

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$200 PER YEAR

VOL. V.

TORONTO, DECEMBER 4, 1891.

No. 49

Registered.



Fac-Simile of Package.

CAUTION:

BENSON'S CANADA PREPARED CORN

Has been sold by every respectable grocer in Canada for more than 33 years. The popularity, purity and excellence of Benson's Prepared Corn for Blanc Mange, Infants' Food, etc., and all dietary purposes, has induced some covetous and unprincipled manufacturers to imitate even the color and general appearance of the wrapper, whereby ordinary purchasers may be easily deceived, unless they protect themselves against imposition by examining the package for the old name, "Benson's Canada Prepared Corn." Manufactured by the

EDWARDSBURG STARCH CO.,

Manufacturers of the Celebrated "Silver Gloss," "Satin," "Canada Laundry," "Rice Starch," "Potato Starch," Etc. MONTREAL.

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.



ASK FOR

MOTT'S

DUNN'S BAKING POWDER

THE COOK'S BEST FRIEND

Largest Sale in Canada.

Taylor, Scott & Co.,
TORONTO.



Retail Price, 25c.

For sale by all first-class grocers

FINE GOODS OUR SPECIALTY.

MUNGO CIGARS, EXCEPTIONALLY FINE.

MADRE E' HIJO (7 SIZES).

EL PADRE AND CABLE.

THE CANADIAN GROCER

BRYANT, GIBSON & Co.,
TORONTO,
Manufacturers of



This is a facsimile of our bottles.

"Worcestershire Sauce," "Yorkshire Sauce," "Devonshire Relish," Raspberry Vinegar, Evaporated Vegetables, Chocolates, Cocoas, Confectionery.

DURABLE PAILS AND TUBS.

TRY



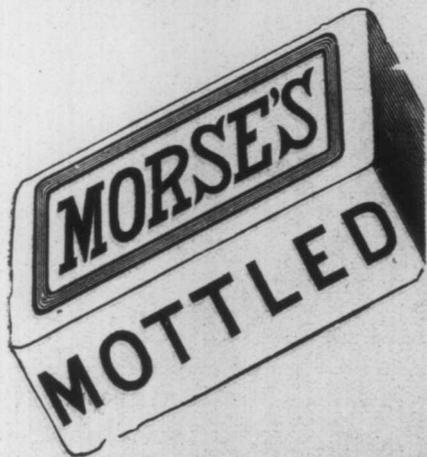
THEM

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

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

Represented by

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



DALLEY'S
FROST PROOF INK.

2 OZ. CONE BOTTLES

Retails at 5 cents per bottle. Packed in 3, 6 and 12 doz. cases. Sold by all wholesale dealers or the manufacturers.

This is a first-class Black Ink that is guaranteed not to freeze in the coldest weather.

F. F. DALLEY & CO.,
HAMILTON, CANADA.



A Straight Tip.

Have you ordered your supply of LICORICE for the Fall and Winter trade? If not, then multiply your business this year in this article by ordering YOUNG & SMYLYE'S goods and you will discover that the best Licorice gives the best satisfaction and will cost no more. All of this is of immense importance to buyer, seller and consumer, and a stock of Y. & S. Stick Licorice with Acme Licorice Pellets will prove a blessing all around. Try it and gather the same experience that is profiting your competitor and neighbor.



The Original
Globe Improved

It is the BEST in
Style,
Finish,
and Material.

MADE ONLY BY

THE BRANDON MANUFACTURING CO., LTD.,
Strachan Ave., Toronto.

THE CANADIAN GROCER

& GENERAL STOREKEEPER

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

Vol. V.

TORONTO, DECEMBER 4, 1891.

No. 49

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

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

HEAD OFFICE: 6 Wellington West, Toronto.
MONTREAL OFFICE: 116 St. Francois Xavier St.
G. Hector Clemes, Manager.
NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

SPECIAL TO OUR READERS.

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

THE CANADIAN GROCER has a bona fide combined circulation among grocers and general merchants double that of any trade journal in Canada.

A common criticism of corporations is that they have no soul. This may be either a detriment or a reproach to corporations, but in whichever way they are looked at the underlying basis of the quotation is always the same—lack of personality. That is an unsatisfactory fault. People regard a Concern as incapable of feeling. They cannot flatter it or wound its sensibilities, and it can never glow with kindly feeling towards them. It is of course served by persons, but these are all officials or employes, not the Concern itself. The central and dominant thing itself is intangible, is of the stuff that dreams are made of, and therefore does not excite the same interest as if it were an individual human being. This fact ought to have some suggestiveness for business men.

* * * *

It means that in business where there is a personality it ought to be brought out as

strongly, and of course agreeably, as possible. There are many traders who affect to believe, and probably do believe, that the Business is the thing to keep the people acquainted with, and hold themselves always in the background. This does not satisfy the public. They want to be made something of by the principals, and if they are not they prefer to trade with some more cordial dealer. The egotism in men, women and children alike is usually very great. Each individual is apt to think himself rather a special mortal, in whose visits the chief ought to take particular pleasure, and most people will not think much of the chief unless he does. A veiled prophet in business is rarely a success, unless it happens that he is well-known to be of a rather savage disposition, when a meek and lowly substitute is preferred.

* * * *

The customer who calls least frequently seems to yearn most to come in contact with the ruling spirit of the store. It is also true that an intending buyer's self-importance is usually in direct proportion to the extent of his outlay. If he means to buy but a few cents' worth, or probably a dollar's worth of goods, he can better brook the indignity of being received or waited on by a subordinate than he can if he proposes to spend several dollars. It is interesting to note the look of dissatisfaction that comes over the face of some men who have driven five or six miles to spend twelve or fifteen dollars, and find themselves obliged to accept the attentions of a small boy. Their visit they look upon as an event, and they like to feel that the proprietor is at least aware that they came and spent so much money. The boy who waits on them may have fully delegated power from his employer, but he cannot represent the latter's

personality, which the customer wants to make an impression upon. He wants to gratify the principal, or he wants to get a little advantage that a subordinate would not be induced to grant in the absence of his principal.

* * * *

The personality of a salesman is often a big factor in drawing customers. In stores where this is the case the salesman is a fully trusted man, in whose judgment and tact, as well as in whose honesty, his employer has the strongest confidence. Such a man is supposed to know when and to what extent to make concessions, always having an object in his perspective that he considers to outweigh the temporary sacrifice, and always being able to keep such motive out of his customer's sight. Finesse is of value in the salesman as in the principal, and it is well that both should be affable men. The great trouble about some people's ideas of affability is that too confined a view is taken of it. A trader may have had an unfavorable experience of human nature and be prone to regard a little geniality of manner as meaningless and hypocritical, or he may be an icicle himself. He will in either case be incapable of appreciating a cordial and sympathetic manner from other people's standpoint. He forgets to note that different people have different views of the same thing, and the amiability he despises may be just the one thing needful to draw customers to his store. Nobody likes a forbidding manner, not even people of forbidding manners themselves. The trader who can take his customer by the hand, make a few kindly inquiries about his family or his crops, and listen with interest to the details such inquiries are likely to elicit, will not fail to please. Personality is a force that can be made a good deal of in business.

MEN OF THE TIMES.

MR STEWART MUNN.

Thy fortune hath indebted thee to none.
—DANIEL.

Mr. Stewart Munn, the subject of this sketch, is a well-known Montreal merchant. We have much pleasure in presenting him to our readers, especially at this season, when it will be a satisfaction to the grocers all over the country to know that three-fourths of all the salt fish distributed from Montreal comes from such a reliable man. It has been by steady perseverance and a thorough knowledge of his business that he has been able to extend his trade so advantageously to all concerned.

He was born at Rothesay, Scotland, about fifty years ago. His father was manager of the Clydesdale Bank there and one of the leading men in the place, and held the highest and most honorable position that the citizens could confer on him, that of Provost of Rothesay. As soon as Mr. Stewart Munn had left school he got a thorough drilling in banking, both in Rothesay and Glasgow, which has no doubt helped him often in after life.

When he got up to the age of manhood the fondness for travelling, which has always been one of his characteristics, must have got the better of him, and he decided to go west to seek his fortune. An uncle and an elder brother of his had settled in Harbor Grace, Newfoundland, and it was there that he located himself for the next sixteen years and became one of the moving spirits in that place. For many years he had to make an annual trip to the coast of Labrador and visit all the fishing stations where his firm were interested, and arrange for the shipping and disposal of all their fish. To show what ingenuity and thoughtfulness he has, it may be stated that the plans that he inaugurated there have been carried out ever since.

After living for so many years in Newfoundland and working so successfully for others, he decided to start for himself, and made up his mind to settle in Montreal as a shipping and commission merchant, where he has been for the past eighteen years, and has expanded his trade with the development of the country, and we now find him as

the head of the largest fish commission house in Canada, and we doubt if there are many firms in the United States that handle more fish than Mr. Munn. He ships to all the wholesale men in all parts of Canada as far as Vancouver and to all the large cities in the Western States. His brands of herrings are the standard in Chicago, Milwaukee, St. Paul, Buffalo, etc., etc.

To give an idea of what fish he disposes of in a year, we find that some seasons he has had 30,000 barrels of herrings. This is only one staple. He has all sorts of salt fish, codfish, salmon, etc., etc., put up in every style to suit the different customers. He is making a big push just now with boneless

have come in so fast that he has had to ask buyers to have a little patience till he gets more canneries interested in the work.

We have mentioned at length one side of Mr. Munn's business. The volume of his trade is in his shipments to Newfoundland; besides understanding the fish trade so well, he is an excellent judge of flour, and his shipments average up 70,000 barrels in the year. When we find that the total imports of flour to Newfoundland are less than 300,000 barrels, we cannot be wrong in saying that he must have the knack of pleasing. He also ships many thousand barrels of pork and beef, also thousands of tubs of butter, etc., and as Newfoundlanders import the bulk

of their requirements, their orders include everything from masts for their vessels to leather for their boots. This trade is competed for very keenly, and manufacturers have worked hard to do business direct, but we find that Mr. Munn's business is increasing all the time. The secret of this is that he works for the interest of Newfoundlanders, whereas the manufacturers too often look from their own standpoint only.

There is one thing that he hopes to see before very long, and that is Newfoundland joining the Confederation of our grand Dominion. He would welcome the day that Canada would receive such a valuable acquisition. He is a firm believer that with very little money judiciously spent in the development of these fisheries, with such magnificent quality and variety of fish procurable at their very doors, only to be cured and put up in the most approved manner, Canada would make a greater name for itself all over the world than by means of any staple she can produce to-day.

In closing we have only to refer you to the genial expression in the photograph we now produce which we may say is a hearty welcome to any of our readers that may call on him in Montreal.

IT IS A GUIDE.

Mr. Charles Marlatt, grocer, Simcoe, Ont., writes in the following approving style:— I take great pleasure in recommending THE CANADIAN GROCER to any live grocer who wishes to read the leading grocery paper of the country. It is a guide for any business man. I look forward every week for the arrival of THE GROCER. It gives me the true list of prices of all goods, and I would feel lost without it.



MR. STEWART MUNN.

codfish, and that trade is doubling and trebling.

There is one thing he always strives for, and that is to have the goods he offers for sale of the very best quality. He is always looking for improvements, as he does not think the world is by any means perfect as yet. He is wide awake to take advantage of anything that will promote trade. He is endeavoring to get Newfoundlanders to utilize everything to their benefit. We have only to mention here about the codfish tongues that he has had packed specially as an experiment for his firm this season, which have proved a great delicacy, and the orders

WHAT TRADE JOURNAL HAS THE LARGEST CIRCULATION ?

THE CANADIAN GROCER, relying upon its wide circulation as its own best witness, has for years ignored the statements made by several trade journals as to circulation, knowing them to be wild exaggerations, and believing that their untruthfulness was so manifest that they could deceive no one.

The dignified position occupied by THE GROCER in mercantile circles would not allow of its stooping to controversy with jealous and unscrupulous contemporaries, but the persistent efforts of several journals to injure our reputation among traders, notably a recent instance which has been brought to our notice, compel us at last, in our own interests, as well

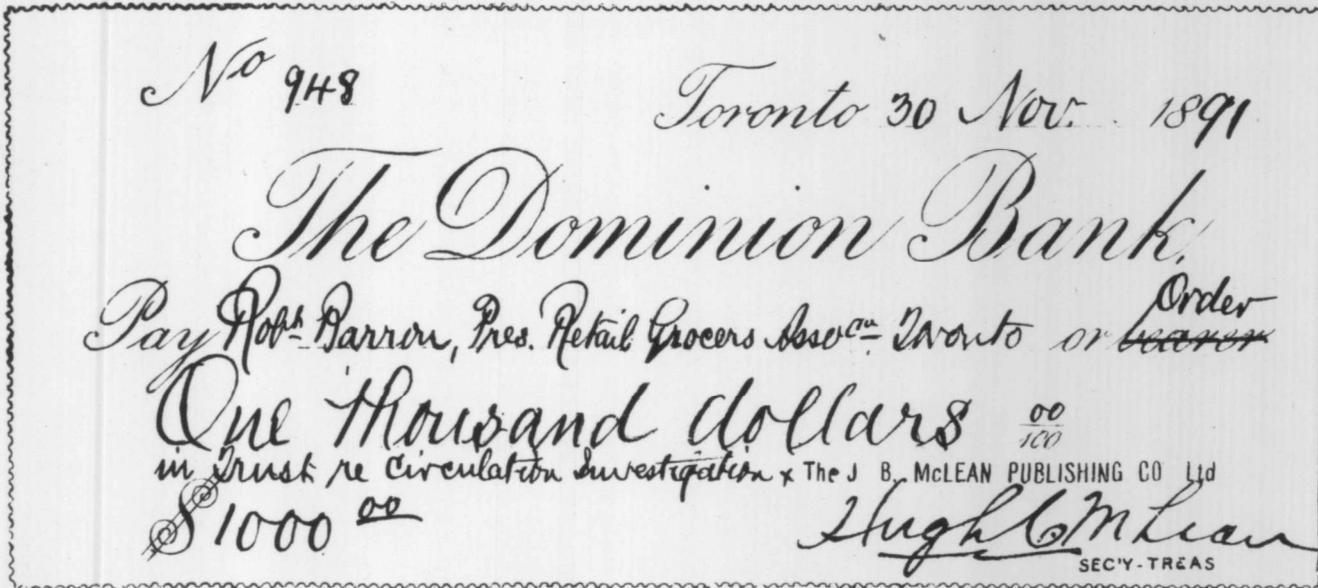
as those of our advertisers, to assert our position. cers and French general storekeepers. An advertiser who is gullible enough to swallow a statement like this would believe anything. There are only about 12,000 grocers and general storekeepers of all nationalities in Canada, and less than 1,500 of these are French.

To come to the point, We claim that THE CANADIAN GROCER has a bona fide combined circulation among grocers and general storekeepers double that of any other trade journal in the Dominion of Canada, and in order to prove this assertion we agree to the appointment of a committee of enquiry, such committee to consist of three competent men, of whom one shall be named by an advertiser, one by THE GROCER, and one by the journal who doubts our statements and will have the courage to attempt to prove otherwise; said committee to be given access to all circulation

streak of luck, but rose to it by hard, persistent, and often very discouraging, work. We have always had two longing and hopeful desires, viz.: to publish the best trade journal in Canada and to have every grocer and general storekeeper as a subscriber. Thousands of dollars have been spent yearly in sending canvassers into every village, town and city in Canada from the Atlantic to the Pacific; we have worked along into the night while our contemporaries slept; and by honorable business methods, ideas and practices, we have won the entire confidence of the trade.

SELLING FROM UNSTAMPED MEASURES.

Grocers everywhere ought to take note of the case of R. S. Gallagher, the fruiterer and fish dealer on King street, in this city. He transgressed the Weights and Measures



as those of our advertisers, to assert our position.

From the inception of THE GROCER to the present day it has been the established rule of its publishers that its agents must always secure business in an honorable way and not by deliberately lying about its circulation, and, at the same time, going out of their way to make uncomplimentary remarks about its contemporaries. That THE GROCER has not been treated in the same way is only too apparent.

A large number of advertisers, not having any means of finding out the actual circulation of a paper, are compelled to accept the agent's statement. But if advertisers would seriously think for a moment over some statements made by agents as to circulation they would at once detect a palpable falsehood. For instance, a French trade journal, published in Montreal, secured an advertisement the other day on its claim of having a circulation of 10,000 among French gro-

cers and every means of obtaining accurate information in each publishing house.

To back up this assertion we have deposited with Mr. Robt. Barron, President Toronto Retail Grocers' Association, our marked cheque (a fac simile of which is produced herewith) for \$1,000 to be forfeited to the Newsboys' Home should we fail to prove its truth. The cheque will remain in the hands of Mr. Barron for ten days from this date (Dec. 4th), after which it will be withdrawn unless the cheque is covered meantime. This should give any of our contemporaries ample time to take action in the premises.

We hope our advertisers will watch carefully the result of this challenge; they will then be able to decide which is the best advertising medium.

Will our contemporaries accept the challenge? They dare not.

THE CANADIAN GROCER did not jump to its present high position through a sudden

Act, was brought before the Police Magistrate and fined \$5 and costs or 20 days in jail. The charge did not urge shortage in measure. There may have been a legal pint in the parcel, but it was not dealt out from a stamped measure. Hence Mr. Gallagher's liability for punishment. He filled one of those little paper receptacles made expressly for carrying oysters, but neglected to put the bivalves through the intermediary space of a stamped Imperial pint. That made his offence one of selling from an unstamped measure, for which he would be punishable, whether the quantity it held was under, equal to or above an Imperial pint in volume. That is the important thing for the trade to take note of. The little oyster pails may hold exactly a pint and never vary, but the trader's certainty that they are always reliable will not protect him from the penalty, which may amount to \$50, or in default of payment may be atoned by a long

period of imprisonment; all this if the trader neglects to fill the package from a stamped measure.

It is right to be particular in this matter.

It may be unnecessary to use any other measure than the oyster package, in order to give the customer all he asks for, but the only safe principle to base the soundness of our weights and measures upon is inspection, and the enforcement of sale from stamped vessels. The sale of oysters is being watched sharply these days at all events. The fact that they come in packages, of which the measure is expressed in gallons of the wine measure volume, makes the quantity received often a matter of suspicion. Traders ought to be very particular about this. They should be on their guard that they do not pay for wine gallons of wholesale quantities the price that they ought to give for an equal number of Imperial gallons. The conversion of the figures expressing wine gallons into figures expressing Imperial gallons, should be done by the wholesalers, as it is done for the latter by the Customs officials, who collect duty on the number of Imperial gallons put through. Until the wholesalers do figure out their pails in Imperial gallons, and sell in terms of that measure there will be discontent and mistrust among their retail customers, and danger of prosecution.

FANCY GROCERIES.

The grocery stores of this country will soon begin to deck themselves in their holiday trappings, which, more than any other outward and visible sign, except the brightness of the weather, give character to our Northern Christmas. One of the strongest features in the mental picture which the word "Christmas" recalls to a small boy of this climate, is a bright and cheery grocery store whose windows fairly talk with material charms. That relic of the season is one of the most prominent that haunt the memory of childhood from one year's end to the other, and whatever reminds the man or the woman of childhood pleases and attracts. The grocer should therefore have a special line of stock for holidays, and should have it exhibited in a style that will make a man buy, if from nothing else, from reminiscence. There is a great deal in making Christmas of the 25th of December. If there is not a Christmas environment, there will not be a hearty Christmas celebration, and subdued observance will mean shorter sales for the grocer. The grocery stores of themselves can make a gaudy-lettered day of it. They are seen, and Christmas looks bright, even if the weather is foul. The enthusiasm necessary to be excited can be given a start by the stores; there is no doubt about that.

But it will not do simply to take every-day stock and trick it out till the store looks dazzling. It is necessary for the store to look its

best, but when its looks have done their part there must be something special to sell. To tire commonplace wares in holiday gear, and then wait in calm confidence in its seductive beauty for the rush of currency to begin, will turn out disappointing. Special lines must be laid in. Some of the choice dried fruits that are always on the market for Christmas trade ought to be laid in, and cases of choice brands and selections of raisins, fresh and conspicuous, should lie open to tempt the beholder. Some of the pictures that go with them, if not too voluptuous, will add to the captivating effect. A few cases of Vostizza currants ought to be attractively exposed, while a barrel of currants trimmed with tissue paper will make an imposing figure. Fancy packages should be the made of for display. Figs and prunes are both put up in winsome style. Canned goods will make a telling display if the most is most of them, as well as will fruits put up in glass. Handsome, well-shown peels are likewise helpful stock to the seeker after telling effects. Nuts of all descriptions are in request, and will come in handy for bulk displays in front windows. The new crop walnuts are in especially strong demand at this season. Bottle goods, of pickles, sauces, catsups, olive oil, essences, etc., can be disposed in numberless arrangements, and make a commanding bit of furnishing for a window or a corner. Fine green fruit, as oranges, lemons, Malaga grapes, and choice Canadian apples furnish another resource that the grocer can make use of.

A trader must study his space, his light, the view-point of his customers, his convenience, and of course the buying capacity of his district to determine the character and extent of his decorative devices, but he can usually trust them to make a percentage of trade of themselves. He must have taste to decide where negligé arrangement or balanced construction is most suitable. Everything should be tidy, well brushed, distinct and benefited as much as possible by background. The church bazaar, the fancy fair, sell by the mere force of attractiveness and persuasiveness; the grocer has to depend upon attractiveness alone: let him make the most of it.

GOODS WELL BOUGHT.

If there is one lesson the retailer has learned from the logic of short profits it is that he must be a close buyer. He must get all he can by negotiation, or he will find his prices intractable for the purposes of sharp competitive business. The "dickering" buyer is peculiarly called for in these times, the conditions of trade have invoked him, and he is here. The close buyer corresponds to the aggressive competitor. He has learned to hammer prices from the example of his customers, between whom and the wholesale distributors he must grind out a living.

What he cannot get out of his customers he must try to make out of the jobbers by whatever means he can command—whether ready money to secure discounts, or means to buy in round lots to obtain concessions, or insight into the market to perceive when a purchase will miss an advance. Timely buying, cash buying, extensive buying, or buying in any circumstances that favor cheap selling, are usually made the most of by all dealers, according to their strength.

This valuable and necessary practice will stand the trader in good stead wherever he has to face the competition of a Patron store. The system of the Patrons really places a premium on high buying. What object has a man to buy low when he knows beforehand that his profit is assured at 12½ per cent.? It can benefit him nothing to buy yellow sugar ¼c. per lb. below a given asked price. Whatever he buys at he has but to add 12½ per cent. to and he is fulfilling his contract. In fact the higher the price he pays the greater will be his profit. Further, as Patron merchants are not looked upon with the utmost favor by wholesalers, who cannot have unreserved confidence in any man what contracts to bargain away at 12½ per cent. profit all the stock anybody sells him, such fettered merchants will not have so wide a field to spread their efforts over for the purpose of getting at bottom prices. Hence their opposition will be less formidable than it would appear at first sight to be. The independent merchant who makes a bold push to seduce customers from the Patron store will be likely to succeed, as in many cases his prices will prevail. Twelve and a half per cent. on the Patrons' prices will sometimes be as good as 15 or 16 per cent. or even more on the free merchant's prices. That difference may be got at in the majority of cases by the careful buying of the independent trader.

Successful competition against the Patron trader will not fail to cause some mistrust that he is not quite aboveboard with his customers. He in turn will have misgivings that not all the Patrons' wants are filled at his store, for the bruit of cheap goods in his rival's store will dispose him to suspect some defection of custom to that store. This mutual want of confidence will make shipwreck of many a contract. All the non-Patron trade will naturally drift to the rival store in any case. The Patron trader is bound by his contract not to give people outside the association the benefit of Patron prices, it being the policy of the order to exclude outsiders from equal trade benefits, for the purpose of bringing everybody within the fold. This outside consumers will resent by dealing with the man who controls his own business.

It is a fact that Patron merchants are a little tricky when they are out of the sight of their masters, whom they have bound themselves to honor and obey. They break their frail vows whenever they ask for a fraudulent

SEASONABLE GOODS

FOR THE
HOLIDAY TRADE.

Loose Muscatels, London Layers, Imperial Cabinets, Connoisseur Clusters, Extra Dessert, Royal Buckingham, Black Basket, Superior Dehesa, Finest Dehesa, Vega Cartoons, Layer Valencias, Crystalized Mirabelles, Crystalized Green Gages, Crystalized Potatoes, Crystalized Angelique, Crystalized Limes, Crystalized White Nuts, California Apricots, California Peaches, California Plums, California Nectarines, Dates.

Grenoble Walnuts, Cahors Walnuts, Oblong Filberts, Jordan Almonds, Valencia Almonds, Mango Relish, Mango Chutney, Bengal Chutney, Tishoot Chutney, French Peas, French Mushrooms, Poultry Dressing, Sage, Savory, Thyme, Mint, Tanagon Vinegar, English Vinegar, Spaghetti.

Pamesa Cheese, Roquefort Cheese, Custard Powder, Rock Candy, Preserved Ginger, Preserved Comeguats, Stuffed Olives, Pitted Olives, Vanilla Icing, Chocolate Icing, Lemon Icing, Pink Icing, Sea Trout, Nova Scotia Turkey, Royans a la Vatel, Royans a la Bordelaise, Anchoisaw sel, Anchois a Phinte, Fortuna Liqueur, Bigarrau aux Marasquin.

LUCAS, PARK & CO.,

Telephone 447.

Wholesale Grocers and Importers, 73 McNab St. North, HAMILTON.

W. H. GILLARD & CO., Hamilton.

Wholesale Grocers.

NEW
CANNED FRUITS
AND
VEGETABLES.

Complete Assortment

— OF —

Standard Packs.

NO BETTER

Baking Powder in the Market
than

“DIAMOND”

NONE

as profitable both to consumer
and dealer.

WRITE US.

We give special care to the execution of mail orders. Full details and quotations promptly given on application.

If you want the best value in the country in a Congou tea to retail at 25 cents write us for samples.

THE BRITISH COLUMBIA SUGAR REFINING CO'Y.,

LIMITED.

WORKS: VANCOUVER, B. C.

Paris Lumps, Powdered, Granulated and Yellow Sugars.

All of very finest quality and absolutely unadulterated. Manufactured from Pure Cane Sugar.

—: Finest Golden Syrups. —:

McWilliam & Everist,

25 and 27 Church St.,

TORONTO.

Wholesale Fruit and Commission Merchants.

Direct Importers of Oranges, Lemons, Figs, Nuts, Dates, Almeria Grapes, etc.

TELEPHONE 645.

Jobbing in car lots a Specialty.

Now is the time to advertise

SPECIALTIES in

HOLIDAY GOODS

To the Grocery and General Store Trade—through
THE CANADIAN GROCER.

invoice, or when they commit the sin of concealing their cash discounts. It is touching to hear of traders begging the wholesaler from whom they have bought a bill of goods to say nothing in the invoice about the discount which was conceded for cash. Thus 5 per cent., which represented the discount in a particular case, was saved to add to the 12½ per cent. contracted for. If this were discovered the wrath of the betrayed Patrons would undoubtedly be visited upon the trader who had proved recreant to the trust reposed in him.

ONTARIO'S PURCHASING POWER.

The unusual wealth of this year's yield in agricultural products has been expressed often enough in vague general terms, all glowing however with a strong optimistic tinge. The indefinite epithets "lavish," "prodigious," "unequaled," etc., have now been reduced to statistical expression in Bulletin 18 of the Ontario Bureau of Industries, in which an estimate of the year's production has been made, along with a review of the atmospheric conditions under which the crops grew. The report confirms the general sense that this has been an uncommonly fruitful year for the province. The value of the farm produce taken off the soil this autumn amounts to \$17,000,000 more than did that of last year. This does not include the increase in the value of live stock, which, however, is but a small matter this year. This year's wheat crop in Ontario aggregates 32,584,026 bushels, which is about one and a half times that of last year. One third of the total is spring wheat. A comment upon the value of this cereal just now is the action of the Russian government in prohibiting the exportation of wheat. Not only in that country, but in Germany, France and England as well, the wheat crop has been very much below the average. The balance must be redressed from this side of the Atlantic, and it is satisfactory to feel at such a time that Ontario has more to spare than she ever had before. Our oat crop is larger by twenty-two million bushels than it was a year ago, and we have 3,000,000 bushels more of peas than were grown last year. The market for both is healthy with a tendency that at present favors holders. Our turnip crop exceeds that of a year ago by 21,812,889 bushels. At a very reasonable valuation the province is \$17,000,000 better off in agricultural products alone than it was a year ago.

This Bulletin ought to be very assuring, to everybody who has anything at stake in the commerce of the province, that there is an adequate basis for a big buying capacity among our consumers. In it exact, demonstrated facts are deduced and presented, which take the place of well-grounded but undefined suppositions. The purchasing power of the farmers ought to be increased

by this seventeen millions. That sum represents the excess over what was realized on last year's crops. There therefore remains an amount equal to what was derived from last year's crops, to be added to this seventeen millions, but the former may be allowed for the paying off of mortgages, instalments on land purchases and implement debts. The seventeen million dollars will represent expenditure for which value has to be got from traders and others this year. This ought to give heart to the trade.

THE BUYING, HANDLING AND SALE OF HONEY.

Honey having now become almost, if not quite, a staple article, and a good deal connected with the buying, handling and marketing of the product not being known to the general grocer, a few suggestions upon the subject will be appreciated by our readers. With the object of securing these our correspondent called on the firm of E. L. Goad & Co., Brantford, Ont., who have for some years been extensive dealers in bees, queens and honey. The object of the visit being made known, the proprietors pleasantly remarked: We have no secrets, and any information we can give you are welcome to. We think there is much which, made public, will do nothing but benefit honest trade. The first question asked was: "Who puts honey into the hands of the consumer?"

"The bee-keepers themselves to a certain extent, but largely grocers and fruit dealers. The bulk of our orders are from the latter."

"Is there much difference in the quality of honey?"

"Yes; a vast difference, caused not only by the source from which it is gathered, but also the manner of taking it. First of all the flower from which it is gathered means a difference in color and flavor. The best honey, light in color, is gathered from clover, thistle and linden, and what the bee-keeper aims at is to keep this separate from darker and inferior flavored, such as spring blossom, golden rod, boneset and buckwheat. Again, extracted honey is influenced in quality by the degree to which it is allowed to ripen in the hive. If it is taken out thin before the bees evaporate all the nectar in the hive, to prevent mixing with honey from other sources, or to make room in a heavy honey flow, the flavor will be inferior and it will be more liable to sour. The darker grades of honey are ordered in large quantities by biscuit manufacturers, vinegar works and tobacconists."

"Then comb honey is less liable to variations in quality than extracted?"

"Yes, as to ripeness; but in comb honey the outside appearance can vary none. In buying one should look, first, that all cells containing honey are capped; if there are cells empty, whilst unsightly, it is not as bad as cells partially or entirely filled uncapped.

These cells are liable to leak or absorb moisture and sour the honey. Next, consider the quality, if light or dark. To do this hold it between your eye and the light. This will reveal the color of the honey under the capping."

"What about outside cold?"

"Outside cold does not really influence the flavor of the honey, but if left too long on the hive the cappings of the comb get a yellowish tinge, which spoils the appearance and injures the sale of the article. Next, the evenness of the comb should be considered. Comb which bulges out in one part and recedes in another is difficult to handle. We have often known a grocer, upon examining a crate, pull out a section with a part of the comb bulging out and scrape the capping away. Such a section must be sold at once, and often at a sacrifice. Care in buying and handling will prevent this, and bee-keepers are overcoming this by buying a section super that has a very thin partition of wood or tin between each section. This is sure to give straight combs; no other is used in our apiary."

"Should honey be kept in a cool or warm place? Honey, either comb or extracted, is best in a warm, dry place. It has the peculiarity of absorbing moisture from the atmosphere to a certain extent, and it should therefore be in a dry atmosphere. Cold influences it only for granulation."

"Should pure honey remain liquid?" "It may or may not remain liquid. It is, however, very liable to granulate, and it is well for a grocer to educate his customers to this fact. Bee-keepers frequently prefer to eat it in this form. If the honey is to be liquified it should be done carefully. If a large can, set in hot water and keep it there until liquid. Do not let the surrounding water boil, however; that would injure the flavor of the honey."

To the question, Do you think honey is manufactured artificially? the reply was: Comb honey cannot be manufactured. Such was reported, but we know a large honey dealer in the United States who offered \$1,000 reward to anyone who would show where it was manufactured. The reward has so far never been claimed. We do not think extracted honey is adulterated to any extent. It bears a better record than many other articles used on the table. If anyone has a doubt about purity let him buy it in the peculiar granular form which honey only can assume. We are not afraid to guarantee every pound we sell. Much more honey could be sold if the seller would have the confidence he should in the article. It is wholesome (especially for children), and an economic and delicious food, and if the grocer, instead of presenting a pound for inspection, wondering if that is too much, would expect to sell 5 lbs., 10 lbs., or even 30 lbs., he would do it. We unconsciously influence our customers.

To the Grocery Trade of Canada.

It will pay you to see our samples before buying.

ARRIVING THIS WEEK :

New Grenoble and Bordeau Walnuts.

H. P. ECKARDT & CO.,

Wholesale Grocers, TORONTO.

Pleasant Things in Business.

"Kindly send us another 50-lb. tin of Snow Drift Blend Coffee, it is the finest we ever tasted." We have had a number of cards like this and we would like more. Send them on "friends," THE GOODS ARE RIGHT.

Yours truly,

The Snow-Drift Baking Powder Co.,
BRANTFORD.

ORDER A CASE OF

OCEAN WAVE BAKING POWDER

From your Wholesale Grocer.
Sells itself after one Trial. Prices Current

Cowan's

Royal Navy Rock Chocolate ;
Cowan's Chocolate Icing ;
Cowan's Chocolate Pudding.

The standard preparations for culinary purposes.
Order through your wholesale grocer or direct from

The Cowan Cocoa and Chocolate Co. L'd,
14 and 16 Mincing Lane, Wellington St. W.
Toronto.

GREAT SELLERS.

Adams' Tutti Frutti and other
Staple Chewing Gums.

Each box of Adams' Monte Cristo Gum contains a sparkling brilliant stone ring which is set in the latest Parisian styles.

For descriptive catalogue and elegant hanger signs for windows. Address

ADAMS & SONS' CO.,
11 and 13 Jarvis St., Toronto.

LOCKERBY BROS., WHOLESALE GROCERS,
75 ST. PETER STREET,
MONTREAL, P. Q.,
ARE OFFERING THIS WEEK

SUGARS. { Barbadoes
TEAS. { and
Cuba **MOLASSES.**

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

Canned Salmon, Lobsters, Mackerel and Oysters.

Arriving by Winter Routes.

100 Bags "Tarragona" S. S. Almonds.
100 Barrels "Fine Filiatra" Currants.
100 Half barrels "Fine Filiatra" Currants.
50 Bales Best "Mayette" Grenoble Walnuts.

Hudon, Hebert & Cie., Montreal.

We offer to the Trade :

One Car B. C. Salmon in ½ brls. : One Hundred Brls. pure
Sugar American Syrup ; One Hundred ½ Brls. Currants ; Three
Thousand Cases Tomatoes ; Three Thousand Cases Corn ;
Gruyere & Roquefort Cheese.

Please ask for Prices before placing your order elsewhere.

L. CHAPUT, FILS & CIE.

HOLIDAY DELICACIES

Batger's Jams, Nonpareil Jellies and Marmalade.
Cunningham de Fournies Table Delicacies.

Atmore's Mince Meat and Plumb Pudding.
Huntley's & Palmer's Biscuits.

Caverhill, Rose, Hughes & Co., Montreal.



Eggs are being smuggled in large quantities across the St. Lawrence.

The store of E. J. Hill, Burk's Falls, was consumed by fire on 25th inst.

George Dudgeon, seedsman, Guelph, has added groceries to his business.

The grocers of Stratford have agreed to close their places of business at 7:30 after Jan. 1, 1892.

Lillie & Hadden have established themselves in the grocery business on Quebec street, Guelph.

The fish store of James Elliott, on Sandwich street, Windsor, was robbed early on Wednesday morning of a lot of fish.

Mr. Charles Marlatt, grocer, Simcoe, Ont., has developed a business which has outgrown his premises, and he will move into a larger store in the same town.

The Aylmer Cider Works, Mr. Walter Lewis proprietor, have closed down for the season. Over 10 carloads of cider have been shipped to Norwich and London this season.

Montreal commercial travellers have formed a circle in the interest of temperance and purity of life, and expect to add a number of commercial travellers to their ranks before long.

Alexander Berthiaume, an employe of the Canada Meat Packing Co., disappeared from his home, corner of St. Dominique and Mignonne streets, on Saturday night, Nov. 14, and has not since returned.

Latouche Tupper, of Winnipeg, nephew of Sir Charles Tupper and cousin to the Minister of Marine and Fisheries, is in Windsor on an inspection of the Sandwich fish hatchery, and is expected to remain there several weeks.

Canadian Thanksgiving turkey has been decided by the Treasury Department of the United States to be an unmanufactured article and therefore only subject to a duty of 10 per cent: as an unenumerated article. Dealers in all the United States cities have purchased large amounts of turkeys, chickens and game in the Canadian provinces to tickle American palates on the day of national Thanksgiving.

The stores of Richard Pickard & Son, at Exeter, were broken into a few evenings ago. The entrance was effected by way of the back door of the grocery department. The mode was similar to other attempted burglaries in town recently. A hole bored in the lower part of the panel of the door, and the bolt drawn, is the way it is done,

The office was ransacked, but as there was no money, nothing was missed save a few postage stamps. It was cash they were after as nothing else is missing. It is quite evident that these burglaries are being committed by local heads, and as suspicion rests on certain persons, their actions are being closely watched by the constable.

Wednesday noon a horse belonging to Mr. Butcher, grocer, Queen-street west, dropped in the roadway at the corner of King and John streets. The animal was apparently dying. The humane course of having the beast put out of misery was resolved upon, and a policeman proceeded to end its life by the means of a revolver bullet. He fired seven shots into the horse's body before dispatching it.

The Imperial Government has notified the Newfoundland Government that her Bait Act is unconstitutional, and proposes that Canada and Newfoundland shall submit a joint test case to the Imperial Privy Council. The Bait Act was only sanctioned by the Imperial Government on the express engagement by the Newfoundland Government that its provisions would not be enforced against Canada.

The Toronto Biscuit & Confectionery Co. on Monday received a post card from a prominent firm of grocers in St. Catherines, which read as follows: "We ordered a case (12 boxes) of soda from your Mr. Hynes as samples, and the biscuits are A 1—the best in the market. Send case (two dozen boxes) more at once." This speaks for itself. On Friday last the Toronto Biscuit & Confectionery Company shipped fifteen tons of their goods to Brandon for one firm, "and still there's more to follow."

The beautiful display which the Edwardsburg Starch Co. made at the last Industrial Exhibition in this city will be remembered by everybody who made a promenade of the main building. The pains taken in the composition of that handsome spectacle and the unstinted admiration it received warranted its preservation by the camera. An excellent picture was accordingly taken, and we have to acknowledge the receipt of one, which Mr. Graham, the Company's representative here, was good enough to forward us. The picture is set in a handsomely fretted brown frame, with a rim imitating oxidized silver surrounding the white margin, which gives relief to the picture.

Baron Seilliere, who is at the head of the beet root sugar factory at Farnham, Quebec, along with Messrs. P. Leighton, Kimmond, Osborne, Plunkett, R. L. Gault, and H. R. Prevost, interviewed the Government to recommend the example of the United States authorities in giving a bounty to beet root sugar producers, which the deputation asked for a period of twenty years from July 1st next, when the present bounty expires. Professor Saunders of the Experimental Farm, has just returned from a visit to Kansas,

Nebraska, and other Western States, where the sugar beet has been successfully grown, and is now drawing up a report, in which the capabilities of Canada for producing the same crop will be discussed. Mr. Frank Shutt, the chemist of the experimental Farm, is also engaged in a series of analyses to determine the comparative merits of sugar beets grown in various parts of the Dominion.

Mr. A. J. Bell, Brampton, was in the city on Tuesday last.

Smith & Keighley are offering a line of California dried peaches at 8½c. in bags.

Mr. J. Todd is opening a general store in Oakwood, Ont., in the premises formerly occupied by James Thorndike.

Mr. R. J. Mills will open shortly a grocery store in F. Train's block, Kinmount, Ont. Mr. Rawlison will manage the business.

P. MacIntosh & Son have been appointed exclusive agents for Toronto for Leitch Bros., Oak Lake, Manitoba, flours. They are manufacturers of Manitoba wheat flours exclusively. Wherever their goods have been introduced they have given entire satisfaction. The retail trade say their brands can always be depended upon.

Mr. G. Maurice Furnival, city traveller for J. W. Lang & Co., has been elected W.M. of Zetland Masonic Lodge. His promotion is a popular one and one which he deserved. The success of the annual balls which have made this lodge famous outside the craft was due largely to Bro. Furnival's exertions.

Our friend Mr. John Hodge, popularly known as the "Spice King," and at present representing the firm of Wm. Hood & Co., of the Orient Mills, Toronto, leaves on Tuesday next on a trip to England. It is upwards of twenty years since he paid a visit to his birth-place, and we join in wishing him a most pleasant and safe trip. He returns after a well-earned holiday of six or eight weeks.

Messrs. Martin & Warnock's large flouring mills on the Richmond road, Ottawa, are now operated entirely by electricity. The 75-horse power motor, put in by the



"CAIRN'S" HOME MADE MARMALADE.

In 1, 2 and 7 lbs., in Glass, White and Stone Jars.

We are now taking orders for January shipment of this delicious preserve. Send in your orders early as the stock is limited.

BLAIKLOCK BROS.,

General Agents for Canada.

MONTREAL

TORONTO AGENTS:

WRIGHT & COPP,

40 Wellington St. East, Toronto.

**FEARMAN'S
FAMOUS
ENGLISH
BREAKFAST
BACON**

Mild, Sweet,
Delicious Relish.

OUR CONSTANT AIM TO MAKE IT
THE FINEST IN THE WORLD.

**CORN
-BROOMS-**

Owing to a shortage in the Broom Corn crop of 1891, which has caused an advance of nearly 100 per cent. in this staple article, all manufacturers of Brooms have advanced their prices, and further advances may be looked for.

Retailers will find it necessary to advance their prices at least 5c. each on all lines of Brooms.

We are at present considerably behind our orders, and must ask the indulgence of all our customers who have had their orders delayed.

CHAS. BOECKH & SONS,
MANUFACTURERS,
TORONTO.

**BALTIMORE
FRUIT
PUDDINE**

ELLIS & KEIGHLEY,

Agents,
TORONTO.

Manufacturers' Agent Wanted.

Wanted, a manufacturers agent, with headquarters in Halifax, to push the sales in the Maratime Provinces, of an established line of goods kept by Grocers, Druggists and Hotels. Address stating firms now represented and if storage facilities are available. A. B.—THE CANADIAN GROCER, Toronto.



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



THOS. LAWRY & SON,

PORK PACKERS AND LARD REFINERS.

Curers of the Celebrated "L. & S." and Imperial brands of Smoked Meats.

PURE LARD A SPECIALTY.

Hamilton, Ont.



BEST GOODS IN THE MARKET.

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

**PUT UP BY THE MOFFATT PACKING CO.,
MONTREAL.**



**FRY'S
PURE
CHOCOLATE**

ARTHUR P. TIPPET & CO.,

Wholesale Agents for Canada,
1 Wellington Street East, Toronto

JAMES TURNER & CO., Hamilton,

Have a splendid assortment of all Christmas delicacies
which they are selling at low prices to the trade.

JAMES TURNER & CO.



E.

T. Co.

MONTREAL.

If you do not know
what the above stands
for you are not posted.

Standard Co., weighs seven tons and is of the gramme ring type, and handles the mill with ease by means of an 18-inch driving belt. Martin & Warnock's mill is the first in the world to be operated entirely by electricity. It took six cords of wood per day to make steam enough to drive this mill when it was operated by the steam engine.

Mr. John Homer, general merchant, Gravenhurst, Ont., has bought out Mr. Jordan, of Rosseau, and will run a branch store there.

Regarding canned and evaporated apples in the English market, the London "Grocer" says: "The fruits coming more under notice just now are American gallon apples, of which there is a fair supply in good condition, but though the prices asked are not above 10s. to 11s. per dozen tins, sales proceed more slowly than importers had reason to expect. Apple rings, however, must be considered rather dearer, and good quality fetches 38s. to 42s. per cwt.

SHOP DECORATIONS.

The interior of a store should be attractive, but especially so at this time of year. Neatness always attracts customers, the well-ordered store being an index of a well-managed business. The ceilings must be of snowy whiteness or, if decorated, of clear, bright colors. The painting should be of a light color, the counters well-polished and the show cases clean and shining.

But at this season of the year more than this should be attempted. A few flags, some Chinese lanterns and boughs of cedar, spruce or hemlock, hung and fastened throughout the store, will be very appropriate. Do not be afraid of having your store too attractive—you cannot over-do it. It is a season of rejoicing and people will tolerate a great deal of this; in fact, you must do a considerable amount of it before it will be noticed at all. Appropriate mottoes, made in various ways, will be appreciated. Nice mottoes can be made from pasteboard letters, covered with cotton batting, over which should be sprinkled silver powder. Or, better still, they can be made with pasteboard, gold or silver paper and gummed letters. The artistic clerk will produce many such that will draw attention to certain articles, or serve merely ornamental purposes.

Pictures, even if used for advertising purposes, will always add to the beauty of a store if possessed of artistic merit. Though here the dealer must guard against drawing too much attention to decorations and too little to his wares; decorations of whatever kind should be made auxiliary to the display of goods. Much freedom should be given to the displays of merchandise. The arrangement of show cases and their contents, the placing of goods on counters or tables, should be of such a nature as to attract attention while serving to display goods to the best advantage.

The selling of fancy groceries and novelties is very different from the selling of staple lines. The latter may safely be kept in the

background, and prominence should be given to the former; and all store decorations should subserve this one great purpose of displaying attractively goods that sell only at this season.

The grocer might take a leaf out of the butcher's book during the holidays, and trim his stock more freely with tissue paper. There is a line of paper that has come into strong demand for ornamentation this year; it is known by the name of crinkled tissue. Manifold applications of it were illustrated at the Exhibition here last September. It abounds in possibilities for the stock dresser. Cases holding fancy fruits can be fringed with it, handsome designs—such as hearts, interlacing triangles, borders, etc.—can be made from it for hanging in the window or lying on the window floor. The tasteful use of tissue paper in some form will greatly brighten and beautify the interior of shops for Christmas trade.

NOTES TAKEN ON THE ROAD.

E. E. McNutt, Truro, N.S., has a fine store and stock to correspond. He has a very tasty display in his window, and the store generally is attractive.

The Nova Scotia Sugar Refinery has done a large trade the past year. The fruit crop was heavy, and their goods were very popular with canners and preservers.

Mr. W. D. Baskin, St. John, N.B., although starting THE CANADIAN GROCER "on trial," has come to like it very much. Mr. Baskin has a large grocery trade, and also carries a good line of shelf hardware, his store having double frontage.

New Glasgow, N.S., is growing in wealth and population, and Mr. J. F. Doull's grocery trade is on the same prosperous road. Mr. Doull says THE CANADIAN GROCER is a good paper and every man in the trade can be benefited by reading it.

S. M. Lockhart, New Glasgow, N.S., has sold out his grocery and confectionery business. Being a young man, he believes he can do better by pushing more into the centres of trade. California seems to be his "Eldorado," if he does not strike something lucrative here.

S. M. Bentley, Truro, N.S., says his trade is up to the average and the outlook bright. He does no cutting in prices to please anyone. He believes in keeping down expenses, in being attentive and obliging to customers, and if that does not insure success nothing will.

Soap and water are cheap, but soil on goods is expensive.

Restore goods to their proper places as soon after using as possible.

Goods conveniently located save time, money and temper in showing.

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



BENS DORP'S

ROYAL DUTCH

COCOA.

MANUFACTURED AT AMSTERDAM, HOLLAND.

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

Pays a profit, and gives satisfaction.

Is absolutely Pure and Soluble Very delicate in flavor and of great strength. It will please more of your customers than any other Cocoa on the market, and please you because it pays a good profit. Packed in cases of 12 lbs. each. Price, ¼ lb. cans, \$2.40 per doz.; ½ lb. cans, \$4.50 per doz.; 1 lb. cans, \$8.50 per doz.

ORDER A CASE AT ONCE OF

Eby, Blain & Co., Toronto.
James Turner & Co., Hamilton.
Caverhill, Rose, Hughes & Co., Montreal.
M. F. Eager, Halifax.
H. N. Bate & Sons, Ottawa.
Whitehead, Turner & Co., Quebec.



"KENT" BOTTLED PICKLES

Are fast taking the lead. They are guaranteed 20 oz. bottles, and are packed 5 Doz. in a barrel, 3 Doz. in half-barrel, 2½ Doz. in a case. Order a sample package from your wholesale grocer or write direct to

The KENT CANNING AND PICKLING CO., Chatham, - Ont.

JOHN PETERS & CO.,
General Commission Merchants and Brokers,
Halifax, N. S. and Kingston, Jamaica, W.I.

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

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

JAMES E. BAILLIE,
PORK PACKER, TORONTO.

Hams, Breakfast Bacon Rolls.



GANONG BROS.,

ST. STEPHEN, N.B.

MANUFACTURERS OF THE



CHOCOLATES.

N. K. FAIRBANK & CO.,

COMPOUND



REFINED LARD.

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

Condensed Mince Meat.

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.

GEO. MATTHEWS

PACKER and CURER of the "Rose Brand"

Hams, Bacon and Lard,

ALL NEW STOCK.

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



TORONTO MARKETS.

TORONTO, Dec. 4, 1891.
GROCERIES.

Trade continues to make headway. The record of sales during the week covered by this report shows that substantial progress is being made. The time of the year and the weather figure among the causes of the improvement; prices, especially in sugar and fruit, have something to do with it as well. The cold snap and the snow wakened up the demand very perceptibly, and would have had a still better effect if they had been more lasting. In the country the roads were the worse of the snow, as it was not deep enough to make sleighing and was too deep for easy wheeling. Hence traffic at the various outside railway points has not been up to the degree of activity that appears now to be due, with so much grain to get marketed. Deliveries have been as backward as ever, easier prices of wheat in Europe having added another check to selling for the time being. A fair movement of money is kept up by sales of other descriptions of farm produce, as hogs, butter, eggs, hay. The wholesale grocers have no fault to find with the share of the circulating medium that comes their way these days. It might be larger, but it compares very favorably with the proportion that falls to other lines of trade.

CANNED GOODS.

The demand roused itself towards the end of last week and has been attractive and capacious ever since. The run has been exceptionally strong on vegetables, the situation of which becomes firmer every day. Assorted lots of peas, corn and tomatoes are \$1.05, and no lower prices have been heard of even for inferior brands. Some houses discriminate in favor of tomatoes, asking \$1.10 for lots of these and refusing to sell them in assortments at \$1.05. Peas are unchanged and firm at \$1.05 to \$1.10, round lots having been taken off this market to stock jobbers at other central points of distribution. Corn is \$1 to \$1.05. A freer movement of salmon than is commonly experienced at this time of year is now to be reported. Prices are steady at \$1.35 upwards. Except for fruits the demand for all canned goods is strong, and unusually so for vegetables, which in no former season have received so much attention before the close of the year.

COFFEES.

Some business in large parcels of Rio, distributed over the western and northwestern parts of the country is heard of, the prices ranging from 17 to 18c. In a jobbing way the same grades would bring a cent or two higher. The common grades of Brazil coffee are plentiful, but finer coffees are not in full supply. An advance of about 3/4c. in the primary market was one of the first despatches sent by the re-established Brazil cable, in which it was also stated that colony grades were not obtainable. Mochas and Javas are featureless and unchanged.

DRIED FRUIT.

The quantity of fruit selling these days is quite large, but there is little of staple stock changing hands at paying prices. Staples

are nearly all that is creating any interest yet, as fancy goods are usually not in strong request until after the month is a week old. Currants are steady at 5 3/4c. and upwards per barrel. A very free movement toward retailers' hands is reported. Valencia raisins are still low and very weak, the basis of prices for new fruit being 5 1/2c., and little off-stalk being salable above 6 1/4c. What tends to weaken the market still more is the low offerings that are being made from both New York and Denia. From both these markets the lowest prices of the season are being quoted just now, and the probability of still easier values here is rather strong. Malaga raisins are in some request at prices quoted a week ago in Prices Current. Two or three small shipments of Sphinx prunes have been received, but most of the stock was sold before it arrived at about an average of 7c. The prices of prunes rule lower this year than they did last year. New Hallowee dates in boxes are offered to arrive here at 6c. Natural figs in bags are selling freely at 5c.

NUTS.

As the holidays approach buying becomes more active. Almonds are in request at 14 to 16c., and filberts at 11c. Old Grenoble walnuts are being got out of stock to prepare for the new crop goods at 10c. New Grenobles which have been quoted at 13c., to arrive are now in stock.

The arrival on Tuesday of new French and Grenoble walnuts (the shipments of E. M. Dadelszen, Bordeaux) was welcomed by the importers, as distribution can be made in good time for the holidays. There is certain to be a shortage of walnuts in Canada for the Christmas trade, in consequence of the cancellation of orders for nearly a thousand boxes of "Marbots" because of the quality of this growth proving unsatisfactory.

RICE AND SPICES.

For rice the demand is dull as it expected to be just now. An occasional small order comes forward still and is filled at old prices. These re-appear in Prices Current. Spices are fairly active, especially cloves, but there is no alteration in any of the quotations.

SUGAR.

There is a very dull demand now, though a considerable quantity of sugar was shipped to the retail stores of the country on the first day of the month. This was ordered in the closing days of November, but its delivery was contracted for at the beginning of this week, to bring payment due at the end of a calendar month. That spell of brisker orders was supposed to be owing to the expectation of higher prices against which retailers aimed to lay in their Christmas sugar. An advance in granulated has been one of the things looked for for sometime, but it has not yet come, 4 1/2 to 5c. remaining the quotations. Yellows are firmer, 3 1/2c. being less frequently conceded now than it was a week ago. Most of the wholesalers hold out for 3 3/4c., with others quoting at 3.55c. as bottom price. The position of raw is unaltered in its firmness, if not rather intensified by the reduction of 100,000 tons which M. Licht has made in his estimate of the beet crop.

Willett & Gray's New York weekly sugar statistical says: The stock of raw sugar in importers' hands in the four ports is reduced to 7,897 tons, leaving but little chance for business, but refiners protected themselves against want by some purchases abroad some time ago, which have lately arrived. It is the wrong time of year to look for any

special improvement, except by reason of temporary short supplies, and dulness may be expected. Supplies will be increased by the beginning of cane grinding in Cuba early in December, and present prices are undoubtedly remunerative to the planters. At the same time, we repeat what we have previously noted, that the general condition of the sugar world is very favorable to a higher range of prices, and it is only a question of time when the circumstances will exert themselves favorably. Mr. Licht emphasizes this to-day by reducing his estimates of the best crop by 100,000 tons, making the crop now 40,782 tons less than last year's, and he reduces his estimate of the cane crop by 31,100 tons, making 75,000 tons more than last year. Decreased production and increasing consumption can

CLEMES BROS. :-

WE OFFER THIS WEEK:

Car Choice Ripe Florida Oranges. New Hallowee "G.M." Dates. New Tarra-gona Almonds. Choice Ripe Malaga and Messina Lemons. Also another lot Almeria Grapes.

PRICES RIGHT.

51 Front Street East,
TORONTO.

Phone 1766.

New Currants.
New Sultanas.
New Valencias.
New Figs.
P. C. LARKIN & Co.,
WHOLESALE GROCERS,
25 FRONT ST. E.



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

EVERY CAN WARRANTED.

J. H. TODD & SON,
Victoria, B.C., Owners.

AGENTS, Stanway & Bivley, Toronto.
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**PURE CONFECTIONERY,
FINEST BISCUITS.**

Manufactured by

**J. McLAUCHLAN & SONS,
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HOW'S THIS FOR BIZ. :

Orders for 69 Gross Star Fire Lighter by mail alone in one day.

GROCERS send for sample and press opinions, of the fastest selling article of the day, **BIG SELLER, BIG PROFIT.**

STAR MFG. CO., London.

LEONARD BROS.,

Wholesale Fish Dealers,

Are now prepared to fill all orders for their

Celebrated Boneless Codfish

(from new fish)

packed in 5, 10, 25 and 40 lb. boxes, 2 lb blocks wrapped in waxed paper.

SEND FOR QUOTATIONS.

ST. JOHN, N.B. MONTREAL, P.Q.

TO GROCERS.

SIMCOE CANNING COY'S

Goods are warranted first-class.

PUSH THEM.

Order through your wholesale House.

There is no other Blacking for sale in Canada equal to

P. G. FRENCH BLACKING.

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

**PURE GOLD MANUFACTURING CO.,
31 Front Street East, Toronto.**

Todhunter, Mitchell & Co.

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXOELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS. :: TORONTO.

GOLD

MEDAL

AWARDED



DELHI CANNING CO.,

Jamaica Exhibition.

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

Delhi Fruit and Vegetable Co.,

FACTORIES : DELHI AND NIAGARA.

TO MERCHANTS.

My Special Teas :

Black Tea at 23 cents per pound.

Hyson Tea at 23 cents per pound.

Japan Tea at 23 cents per pound.

Assam Tea at 23 cents per pound.

Are excellent values to retail at 50 cents per pound. **SEND FOR SAMPLES.**

MY PRICE FOR

Extra Granulated Sugar 4-83 per lb., being 17 cents per hundred less than the

COMBINATION.

JAMES LUMBERS,

WHOLESALE GROCER,

TORONTO.

MARKETS—Continued.

have but one result on prices, namely, a higher range during the coming 12 months. Local conditions may probably delay a movement, but it will be well for all sugar dealers, from the refiners to the retailers, to carry a good line of stock right along. Advantage was taken of the holiday week and a very quiet state of trade to reduce the price of refined sugar a fraction, possibly for its influence upon the raw market, but in view of what we have written about the condition and prospects of the raw sugar markets, it would seem advisable for dealers in refined to take advantage of all temporary reductions in prices made by refiners. While dulness may continue for awhile, as is usual at this season, the tendency of the refined market must eventually follow the raw market upward.

SYRUP AND MOLASSES.

Syrups are quiet and neglected. They are also easier. Sharp competition exists between the western and the eastern refineries, the British Columbia refinery being reported to have delivered syrups here at 2c. and a fraction less, though the freight is 1c. per lb. more from Vancouver than from Montreal to this point. Jobbers are selling at $2\frac{3}{8}$ to $3\frac{1}{4}$ c. Molasses is fairly active at 30 to 36c. for West Indian in barrels, and 38c for fancy Barbadoes.

The following is from a private letter received in this city from New Orleans: "From the present outlook we feel sure that the supply of open kettle molasses will be very limited, and can safely say that half the O.K.'s have now been marketed, and you will have to let your customers know that if they expect to get any quantity of kettles they will have to pay higher prices now. The crop is over 30 per cent. short, and many of the planters have put up vacuum pans this year (and others are selling their cane to the central factories) who formerly made kettle goods."

TEAS.

The volume of tea sold this week shows some expansion in the demand from the proportions of last week. As usual the tea that has benefited most by the improvement is Japan, though for blacks as well there has been a good demand. There are more Young Hysons on the market and prices have got to a lower starting-point by a cent, grade at 16c. being now in stock. The extreme lowest points for Japans and blacks are respectively $12\frac{1}{2}$ and 14c.

The London Produce Market's Review says:—"There has been a considerable falling-off in the quantity of Indian tea brought forward, but the demand for all good grades remains steady, with a hardening tendency in some cases. Well-selected teas of any grade continue to meet with good competition, and have probably now touched the lowest point: they are in many cases cheaper than at any time last season. The excellent value offering, especially for really good liquoring sorts under 1s., is shown by the increasing consumption, and although the ex-

Think on This.

Can you afford to let your neighbor get part of your trade? Your neighbor keeps Surprise Soap; you don't. Your customer wants it, and buys from him. It starts a trade with your customer. It makes an opening for more business. He may get all that customer's trade. You lose it. A box of "Surprise" might prevent the start.

**SURPRISE Soap yields a good profit.
People like it and want it.**

The St. Croix Soap Mf'g Co.,

St. Stephen, N. B.

Branches:

MONTREAL: 17 St. Nicholas St.

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

ports from Calcutta will probably be 8,000,000 lbs. more than last year, most of this increase has already been disposed of. At the public sales 39,369 packages were offered, against about 43,000 last week, of which 3,500 were withdrawn. There was a good enquiry for all good medium and fine descriptions at steady prices, while the finest sorts fetched firm rates. About 20,000 packages of Ceylon teas were offered at Tuesday's sale, but the dealers showed little inclination to buy, except at lower prices, and a reduction of from $\frac{1}{4}$ d. to $\frac{1}{2}$ d. was established in common to medium teas. A strong impetus has thus been imparted to the country demand, and most of the tea sold has probably already passed into the hands of country buyers. Good teas, however, continue to be enquired for at fully late rates, and for fine liquoring Pekoes at from 10d. to 1s 1d. there has been increased competition. The quality of the teas shown has again been disappointing, and it is to be hoped it will improve.

NOTES.

New California evaporated peaches are on the market to sell at 13 and 14c., and apricots at 14 to 15c.

Apple cider jelly is a new food product on the market. It is put up in wooden pails of 14 lbs. each and sells wholesale at $8\frac{1}{2}$ to 9c.

The "Breadmakers' Yeast" Co. are putting a 3c. package on the market to compete with Fleischman's compressed package at the same price.

A reduction of $\frac{1}{4}$ c. in the quotations on starch is made in the lists of the Edwardsburg, the St. Lawrence, and the British

America Starch Companies in this week's Prices Current. The cause is owing to the easier prices of corn.

Sloan & Crowther will move into their new premises on the corner of Scott and Front streets during the week between Christmas and New Year's.

The general run of orange peel is going at 17 to 18c.; lemon at 16 to 18c., and citron at 24 to 25c., but C. & B.'s make this year has cost more, and $17\frac{1}{2}$ to 19c. is asked for lemon, 18 to 20c. for orange, and 26 to 28c. for citron.

The New York Bulletin says: There has been a marked falling off latterly in the export of canned beef from this country to Great Britain. This we find is due to competition from the packing establishments recently started in South America under the management of a former western packer.

The Empire says: The fight between the British Columbia and eastern refiners is giving Winnipeg cheap sugar and prevents Ontario and Quebec jobbers from doing any business there. Refiners are selling granulated delivered in Winnipeg, freight paid, at \$4.90. The freight is 65c. on the gross, or say 70c. on the net weight, making the Winnipeg price \$4.20 net. This is 30c. less than the refiners charge eastern houses. Though the Vancouver people sell at \$4.90 in Winnipeg they charge an advancing price as they get nearer home. For Portage la Prairie their price is reported to be \$5.12 $\frac{1}{2}$; Brandon and Qu'Appelle, \$5.25, and at the coast, \$5.62 $\frac{1}{2}$.

WE ARE BUYING

Dried Apples.

SEND SAMPLES AND QUOTATIONS.

ESTABLISHED 1888.
STANWAY & BAYLEY.
BROKERS
AND
GENERAL COMMISSION MERCHANTS.
44 FRONT ST. EAST, TORONTO.

WE ARE BUYING

Evaporated Apples

SEND SAMPLES AND QUOTATIONS.

ESTABLISHED 1841.

W. H. Schwartz and Sons,

Coffees, Spices, Mustard.

HALIFAX, N.S.

"ORIENT MILLS."

We respectfully Solicit a Trial Order of our goods

OFFERED

You simply on their own merits. No

SCHEME

To induce you to overstock or buy inferior goods. Your interests are ours

Satisfaction Guaranteed.

WM. HOOD & CO.,

Robertson, Thompson & Co.,

Commission Merchants,

185 NOTRE DAME ST., EAST,

P.O. Box 615. WINNIPEG, MAN.

Consignments of country produce receive careful attention. Returns made promptly.



All kinds of produce handled. Consignments solicited. Carriers supplied.

FLORIDA ORANGES.

J Cleghorn & Son,

—OFFER—

Car Florida Russetts "all sizes" low
" " Brights "choice,"
" " " "fancy."

The later car to arrive from the celebrated grove of D. H. Nortray, "Orange Bend" Florida. A line that commands extra price on account of quality. Superior pack, reliability of marks. If you are in want of something fancy send in your orders.

J. CLEGHORN & SON, 94 Yonge St.

J. F. YOUNG & CO.,

PRODUCE AND COMMISSION MERCHANTS

74 Front St. E., Toronto.

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

Prompt Sales and Quick Returns.

We Furnish Egg Cases. Try Us.

T. W. CLARK & CO.,

General Commission and Provision Merchants and Wholesale Dealers in Dairy Products.

Consignments solicited and business transacted for Eastern Canada Merchants.

Established 1886.

VANCOUVER, B.C.

References: Bank of British Columbia.

WILLIAM RYAN,
PORK PACKER

70 and 72 FRONT ST. EAST,
Toronto, Ont.

NEW CURING HAMS,
BACON, PORK,
NEW PURE LARD.

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

For Choice full flavor goods send us a Sample order.

Jas. Park & Son,

Toronto, Ontario.

The Ontario Produce Co'y.

Produce Brokers and Commission Agents,

70 COLBORNE STREET, TORONTO,

Solicit consignments of the following:

Tub, Large and Pound Roll BUTTER.

POULTRY.

BEANS ONIONS. APPLES

CHEESE.

T. G. Williamson & Co.,

COMMISSION MERCHANTS

TEAS, COFFEES, FRUITS, SUGARS, ETC.

42 Front Street East,
TORONTO, ONT.

GEO. C. THOMPSON.

CHAS R KING.

THOMPSON & KING,

Consignees, Brokers, General Commission and Mercantile Agents,

51 Wharf Street, cor. Fort, Victoria, B.C.
Storage. Correspondence Solicited.

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.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

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

Reesor & Rogers,

Produce and Commission Merchants

Solicit consignments of Country Produce from Storekeepers.

71 Colborne St., Toronto.

Telephone 2291.

JNO. A. MOIR,

GENERAL AGENT.

Consignments Solicited.

SPECIALTIES: Canned Goods, Dried Apples, Evaporated Apples, Codfish.

Quotations and samples sent on application. A trial solicited.

41 St. Francois Xavier Sts., Montreal.

McLAREN'S



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

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

MARKETS—Continued.

PETROLEUM.

Prices stand as they were quoted last week and show no tendency towards movement one way or the other. The demand is very active for current consumption.

Petrolia crude \$1.27½ per bbl. Oil Springs crude \$1.27½ per bbl. The oil market is a little firmer this week, and we think the price of crude has touched bottom. It will not make any difference to the crude market what price refined oil is sold at. If refiners are foolish enough in their mad competition with one another to sell refined oil at a loss and at less than it can possibly be made for, the great law of supply and demand will regulate the price of the crude article, and producers need not fear the present action of refiners in trying to depreciate the value of crude oil, as the quantity produced is close to the actual amount required for the consumption of the country, and a little firmness on the part of the large producers would soon drive the price of crude to a dollar and a half a barrel, which is what the producers are entitled to receive this Christmas as a reward for their untiring and energetic labors in the field.

BUTTER AND CHEESE.

Choice grades of butter are taken readily. The supply of these grades is still behind hand. Mediums abound. The receipts of large rolls are also liberal. Complaints are still general about the turnip flavor of these latter. It is said that the taint could be avoided if feeding always followed close, after instead of before milking. It might be worth while for country merchants to make this suggestion to farmers, as the turnip flavor depreciates prices very much. Choice tubs are worth 17c. and from that up to 19c. for very select packages. The latter figure is rather a fancy one and is seldom attained. Mediums run from 13 to 16c. Large rolls are 14 to 16c.

Cheese continues very firm at 10½ to 11c. An advance in England on Monday strengthened the position of holders here. The demand is fair.

COUNTRY PRODUCE.

BEANS—There is some business being done in car lots at \$1.20 to \$1.30, and out of store at \$1.40 to \$1.50.

DRIED APPLES—There is very little to report in the way of trade, dulness prevailing and prices being stationary. On spot they are 4½ to 5c. A car offered at 4½c. but only 4c. was bid.

EVAPORATED APPLES—Are steady at 7 to 7½c. for small quantities, and 6 to 6½c. for round lots. The market is well stocked.

EGGS—Fresh are unchanged at 17 to 18c., and hmed are dull at 14½ to 15c.

GAME—Partridges are dull and easy at 30c., rabbits at 25c. and venison in the carcass at 6c.

HIDES—Green are quiet and weak, No. 1 cows quoting at 4½c., and steers' at 5½c. Cured are 6c.

HONEY—Extracted honey, 7 to 10c. Sales are rather slow with a considerable quantity in view. First-class comb honey is very scarce and 16c. per lb. Dark grades are 13c., with limited quantity in stock.

ONIONS—A moderate business is transacted at \$1.75 to \$2.25.

POULTRY—Is easy and plentiful. Chickens are 30 to 50c., ducks 50 to 70c. per pair, geese 5 to 6c. per lb., and turkeys 8 to 9c. Turkeys are hard to sell at these figures.

POTATOES—The range for cars is 43 to 45 per bag, but this is at the moment nominal, neither buyers nor sellers being eager. Out of store lots are 50 to 55c.

SEEDS—Alsike is beginning to arrive but not in large quantities. The price is steady at \$5.50 to \$6 for prime and \$6.50 for extra.

SKINS—Another advance on sheep skins of 5c. was made on Tuesday, when the price was put up to 90c. Calfskins are 5 to 7c.

Wool—is very dull. The prices continue to be 18 to 19½c., for fleeces.

DRESSED HOGS AND PROVISIONS.

Receipts of carcasses are rather below the capacity of the demand, which has expanded since the change in the weather. Weights are on the average more satisfactory, fewer hogs being turned over to the butchers on account of lightness. The range of prices is from \$5 to \$5.50 for hogs suitable for cutting up. On Tuesday two cars of weights running from 125 to 250 lbs. were bought to arrive at \$5.50 per cwt. All cured products are dull and are likely to remain so till spring.

BACON—Is quiet at 7¾ to 8¼c. for long clear, 10 to 11c. for smoked backs, 10½ to 11c. for smoked bellies, and 8¾ to 9c. for rolls.

HAMS—Are in moderate request at 11 to 11½c.

LARD—Pure is 9½ to 10¼c., and is plentiful. Compound is dull at 8½ to 9c.

BARREL PORK—Little is doing and prices are easier at \$13.75 to \$14 for heavy mess, and \$16 to \$16.50 for short cut.

FISH AND OYSTERS.

The oyster market is easy at \$1.25 per gal. Haddie are in abundance, but of poor quality, real good haddie being hard to procure; the price is a little lower this week. Manitoba white fish are expected to be in the market next week and will sell at about 8c. Other prices are running much the same, but the demand is not very brisk.

SALT.

The trade in small quantities has been brisk, while nine carloads have been sold to the meat-packers who at this time of year require a great deal. Four carloads of common fine salt, have sold on the track for 80c; 3 carloads bbls at \$1.15 and 2 carloads coarse at 70c.

FRUITS.

Apples are steady at \$1.50 to \$2.50, a considerable quantity of hard fruit being handled. For cranberries the prices are unchanged at \$8.25 to \$9 for choice dark, and \$1.75 to \$8.25 for light colored stock.

GREEN FRUIT.

A stronger demand for oranges is reported. Some very fine stock is now to be had. Jamaicas are steady at \$6.50 to \$7. Floridas are easier at \$2.75 to \$3.25. A Liverpool cable quotes Valencia oranges cheaper, but they are still too high to import. The quantity imported for the Christmas trade this year will be exceedingly small in consequence of high prices of Valencias, and the large supply and good quality of Floridas. Valencias would cost \$5.60 laid down here. Malaga lemons are unchanged at \$3.50 to \$4 per box, and \$7.50 to \$8 per chest. Messinas are \$4.50 to \$5. Malaga grapes are firmer and higher, \$5.50 to \$6 being this week's prices for kegs, and \$3 to \$3.25 for half kegs. Pineapples are 15 to 20c.

DRY GOODS.

During the past week trade has become much firmer, cash is moving more freely, sorting up orders are numerous, and the prospects for a large spring trade are good. Certain capitalists who have a large controlling interest in the cotton industry have been negotiating for the inclusion in the combine of colored cottons, and there is a likelihood of their success. If this happens, colored cottons will advance slightly in price.

(Continued on page 18.)

FLOUR AND FEED.

TORONTO, Dec. 3, 1891.

The usual regular consumptive basis underlies current trade, which is strong enough to keep up the ample competition among manufacturers. Prices are generally steady, little fluctuation taking place in anything since the close of last week. The question of selling flour on credit is still unsettled, but efforts are being made to restore the trade to a strictly cash basis. A deputation of millers left Toronto for Montreal on Wednesday, with the object of establishing some arrangement for the discontinuance of the present state of the trade. The credit system will also receive special attention at the coming general meeting of the Dominion Millers' Association, which will be held in this city on Tuesday next.

FLOUR—City millers' and dealers' prices are: Manitoba patents, \$5.25; strong bakers', \$4.85; Ontario patents, \$5; straight roller, \$4.75. extra, \$4.10 to \$4.15; low grades, per bag, \$1.25 to \$1.75.

Car prices are: Toronto freights—Manitoba patents, \$5.30 to \$5.50; Manitoba strong bakers', \$4.90 to \$5.10; Ontario patents, \$4.50 to \$5.10; straight roller, \$4.25 to \$4.35; extra, \$4.10 to \$4.15; low grades, per bag, \$1.25 to \$1.75.

MEAL—Oatmeal is steady at \$4.30 to \$4.35 for standard and rolled. Cornmeal is quiet at \$3.80 to \$4.

FEED—Bran is quite scarce, selling at \$13.50 to \$14 in cars, and \$14.50 in ton lots. Shorts is in good request at \$14 to \$16, according to quantity and quality. Oats are in good demand at 35c., with no excitement in the market. Feeding grades of barley bring 42 to 43½c. outside, with 46c. paid for No. 3 extra.

HAY—This delivery is just slow enough to keep the demand in a healthy state of activity. Good baled timothy brings \$11.50 to \$12 on track.

STRAW—Oat is steady at \$6 to \$6.50.

OTHER MARKETS.

MONTEAL, 2d Dec. 1891

FLOUR—The flour market is unchanged under a fair jobbing demand. The stocks in store is 698 barrels less than a week ago and 9,502 barrels less than at the same time last year. Patent spring, new wheat, \$5.00 to 5.50; Patent winter, \$5 to \$5.04; straight roller \$4.75 to \$4.85; Extra \$4.40 to \$4.55; Superfine \$3.95 to \$4.18; City strong bakers' \$5.00 to \$5.10; Strong bakers' \$4.75 to \$5.50.

OATMEAL—The oatmeal market is quiet and without new feature. Standard, per bag \$2.10 to 2.20; Granulated, \$2.10 to 2.20; Rolled \$2.10 to \$2.20.

ST. JOHN, N.B., Dec. 2, 1891.

FLOUR.—The market is unchanged. Some are holding large stocks and talk higher prices, though buyers seem inclined to take for immediate wants only. The prices are about as follows: Manitoba \$6 to \$6.10, Ontario high grade \$5.30 to \$5.40, medium patent \$5.10 to \$5.25.

MEAL.—With so little moving an idea can hardly be given about the market. Prices are unchanged, \$3.10 to \$3.20 being the present quotations. The demand has fallen off very much for oatmeal, and stocks held are correspondingly light. Roller is quoted at \$4.70 to \$4.80, with Standard about 10c. less

SPECIALTY.

- Stone Ground Flour -

No Frozen Wheat used.

Meals and Feed of all kinds.

Mention this Paper.

J. & R. ROBSON,

Brantford, Ont.

CORTICELLI

SPOOL SILKS & TWISTS,

EMBROIDERIES & FANCY SILKS.

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

CORTICELLI SILK CO.,

ST. JOHNS, P. Q.

HEALTH IS WEALTH.



Health seekers travel far to mountains, lakes, seas and springs, but of all the famous waters to thoroughly cleanse the body of health-destroying impurities, to make the joints supple and make the muscles and frame firm, and cause one to feel fresh life trickling through the veins, give me St. Leon Mineral Water. - I. Bliss, Compton, P. Q.

For particulars apply

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

HARRY T. DEVINE & CO.,
FLOUR, FEED AND PRODUCE MERCHANTS.

Sole Agents for Vancouver, New Westminster and District for **LEITCH BROS.'**
CELEBRATED OAK LAKE MANITOBA FLOUR.

City Office and Store : 130 Condova St.
Wharves, No. 1 and 2 : False Creek,
Westminster Avenue,
VANCOUVER, B.C.

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.

Dominion Mills,
LONDON, ONT.

HEADQUARTERS FOR

OATMEAL

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

Write for Samples and Prices.

CARTLEY & THOMSON,

303 to 311 Talbot St.

N. WENGER & BROS.,
AYTON, ONT.

- - MILLERS - -
(Hungarian Process)

BRANDS :
KLEBER, MAY BLOSSOM.

AGENTS :

J. L. SMITH & SON, - Montreal.
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HODD & CULLEN
Roller Millers.

FLOUR

Manufactured "Hulgarian" System.

Our brands are

Classic,
Anchor,
White Frost,
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Diadem,
Strong Bakers.

Heavy dealers in

Oats, Oatmeal, Beans,
Peas, Middlings, Bran.

Quotations by wire.

Address, **STRATFORD, ONT.**

EMBRO
OATMEAL
MILLS.

D. R. ROSS, - EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in Car-loads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways. Have new machinery for the manufacture of Rolled Wheat and Graham Flour and will be pleased to have orders



FLOUR High Patents, Bakers and Low Grades.

Feed of all kinds.

Split Peas, Pot Barley and Corn Meal.

E. D. TILLSON, TILSONBURG, ONT.



MONTREAL MARKETS.

MONTREAL, Dec. 3, 1891.

The trade during the past week has been extremely small in a wholesale way, in fact there was actually none except on odd jobbing movements. In the course of a week or so more improvement should be noted, as dealers generally ought to be anticipating their holiday requirements. The general complaint now is that bad roads are interfering with trade. Once the farmer can move about more business is anticipated.

SUGAR, ETC.

The raw sugar market continues very strong and there is a strong upward tendency to prices, although no change has actually occurred yet, but holders all round are careless sellers at the moment. Yellows are nominally at $3\frac{1}{2}$ to $4\frac{1}{4}$ c., and granulated $4\frac{1}{2}$ c.

Syrups are dull, the movement being slow in the Canadian product, which cannot compete with the American goods that are on the market, and which are selling for $\frac{1}{4}$ to $\frac{1}{2}$ c. lower at a trifle over 2c. per lb., while Canadian refiners are asking $2\frac{3}{8}$ to $2\frac{1}{2}$ c.

There is no change in the molasses' market, but prices on Barbadoes are unsettled and they are hard to quote. The competition of the New Orleans stock, which is selling at 28 to 30c., is weakening holders, and there is no doubt that a substantial concession would be made to induce a sale. About 37c. is a fair quotation.

TEAS.

Japan teas are selling fairly well, a few invoices of low grades leaving first hands this week at fair prices. Blacks keep quiet and dull.

COFFEES AND SPICES.

The strength of the coffee market is unabated, and holders appear quite independent. Business in Rio has been done at 19 to 21c., and the lower figure is a very inside one, while some Maracaibos and Jamaicas have left first hands at prices ranging from 20 to 21c. and 19 to 20c. respectively.

Spices are quiet and unchanged, a small quantity of pepper changing hands during the week at 10c.

RICE.

The rice trade is quiet, the millers have filled all their orders, and the movement is small. We quote: Patna \$4.50 to \$5, Japan \$4.25 to \$4.50, standard \$3.90, and off grades \$3.50 in car lots.

DRIED FRUIT.

Staple lines of dried fruit are quiet and firm as far as currants are concerned, but raisins are rather unsettled, in sympathy with the feeling in New York. We quote: Raisins $5\frac{1}{4}$ to $5\frac{1}{2}$ c. for firsts and 5 to $5\frac{1}{4}$ c. for seconds, and currants are firm under strong primary markets, and values are stiff at $5\frac{1}{2}$ c. in barrels, $5\frac{3}{8}$ c. in half barrels, and $5\frac{1}{4}$ c. in cases.

NUTS.

Nuts are quiet and unchanged, Grenoble walnuts 14 to 15c., and Chili 9 to 10c. Tarragona almonds rule at 13 to 14c., and pecans 14 to 15c.

CANNED GOODS.

Trade in canned goods is flat, as dealers are well stocked up, and retailers do not seem anxious buyers at the moment. In fish there is nothing doing in a large way, and tomatoes are offering in the west at our quotation, \$1.05 to \$1.10.

GREEN FRUIT.

There is an ordinary jobbing movement in green fruit, with no change in values. Malaga lemons are unchanged at 6 to 7c.

per chest, and new Messina stock has been offering at \$3 to \$3.50. Florida oranges move steadily at \$2.50 to \$3.50.

FISH.

Fish continues precisely as it was last week, that is, dull but firm. Stocks are small here, but no desire at all is shown by buyers to operate here. Values are firm, however.

PROVISIONS.

There is a fair trade reported in pork, western short cut having the preference at steady prices. Canada short cut is easier owing to the freer offerings and \$16.25 is about the outside figure to-day. Lard and smoked meats are quiet and neglected.

EGGS.

There is a better enquiry for eggs at 15 to 16c. Little if any held fresh stock is coming forward, and as the Montreal limed is turning out very well holders have no difficulty in getting these prices.

POULTRY.

Poultry is coming forward freely, but is meeting with a ready sale, and prices are steady. We quote: Turkeys, 9 to 10c. per lb.; chickens, 6 to 8c. per lb.; ducks, 8 to 9c. per lb.; geese, 6 to 7c. per lb.; partridge 40 to 45c. per brace for firsts, and 25 to 30c. per brace for seconds.

BUTTER.

The butter market is dull, owing to firm holders and slow buyers. The former say their butter is worth the price and that there is little of it, while the latter protest that their orders do not permit any such prices. It is a stand off, therefore. We quote:—Late-made creamery, 24 to 24 1-2c.; fine creamery, 23 to 23 1-2c.; finest Townships, 19 to 20c.; finest Western, 16 to 17 1-2c.

CHEESE.

The market does not show any change, nor can it until business picks up. It is now purely a holders' market, that is, the stock is concentrated in a few strong hands and is held for a price. Of course this is the other side of the story, but it is more than likely that holders will have the best of it from now out, that is, in the ordinary course of events. It is nominally an 11c. market, and that is an inside figure if a buyer really means business. The cable to-day advanced to 55s. Finest fall makes, 11 to 00c.; Fine stock, $10\frac{3}{4}$ to $10\frac{1}{2}$ c.; Medium grades, $10\frac{1}{4}$ to $10\frac{1}{2}$ c.; Cable, 55s. od.

GRAIN.

The grain market continues quiet and featureless. The stocks in store compared with those a week ago show a decline of 5,969 wheat, 252 corn, 10,652 rye, and an increase of 55,564 peas, 11,374 oats, 39,974 barley. Compared with a year ago there is an increase of 162,034 wheat, 185,935 peas, 78,331 oats, 195,957 barley, and a decrease of 4,633 corn, 10,109 rye. We quote:—No. 2 hard Manitoba, \$1.03 to \$1.04; No. 3, do., 97c.; No. 2 Northern, \$1.04; peas, 75 to 76c. per 66 pounds in store, oats, 36c. per 34 pounds in store, corn, 72c. duty paid; feed barley, 48 to 50c.; good malting do., 60 to 62c.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N. B., Dec. 3, 1891

The sudden cold wave has had a tendency to lessen the volume of trade, though if it continues it will enable farmers to get to market their produce more readily than lately, as the roads have been very heavy. Trade this week has not been up to expectations, nor is much improvement looked for in the immediate future.

SUGAR—A good steady demand with prices unchanged. Granulated is quoted $4\frac{1}{2}$ to $4\frac{3}{4}$ c., yellows at $3\frac{1}{2}$ to $3\frac{3}{4}$ c., Paris lumps $6\frac{1}{2}$ to $6\frac{3}{4}$ c.

SYRUPS AND MOLASSES—Are going off very slowly and only in a jobbing way.

COUNTRY PRODUCE.

Butter—The market has been better supplied lately, both as to quality and quantity, and ready sale is found for all good that offers at 17 to 19c.

CHEESE—Stocks are getting small and the price has advanced, with good prospects for still higher prices. Quotations are $10\frac{1}{4}$ to $10\frac{3}{4}$ c.

EGGS—Are without change either as to quantity offering or price.

POTATOES—Shipments have dropped off very much lately, and prices are at \$1.20 to \$1.35.

BEANS—Are \$1.70 to \$1.85, peas \$1.40 to \$1.65, split peas \$4 to \$4.25, barley pot \$3.95 to \$4.15. Beef per barrel \$14.75 to \$15. Pork, clear mess, \$17 to \$17.25.

Traveller wants Situation.

WANTED—A SITUATION AS TRAVELLER for Provision House for New Brunswick and Nova Scotia. Apply care J, this office.

A. H. BADGEROW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar

Manufacturing Co.,

79 and 81 Jarvis St., Toronto

Highest award, Toronto Exhibition.

TRY

KOH-I-NOOR TEA

Best in the World.

Sold only by

T. B. Escott & Co.,

London, Ont.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

DAVIDSON & HAY
 Wholesale Grocers,
 36 Yonge Street,
TORONTO.

- FLATS -

In stock fresh "Clover Leaf" Salmon and "Clover Leaf" Lobsters, in flat tins, containing the finest parts of the fish.
 Be particular to look for the word "CLOVER LEAF" on every label.

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

STUART, HARVEY & CO.
 IMPORTERS AND
WHOLESALE GROCERS
 A Large and Well-Assorted Stock of
Teas, Sugars and General Groceries
NOW IN STORE:
 New Muscatels,
 " London Layers,
 " Connoisseur Clusters,
 " Valencia Shelled Almonds,
 " Sultanas.
HAMILTON, ONT.

To the Trade.

NEW ARRIVAL OF
 NEW SULTANA RAISINS.
 NEW LONDON LAYER RAISINS.
 NEW IMPERIAL CABINET do
 NEW CONNOISSEUR CLUSTER
 RAISINS.
 NEW CURRANTS IN BARRELS.
 NEW CURRANTS IN 1/2 BARRELS.

Write for quotations. Specialty of Sugars.

N. QUINTAL & FILS,
 WHOLESALE GROCERS,
 274 St. Paul Street,
MONTREAL.

RIO COFFEE

Ex. S. S. Phidias.

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

EDWARD
ADAMS & CO.
 ESTABLISHED 1846.
 Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,
TOBACCOS.
 95 & 97 Dundas St., London, Ont.

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

WESTERN ONTARIO AGENTS FOR
Cherry's Irish Mustard, X.D.S.F.
 This is superior to any other grade in the market. Try it.

JUST ARRIVED !

Consignment finest Mocha Coffee.

Write for Samples and Quotations.

SMITH & KEIGHLEY
WHOLESALE GROCERS,
 9 Front St. E., Toronto

Thos. KINNEAR & Co
 Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,
 AGENTS FOR
Cherry's Irish Mustard, X.D.S.F.
 This is superior to any other grade in the market. Try it.
 47 Front St. E., - **TORONTO.**

CEYLON TEAS.
 THE CELEBRATED



is packed expressly for

J. W. LANG & CO.,
 Wholesale Grocers, Toronto.

NEW
Bordeaux Walnuts
 —AND—
NEW FRUITS
 (NOW IN STORE.)

PERKINS, INCE & Co.,
 41 and 43 Front St., Toronto.

J. F. EBY. **HUGH BLAIN.**
 New Prepared
BOSNIA.
PRUNES "LE SPHINX"
 BRAND.
 Cases, 55 lbs.
EBY, BLAIN & Co.,
 Wholesale Grocers,
FRONT AND SCOTT STS. TORONTO.



WAN' DO ALL ZE WORK HIMSELF.

QUEBEC, Nov. 29, 1891.

CANADIAN GROCER,

M. L'EDITEUR,—I haf read your admirable article en las' week edition apout certain man wat keep large store an' wan' do all ze work himself wenn he haf engagee menny clerk capable of doing eet tout de meme, an' sometime much petter. En notre ville ees wan man who ees wat you call un prototype, n'est ce pas correctment? He geeve order a' son manager who pull, (no zat ees not zee word, draw, oui, draw) large salaire to do certain work, an' wenn he—zat ees ze manager—haf atten' to eet and mak' eet tout bien, l'employer he wan' do him work ofer again. Parbleu! eet mak' manager ver' angry an' upset all ze work An' ze boss he tink he do lot work, mais—le pauvre homme he like ostrich wat steek head in sand an' mak' beleeve to himself he not pe seen. L'employer steek head een all ze work an' tink he do all himself.

M. L'editeur, your article was ver' good, an' eef our bosses read an' tink ofer eet zay weel not try meex up beezness, an' use their time an' talk to their customer, day mak' ver' much more l'argent an' geeve les managers chance, an' peside, all les employees work more satisfac'ry.

Votre ami,

BAPTISTE VAUDREUIL.

ADVERTISING VS. TRAVELLING SALESMEN---SOME JUDICIOUS HINTS FROM AN EXPERT ADVERTISER.

Chas. E. Bonnell, Chicago, writes to the American Artisan under date of Nov. 17 :—

I note in your issue of the 14th inst. an extract from a letter in which a comparison is made between verbal and newspaper advertising, one of your correspondents claiming that \$1 in verbal, or, we presume, travelling salesmen, produces better results than \$5 in newspaper advertising. I am disposed to take issue with your correspondent. Of course the circumstances have much to do with results. If the advertiser has an article of only local interest, if his trade is confined to local trade, then, perhaps, his premise is correct; but given an article on which there is no territorial limit, an article of merit, then I speak from experience when I say that he is wrong. Judging from his language—"the — was tried as an experiment lately but did not get there"—he tried some journal for a few issues, and, perhaps, for a year orders which he could

trace to the journal containing his "ad." did not loom as he perhaps thought they should, hence "advertising is a failure." Having put in the largest half of my few years as an advertiser to a greater or less extent, and much of that time having unbounded faith in advertising and but little money to back it with, I found it necessary to give it much more thought and care than do some firms who spend a fortune annually. I not only watch my own "ads," but I watch others. I read trade papers and my conclusion is that a large percentage of the money spent for advertising is wasted, even with meritorious articles and good mediums. Large advertisers are beginning to realize the value of this branch of their business and are employing high-priced men to manage it, but in a majority of cases when the amount spent is from \$2,000 to \$5,000 per annum the advertising is in the hands of perhaps the busiest member of the firm. In the beginning of the year after profits have been figured a stipulated sum is set aside for newspaper advertising, the size of advertisement is determined upon, then the one in charge writes up the matter, devoting less time to it than he would to a business letter involving a \$100 transaction, the composition is sent to the job printer to be put in type; if all the words are spelled properly it is marked "O. K." and a given number of electros ordered. Now the advertising man is equipped. Everything that comes along is patronized if the price is cheap, the main object being to get contracts to the amount of the appropriation. When that point is reached he heaves a sigh of relief, for now there will be no more bother with advertising or advertising men until the next year. These are the kind of people that usually think there is no benefit in advertising, but some competitor does it and they must do likewise. The writer does not wish to pose as an advertising expert, but having built up a business that affords at least three square meals a day, and solely by advertising, he feels that his views on the subject are not wholly theoretical. Of course I claim the advantage of having meritorious goods, for even liberal and profuse advertising can not perpetually "boom" disreputable productions.

And now for my hobbies: Use your best efforts to select only good journals which go to the trade you want to reach; a circulation of 5,000 with possible customers is better than 20,000 of whom only 20 are probable buyers; the best is always the cheapest although it may cost most money. Always if possible take preferred space, that is, next to reading matter, or if the paper runs a department under which your article comes get next to that; this costs extra but it pays. A small "ad" in the right place is better than a big "ad" where it is not so apt to be seen. Use striking head lines to attract attention. Say as little as possible and yet make your "ad" tell the whole story. Don't go on the principal that because you are an old house that everybody when they read your firm name knows all about you. There are lots of people who never heard of you and do not know what you make or what its especial points are. Change copy often and change every month. Don't neglect the "news notes;" lots of people whom you want to reach read those that otherwise would never see your "ad." All trade papers are glad for any pointers given them for these items; in fact, make it a part of your contract

that you are to have such mention. Lastly, but most important, stick to it; it's not as productive of immediate sales as traveling men, but when it does win it wins big. No better introduction can be given a traveling man than an "ad" in the best trade papers, and if you employ both means don't give the traveling man all the credit; give each his due. It must not be inferred that the writer opposes the employment of salesmen; I simply say that if the entire United States are to be covered it can be done much cheaper and in the end with much better dividends for the advertiser by judicious advertising than by traveling men.

STEEL, HAYTER & CO.,
Importers of

INDIAN TEAS

Direct from their estates in Assam.

New Season's Teas are now arriving.

PROPRIETORS OF THE WELL-KNOWN

"MONSOON" BRAND.

Samples and Quotations on application.

11 & 13 Front St. E. Toronto.

Calcutta and London Firm: Octavius Steel & Co.
Telephone 2354.

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

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

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

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

BALTIMORE FRUIT PUDDINE.

ELLIS & KEIGHLEY,

Agents,

TORONTO

New Season's Pack

SNIDERS' TOMATO CATSUP.

" " **SOUP.**

" " **CHILI SAUCE.**

The finest goods in the Market to be had of Wholesale Grocers.

WRIGHT & COPP,
AGENTS,
TORONTO.

Beware of Imitators.

See our new **5** cent package.

The biggest and best in the market.

Be sure and ask your wholesale grocer for a dollar box of the big 5 cent package of

BARM YEAST.

BARM YEAST MFG. CO.,

TELEPHONE 1920.

35 Wellington St. E., Toronto.

Baltimore
Fruit
Puddine.

Ellis & Keighley,
Agents,
TORONTO.

PICKLING VINEGAR.



T. A. LYTLE & CO.,
Bonded Manufacturers,
124--128 RICHMOND ST. W.,
TORONTO.

P. DOTY & SON,

(Successors to W. B. Chisholm)
MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

Oakville, Ont.



B. R. Nelles,
GRIMSBY, ONT.

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

JAMS and JELLIES
IN GLASS AND PAILS.
Wholesale Only.

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

Importers and Manufacturers of

COFFEES, SPICES, MUSTARDS,
CREAM TARTAR, BAKING POWDER, &c.,
FLAVORING EXTRACTS,
CANDIED PEELS,
JAMS, JELLIES, MARMALADES and
CANNED FRUITS.

Chivers' Carpet Soap

For cleansing and restoring carpets. Warranted to take out grease or ink, and restore the colors. Likewise in all woolen fabrics

Chivers' Disinfectant Cloth Soap

Will clean all kinds of cloth, removing grease, ink, etc., restoring the colors like new. For price, etc., address

J. H. WALKER,
Alma, Ont.

TO THE TRADE

—IN—

Canned Goods.

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

Faithfully yours,

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





SALES MADE OR PENDING.

F. Forest & Co., general merchants, Joliette, Que., have sold out.

J. E. Graham, wholesale and retail grocer, Windsor, N. S., has sold out.

The Anglo-American Mfg. Co., woodenware makers, Whittenberg, N. S., have sold out.

Mr. W. A. Weir, grocer, South London, has sold his stock to Mr. George Deacon, who will take possession in a few days.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. A. Pelletier, grocer, Montreal, has assigned.

Michael Hayes, general merchant, Sheenboro, Que., has assigned.

W. Kirton, grocer, Petrolea, Ont., has assigned to C. B. Armstrong.

John Hamilton, general merchant, New Glasgow, N.S., has assigned.

Martin Fils & Co., general merchants, Rimouski, Que., have assigned.

Demand of assignment has been made of J. A. Peltier, grocer, Montreal.

L. B. Methot, general merchant, Fraserville, Que., is offering to compromise.

Demand of assignment has been made upon Mrs. B. Beaudoin, Champlain, Que.

J. A. Mutter, dealer in groceries and fruits, Toronto, has assigned to John McMillan, Toronto.

W. R. Scott & Co., grocers and hardware dealers, Grand Valley, Ont., have called a meeting of their creditors.

A ST. JOHN'S VIEW OF THE BAIT QUESTION.

Commenting upon the export of 100,000 quintals of cod fish to Canada, the St. John's (Nfld.) Telegram says: "The truth is, by placing restriction on the sale of bait fishes to Canadian fishermen our Government have created a market at Halifax for vast quantities of Newfoundland cod fish, and today the people of the colony are reaping the benefit of this new market. Had Canadians been permitted last spring to take free bait on our coasts their catch would have been much larger than it has turned out, and as a natural result Halifax would not now be in need of supplies from Newfoundland. Whether the course thus pursued by our Government will be successful in the end it may not seem easy to determine in the present complicated condition of the fisheries in question, but certain it is that our fish trade has immensely benefited by the restriction in question. Furthermore, we have demonstrated to all parties the fact that New-

foundland, and not Canada, as Sir. Charles Tupper would try to make it appear, really holds the key of the situation, inasmuch as the success of the Canadian fisheries, as well as those of France and the United States, mainly depend upon the bait fishes of this colony. The day is not far distant when we shall be in a position, through the instrumentality of our bait fishes, to dictate such terms of reciprocal commerce as shall be highly advantageous to all our colonial interests."

THE BUSINESS "DUMMY."

The average business man, of to-day, says an exchange, has no spare time at all during business hours, and cannot afford to waste any of his business time with callers who are not on strictly legitimate business, and yet the President, or Manager, or Superintendent, of a great establishment, as the case may be, cannot afford to slight a great many callers with whom he really has no business to transact, but who are anxious to convince him that they have important business with the concern he may represent. The persistency of some of these unwelcome callers is so great that they cannot be shaken off in the ordinary way. A plan has been hit upon in some of the larger establishments, notably in the East, but which is gradually being adopted the country over, that promises to give the busy man the much desired relief. The plan referred to is to employ a representative of the factory, store or other business place, who is known to the inner circles, at least, as the "dummy." The "dummy" must be a man of inviting presence, possessing a certain amount of magnetism and with a resourcefulness that is not demanded of many managers of great establishments. It is the duty of the "dummy" to take charge of the "bore," or other caller, to whom the Manager does not care to give his time, but yet cannot afford to offend, and get rid of him. He must do this in such a way that the caller will not know that he is being politely "bounced." It is not definitely known who hit upon this highly Napoleonic scheme, but it is said to work to a charm. It is believed to have originated in a railroad office, where the General Manager found that if he referred the caller who really had no business that was legitimate, but who, in the majority of instances, wanted a pass or a cut rate, to his lieutenants, that he would have to employ a larger number of lieutenants, and that he therefore hit upon the "dummy" plan. It worked like a charm and promises to become a permanent institution. The "dummy" is well paid, and he earns every cent he gets for his services. He must, at all times, be smiling and suave, and must be capable of leading the caller to believe that his request is to be granted "some day," but on what particular day the "dummy" is never prepared to say. As population increases and the wonderful ingenuity of man makes each succeeding age more rapid than the preceding one, the demand for the "dummy" will increase, and it is safe to say that eventually he will become a part and parcel of the business conduct of every big establishment in the country.

BALTIMORE FRUIT PUDDING.

ELLIS & KEIGHLEY,
AGENTS,
Toronto.

YOUR STOCK

Is not complete

without a full line of

Munn's Boneless Codfish.

There is no nicer or choicer material packed anywhere.

Be sure and send your orders for this ECONOMICAL and CONVENIENT article of food.
Packed in 2 lb. bricks.

Assorted Boxes 5 lb., 10 lb., 20 lb. and 40 lbs.

We have also on hand

Thick Codfish Steak,
packed in 100 lb. Boxes.

BUY THE BEST.

STEWART MUNN & CO.,
22 St. John St., Montreal.

M. LEFEBVRE & CO.



Reg. Trade Mark.

MICHEL LEFEBVRE & CO'Y

Manufacturers of

Lion--L--Brand

Pure Vinegars, Mixed Pickles, Jellies, Jams,
Preserves.

Montreal, P.Q.

Established 1849.

GOLD, SILVER

—AND—

BRONZE MEDALS

20 1st prizes.



Send for Price
List of our various
brands of
chewing gum.

C. T. HEISEL,

36 38 Lombard St.
TORONTO.

DRINK
SYDNEY GIBSON'S
COCOA
REFRESHING-NOURISHING

JOHNSTON'S
FLUID BEEF



The Great
Strength-giver

The most perfect form of Concentrated
Nourishment.

Stimulating, Strengthening, Invigorating.

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

AGENTS FOR

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

OYSTERS! OYSTERS!

W. Heyson's Celebrated Baltimore daily
by express. Write for quotations.

Jas. Dickson & Co., Agents,
26 W. Market St., Toronto.

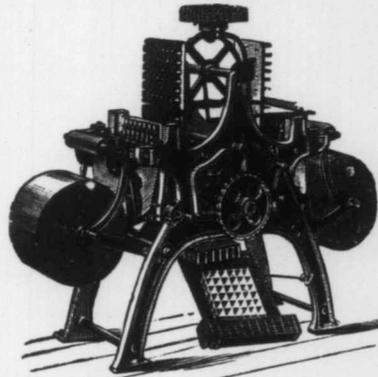
Finnan Haddie, Cod Fish,
Labrador Herrings, Ciscos, &c.

FOR PEARLEY-TEETH. TRY SOMERVILLE'S Mexican Fruit CHEWING GUM.

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

Northumberland Paper and Egg Case Co.

Sole Manufacturers of Machine Made Egg Case
Fillers. (Straw Board.)



We also make a first-class Wooden Case, and can
therefore supply a complete Egg Case at the low-
est possible price. For prices and other informa-
tion, address the Mills, CAMPBELLFORD, ONT

The Norton Manufacturing Co.,

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

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

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

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

* The OLD WOODEN BUCKET MUST GO *
Indurated Fibre Ware.



NO HOOPS,
NO JOINTS,
CANNOT LEAK,
SWELL, OR
WATER SOAK. The E. B. EDDY CO.
MAMMOTH WORKS
HULL, CANADA.

TORONTO BRANCH : 29 Front St. West.

No good House can afford to be without them, while otherwise poorer houses are building up a trade by a good show of these wares. It is the only absolutely seamless. Though hard it is Elastic. Though impervious to hot or cold water it is not brittle. Lighter than Metal, Stronger than Wood. Heavier than any other Hollowware. Will not shrink. Imparts no taste or flavor to its contents. Commends itself for general House and Farm use. Invaluable for Manufacturers, Brewers, Cotton Spinners, etc. Indispensable for Steamboat and Vessel use.

☺ THE WARE OF THE PRESENT AND FUTURE. ☺

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

CUT SMOKING :

- OLD FLAG.
- GOLD FLAKE.
- HAND MADE.

FINE CUT CHEWING :

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

MANUFACTURED BY

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

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Dec. 3, 1890.

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.



Cleveland's Superior Baking Powder in tin cans, per dozen net.	
10 cent tins	1 00
1/4 lb.	1 50
6 oz.	2 20
1/2 lb.	2 50
12 oz.	4 25
1 lb.	5 50
5 lbs.	25 50

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

Empire, 5 dozen 4 oz cans	\$0 75
" " 4 " 8 " "	1 15
" " 2 " 16 " "	2 00
" " 1/2 " 5 lb cans	9 00
" " bulk, per lb.	15

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

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

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.	
Abernethy	8 1/2
Arrowroot	\$0 11
Butter	0 6
" 3 lbs	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2
Digestive	0 10
Daisy Wafer	0 16
Garibaldi	0 10
Gingerbread	0 11
Ginger Nuts	0 10
Graham Wafer	0 09 1/2
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 06
People's Mixed	10 1/2
Pie Nic	0 09
Prairie	0 08 1/2
Rich Mixed	0 14
School Cake	0 11 1/2
Soda	0 06
" 3 lb	0 20
Sultana	0 11
Tea	0 11
Tid Bits	0 09 1/2
Variety	0 11
Village	0 07 1/2
Wine	0 08 1/2

BLACKING.

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

JACQUAND FRENCH BLACKING.	
No 2	per gross 2 30
No 3	" " 3 45
No 4	" " 4 60
No 5	" " 6 90

BLACK LEAD.

Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz., or 1/4 gro., 4 oz.	
TELLIER, ROTHWELL & CO'S.	
Royal Black Lead, per gross	\$1 80
F. F. DALLEY & CO.	
Per gross.	
Silver Star Stove Paste	9 00
Packed in fancy wood boxes, each box contains 3 doz.	

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

CORN BROOMS.

CHAS. BOECKH & SONS, per doz	
X Carpet, 4 strings, net	\$3 60
3 " 4 " "	3 30
3 " 3 " "	2 95
XXX Hurl	" " 2 65
1X " 4 " "	" " 2 65
2X Parlor 4 " "	2 50
3 " 3 " "	2 25
5 " 2 " "	1 85
Warehouse 4 " "	1 50
1 Cable 2 wire bands, net	3 25
2 " 3 " "	4 00

CANNED GOODS.

Apples, 3's	\$1 00	\$1 10
" gallons	2 40	2 50
Blackberries, 2's	2 00	2 10
Blueberries, 2's	1 25	1 40
Beans, 2's	1 00	1 00
Corn, " Special Brands	1 05	1 10
" " "	1 30	1 10
Cherries, red pitted, 2's	2 25	2 40
Peas, 2's	1 10	1 15
Pears, Bartlett, 2's	2 00	2 00
" Sugar, 2's	1 70	1 70
Pineapple, Baltimore	2 40	2 50
" Bahama	2 90	3 00
Peaches, 2's	2 10	2 25
" 3's	3 00	3 50
" Pie, 3's	1 60	1 65
Plums, Gr Gages, 2's	1 75	2 00
" Lombard	1 75	2 00
" Damson Blue	1 90	2 00
Pumpkins, 3's	0 90	1 00
" gallons	3 00	3 25
Raspberries, 2's	2 25	2 40
Strawberries, choice 2's	2 25	2 40
Succotash, 2's	1 50	1 65
Tomatoes, 2's	1 05	1 10
Finnan ladies	1 40	1 40
Lobster, Clover Leaf	2 95	2 95
" Other brands	2 10	2 30
Mackerel	1 00	1 10
Salmon, Horseshoe, talls	1 40	1 40
" flats	1 70	1 70
" white	1 10	1 25
Sardines Albert, 1/2's tins	11 1/2	11 1/2
" 3/4's " "	18	18
Martiny, 1/2's	10 10 1/2	10 10 1/2
" 3/4's " "	16, 17	16, 17
" Other brands, 9 1/2, 11, 16, 17	23, 25	23, 25
P & C, 1/2's tins	33, 36	33, 36
Sardines Amer, 1/2's " "	6 1/2, 8	6 1/2, 8
" 3/4's " "	8, 11	8, 11

JAMS AND JELLIES.	
DELHI CANNING CO.	
Jams assorted, extra fine, 1's	2 35
Jellies, extra fine 1's	2 25
TORONTO BISCUIT & CONFECTIONERY CO	
Jams, absolutely pure—apple	Per lb \$0 06
Family	0 07
Black and Red currant, Raspberry, Strawberry, Peach and Gooseberry per lb	0 12
Plum—pure—all kinds	0 10
Jellies—pure—all kinds	0 10

These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.

CANNED MEATS.

Comp. Corn Beef 1 lb cans	\$1 50	\$1 65
" " 2 " "	2 55	2 70
" " 4 " "	4 80	5 00
" " 6 " "	8 00	8 25
" " 14 " "	17 50	18 50
Minced Collops, 1/2 lb cans	2 60	2 60
Roast Beef	2 " "	2 80
" " 4 " "	4 " "	4 75
Par Ox Tongue, 2 1/2 "	8 50	8 75
Ox Tongue	7 " "	7 85
Lunch Tongue	1 " "	3 25
" 2 " "	6 00	6 25
English Brown	2 " "	2 75
Camb. Sausage	1 " "	2 50
" 2 " "	4 00	4 00
Soups, assorted	1 " "	1 35
" 2 " "	2 25	2 25
Soups & Bouilli	2 " "	1 80
" 6 " "	4 50	4 50
Potted Chicken, Turkey, or Game, 6 oz cans	1 60	1 60
Potted Ham, Tongue or Beef, 6 oz cans	1 35	1 35
Devilled Tongue or Ham, 1/2 lb cans	1 40	1 40
Devilled Chicken or Turkey, 1/2 lb cans	2 25	2 25
Sandwich Ham or Tongue, 1/2 lb cans	1 50	1 50
Ham, Chicken and Tongue, 1/2 lb cans	1 75	1 75

MINCE MEAT.

BRYANT, GIBSON & CO'S—TORONTO.	
Mince Meat, 1/2 gal glass jars	\$9 50
Ditto, 25 and 40 lb pails, per lb	12 1/2c
J. H. WETHEY'S—ST. CATHARINES.	
Condensed, per gross, net	\$12 00

CHEWING GUM.

ADAMS & SONS.	
To Retailers.	
Tutti Frutti, 36 5c bars	\$1 20
Monte Cristo, new 180 " "	1 80
(with brilliant stone ring)	
Sappots,	150 " " 1 00

Cleveland's Baking Powder yields best profit to the grocer, and is of such a superior quality that a customer gained is always retained.

Prices current, continued—

Butter, pound rolls.....	0 17	0 18
" large rolls.....	0 14	0 16
" store crocks.....	0 14	0 16
Cheese.....	0 10	0 11

COUNTRY

Eggs, fresh, per doz.....	0 17	0 18
" lined.....	0 14	0 15
Beans.....	1 25	1 50
Onions, per bbl.....	1 75	2 25
Potatoes, per bag.....	0 40	0 50
Hops, 1890 crop.....	0 11	0 13
" 1891.....	0 16	0 18
Honey, extracted.....	0 08	0 10
" section.....	0 12	0 14

PROVISIONS.

Bacon, long clear, p lb. 0 07	0 08
Pork, mess, p. bbl.....	13 75 14 00
" short cut.....	16 00 16 50
Hams, smoked, per lb.....	0 11 0 11
" pickled.....	0 10 0 11
Bellies.....	0 10 0 11
Rolls.....	0 08 0 09
Backs.....	0 10 0 11
Lard, Canadian, per lb.....	0 09 0 10
Hogs.....	5 00 5 50
Tallow, refined, per lb.....	0 05 0 05
" rough.....	0 02

RICE, ETC.

Rice, Aracan.....	3 4c
" Patna.....	4 5c
" Japan.....	5 5c
" extra Burmah.....	3 4c
Grand Duke.....	6 7c
Sago.....	4 5c
Tapioca.....	5c

SPICES.

Pepper, black, pure.....	\$0 12	\$0 15
" fine to superior.....	10	15
" white, pure.....	20	28
" fine to choice.....	20	25
Ginger, Jamaica, pure.....	25	27
" African.....	18	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	37

STARCH.

EDWARDSBURG STARCH CO. LIMITED, MONTREAL. c. per lb.	5c
No. 1 White, 4 lb cartons.....	4c
Canada Laundry.....	4c

Silver Gloss, crates, 6 lb. boxes.....	6 1/2
Silver Gloss, 1 lb chromos.....	6 1/2
Satin, Starch 1 lb chromos.....	7
No 1 White, barrels & halves.....	4 1/2
Benson's Canada Prepared Corn Canada Corn.....	7 1/2
Rice Starch, 1 lb.....	8 1/2

BRITISH AMERICA STARCH CO
BRANTFORD.

1st quality white, 3 lb. cartons.....	5
Lily White gloss, crates.....	6 1/2
Brantford gloss, 1 lb.....	7
Lily White gloss, 1 lb chromo.....	4 1/2
Canada Laundry, Boxes.....	6 1/2
Pure Prepared corn.....	7 1/2
Challenge Corn.....	6 1/2
Rice Starch, fancy cartons.....	8 1/2
" cubes.....	7 1/2

KINGSFORDS OSWEGO STARCH.

Pure Starch—	
40-lb boxes, 1, 2, and 4 lb. pack'g's	8
35-lb boxes, 3 lb. packages	8 1/2
12-lb.....	8
38 to 45-lb boxes.....	9
Silver Gloss Starch—	
40-lb 1, 2 and 4 lb packages.....	8
40-lb 1/2 lb package.....	9 1/2
40-lb 1/4.....	10
40-lb 1/2 and 1/4 lbs.....	9 1/2
6-lb sliding covers.....	9 1/2
38 to 45 lb boxes.....	9
Oswego Corn Starch—for Puddings, Custards, etc.—	
40 lb boxes, 1 lb packages.....	8 1/2
20.....	8

ST. LAWRENCE STARCH CO'S

Culinary Starches—	
St. Lawrence corn starch.....	7 1/2
Durham corn starch.....	6 1/2
Laundry Starches—	
No. 1, White, 4 lb. Cartons.....	5
" Bbls.....	4 1/2
" Kegs.....	4 1/2
Canada Laundry.....	4 1/2
Ivory Gloss, six 6 lb. boxes, slid- ing covers.....	6 1/2
Ivory Gloss, fancy picture, 1 lb packs.....	6 1/2
Patent Starch, fancy picture, 1 lb. cartons.....	7

SUGAR.

Granulated, cane 15 bbls or over.....	4 1/2
" less than 15 bbls.....	5
" beet, 15 bbls or over.....	4 1/2
" less than 15 bbls.....	4 1/2

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

SYRUPS AND MOLASSES.

SYRUPS. Per lb.	
bbls. 1/2 bbls	
D.....	2 1/2
M.....	2 1/2
B.....	2 1/2
V.B.....	2 1/2
E.V.B.....	2 1/2
E. Superior.....	2 1/2
XX.....	2 1/2
XXX.....	2 1/2
MOLASSES. Per gal.	
Trinidad, in puncheons.....	0 35 0 36
" bbls.....	0 38 0 40
" 1/2 bbls.....	0 40 0 42
New Orleans, in bbls.....	0 45 0 50
Porto Rico, hdds.....	0 38 0 40
" barrels.....	0 42 0 45
" 1/2 barrels.....	0 44 0 47

TOBACCO AND CIGARS.

British Consols, 4's; bright twist, 5's; Twin Gold Bar, 8's.....	67c
Ingots, rough and ready, 7's.....	64
Laurel, 7's.....	57
Brier, 7's.....	55
Index, 7's.....	50
Honeysuckle, 7's.....	58
Napoleon, 8's.....	54
Royal Arms, 12's.....	55
Victoria, 12's.....	53
Brunette and Lovely, 12's.....	50 1/2
Prince of Wales, in caddies.....	51 1/2
" in 75 lb boxes.....	51
Bright Smoking Plug Myrtle, T & B, 3's.....	60
Lily, 7's.....	55
Diamond Solace, 12's.....	50
Myrtle Cut Smoking, 1 lb tins.....	70
1/2 lb pg, 6 lb boxes.....	70
oz pg, 5 lb boxes.....	70

GLOBE TOBACCO COMPANY.

CUT SMOKING TOBACCO. Per lb	
The Old Flag, 1/2 lb. in 5 lb. boxes.....	70c
" 1 lb. Fancy Tins.....	70c
" 1/2 lb. Fancy Tins.....	41c

Gold Flake, 1-5, 6 lb boxes.....	70c
" 1/2, 5.....	70c
" 1-10, 6.....	80c
" 1 fancy tins.....	70c
" 1 " glass jars.....	41c
" 1 " glass jars.....	77c
Hand Made 1-5, 6 lb boxes.....	65c
" 1-5, 6 lb boxes.....	68c
" 1 fancy tins.....	68c
" 1 " glass jars.....	40c
" 1 " glass jars.....	75c

GRANULATED SMOKING TOBACCO:

Uncle Tom, 1-5, 6 lb boxes.....	45c
" 1-10, 6 lb.....	45c
LONG CUT SMOKING TOBACCO.	
Wig Wag, 1/2, 6 lb boxes.....	41c
" 1-5, 6 lb.....	43c
" 1-10, 6 lb.....	45c

FINE CUT CHEWING TOBACCO.

Golden Thread, 5 & 10 lb pails.....	95c
Globe.....	90c
Victoria.....	75c
High Court.....	70c
Jersey Lilly.....	65c
Golden Thread, 1-16 " Foil in 1/2 gro.	
" boxes, per gross.....	9 05
Solace " 1-16 " Foil in 1/2 gro.	
" boxes, per gross.....	6 05

CIGARS—S. DAVIS & SONS, Montreal.

Sizes. Per M	
Madre E' Hijo, Lord Landsdowne.....	\$60 00
" Panetelas.....	60 00
" Bouquet.....	60 00
" Perfectos.....	85 00
" Longfellow.....	85 00
" Reina Victoria.....	80 00
" Pins.....	55 00
El Padre, Reina Victoria.....	55 00
" Reina Vict., Especial.....	50 00
" Conchas de Regalia.....	50 00
" Bouquet.....	55 00
" Pins.....	50 00
" Longfellow.....	80 00
" Perfectos.....	80 00
Mungo, Nine.....	35 00
Cable, Conchas.....	30 00
" Queens.....	29 00
Cigarettes, all Tobacco—	
" Cable.....	7 00
" El Padre.....	11 00
" Mauricio.....	15 00

DOMINION CUT TOBACCO WORKS, MONTREAL.

CIGARETTES. Per M.	
Athlete.....	\$7 50
Puritan.....	6 25
Sultans.....	5 75

KINGSFORD'S

OSWEGO

STARCH



PURE AND SILVER-GLOSS-CORN STARCH

FOR THE LAUNDRY | FOR THE TABLE

THE STANDARD OF EXCELLENCE ABSOLUTELY PURE

FOR SALE BY ALL LEADING JOBBERS IN CANADA

T. KINGSFORD & SON.

OSWEGO, N.Y.



"The Goods are right."

--PUBLIC OPINION.

ST. LAWRENCE
CORN STARCH

For Cooking.

ST. LAWRENCE
IVORY GLOSS

For the Laundry.

Prices current, continued—

Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
The Holder	3 85
Hyde Park	10 50
CUT TOBACCOS. per lb	
Puritan, tenths, 5 lb. boxes	74
Old Chum, ninths, 5 lb box	71
Old Virgin, 1-10 lb pkgs, 10 lbxs	72
Gold Block, ninths, 5 lb boxes	63
CIGARETTE TOBACCO.	
B. C. N. 1, 1-10, 5 lb boxes	83
Puritan, 1-10, 5 lb boxes	85
Athlete, per lb.	1 15
Hyde Park	10 50

SALT.

Bbl salt, car lots	1 15
Coarse, car lots, F.O.B.	0 70
" small lots	0 85
Dairy, car lots, F.O.B.	1 25
" small lots	1 50
" quarter-sacks	0 45
Common, fine car lots	0 80
" small lots	0 95
Rock salt, per ton	15 00
Liverpool coarse	0 75

SOAP.

Ivory Bar, 1 lb. bars	5 1/2
Do. 2, 6-16 and 3 lb bars	5
Primrose, 1/4 lb bars, wax W	4 1/2
" 1/4 lb bars, wax W	4 1/2
John A. cake, wax W per doz	42
Mayflower, cake	42
Gem, 3 lb bars per lb.	3 1/2
" 13 oz, 1 and 2 lb. bars	3 1/2
Queen's Laundry, per bar	5 1/2
Pride of Kitchen, per box	2 75
Sapolo, 1/2 gross boxes	3 25
" per gross, net cash	12 00
MORSE'S SOAPS. Per lb	
Mikado (wrapped)	0 04 1/2
Eclipse	0 04
Stanley Bar	0 04 1/2
Defiance	0 04 1/2
Toronto, 12 oz.	Per doz 0 50
Ruby, 10 oz.	" 0 30
Monster, 8 oz.	" 0 21
Detroit, 14 oz.	" 0 48
Lily White	" 0 90
Everyday	" 0 80
Queen City, 14 oz.	" 0 72
Per box	
Mottled in 5 box lots, 100 bars	5 00
" 60 bars	3 00
Floater (boxes free)	6 50
Electric	2 75
Hard Water Electric	2 50
Royal Laundry	3 25
Octagon	4 00
Per doz	
Royal Magnum	0 25
" 25 doz per box	0 20
Anchor, Assorted	0 40
" Castile	0 50
Morse's Assorted	0 45
Morse's Rose	0 45
" Windsor	0 45
" Castile	0 45
Bouquet, paper and wood	0 80
Prize Magnum, White Castile	0 72
" Honey	0 72
" Glycerine	0 72
" Oatmeal	0 72
Per box	
Sweet Briar	0 85
Extra Perfume	0 55
Old Brown Windsor Squares	0 30
White Lavender	1 00
Per doz	
White Castile Bars	0 85
White Oatmeal	0 85
Ferrian Boquet, paper	2 50
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood	0 40
Heliotrope, paper	1 50

Carnation	0 60
Rose Boquet	0 60
Cocoa Castile	0 40
Arcadian	0 45
New Arcadian, per gross	4 25
Ocean Boquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 00
Magnolia	1 20
Oatmeal	0 85
Unscented Glycerine	0 90
Grey Oatmeal	0 60
Plain Honey	0 70
Plain Glycerine	0 70
Plain Windsor	0 70
Fine Boquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20

WOODEN WARE. per doz

Pails, 2 hoop, clear	No. 1. \$1 70
" 3	" 1 90
Pails, 2 hoops, clear	No. 2. \$1 60
" 3	" 1 80
" 3	" painted " 1 80
Tubs, No. 0.	9 50
" 1	8 00
" 2	7 00
" 3	6 00

Washboards, Globe.

Water Witch	1 40
Northern Queen	2 25
Planet	1 70
Waverly	1 60
X X	1 50
X X	1 30
Single Crescent	1 85
Double	2 75
Jubilee	2 25
Glob. Improved	1 50
Quick and Easy	1 80
World	1 75
Rattler	1 30

Matches, 5 case lots. Single cases

Parlor	1 70
Telephone	3 90
Telephone	4 10
Safety	4 20
French	3 80
Railroad (10 gro. in case)	
" Single case and under 5 cs.	\$4 00
" 5 cases and under 10 cases	3 90
Steamship (10 gro. in case)	
" Single case and under 5 cs.	3 80
" 5 cases and under 10 cases	3 70

Mops and Handles, comb.

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

CLOTHES PINS.

5 gross, per box	0 75
4 gross, " "	0 85
6 gross, " "	1 20
CHAS. BECKH & SONS, per box	
5 gross, single & 10 box lots	0 75
Star, 4 doz. in package	0 85
" 4 " " "	1 25
" 6 " " cotton bags	0 90

INDURATED FIBRE WARE.

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



WASHING COMPOUND.	
Housekeeper's Quick-Washing	
" 5e pkgs 100 in case	3 50
" 10c " 60 in case	4 00

DURABLE PAILS AND TUBS

WM. CANE & SONS, MANUFACTURING CO NEWMARKET.

Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish.	3 25
No 1 tubs	9 50
No 2 " "	8 50
No 3 " "	7 50

YEAST.

BARM MFG. CO. per box	
3 doz. 5c. packages, in boxes	1 00
3 doz. 10c. " "	1 95
1 1/2 " 10c. and 3 doz. 5c. packages in assorted boxes	2 00



BREADMAKER'S YEAST	
5c packages, 36 in box	1 00
2c " 45 in box	0 50

"OUR NATIONAL FOODS."

Desiccated Wheat	pkgs. doz \$2 25
" Rolled Oats	4 " 2 25
Snow Flake Barley	3 " 2 25
Desiccated Rolled Wheat	3 " 2 25
Buckwheat Flour, S. R.	5 " 2 25
Prepared Pea Flour	2 1/2 " 2 00
Baravena Milk Food	1 " 2 50
Patent Prepared Barley 1	" 2 00
Patent Prepared Groats 1	" 1 50
Gluten Flour	4 lb. 3 00
Farina, very choice	1 1/2 lb. 1 40

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto	
10 dy. to 60 dy	2 20
8 dy. and 9 dy	2 65
4 dy. to 7 dy	2 90
3 dy	C.P. 3 95
3 dy	A.P. 3 45

HORSE NAILS:

"O" 60 to 60 and 10 per cent. from list.	
HORSE SHOES:	
From Toronto, per keg	3 50

SCREWS: Wood—

Flat head iron 7 1/2 p.c. dis	
" 7 1/2 p.c. dis	
Flat head brass 7 1/2 p.c. dis.	
" Round head brass 7 1/2 p.c.	

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

1st break (25 in and under)	1 35
2nd " (26 to 40 inches)	1 35
3rd " (41 to 50 ")	3 30
4th " (51 to 60 ")	3 50
5th " (61 to 70 ")	4 00
Rope: Manila	0 12
" Sisal	0 08
" New Zealand	0 08
AXES: Per box, \$6 to \$12.	
SHOT: Canadian, dis. 7 1/2 per cent.	
HINGES: Heavy T and strap	0 42
" Screw, hook & strap	0 44

WHITE LEAD: Pure Ass'n guarantee ground in oil.

25 lb. irons	per lb 5 1/4
No. 1	" 5
No. 2	" 4 1/4
No. 3	" 4
TURPENTINE: Selected packages, per gal	0 55
LINSEED OIL, per gal, raw	0 58
" Boiled, per gal.	0 61
CASTOR OIL: Best per lb.	0 08 1/2
GLUE: Common, per lb	0 10

PETROLEUM.

F. O. B. Toronto	Imp. gal.
Canadian	0 15
Caroon Safety	0 17
Canadian Water White	0 20
Amer'n Prime White	" 0 23
" Water White	0 24
Photogene	0 27

DRUGS AND CHEMICALS.

Alum	lb \$0 02
Blue Vitriol	0 06
Brimstone	0 02 1/2
Borax	0 13
Camphor	0 65
Carbolic Acid	0 35
Castor Oil	0 11 1/2
Cream Tartar	0 30
Epsom Salts	0 01 1/2
Paris Green	0 16
Extract Logwood, bulk	0 13
" boxes	0 17
Gentian	0 10
Glycerine, per lb	0 18
Hellebore	0 16
Iodine	5 50
Insect Powder	0 35
Salpêtre	0 08 1/2
Soda Bicarb, per keg	2 50
Sul Soda	1 00
Madder	0 12 1/2

VINEGAR.

A. HAAZ & CO	
XX, W.W.	0 20
XXX, W.W.	0 25
Honey Dew	0 30
Pickling	0 30
Malting	0 45

THE BADGEROW FALCONER VINEGAR CO

French Bordeaux	per gal 0 50
Tarragona	" 0 32
Triple	" 0 30
Fruit Vinegar	" 0 27
Pickling	" 0 28
XXX	" 0 25
Extra XX	" 0 22
XX	" 0 20
X	" 0 16
Cider Vinegar	0 16 to 0 25
Honey Vinegar	0 25
Eng. Malt Vinegar	0 50 to 0 60
Bottled Malt Vinegar, qts.	2 00
Methylated Spirits	2 00 to 2 25

FISH.

Oysters, per gallon	1 25
" select, per gallon	1 45
Pickrel	per lb 0 06
Pike	do 0 05
White fish	0 08
Salmon Trout	0 07
Lake herring	1 75
Pickled and Salt Fish:	
" Labrador herring, p. bbl	5 50
" Shore herring	5 00
" Salmon trout, per 1/2 bbl	4 25
Dried Fish:	
" Codfish, per quintal	5 25
" cases	5 00
" Boneless fish	per lb 0 04
" Boneless cod	" 0 05
Smoked Fish:	
" Finnan Haddies	per lb 0 06
" Bloaters	per box 1 00
" Digby herring	0 15
Sea Fish:	
" Haddock	per lb 0 06
" Cod	0 07 1/2
" B.C. salmon	" 0 06

— THE —

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Public Analyst for the District of Montreal, and Professor of Chemistry.

CHEMICAL LABORATORY, MEDICAL FACULTY, MCGILL UNIVERSITY.

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