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

Digestive	0 10
Daisy Wafer	0 16
Garibaldi	0 10
Gingerbread	0 11
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Ovster	0 06
People's Mixed	0 10 1/2
Pic Nic	0 09
Prairie	0 08 1/2
Rich Mixed	7 14
School Cake	0 11
Soda	0 06
" 3 lb.	0 20
Sultana	0 11
Tea	0 11
Tid Bits	0 09 1/2
Variety	0 11
Village	0 07 1/2
Wine	0 08 1/2

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " "	2 10
" " "	1 10
Spanish, No. 3	4 50
" " 5	8 00
" " 10	9 00
Japanese, No. 3	4 50
" " 5	7 50
Jaquot's French No. 2	3 00
" " 3	4 50
" " 4	8 00
" " 5	10 00
1-gross Cabinets, asst.	7 50
Egyptian, No. 1	9 00
" 2	4 50
P. G. FRENCH DRESSING (LADIES.)	
For ladies' and children's boots and shoes.	per doz \$2 00
No. 7, 1 or 2 doz. in box	\$2 00
No. 4	1 25
P. G. FRENCH BLACKING.	
per gross	
1/2 No. 4	\$1 00
1/2 No. 6	4 50
1/2 No. 8	7 25
1/2 No. 10	25

BLACK LEAD.

NIXEY'S	London.	Canada
Refined in 1d., 2d., 4d. and 1s. packages, (9lb. boxes)	7s 6d	\$2 5
Jubilee in 1oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d	2 00
Silver Moonlight, Plum-bago Stove Polish (13 1/2 lb. boxes)		
6 1/2 lb. in large 1/4d. pkts, 1 gross	4s 3d	1 50
13 lb. in large 1/4d. pkts, 2 gross	8s 6d	3 00
13 lb. in large 1d. pkts, 1 gross	7s 6d	2 50
13 lb. in large 2d. pkts, 1 gross	7s 6d	2 50
Reckitt's Black Lead, per box. Each box contains either 1 gro., 1 oz.: 1/2 gro., 2 oz., or 1 gro., 4 oz.	1 15	

F. F. DALLEY & CO.

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

CORN BROOMS.

CHAS. BOECKH & SONS, per doz

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

Prices current, continued.

NUTS.		per lb
Almonds, Ivica	13	14
" Tarragona	15	16
" Farnigetta	12	14
Almonds, Shelled Valencias	28	32
" " Jordau	45	50
" " Canary	28	30
Brazil	11	12 1/2
Cocanuts	5	6
Filberts, Sicily	9 1/2	10
Pecans	11	15
Peanuts, roasted	10	12
" green	9	10
Walnuts, Grenoble	15	16
" Bordeaux	10	11
" Naples, cases	12 1/2	13
" Marbots	12 1/2	13
" Chili	12	13

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

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.		
THE T. A. SNIDER PRESERVE CO., CINCINNATI.		
Wright & Copp, Toronto, Agents.)		
Home Made Tomato Catsup	qts	6 00
" " "	pts	3 50
" " "	1/2 pts	2 00
Chili Sauce	pts	4 50
" " "	1/4 pts	3 25
SOUPS (in 3 lb cans).		
Tomato		3 50
Fancy-Chicken, Mock Turtle		
Cream of Corn Pea, Celery		
Asparagus	4	50
Fancy - Chicken Gumbo, Or Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne		
Vermicelli, Vegetable	4	25

LEA & PERRIN'S.		per doz
Worcester Sauce, 1/2 pts	\$8 60	\$3 75
" " pints	6 25	6 50
LAZENBY & SONS Per doz		
Pickles, all kinds, pints	3	25
" " quarts	6	00
Harvey Sauce-genuine-hlf. pts	3	25
Mushroom Catsup	3	25
Anchovy Sauce	3	25

PRODUCE.		Per lb
DAIRY.		
Butter, creamery, tubs	\$0 21	\$0 23
" dairy, tubs, choice	0 19	0 20
" " medium	0 14	0 16
" low grades to com	0 12	0 13
Butter, pound rolls	0 19	0 20
" large rolls	0 17	0 20
" store crocks	0 17	0 20
Cheese	0 11 1/2	0 12

COUNTRY		
Eggs, fresh, per doz	0	25
" limered	0 19	0 20
Beans	2	50
Onions, per bbl	2	25
Potatoes, per bag	80	90
Hops, 1891 crop	0 13	0 15
" 1892 "	0 17	0 20
Honey, extracted	0 05	0 08
" section	0 12	0 14

PROVISIONS.		
Bacon, long clear, p lb.	10 1/2	0 11
Pork, mess, p. bbl.	17 50	18 00
" short cut	17 50	18 00
Hams, smoked, per lb.	0	13
" pickled	0	12
Bellies	0	13
Rolls	0	10 1/2
Backs	0	12 1/2
Lard, Canadian, per lb	0	12 1/2
Compound	0	10
Tallow, refined, per lb.	0	05 1/2
" rough	0	02

RICE, ETC.		Per lb
Rice, Aracan	3 1/2	4
" Patna	4 1/2	5 1/2
" Japan	5	5 1/2
" extra Burmah	3 1/2	4
" Java extra	6 1/2	7
" Genuine Old Carolina	9 1/2	10

Grand Duke	6 1/2	7 1/2
8-gal	4 1/2	5 1/2
Tapioca	5	5 1/2

ROOT BEER.		
Hire's (Liquid) per doz	\$2	00

SPICES.		Per lb.
GROUND		
Pepper, black, pure	\$0 12 1/2	\$0 15
" fine to superior	10	15
" white, pure	20	28
" fine to choice	20	25
Ginger, Jamaica, pure	25	27
Cloves, African	16	18
Cassia, fine to pure	18	25
Cloves, "	14	25
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	25

STARCH.		
BRITISH AMERICA STARCH CO BRANTFORD.		
1st quality white, in kegs and brls	3 1/2	4
1st quality white, 3 lb. cartons.	4	
Lily White gloss, crates and cases	5 1/2	
Brantford gloss, 1 lb.	5 1/2	
Canada Laundry, Boxes	3 1/2	
Pure Prepared corn	6	
Challenge Corn	5 1/2	

KINGSFORDS OSWEGO STARCH.		
Pure Starch-		
40-lb boxes, 1, 2 and 4 lb pack'g's	8	
35-lb " 3 lb. packages	8	
12-lb " "	8 1/2	
35 to 45-lb boxes	8	
Silver Gloss Starch-		
40-lb boxes, 1, 2 and 4 lb. pack'g's	9	
40-lb " 1 lb. package	9 1/2	
40-lb " 1 lb.	10	
40-lb " assorted 1/2 and 1 lbs.	9 1/2	
6-lb " sliding covers	9 1/2	
38 to 45 lb boxes	9	

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

ST. LAWRENCE STARCH CO'S		
Culinary Starches-		
St. Lawrence corn starch	7	
Durham corn starch	6 1/2	

Laundry Starches-		
No. 1, White, 4 lb. Cartons	4 1/2	
" " Bbls	4 1/2	
" " Kegs	4 1/2	
Canada Laundry, six 6 lb. boxes, sliding covers	4	
Ivory Gloss, fancy picture, 1 lb packs	6 1/2	
Patent Starch, fancy picture, 1 lb. cartons	6 1/2	
Ivoryine Starch in cases of 40 packages	\$3	00

SUGAR.		c. per lb
Granulated	4 1/2	4 1/2
Paris Lump, bbls and 100 lb. bxs	5 1/2	5 1/2
" " 50 lb. boxes	5 1/2	5 1/2
Extra Ground, bbls	5 1/2	5 1/2
" " less than a bbl	6	6
Powdered, bbls	5 1/2	5 1/2
" " less than a bbl	5 1/2	5 1/2
Extra bright refined	4 1/2	4 1/2
Bright Yellow	5 1/2	5 1/2
Medium "	3 1/2	3 1/2
Brown	3 1/2	3 1/2

SALT.		
Bbl salt, car lots	1	00
Coarse, car lots, F.O.B.	0	65
" small lots	0	85
Dairy, car lots, F.O.B.	1	00
" small lots	1	25
" quarter-sacks	0	40
Common, fine car lots	0	75
" small lots	0	95
Rock salt, per ton	13	00
Liverpool coarse	0	75

SYRUPS AND MOLASSES.		
SYRUPS.		
	Per lb.	
D	bbls. 1/2 bbls	2 1/2
M	" "	2 1/2
B	" "	2 1/2

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Kingsford's Oswego
STARCH.

STRONGEST. PUREST. BEST.

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FOR THE TABLE.

"Silver Gloss"

Kingsford's

(Others so-called are imitations of our brand.)

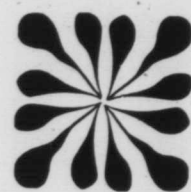
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Corn Starch.

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Lump Sugar, in 50 and 100 lb. boxes.

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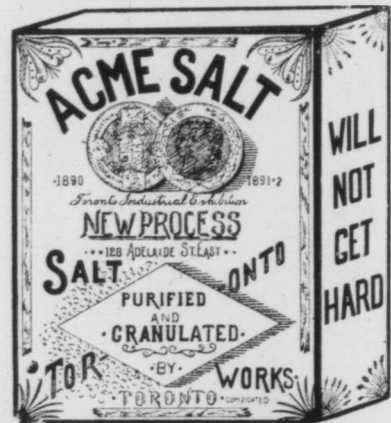
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