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THE CANADIAN GROCER
 & GENERAL STOREKEEPER

PUBLISHED WEEKLY
 \$2.00 PER YEAR

VOL. VI.

TORONTO, DECEMBER 9, 1892.

No. 50

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 To Her Majesty THE QUEEN

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Trade Mark Bull's Head

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

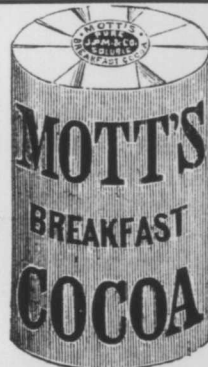
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Published in the interest of Grocers, Cannery, Produce and Provision Dealers
 and General Storekeepers.

Vol. VI.

TORONTO, DECEMBER 9, 1892.

No. 50

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

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

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Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

The silver question does not touch Canadian commerce at many points, and perhaps on the whole not adversely. Tea is the chief grocery commodity that is affected by the ups and downs in the silver market, and it is affected only in moments between a fall in the price of silver and a corresponding adjustment in the price of tea in China, Japan, or India. A fall in silver means a rise in the comparative purchasing power of gold, and as our currency is on a gold basis, a Chinese bill of exchange for a hundred taels in favor of any exporter in this country sells for fewer of our dollars after such a fall than before it. A sharp buyer can sometimes catch the Asiatic tea shipper unawares after a decline in silver, and buy at the price ruling before the fall in silver. Of course, if the tea market is essentially firm, fluctuations of a hairbreadth in the price of silver are watched by the foreign seller, and his price is promptly amended in conformity thereto. But a fall in silver means a contraction in the purchasing power of the above-named countries, Mexico, etc., and to that extent limits our export trade to such countries.

But as that trade is not yet of large proportions, we scarcely feel the effect of the low price upon it. Hence, we have no especial reason for sympathy with the object of the United States delegates to the Monetary Conference in Brussels, Belgium, which object is the adoption of an international convention for bolstering up the price of silver. The attainment of such an object would enure to the benefit of silver producing countries, and would be unlikely to secure the effect aimed at. Attempts to put the silver market on an artificial basis have been made by the United States, a bimetallic country, and have resulted in bringing the price to a lower point than it ever touched before. The supply of silver in that country exceeds the demand by enormous quantities, a large proportion of the excess is held by the Treasury and for it certificates are circulating as money. The natural effect of an over-supply in anything else is to depress the price, expand the consumption, and thus relieve congestion. Silver should not be treated differently from anything else. Because in the past it has ranked as a precious metal, should influences which tend to reduce it to the status of a useful metal be withstood by international combination? Is international combination for the limiting of a price on silver more defensible on moral or economic grounds than any other description of commercial combination, which nearly every civilized state has legislated against? It may be pleaded that gold is becoming too scarce to form a basis for the world's currency, and if all the countries now using silver would take to a gold basis exclusively the piece of gold representing a dollar would be too small to handle. Then the plan would be not to coin anything so small, and increase the legal tender value of silver up, say to \$20, and treat all silver coins as we treat our silver coins, simply as subsidiary currency, whose useful-

ness and nominal value bear no relation to its intrinsic value, and which is convertible into gold at par, when enough of it is presented to be exchanged for a coinage unit of value in gold. As Mr. de Rothschild said at the conference, gold must be the currency to settle international balances, no matter if the nations do agree to remonetize silver, as no nation will pay the freight and cost of handling on 16½ tons of the latter metal, when one ton of the former will do.

* * *

Municipal and provincial financiers in this country have always found the mercantile class a popular and liberal source of revenue, and the taxes collected from our merchants have generally been out of proportion either to their privileges, as compared with other citizens, or to the returns from their business. Such excessive taxes are equivalent to the imposing of a license as a condition necessary to a man's carrying on business as a shop-keeper or wholesale trader. There would be less objection to a reasonable license fee and a fair basis of taxation than there is to the present impost on capital. Our present municipal taxation regards book debts as an asset at par value. No merchant can convey his book debts at par or obtain a settlement which concedes that value to them, by a long discount. Book debts have of course to bear a part of the tax that is levied on the merchant's personalty, and very often upon a personalty that has only a fictitious existence, as the trader may know himself insolvent, but not being so exposed yet, will naturally submit to a pretty stiff assessment. The stiffer the assessor's valuation the solid-er is the merchant made to appear in the eyes of his creditors, as his assessment is with them like the rating in a commercial agency. Thus the taxing of a merchant's personalty tends to deceive the people the unsound trader is buying from or owing to,

and is a not insignificant cause of loss to his creditors. Toronto has taken the first step towards the consideration of the single tax system as a solution of the knotty problem of municipal taxation. Next month its citizens will vote on the question: "Do you favor the city council's asking the Legislature for power to reduce or abolish taxation on personality, income, merchandise, as well as machinery, and if necessary on buildings?" Machinery is now exempt in this city; why should capital engaged in merchandise not be as free as capital engaged in manufacture? In Montreal the question has grown into an acute grievance, owing to the heavy burdens authorized at the last session of the Quebec legislature to be imposed upon the merchants who feel that the final straw has been laid on their backs. In extenuation of this oppressive tax it is pleaded that the finances of the province were in a very bad shape, and patriotism should submit without murmur. But the Montreal business men who are thus called upon to raise two-thirds of the revenue from direct taxes in the whole province, do not consider this public necessity a reason why they should be selected to replenish a depleted treasury, and are therefore not submitting amiably. They perceive that other fruitful sources of revenue lie undeveloped, particularly the properties of the Church and the religious orders. The merchants in all parts of the country are waking up to the fact that they are being ground a little too hard between the upper and the nether millstone of our taxing system.

* * *

This year's Canadian exports of butter up to the close of navigation amounted to 103,139 lbs. as against 81,891 lbs. last year. This is an encouraging rate of progress. We are getting back to the six-figure volume, as we were eight years ago, but in which we had gone farther twelve years ago, when our total exports amounted to close upon 200,000 lbs. Last year's shipments, which this year are exceeded by 21,248 lbs., had risen from 30,142 lbs. in 1890, the dullest year in the butter trade we have had for two decades. The figures for this year are nearly three and a half times as great as those of 1890. Not only are we gradually ascending in the scale of volume, but we are likewise going up in the price range, this year's butter having been sold at prices generally from 2c. upwards above those of last year. Our cheese shipments were never before so large as they

have been this year, 1,648,353 lbs. having been exported. Last year's shipments were 295,683 lbs. below this. Our export industries are plainly in a flourishing state, and no one should feel more satisfaction thereat than the country merchants.

* * *

Confectionery should be an element in the effect every grocer and country merchant aims at in his Christmas display. Every man whose calling brings him into close relation with numbers of other people must learn how to put himself in the position of others. The greatest hindrance to success in any such sphere is the tendency to follow ideas begotten of one's own way of looking at things. A trader must see things as his customers, or as the people he desires for customers, see them. There is a proneness to let the trade in candies and children's sweetmeats pass into the hands of a specialized class of traders, namely, the confectionery dealers. The grocer who lets others do this class of trade shows that he does not place a proper estimate upon the part that children play in the development of a Christmas trade. Children may be an insignificant factor in their parents' plans for the disposing of any other day of the year, but they are mighty in their influence upon Christmas preparations. Christmas is essentially a children's day. The grocer who forgets that will fall short in his calculations for a holiday trade. Let him remember the shop sights that used to stir his soul at Christmas time when he was a small boy. The glowing spectacle in the window, of many-colored, diverse-shaped candies, ingeniously arranged to ensnare the eyes of the young by their melting richness, linger long in the memory of the youthful beholder. The grocer should let his mind travel back to his boyish days and then he will look at a window the way his customers' children will look at it, and will conclude that it is not beautiful if it has no nice display of candy.

* * *

The Pacific ports of the United States, the steamship and railway companies that carry to and from these ports, view with envy the increase of the Asiatic commerce done at the port of Vancouver, and particularly begrudge to Canada the position she has reached as a distributor of teas on this continent. The dissatisfaction of our neighbors on this subject took the form of a recommendation to retaliate, in the report of the Commissioner

of Navigation, from which the following is taken:

"But the whole of the audacious and aggressive Canadian and British scheme against American commercial interests on the Pacific has not yet even been told. In order to make sure of securing the coveted prize, the Dominion government has passed laws openly inciting in terms enabling the Canadian Pacific Railway to take advantage of the provisions of our Inter-State Commerce Act. It has also enacted a special statute establishing a discriminating duty on tea and coffee when imported into Canada from the United States. The Dominion Government has thus exposed its fixed purpose, not only to capture as large a share as possible of American commerce, but also to deny to American ships and American internal lines of transportation any opportunity of competing for a share of the relative small commerce of Canada with the countries of Asia. By such aggressive measures the Canadian Pacific Railway has already been enabled to capture the bulk of the tea and other Oriental products which formerly came to San Francisco in American ships, and were thence shipped over American railroads to Eastern points." * * *

I respectfully recommend that discriminating duties be laid upon all products of Asia and Australasia when imported into the United States from Canada, and such discriminating duties to be so adjusted as to counterbalance the subventions, the discriminating duties, and the hostile railroad legislation which now constitute a skillfully devised and effective scheme for diverting American commerce from American seaports and from American transportation lines and I further recommend that the proposed discrimination duties be maintained by the United States without any regard whatever to the question as to whether the Dominion Government shall or shall not repeal its present discriminating duties on tea and coffee when imported into Canada from the United States.

THE COMMERCIAL TRAVELLERS' MEETING.

As the time approaches for the annual meeting of the Dominion Commercial Travellers' Association on Saturday, the canvassing contest between the friends of the two candidates for the presidency waxes keener and keener. Everyone regrets that Mr. Hughes has seen fit to decline re-election, especially in view of the bitterness that has arisen in some quarters, owing to the sharp canvass that has been carried on. This friction is due to various causes, but mainly to the attacks on one of the gentlemen, owing to his line of business and to a circular which has been sent out by a self-constituted committee endorsing the candidature of one of the gentlemen seeking the office of president, which is considered to reflect somewhat upon the past management, as imputing lack of energy in regard to certain increased railway privileges which it was thought were obtainable if sought for. It is alleged in reply to this, that every effort has been made by past administrations in the direction referred to, and that if all the concessions asked for have not been granted by the railway companies it is through no fault

of the past management of the association, which has reason to be thankful for the privileges they now enjoy. As an evidence of well-directed energy on the part of the present executive, it is further stated that a vigorous effort was made during the past year by delegates from all the associations in Canada and other commercial bodies, as well to obtain still further concessions from the railway companies, and that this will be clearly shown at the annual meeting. On the whole, this meeting promises to be one of the liveliest in the history of the association, and the success of either party is a matter too difficult to predict.

A DIFFCULTY OVER VALENCIAS.

THE GROCER referred some time ago to cheap purchases of Valencia raisins in Spain by Montreal jobbers, and also noted the fact that there were fears that delivery would not be made, owing to the firm position of the primary markets. Well, since our last, delivery of some of the lots has been made, both via New York and via Liverpool, and the quality of these receipts is causing extreme dissatisfaction. In fact it is so great that there is talk of refusing to accept them, or at least of making a claim for a difference on the shippers, owing to their grade. This dissatisfaction is the chief topic with Montreal wholesalers at present, and opinions differ as to whether buyers have any ground for action of the kind referred to or not. A leading importer in conversation with THE GROCER correspondent took the negative view. From the low price at which the sales had been made, fully two to three shillings under the regular market, he had to a certain extent anticipated difficulties of the kind, and he was in doubt whether the buyers could claim any redress. The sales in question had been made by a broker who, it is understood, promised delivery of prime fruit at 12 shillings or thereabouts. But such an offer, considering the position of the market, should have been regarded with suspicion, and as he understood that the buyers had given their letters of credit to the broker for the purchases and the matter had been put through the bank, he very much doubted whether a drawback could be secured.

It is evident, however, that the importers of the fruit in question will make some effort of the kind to try and protect themselves from loss. They have made deliveries of other fruit to some of their customers, but it has been refused as altogether too poor to pass even as medium seconds, so that unless they obtain a compromise of some sort their position is an unenviable one. On the whole, the matter is an interesting one to grocers generally, and is a warning to buyers that it is far better to deal with perfectly reliable people even at a little higher figure, no matter how tempting other offers may look. THE GROCER drew attention to this fact at the time these low offers were reported, and

also ventured the fact that advices from Denia stated that a lot of poor held fruit was being sorted over, presumably for shipment somewhere. In view of the difficulty under comment it appears that these advices were based upon facts, and it would have perhaps saved some Montreal importers from their present difficulty if they had paid more attention to the information. The quantity involved comprises some 2,500 to 3,000 boxes of fruit, but it is understood that there is another lot of 2,500 boxes on the way. There is considerable anxiety to see if it will not turn out more favorably, while some of the jobbers who did order at the low prices but have not yet received the goods, would be quite as well satisfied not to receive it at all, as to have it of the same quality as the lots referred to above. All in all, it looks as though holders of really prime Valencia stock had first class property, especially in view of the fact of its scarcity, and the sales which have been made by some jobbers based on the purchases which they made at low figures. If there is difficulty about all the deliveries like the lots already refused, the orders will have to be filled from something else, and this is where the holders of really prime fruit will reap the benefit.

BEST SIZES FOR ORANGES.

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

AN APPLE SUIT.

Before Judge MacMahon, in the common pleas Division, the following case was tried in Osgoode Hall the other day: Milloy v. G. T. R. Co.—Judgment in the action which was tried by MacMahon, J., with a jury at the Toronto Assizes on the 21st of November last. Action by a farmer to recover \$500, the value of 254 barrels of apples delivered to the defendants at Paris and destroyed by fire before shipment. The defendants alleged that they were not liable, as there had been no definite instructions to ship the apples, and therefore they held them merely as warehousemen pending further orders, and were therefore not liable, being bailees for the plaintiff's convenience and guilty of no negligence. The jury found that there was unreasonable delay on the company's part in furnishing a car for shipping the apples, the plaintiff not having been notified that one was in readiness. Held, that so soon as the company had cars at the station by which the goods might have been shipped, they became liable as carriers, though up to that time they were warehousemen only. Judgment for the plaintiff accordingly for the value of the apples as found by the jury, with interest and costs. Fullerton, Q. C., for the plaintiff. Osler, Q. C., for the defendants.

TORONTO'S MARKETS FEES.

Thomas Thompson voiced the sentiments of a deputation who came before the Toronto Markets and Licenses Committee to protest against the increase of market fees. He thought the change would have a tendency to injure the value of city property. It would be better to lower the fees instead of raising them. Moreover, those merchants who had built up a large business along King street east had a certain amount of vested interest, and anything which drove farmers away from the St. Lawrence market would at the same time drive trade away and be an injury to everybody in that neighborhood.

R. C. Steele spoke to the same effect. The market fees should be abolished and inducements offered to the farmer to come in. These fees really yielded a very small amount of money for a very annoying form of tax.

The Mayor—"The city has already spent about \$22,500 on the St. Lawrence market, and is contemplating further expenditure. I can see how this is an advantage to business men near by, but if the fees are abolished how is the city to get back its money?"

Mr. Steele maintained that the butchers and others who rent stalls should pay accordingly. He also thought that men like himself and Mr. Thompson should get some conveniences in return for their heavy taxes.

Ald. Verral, as chairman of the Markets and Licenses Committee, opposed the request of the deputation.

W. C. Forbes explained the harassing nature of these fees, and said that the city should abolish all taxes except those on land.

Mr. Donald, Jr., pointed out that the receipts from the St. Lawrence market during the past 11 years had amounted to \$105,000 more than the expenses. This was almost 4 per cent. on the capital invested.

The matter was sent on to Council.

THE GROCER PAST AND PRESENT.

The above title could be written upon more intelligently by any wholesaler whose business knowledge in this line dates back to 1840 or earlier, but I shall endeavor to make some few comparisons as have come under my observation in the course of the past ten years. The "grocer" of the past was a man who was worked and worried to death, not to state that the grocer of to-day has no work nor worry, but recent ideas and developments have simplified his labors materially, and he is yearly having new improvements to tend in that direction. It has not only been thus with the "grocer," for in nearly line of trade the gradual change of customs has required a gradual change in the respective business.

It takes far more capital to start a store to-day than it did years ago. The stocks have changed, canned goods are making rapid strides, and since excellent show can be made with them, most space of the trade is to-day allotted to such goods. There seems also to be a day coming when the green and dry grocers will be two distinct industries.

I know now of at least 300 stores who rent out their cellars and sidewalks to green goods men and they are run separately, and the public knows nothing about it and does not bother about it. In a great many so-called "cash stores" this is of great advantage. It relieves the grocer of going to market so early; it reduces his rent by \$15 or \$25, and he runs no risks of having green goods deteriorate on him, and at the same time he sells greens, and the public come in where they might not otherwise. Ten years ago few grocers understood the value of discounting a bill and to-day most all "cash" grocers do so (they are generally compelled to, by reason of selling so cheap and for other reasons at times) and even the "dry and green" grocer will be found discounting his bills. This is certainly in the right direction. In consequence of this system which is gradually being universally enforced, the failures of to-day are not to be compared with those of 10 years ago.

Ten years ago I lost an account about every week. Within the past 1½ years I have lost only one, and that of a "wholesaler" whose difficulties were aired last week in the daily papers.

Possibly experience had a deal to do with it, but I doubt that the failures of to-day can at all be compared to those numerous disruptions of from 7 to 10 years ago. Then the clerk has been educated where ten years ago he was kept in ignorance and mistrust, and where formerly he was forced to steal, he is now taught to save. The modern girl-cashier and registers help also to reduce labors of the grocer and to keep the boys in check, but there is no "machine" invented that will make them honest. Then detail is an essential point.

One thing against the grocer of to-day

that has been changed by custom is this: The sending of articles to houses. I remember years ago when ladies went to their grocers, some son, daughter or servant was compelled to carry the basket and the grocer did not know what it meant to deliver goods. It was universally so then, except in the very tonier up-town stores.

Now a lady comes in, puts down four cents and orders a pint of milk to be sent two blocks away in a four story flat, or she will buy a can of condensed milk and do likewise. This is an evil that needs looking after.

I have on the whole found the grocer an honest, upright business man. Of course there are cranks, and there are some who have lost all on gambling and horseraces, but they are few. They are all contented as married men, do not hate each other as they did years ago, have formed shooting, bowling and ladies' clubs and are a genial set.

In conclusion let me state that the most successful grocer is the one who treats his help as if they were not hired help, thereby at all times commanding highest respect from them, and they feel it their duty to put their hearts and souls into their work.—Retail Grocers' Advocate.

THE VALUE OF A GOOD FRONT.

How many people one hears nowadays estimate a man's worth by "his front." And are those estimates more or less accurate? The man who presents a good front or to use the pure English of it, a good appearance, is generally the man who is capable of drawing to himself friends, customers, business, anything he is anxious to secure. Good appearances, while not always the index of a man's character and worth, are surely very magnetic in their power to get along well in the world. A good front is the best stock in trade the merchant, the professional man or the clerk can possess. From a purely mercenary standpoint a good front will make a man many dollars that any other quality might not be able to do. The value of a good front is inestimable. It makes a man popular, it makes him agreeable, it makes him sought after. A good front is the most potent, powerful and mighty advertisement any business man can procure. Experience has taught the world that a good front should be sought after by everybody.

And what is a good front? Ah, to be sure, what is a good front? Well, in the first place, it is the art or science or trick or whatever you call it, of making the very best appearance and impression on the world you can, and of telling humanity with whom you come into contact that you are doing well. This is no deception on your part, you are false to no one, but you carry the weight of confidence and security and well do-ness about you, and this makes those you meet involuntarily feel that you are succeeding in what you are undertaking.

First and foremost of all, there is the good

front that a neat and tidy personal appearance carries with it. There is no excuse in this day of cheap soap and towelling and brushes and sharp razors and scissors and needles and thread, for a man to wear hair long unkept and uncut, his face unshaven and a seedy growth of underbrush all over it, his teeth unclean, his finger nails long, sharp and in deep mourning for some friend, his shoes unblacked, his collar dirty, his clothes bespattered with mud and grease, and his skin soiled and his whole appearance (or front) betraying a general run down-at-the-heel condition of affairs. The articles referred to above as being cheap to-day, applied in judicious and liberal quantities will prevent this and will bring dollars and despoil dirt. A man's clothes need not be elegant or costly, but there is absolutely no excuse for any one of this enlightened age to be aught but clean and tidy in appearance. The merchant, or any body for that matter, "who doesn't think it worth while" to keep himself tidy and neat is not worthy of success and should be tabooed to teach him a lesson. Of course it is not expected that a sewer digger is to be the pink of neatness when he is at work or the iron moulder fit to enter the drawing room in his work harness, no more than it is expected that my satined begowned lady will scrub her kitchen floor in her reception gown. Sensibility in all things. We make the point that those who can be neat if they exert themselves a bit should do so, and that there is no excuse for not doing so, that's the idea.

Then there is the good front of a trim and tidy store or office. What a wonderful power there is in a clean office with not a speck of dust visible anywhere, and in a store whose floors and shelves and counters are models of tidiness. The cleanliness draws trade of itself. Everybody with an honest heart loves purity in everything, and in such a detail as an office or store or shop it can be observed as well as in the parlor or library.

And then there is the good front of a pleasant and kindly address. A cheery voice, a sunny smile, a kind word, these are more dollars in the coffers of the merchant, looking at them only from the dollar view again. Lay aside that crusty voice and snappish way forever, and cultivate the sunny side of life for all you are worth and it will pay you.

And then, last of all, let the world know you are prospering, in your manner and actions. Don't boast, but take the rosy side of life, let the people know you are an optimist and not a pessimist, that the world is growing better instead of worse, and that you are doing business at the old stand and propose to do it on the best business principles obtainable.

Now, brethren, remember the three points of this little sermon and see if you need to adopt any of them: One—a good personal front; 2—a good front of manner; three—a good business front. If you haven't all three of them and if you look a little too often on the blue side of things, what's the matter with adopting them?—Commercial Bulletin.

CONFIDENCE

"Entirely Satisfactory" is what we hear from customers who have received our "Trevor" "Arquimban" and "Bevan's" raisins. Orders coming in by mail or otherwise receive personal care, and are shipped same day as received. We have everything required by the grocer at this season. Try us! If we don't please you, it won't cost you anything, but if we do please you, satisfaction is our profit and all we can expect these close cutting times.

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS,

Telephone 447.

73 McNab St. North, Hamilton, Ont.

LIVE MERCHANTS

Not yet handling any of the following teas will study their interests by asking for samples of
RUSSIAN BLEND CONGOU, IMPERIAL BREAKFAST CONGOU,
and DALU KOLA CONGOU.

NOTE :- These are bulk, not package teas, and since their introduction, merchants have made better profits and largely increased their black tea trade.

W. H. Gillard & Co., Hamilton.

SOLE AGENTS FOR CANADA.

An immense business is being done in these teas.

ALEXANDER TURNER.

LLOYD T. MEWBURN.

ALEX. G. OSBORNE.

JAMES TURNER & CO., HAMILTON,
'TIS A FACT.

Ram Lal's Tea once in a family is never discarded. Competitors may induce the dealers to try imitations (latter are legion) but the housekeeper sends such back, will take nothing else but Ram Lals Pure Indian package Tea.

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

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

STANDARD BLENDED TEAS.

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

STEEL, HAYTER & CO,

11 AND 13 FRONT ST. EAST

Growers' and Importers, Toronto,

THE QUEBEC BUSINESS TAX.

The following is the most important clause in the Montreal Board of Trade's letter to Premier DeBoucherville re the tax bill: "The council would respectfully remind the Government that this province is not in a position to bear the burden of excessive and unequal taxation, and would therefore earnestly urge upon the executive the necessity of the greatest possible economy in the management of the provincial finances. It is scarcely within the province of the council to indicate where it thinks greater economy might be practised, but it ventures to point to what it considers an anomaly, viz.: The indemnity paid to members in this embarrassed province is \$800, whereas the sessional allowance of members of the Provincial House in the province of Ontario is only \$600. The council is strongly of opinion that this anomaly should cease to exist. The circumstances of the province seem also to call for a further economy in the abolition of the Legislative Council, due regard being given to the rights of existing councillors."

Fitzpatrick and Taschereau, two well-known lawyers of Quebec city, have given a legal opinion as regards the collection of the new taxes, their advice having been sought by a number of rural storekeepers in that district. Fitzpatrick and Taschereau have declared that the merchants cannot be obliged to pay two sets of taxes on their business, one to the municipalities and the other to the local government.

J. N. Greenshields, Q.C., and D. McMaster, Q.C., Montreal, have given a joint opinion declaring the imposition of the tax ultra vires.

At a meeting of the committee of Montreal merchants and manufacturers appointed to combat the new business tax it was moved by A. M. Featherston, seconded by C. A.



TO YOU IT IS

PROFITABLE and a QUICK SELLER.

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

TRY IT. ROYAL SOAP CO.,
Winnipeg, Man.

Chagnon, that the following telegram be sent to the Hon. Mr. de Boucherville:—

In accordance with instructions given at the public meeting held in the Academy of Music on Tuesday last, we ask that the collection of the new business tax be further delayed until such time as the Provincial Legislature can meet and deal with the question.

Signed on behalf of the Merchants and Manufacturers' committee.

D. L. LOCKERBY,
Chairman.

JOSEPH FORTIER,
Secretary.

It was also decided to collect funds wherewith to contest the legality of the tax, and that the collection books should be headed as follows:—

We, the undersigned merchants and manufacturers of Montreal, agree to pay 10 per cent. of the amount claimed from us as business tax by the Provincial Government to be used as a general fund to defray the expenses of contesting this unjust tax, and that the money subscribed will be used to defend all actions that may be taken by the Government against any of the subscribers to the fund.

The committee then proceeded to map the business portion of the city into districts, every merchant of which will be personally visited and canvassed by one of the members of the following committee: Ald. Thompson, D. L. Lockerby, M. Toussignant, P. Lafrance, Walter Paul, A. M. Featherston, W. A. Stephenson, John Lewis, A. W. Grant, C. P. Chagnon, Joseph Fortier, James Baylis, J. B. A. Lanctot, Israel Rubenstein, A. Michaels, G. R. Prowse, J. O. Labelle, W. Euart, A. O. Morin, S. Goltman, George H. Featherston, A. Fleurie, W. Drysdale and W. T. Costigan.

NEW OFFICERS OF CANADA TRAVELLERS' ASSOCIATION.

A meeting of the Commercial Travellers' Association of Canada was held in the association's rooms, at 51 Yonge street Toronto, on Saturday night, President John Burns presiding. The secretary, James Sargent, read his report, showing that the association had a total membership of 34,000, and that it had to its credit the sum of \$200,000. The election of officers for the ensuing year was then proceeded with. John Burns retired from the presidency and C. T. Van Norman was elected to succeed him by acclamation. The nominations for the other officers were made as follows:—First Vice-Presidents, Robert J. Orr and R. H. Gray; Second Vice-Presidents, Jas. Haywood and H. Bedlington; Treasurer, James T. Black (accl.); Directors (nine to be elected), C. P. Hay, John Orr, F. T. Butler, Geo. Hamilton, M. C. Ellis, John Everett, C. J. Bothwell, W. T. Dack, C. E. Kyle, T. R. Corson, W. Bingham, W. L. Hunter, Geo. Webb, A. H. Dezaney, W. J. Caldwell, W. H. Williamson, H. Morrison, A. Kilgour, D. E. Starr, and H. Stanbury. The directors from Hamilton, Brant, Berlin, Guelph, Kingston, Montreal, and Victoria

were elected by acclamation. The following are the nominees in Winnipeg, where there will be a contest:—Hal. Galbraith, W. M. Brock, H. Miller, and J. D. Robertson. The result of the election will be announced at the annual meeting to be held in Toronto on the 29th inst. It was arranged that a concert should be given in the evening of that day, and on the following day in Hamilton a ball and concert will be given on an extensive scale. Speeches were delivered by Messrs. Black Blaine, and others, and the meeting adjourned.

WOODSTOCK GROCERS AND THE LIQUOR TRADE.

At a meeting of the Woodstock (Ont.) Town Council on the 28th inst, a petition was presented against the granting of permission to sell liquor in grocery stores. The petition says:

"Whereas your petitioners believe that the enactment and enforcement of such a bylaw would prevent unfair competition in business, and would also promote the welfare of this community:

"Therefore, your petitioners humbly pray that your honorable body will be pleased to pass such a bylaw and submit the same to the electors of the municipality of Woodstock for ratification in accordance with the provisions of the statutes of Ontario."

The petition is signed by seventeen grocers as follows: Henry Canfield, John Butler, R. R. Fulton, & Co., David Dodge, W. H. Wilson, J. Morrison, R. B. Thornton, & Son, W. C. Wilson, John Kelley, E. Pott, Milliman & Nellis, J. B. Doyle, W. R. Watson, J. W. Whyte, Wm. Walton, Slaught & Gordon, and Fury & Thompson.

R. B. Thornton acted as spokesman for the petitioners. He said he appealed with confidence to the council, as he represented 17 out of 23 grocers of the town and because he believed they had a strong claim. The Ontario Government recognized that grocers who did not have a shop license had a grievance; in the words of the statute and of the petition it was an "unfair competition." In 1888 a law was passed by the Legislature that no further licenses be granted to retail liquor in a shop where other commodities were offered for sale. The present grocers holding a shop license were not interfered with except as they were affected by the local option clause mentioned in the petition. He did not ask the council to indorse the principle, but merely to grant the prayer of the petition and allow the people to vote on the question. If the vote was taken as proposed at the municipal elections, the extra expense would not be heavy. The petition was signed by 17 out of 20 who had a right to sign it; therefore he felt sanguine the council would recognize their claim.

Mayor Douglas said there was no doubt the proceeding was irregular, but to overcome this objection he was prepared to call a special meeting at any time.

The council adjourned until the following Wednesday, when it was decided to submit the Grocers' by-law, asking for the abolition of shop licenses in connection with grocery firms, to the people at the time of the municipal elections.

J. F. EBY.

HUGH BLAIN.

A PERFECT JAM

Since Messrs. Batger & Co. of London, Eng. have placed their Jams on the Canadian, market all comparisons are made on the standard of their goods. Every merchant and grocer who has ever handled them is a talking advertisement of their merits. Why? Because they are of the finest quality and absolutely pure. The same may be said of their Jellies. It will pay you to try a case if you handle high-class goods.

UNIVERSITY MARMALADE, 1 lb. glass jars, another one of this firms productions Stands at the Head.

Orders sent to us will receive prompt attention.

EBY, BLAIN & Co.,
Wholesale Grocers, **TORONTO, ONT.**

**SITUATION WANTED.
MARATIME PROVINCES.**

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

**WINDOW DRESSING.
DECORATING.
FOR Xmas**

Everybody can dress their show windows and decorate their store for the Hoiddays, with the aid of my Xmas Pamphlet. Mailed on receipt of 75 cts.

HARRY HARMAN, Window-Dresser, Decorator and Window Supplies, Room 1204, The Temple, Chicago, Ill:

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

Have reduced the price of their Celebrated

BEAVER BRAND

PICKLES

Send for Quotations.



THE CANADA MEAT PACKING CO.,

**MONTREAL,
BEEF AND PORK PACKERS,**

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

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

WRITE FOR QUOTATIONS.

CHAS. SOUTHWELL & CO., LONDON, ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.

SPECIALTY IN **CLEAR JELLY MARMALADES**

"Scotch Home Made,"
"Perfection."
"Lemon Jelly Marmalade,"
"Lime Fruit Marmalade,"

Made from
Seville Oranges,
Messina Lemons,
West India Limes.

PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

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

FULL PRICE LIST ON APPLICATION.

WORKS: DOCKHEAD, LONDON, ENGLAND.

WINDOW CLEANING.

I have been asked for a suggestion as to window cleaning. The very best way to do this work satisfactorily is to select a dull day or at least a time when the sun is not shining on the window or it will be dry streaked, no matter how much it is rubbed. Take a painter's brush and dust them inside and out, washing all the woodwork before touching the glass. The latter must be washed simply with ammonia diluted with warm water. Do not use soap; use a small cloth with a pointed stick to get the dust out of the corners. Wipe dry with a soft piece of cotton cloth. Do not use linen. Polish with tissue, or an old newspaper. Linen makes the glass linty when dry.—Dry Goods Economist.

THIS PRODUCE COMMISSION TRADE.

The importance of the produce commission business in the United States cannot and must not be underrated. There is hardly a harder working class of men, and at the same time a class that is more willing and desirous to conduct and extend business, than the receivers of poultry, calves, hogs, game and produce in our cities.

It is known that they rise long before the sun does and generally do not go home any sooner than merchants who come to their offices three or four hours later than they do. Exposed to the burning sun in summer and to the severe frosts in winter, they are accustomed to the changes of the climate.

The nature of the business requires that their goods should be kept in cool temperatures. It is for this reason that in winter they have to do most of their selling in the open air, while in summer moist and damp ice boxes and the chilly rooms are the places they necessarily frequent. Nevertheless, as we have said, they do not grumble, and are seemingly contented so long as the shippers do not begrudge them a fair commission and are willing to treat them reasonably.

As any laborer is worthy of his hire, so also is a produce commission merchant more decidedly worthy of his commission. The competition in this business is considerable, and it requires good salesmen and much patience to be successful.—The National Provisioner.

"We cannot claim that our baking powder is absolutely pure," said the agent; "such a thing as absolute purity is impossible. We do our best, however. For instance, we threw out a hundred-pound can last week because it was discovered that one of our workmen had carelessly made a chalk mark on the inside of the can before the powder was put in—"

The grocer surrendered.—Indianapolis Journal.

THE ADVERTISING OF THE FUTURE.

Not long ago I was discussing the probabilities of the advertising of the future with a gentleman whose experience was valuable, and, as a rule, possessed of sound judgment. The variety of ideas that sprung up in this discussion was most perplexing, and the thought almost involuntarily suggested itself, "What have we to do with the future? the 'Evil of the day is sufficient thereof.'" This, to some extent, might be a wise policy to pursue, but when advertising is considered in its broadest sense, those advertisers who fail to realize at least some of the possibilities of the future, fail and fail lamentably to enter into the full spirit of the advertising business. Hundreds of thousands of people had seen the steam come out of the kettle, but it was left to Watt to realize its importance and to husband and use its force. The same applies to advertising; thousands believe in it and practise it, but few realize its influence and its possibilities.

As an argument against advertising, I have many times had urged against its soundness as a business policy the fact that numerous houses who have tried it have come to grief through spending too much money in it. This proves nothing excepting that all men's minds are not alike, nor are all men capable of transacting the same business successfully. From the construction of the first kettle up to the time of Watt, steam puffed from the most convenient ventilation hole, yet no one dreamed that this same vapor, which was singing its own song of peculiar melody, was to be the factor that one day would revolutionize the world's transportation problem. Because one or twenty men fail to reach the summit of the Alps, is that a reason why no one else should attempt, or because one man fails in business is that a reason why all the rest should give up or retire? Advertising has in it future possibilities unequalled by any other branch of business, and if we do not avail ourselves of them or fail to realize them, the loss rests with the individual whose perception and abilities are at fault.

A successful merchant once said that one of the reasons of his success was turning his capital over more times than his competitors, and consequently making a greater profit from the use of the same amount of money. To a large extent this is true of advertising; particularly the advertising of the future, or, in other words, "the maximum of publicity at the minimum of cost" will be the winning card. All men cannot be successful advertisers no more than all men can be a Shakespeare, a Longfellow or a Tennyson. The greater attention that is paid, by successful advertisers, to the business of advertising, the greater will become the gap which removes the man of mediocrity from the genius whose training of the natural talents fits him to tell the world of the

qualities of soap, the tone and touch of a piano of a certain maker, the deliciousness of a brand of oatmeal, or some merit of a thousand and one things that the public are waiting to buy.

A straw points the way the wind blows and very often little things influence great bodies. The man of literature often drags along an existence for a long time that would tempt him to prefer death, yet all of a sudden he wakes some fine morning and finds himself famous. The future of successful advertising will rest with the man who can make his wares more famous every morning at the least expense. There will be less of the following:—

To the Foreman—"Please find 52 proofs of cuts to be used in their numbered rotation," and the usual formal injunction to be careful that the right order is kept.

Advertising will become a live issue which will change with every opportunity that is offered; in short, it will live up with the times and be placed in the front rank of progress.

The introduction of the needle gun in the Austria-Prussian war relegated the old-fashioned development of the match lock to the lumber room of the past. The quick-firing advertiser who is always awake to the realities of his position will in the same way supersede the old advertiser who does his work by the rule of thumb. Progress is the order of the day, and there is a wide difference in the constituency to that which the advertiser appealed to twenty years ago. The readers of advertisements have not stood still; they have progressed equally with the rest of the world, therefore they must be considered just as much as any other element.

Those who believe that the advertising managers' future is to be a bed of roses are entirely out of their reckoning. It will become more urgent that there shall be greater activity, more concentration, and more energy devoted in the future to advertising than in the past. Like the great ocean greyhounds, the pace will become quicker, and it must be remembered that it is the pace that kills. There will spring up men to fill these positions, and the occupiers of them now will have to live up to the possibilities of their opportunities or they will have to be left behind in the onward march of progressive thought and action.

"The Advertising of the Future." What will it be? None can tell; but one thing is certain, it will be in the line of progress. Those who are willing to drop the old stage coach, the old match lock gun, and the old rule of thumb methods, will be in the race. The new ideas must not only be new, but good. They must strike ten every time. The experience of the past must be used only as a basis for the future development. The fight for supremacy will become thicker and the wounded more numerous.—John T. Burgess, in Fame.

Fruits of the Season.

NOW IN STORE.

Grenoble, Marbot and French Walnuts, Sicily Filberts, Tarragona Almonds, Cases Vostizza Currants, Half Cases Vostizza Currants, Cases Patras Currants, Hallewee Dates, Eleme and Natural Figs, Fancy Seven Crown Figs, Arguimbans Off-Stalk and Four Crown Layer Valencias, quality very fine.	California Evaporated Apricots, Good Average Sultanas, Choice Sultanas, Loose Muscatels, Imperial Cabinets, Connoisseur Clusters, Ex. Dessert Clusters, Royal Buckingham Clusters,
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H. P. Eckardt & Co.

Wholesale Grocers,
TORONTO.

**FOOD
FOR
INVALIDS.**



STERILIZED.

Doctors recommend it for the sick as it is

**Easily
Digested.
A PERFECT FOOD.**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by
JAMES TURNER & CO
Hamilton, Ont.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

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

MONTREAL, CANADA.

IN STOCK.

NEW CROP Grenoble and Marbot Walnuts,
" " Sicily Filberts,
" " Tarragona Almonds.

FINE PROVINCIAL CURRANTS, barrels and half barrels.
MALAGA FRUITS in boxes and quarter boxes.
SULTANA RAISINS, Etc.

L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.

Bensdorp's Cocoa

1-4, 1-2 and 1 lb.

No first-class Grocer can afford to be without it
Send for quotations.

Caverhill, Rose, Hughes & Co.,

Wholesale Grocers, MONTREAL, P. Q.

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

CANADIAN PACKERS' ASSOCIATION

A special meeting of the Canadian Packers' Association was held at Hamilton, on the 1st and 2nd inst., in the parlors of the St. Nicholas Hotel. W. Boulter, president was in the chair. The following members were present: W. Boulter, Bay of Quinte Canning Factories, Picton; S. Fenton, jr., Erie Preserving Co., St. Catharines; B. Marshall, Aylmer Canning Co., Delhi; W. H. Matthews, Lakeport Canning Co., Lakeport; W. B. Wright, and L. A. Wright, of A. C. Miller & Co., Picton; W. P. Innes Simcoe Canning Co., Simcoe; W. C. Breckenridge, Norton Manufacturing Co., Hamilton.

Letters were received from the Kingsville Preserving Co., Kingsville, Ont.; Black Bros., St. David's; the Dresden Canning Co., Dresden; regretting their inability to be represented at the meeting.

The President delivered a stirring address on the work of the Association, and the following new manufacturers were admitted to membership: The Strathroy Canning Co., Strathroy, Ont.; Niagara District Fruit Preservers' Association, St. Catharines, Ont.; the Garden City Canning Co., St. Catharines, Ont.; the Riverside Canning Factory, Wallaceburg, Ont.; the Mountain View Canning Factory Belleville, Ont.; the Belleville Canning Co., Belleville, Ont.

He also introduced Jas. E. Grant, of James E. Grant & Co., Charlottetown, P.E.I., and J. V. McCagg, representing the Sprague Man'g. Co., Farnham, N.Y. Mr. Grant is a lobster exporter, his company controlling the pack of some twenty canneries. Mr. McCagg was representing his company with the idea of establishing a factory in the Dominion to manufacture canners' supplies, but no definite conclusion was reached in the matter.

Mr. C. Breckenridge then extended to the members and their friends a hearty invitation to join in a banquet that evening at Newport's, to be given by his company, the Norton M'g. Co., which was accepted with many thanks.

Moved by S. Fenton, seconded by W. A. Ferguson, that hereafter all members in making reports to the Secretary shall report all future sales as well as spot, and that the pack be reported in cases of 24 cans each for 2 lb. and 3 lb. cans, and 6 cans each for gallons.—Carried unanimously.

The meeting then adjourned until 10 a.m. the next morning.

On the following morning pursuant to resolution of last adjournment, the members assembled and the meeting was opened. The minutes of last meeting were read and confirmed.

It was moved by W. P. Innes, second by W. R. Wright, that a sincere and hearty vote of thanks be tendered W. C. Breckenridge, of The Norton Manufacturing Co., Hamilton, for his royal entertainment and banquet last evening at Newport's, this be-

ing the third entertainment of the kind tendered the Association by that company.—Carried unanimously.

Moved by W. P. Innes, seconded by W. A. Ferguson, that we deeply regret the un-called for remarks made by Col. Monaghan (American Consul at Hamilton) last evening at the banquet, in reference to the remarks of one of the guests of the evening, and this being the second occasion that the same individual transgressed the rules of hospitality, we as an Association cannot allow it to pass without an expression of our disapproval.—Carried unanimously.

The president introduced W. B. Lanigan, travelling freight agent of the C. P. R., and a lengthy discussion on freights and cartage followed. It was asked by the Association if they could not have the railroads to accept canned goods at a regular weight, viz., cases of 2 lb. goods as 45 lbs., and of 3 lb. goods as 65 lbs. Mr. Lanigan promised to bring the matter up before the Freight Agents' Association at their next meeting. Also, in the matter of cartage it was urged that when a carload of goods was consigned to one man at any station, and the goods were intended for several purchasers there, to make the rate of cartage at that end the same as to one consignee.

It was suggested that W. P. Innes, W. A. Ferguson and W. Boulter, be appointed a committee to meet the Freight Agents' Association if it were found necessary to have the canners' interests represented.

It was requested that the Secretary write at once to those in arrears of dues to forward at once to Secretary. The Secretary in writing to these members should report the success of the present meeting to the absent ones.

Moved by W. R. Wright, seconded by W. J. Flynn, that the meeting adjourn to the call of the President.

THE NORTON MFG. CO'S DINNER TO THE CANNERS.

The banquet tendered to The Canadian Packers' Association by The Norton Mfg. Co., Hamilton, manufacturers of tin cans, was held on Thursday evening the 1st inst. It will long be held in the memories of the members of the Association and those present as one of the most enjoyable entertainments they had been privileged to attend in a long time. When I entered the banquet hall at Newport's and saw it prettily decorated with flags, and the tables laden with flowers and good things, I knew we were in for a royal time. The following gentlemen sat down: At the head, sat W. C. Breckenridge, manager of the Norton Manufacturing Co., to his right, Wellington Boulter, president of the association, and on his left, Mayor Blaicher of Hamilton; the following completing the circle: Alex. McKay, M.P., S. S. Ryckman, M. P., Ald. Moore, Ald. Carscallen, Dr. Miller, H. N. Kittson, (of W. H. Gillard & Co.), Wm. Marshall, F. W.

Fearman, Rev. S. Lyle, H. Coburn, J. H. McLaren, of Hamilton Coffee and Spice Co.; J. Turnbull, manager Bank of Hamilton; Col. Monaghan, U. S. consul; H. C. Breckenridge, W. B. Lanigan, travelling freight agent C.P.R.; W. J. Grant, freight agent, C.P.R.; W. S. Briggs, J. Stevens, John Hodson, I. V. McCagg, of Sprague Manufacturing Co., Farnham, N.Y.; C. L. M. Harris, J. K. McMaster, J. D. Laidlaw, K. Bethune, secretary Norton Manufacturing Co.; W. Boulter, Bay of Quinte Canning Factories, Picton; W. P. Innes, Simcoe Canning Co., Simcoe; W. A. Ferguson, Delhi Canning Co., Delhi; P. C. Decew, Ontario Canning Co., Hamilton; W. R. Wright and Low A. Wright, A. C. Muller & Co., Picton; J. Skinner, Riverside Canning Factory, Wallaceburg; D. Marshall, Aylmer Canning Co., Aylmer; W. Bowlby, Bowlby Bros., Waterford; H. M. Douglas, Strathroy Canning Co., Strathroy; S. S. Potter, Mountain View Canning Factory, Belleville; W. A. Carson, Belleville Canning Co., Belleville; J. B. Dolan, Niagara District Fruit Preservers' Association, St. Catharines; W. H. Matthews, Lake Port Canning Co., Lakeport; W. J. Flynn, Garden City Canning Co., St. Catharines; H. G. Massacar, J. Ardiel, J. G. Buchanan, Times; C. A. Starrett, Herald, and G. Hector Clemes, THE CANADIAN GROCER.

The menu was as follows:

Oysters Raw. St. Julienne.
SOUP.
Oyster. Saratoga Chips.
FISH.
Sea Salmon, Egg Sauce. ENTREE.
Fricassee of Game. French Green Peas.
ROAST.
Turkey, stuffed with Chestnuts, Cranberry Sauce, Sirlain Beef, Horseradish.
GAME.
Wild Duck, Apple Sauce.
VEGETABLES.
Green Peas. Stewed Tomatoes. Potatoes.
RELISHES.
Lee & Perrin's Sauce. Crosse & Blackwell's Chow-Chow. Gillard's Pickles.
DESSERT.
Cabinet Pudding. Neselrode Ice Pudding. Assorted Fancy Cakes. Sherry Jelly.
Bananas. Oranges. Pears. Grapes. Apples. Nuts. Raisins. Celery. Cheese. Coffee. Cigars.

Beside each plate was laid a pretty buttonhole bouquet of flowers, and each guest wore a white badge on which was printed in gold letters, "Banquet to the Canadian Packers' Association by the Officers of the Norton Manufacturing Co., at Hamilton, Ont., Dec. 1st, 1892." These were pinned on by the secretary, K. Bethune, on entering the parlors of the restaurant.

After the chairman, W. C. Breckenridge, had welcomed one and all, and the good things had been tasted by everyone, he asked Mayor Blaicher to address the members.

The Mayor welcomed the Association to the city, and took it as a compliment that the Packers selected Hamilton as a place for holding their meeting. He spoke of Hamilton's institutions and manufactures and of how the city was proud to stand at the back of its manufacturers who sent out such goods as could bear inspection anywhere.

W. Boulter followed with the thanks of the members to the city of Hamilton for their hearty welcome.

Then followed these toasts, which

were introduced by Chairman Breckenridge:

1. The Queen.
2. The Governor-General, the Dominion of Canada, and the Dominion Parliament.
3. The Canadian Packers' Association.
4. The President of the United States.
5. Trade and Commerce.
6. The City of Hamilton.
7. The Press.
8. Our Visitors.
9. The Ladies.
10. Our Host (by W. Boulter.)

The first toast was drank with all the usual honors, and heartily was the National Anthem sung by all.

The second toast brought Alex. McKay, M.P. and S. S. Ryckman, M.P., to their feet, who replied in glowing terms for our country, its Governor-General, and members of the Dominion Parliament.

The Canadian Packers' Association. W. Boulter, the President, said he was a Canadian, and for Canada. He referred to the organization of the Association on March 21, 1883 in the same room where the meeting had been held that day at the St. Nicholas hotel. He spoke kindly of the late T. M. Nairn, M.P.P., who was elected President of the Association in March, 1889. Through the efforts of the Association the Government of Canada had granted a measure of protection to the canning industry of Canada. There was the duty off tin plates, and many other things that had been accomplished by them as an Association that could never have been obtained individually. Canned goods to-day were cheaper here than in the United States. He welcomed the six new members into the Association who had joined that day. The canned goods industry of Canada, although probably growing too fast for the country, would soon work out its own salvation. They now sent goods into towns and cities from ocean to ocean, and were endeavoring to extend relations with England. In former years the United States had our canned goods trade. He spoke in high terms of the Norton Manufacturing Co., and said it had done much for the canning industry of Canada. He contrasted the old method of making cans, when it was thought great work that two or three thousand a day were made, with the output of the Norton Manufacturing Co., which amounted to 50,000 cans per day. He closed with expressions of loyalty to Canada, and spoke in scorn of those Canadians who, when in the United States, speak depreciatingly of their native land. He was heartily applauded.

Mr. Morton then sang a song. W. P. Innes also responded to the toast. He maintained, with the President, that as a result of protection Canadians are getting canned goods both cheaper and better than before. He was glad to learn that a monument was to be erected in Hamilton in memory of the man who stood out for protection, and no man deserved the gratitude of the Packers' Association more than that man, Sir John A. Macdonald. He also drew a glowing picture of the canning industry. The first factory was established at Grimsby by himself. Then the Americans were shipping in carloads of goods. Now there were enough packers, and the output was large enough to supply the demand of ourselves and have some over for the United States if

they wanted them, which he thought they would at Chicago next year during the World's Fair.

J. B. Dolan and W. J. Flynn followed with their hearty endorsement of the sentiments of previous speakers.

W. A. Ferguson said the principal object of the Association was to better the class of goods produced, and he believed they had succeeded. There was a little difficulty at present through the over-production, but the reminded those present that they could all lend a helping hand in the matter, as canned goods sold three for a quarter. (Laughter.)

After the company's singing Marching Through Georgia, Col. Monaghan replied to the toast of "The President of the United States," and, although he ran away from the toast proper, he gave many facts and figures regarding the greatness of his country, as it appeared to him.

H. N. Kittson was the first to respond to the fifth toast, in a humorous manner, and yet gave a very able response to Trade and Commerce.

J. Turnbull also responded, giving Canada's banking institutions as an example of our progressiveness.

W. H. Lanigan, of the C.P.R., was interesting in this toast, with his humorous poetical quotations, and a short sketch of Canada's railways.

Mr. McMaster then favored the guests with a flute solo, which was much applauded.

A telegram was received from H. S. Malcolmson, Chatham, deeply regretting his inability to attend the gathering, and wishing the packers a pleasant profitable conference.

Mr. Laidlaw then sang "A Life on the rolling sea" in a deep bass voice, and was loudly applauded.

Mayor Blaicher, Ald. Moore and Ald. Carscallen spoke for City of Hamilton, and each had much to say of Hamilton as an ambitious city.

K. Bethune then favored us with "The Chariot Race" from Ben Hur. Here he showed himself to be no ordinary elocutionist. His picture of that race made a number of the guests raise from their seats with mouths wide open. It was grand.

The Press, as usual, was not forgotten.

Our Visitors was responded to happily by Rev. S. Lyle, F. W. Fearman, and H. P. Brackenridge, of Toledo, brother of the chairman.

The Ladies were well represented by K. Bethune in a response to a toast to our sweethearts.

Mr. Morton then sang another song. The health of W. C. Breckenridge, Manager of the Norton Manufacturing Co., was then proposed by W. Boulter, followed by "He's a Jolly Good Fellow." He replied in words of welcome to those who had joined hands with him that evening, and, after thanking the members of the Association for the manner in which they had favored his company during the past year, and each and every member present for their part of the entertainment that evening, to took his seat amid applause.

Then followed some volunteer toasts, when Auid Lang Syne was sung by the jovial company, and they separated at 3 a.m., more than pleased with the entertainment and with very full hearts towards the Norton Manufacturing Co. G.H.C.

A DECLINE IN OUR EGG EXPORTS.

The exports of eggs from the port of Montreal during the season of navigation just closed amounted to 29,586 cases, or about 1,500,000 dozen, compared with 38,015 cases, or about 1,900,000 dozen, during the season of 1891. The decline is attributable, in some degree, to the mistake of the trade in shipping, at the close of last season, a quantity of inferior stock, which injured somewhat the reputation in England of the Canadian hen. The effect of this mistake was felt most severely in the early part of the season, the shipments during the latter part having shown a steady increase. The egg trade with Great Britain, while it has not supplied the market crippled by the McKinley tariff, has given an opening that has for the time being helped to maintain prices here, and that, even if the old conditions are restored, may continue to take a considerable part of the surplus production. Appended is a table showing the distribution of the exports to the various ports of Great Britain:

	1892.	1891
Liverpool.....	19,071	23,449
Glasgow.....	8,319	7,977
London.....	2,985	173
Bristol.....	100	416
Total.....	29,586	38,015

—Montreal Gazette.

EFFECT OF THE DUTY ON KEROSENE OIL.

The following has been sent to the Chronicle with a request for publication:

The effect of this duty, and the harassing conditions that accompany it, is

- (1) To more than double the price of American oil in Canada.
- (2) To compel the really poor people to use inferior Canadian oil.
- (3) To deprive our railways of business by making it cheaper to carry oil meant for the maritime provinces, to Boston and Portland in tank cars and thence by sea, instead of over our roads through Canada.
- (4) To take from our coopers the patronage of the oil importers by compelling them to buy barrels in the oil regions, which barrels are often again used to hold Canadian made oil, thus squeezing the coopers on two sides.
- (5) To prevent our progressive industries from using crude oil as fuel, and thus to handicap them in competition with their American rivals.
- (6) To vastly increase the price of gasoline, naphtha and other products of petroleum that enter into the manufacture of other articles.
- (7) To, in short, make living dearer, clog the wheels of industry, check enterprise, and create opponents of protection every day.

This is a duty which taxes the raw material six times as much as the finished article, and both far beyond reason, precedent and justice.—Halifax Chronicle.



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

John Cameron representing several of McLean's trades journals, was here yesterday.—Sutton Herald.

Inspector Awde last week confiscated 16 tubs more of oysters on the Toronto market as unfit for food.

M. W. Rubice has been unanimously elected president of the North-west Commercial Travellers' Association.

Contracts have been let for the work required on the English syndicate's pork-packing establishment in London, Ont.

At the annual meeting of the Western Ontario Commercial Travellers' Association on Saturday night all the officers were re-elected.

The Iowa Soap & Starch Co., wrote the Winnipeg Board of Trade for information as to opportunities and facilities presented by Winnipeg as a point for a branch of their works.

Richard Bolton, president of the Edwardsburg Starch Company, accompanied by Dr. Reid, M. P., had an interview with Hon. Mr. Haggart in reference to water powers on the Williamsburg canals.

F. F. Dalley & Co. Hamilton, have purchased the J. M. Williams foundry, and will have it enlarged and improved for their business.

The general store stock of W. H. Anderson, Kemptville, Ont., offered for sale by tender, is now being run off by the assignee, no tender sufficiently large having been received.

The clam is fast becoming a strong rival of the oyster, so much so that large companies are engaged in packing them along the sea shore to ship to all parts of the world.

The Retail Coal Oil Dealers' Association, of Toronto, met in Richmond hall, Toronto, on Friday night. President S. Paulton occupied the chair. The advisability of taking out a license as an association, instead of under the pedlars' by-law, was discussed.

The question will be decided at the next meeting.

A. R. Clarke, late proprietor of the Arcade grocery, Vancouver, B.C., will start in business again shortly on Cordova street in the stand until lately occupied by Thos. Matthews. He will embark this time in the tea trade.

A number of Toronto and New York parties have purchased a site near the Suspension Bridge cold storage warehouse on the American side and will erect an extract factory there. The building will be a two-storey frame, 36 x 60 feet.

W. H. Matthews, of the Lakeport Preserving Company, was in the city on Friday on his way from Hamilton, where he was attending the meeting of the Packers' Association. His company's output this season was about 20 per cent. in excess of last year. It is now pretty well sold out.

The matter of addressing the Government on the question of introducing at next session the Insolvency Bill, agreed upon by the joint Boards, was left in the hands of the President and Mr. J. W. Little, with discretionary powers, at the last meeting of the London (Ont.) Board of Trade.

A number of Montreal peddlers have handed the Mayor of that city a petition praying for the abolition of the pedlars' tax of \$40 per annum. They affirm that the imposition of the provincial tax upon them leaves them no alternative. The city must be lenient and return the \$40 or they must give up business.

Mr. Wenger, of Mount Forest, has made in his factory at Ayton this year over 170,000 pounds of butter, and at the Seatorth creameries, in which he is largely interested, about 250,000 pounds. He sells butter in Europe and many parts of Canada, having sent several carloads to British Columbia.

A careful estimate of the returns from orchards places the yield of apples in Huron County at about 200,000 barrels. The highest price paid for an orchard to the county was to J. Rossier, of Colborne, who received a lump sum of \$625. Thos. Harriston, of Goderich Township, received the next largest amount, \$600.

On Friday a deputation of King St. merchants in this city urged upon the mayor that every North Toronto car should run past St. Lawrence market, passing down George street, along Front, up York, and along King back to Yonge street. They also called upon Engineer Keating, and stated their views with reference to this "T" belt line. The engineer promised to lay the matter before the street railway company.

The point which is now receiving attention in the west is control of the credit system in the retail trade, and especially the protection of the merchants from the practi-

ces of dishonest customers, especially those who, when their credit is run out at one store, look out for another victim.

Miss Maggie Gilmour, youngest daughter of William Gilmour, 765 Talbot street, London, Ont., was married a few days ago at her parents' residence to Thos. S. McLean, merchant, of Shakespeare, Ont. The ceremony was performed by Rev. J. A. Murray, of St. Andrew's. Miss Gilmour was one of the most popular young ladies in St. Andrew's congregation. Handsome tokens of love and good will were showered on her on the happy occasion.

A fire which might have resulted in a whole family being burnt to death took place the other morning in the grocery store of J. D. White & Co., Montreal. Fortunately one of the inmates was aroused by the stifling smoke forcing its way into his bedroom, and he gave the alarm. The rest were hastily awakened and succeeded in escaping, only partially dressed, to a neighbor's. Mr. White was insured.

It is estimated by competent authorities that in Florida there are 10,000,000 orange trees bearing and non-bearing. In Arizona, a new section as regards orange culture, there are about 1,000,000 trees that will come into bearing within a few years. In California there are 6,000,000 trees, part of which are bearing and part will produce in a few years. As each tree rarely grows less than two boxes, and sometimes reaches as high as ten, it can easily be seen that in ten years from to-day the production of oranges in the United States on the basis of the low average of two boxes a tree will be 34,000,000 boxes, or enough to supply the whole world. It is no wonder therefore that business men engaged in marketing out orange crops are casting about for favorable outlets, such as England and the Continent promise to be.

French-Canadian society was pained to hear of the premature death of Mrs. Zephria Hebert, wife of Mr. Hebert, of Hudson, Hebert & Co. Montreal. Mr. and Mrs. Hebert had been only wedded a short time and the lady's

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¼ lb. packets, 14 lb. boxes secured in tin
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Packed in assorted Boxes, 5-lbs., 10-lbs.,
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 Bricks, also

MUNN'S Skinless Codfish

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

Orders can be filled at short notice after this.
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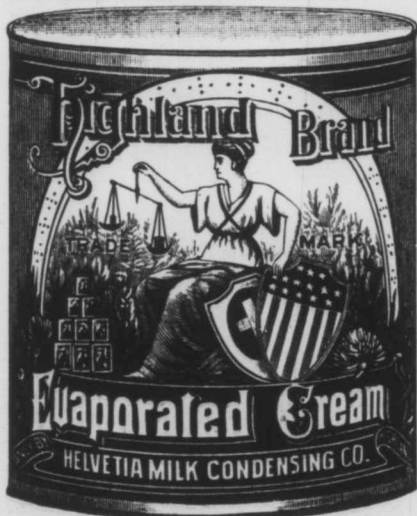
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death was entirely unexpected. She had been ailing for a few days, but was not supposed to be seriously ill. Mrs. Hebert, formerly Miss Marie Louise Skelly, was the daughter of the late James Skelly, wholesale merchant, and was only 26 years of age.

The mayor of Toronto has received a requisition signed by many prominent citizens asking that a public meeting be called to discuss the question of establishing a manufacturers' and commercial exchange, which shall, by disseminating information regarding established industries and others that may be projected, and by advertising the advantages of Toronto as an industrial centre, promote the prosperity of the city.

The British Columbia Milling and Feed Company, New Westminster, have got to work in their new mill on Front street. The appliances for handling the grain from cars or wagons and for grinding are the result of careful calculations for the economy of time and labor. The drying room will hold about 3,000 bushels, and the grinding capacity of the mill is placed at 12 tons of feed per day of 10 hours.

As already anticipated in *THE GROCER*, the archbishop ordered last Sunday that a circular letter be read in all the Catholic churches announcing that the archbishops and bishops of the province saw no good reason for softening the rigor of Lent next year. In consequence there is a much better feeling in the wholesale fish trade, and all kinds of salted, dried and pickled fish are firmly held.

At a recent meeting of the Winnipeg Board of Trade the matter of petitioning the Government to insure money packets sent by registered post was remitted to the council to take direct action with the government in conjunction with the boards of trade of Montreal and Toronto. The council were also requested to take up with the government the matter of the reduction of postage on city drop letters from two cents to one cent. It is understood that other boards are moving in this direction.

In the retail business the introduction of the method of soliciting orders daily from customers has founded a feature upon the business in itself enormously expensive, and the percentage of profit in many articles of largest sales is growing smaller by degrees and beautifully less. Where will all this end? Does it not appear inconsistent and foolish for a wholesale or retail grocer to sell sugar, an article of prime daily necessity which people must and will have and which forms a very large proportion of the entire sales, not alone at cost but at an actual loss? It certainly does so seem.

At a meeting of the Executive Committee of the Toronto City Council, it was decided that in January the people shall be asked to answer the following question: Are you in favor of the City Council asking the Legislature for power to reduce or abolish taxation

on personalty, income, merchandise, as well as machinery, and, if necessary, on buildings? The voters who will have permission to answer this question are only those entitled to vote for the election of aldermen. It was decided to ask for power to abolish exemptions on land within the city.

A system for the preservation of eggs, fresh butter and similar goods is being applied in Canada by Laing & Sons, of Montreal, who do an enormous trade in fresh butter and cheese. These retain their prime qualities through an ingenious invention, called the "Linde" refrigerator, of which Price & Co., of Exchange-buildings, are the agents in Liverpool. Cheese and butter, after being kept for months under this system, can be turned upon the market as fresh and sound as if they were only made yesterday.—*Grocers' Chronicle*.

The work of canvassing the merchants and manufacturers of Montreal for subscriptions wherewith to fight the new business tax is being vigorously pushed and a gratifying response to the appeal is being made. On one list alone the following subscriptions are recorded:—A. W. Grant, N. F. Bedard, Jas. O'Connor, Duckett, Hodge & Co., J. C. Watson & Co., and Geo. Wait & Co., \$10 each; Webster Bros. and George Brush, \$5 each; Cushing & Co. and Meldrum Bros., \$3 each. Of these subscribers J. C. Watson & Co. and Geo. Brush had already paid the tax.

The new firm of Neily & Crowe (successors to Shafner & Neily), Ridgetown, N.S., are doing a large and growing business. Their spacious store is well stocked with light and heavy groceries and crockeryware. A specialty is being made of flour and meal, which are imported direct from the millers. They believe the way to work a successful country store is by marketing the farmers' produce. So they are taking in lumber, cordwood, butter and eggs. The lumber is sent to the West Indies, and the wood to Boston, a packet being kept running between Ridgetown and Boston taking away wood and bringing flour.

The other morning a slick-looking individual went into the post-office at Hamilton, Ont., to buy some stamps. He presented a \$10 bill in payment and received a lot of silver in change, and after gathering it up he asked Miss Baine if she would give him a \$5 bill for it. She handed out the bill, and then the stranger changed his mind again and asked her to give him the \$10 and he would pay for the stamps in smaller change. During the confusing interchange that resulted the stranger evidently got the best of the redistribution of finances, for when he had been gone a minute or two Miss Baine discovered that she was minus \$5.

At the last meeting of the London (Ont.) Board of Trade, Mr. Hobbs reported that the railway committee had met and considered the advance of 1¼ cents made in the cartage rates of the railway companies, and

the committee had concluded that it would be better to embody the advance in their regular freight rates, and he moved that the Secretary take the matter up in conjunction with Toronto and Hamilton, and interview the railway authorities on the matter. Mr. John Bowman said the advance made was a covert one of from 5 to 10 per cent. If the railway companies had to do this to give some of their managers palatial residences in the Old Country, then they had better do it in a straight way. He further suggested that steps be taken to form a cartage company in London if the Boards of Trade were not successful. The motion carried.

The following resolution was passed by the board of works of Vancouver regarding the Jute Company: That this Committee recommend the exemption of taxes for a period of the B. C. Jute Company on the following conditions; 1st. That the said Company erect a two-storey building 90x100 feet with wharf on the north side of C. P. R. track. 2nd. That said building be used for the manufacture of barrels, kegs, hogsheads, and cisterns. 3rd. That said building be used also for the manufacture of jute and cotton bags of all descriptions. 4th. That said Company keep steadily employed at least twenty men per annum. The property is to be exempted from taxation from the date on which the said building is complete and the machinery running. Should the above mentioned manufacturers cease operation or any of the said conditions be broken the taxes are to be levied regularly thereafter.

A new factory was started two seasons ago at Kingston station, N. S., which promises to prove of great benefit to that vicinity. This is the Forrest canning factory, started by Halifax capital. Suitable buildings have been erected and machinery to the value of about \$40,000 has been put in. Two large heating boilers have been used and another is to be added. A well 377 feet deep has also been bored. This is the deepest, or second deepest, in the province. Condensing milk and coffee, canning corn and tomatoes and preserving apples and berries have already been taken up. From April to November some half dozen milk waggons go daily in all directions for five miles around. Large quantities also come by train. The price paid is \$1 per 100 pounds, the farmers receiving from 50 cents to \$4 each per day. The condensed milk is sold in all the principal cities of the Dominion, and some has found its way to Australia. A large business is done in supplying out-going steamers from Halifax. The price paid for apples is 80 to 90 cents per barrel, but there has been difficulty in getting the required quantity. Important shipments of condensed coffee have also been made.

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PROFIT HUNTING.

Profit hunting is a new feature of storekeeping that seems to have been generally adopted by progressive merchants in the west, and it bids fair to become paramount to all others in the business. It is nothing more or less than a careful search guided by experience, for novelties that will sell easiest, and, at the same time, bring the store into prominence. These merchants have long since realized that with a stock of staples they can only expect to carry on a conservative business with limited profits. Every man who is ambitious wants more, and it is within his reach if he will observe the advice given by an old Hebrew merchant to his son, "Keep in stock those goods for which there is a demand, for convenience, but remember that the profit is in goods that people don't know they want until they see them." In short, the merchant should assume control over demand as well as the other features of his business, rather than simply fill the orders that are given by people who find it convenient to trade with him.

Profit hunting affords the most interesting exercise for the grocer or general merchant, as it not only nets him dollars, but broadens his views and fits him for greater achievements in the mercantile line. The field is so large that it is practically unlimited; it extends over all seasons, and puts an end to dull business. A man who has once acquired a taste for profit hunting goes at it with all the enthusiasm of a sportsman on the warm trail of big game. Dull days are not known to him, and if there are any signs of a falling-off in trade it stirs within him a desire to make a more careful hunt over the field, almost every feature of which is presented in his trade paper. By careful attention he is enabled to get on the track of new business and large profits almost every week, and, by a little correspondence, he often secures the first stock of a fast selling novelty that is offered in his town. While the editorial and market features of the trade journal are always appreciated by the progressive merchants, the advertisements have been regarded by many as merely appurtenant to the general make-up of the paper. Advertisements that are striking in effect, or offer unusual inducements, have received attention, while cards serve to give them an acquaintance with certain brands of goods or a house, but to the profit hunter there is more than this among the advertisements. He reads them all every week, carefully noting anything new, and at once places himself in correspondence with the advertiser. In nearly every instance he receives a sample and catalogue, which will enable him to determine whether he will adopt the article or not. Very often he will find that the manufacturers will offer him special inducements to take hold of the goods. In a careful selection there is no more risk than in handling staples, for nearly all manufacturers furnish advertising matter that will sell the goods and at the same time advertise the store.

In addition to the goods that are offered in the advertising columns, the merchant often comes across some valuable hints in the way of advertising his business or new and improved methods of conducting it, all of which will accrue to his profit when they

are judiciously applied. The grocers who pay careful attention to the advertising columns, as well as the reading matter, may keep in touch with the market as well as the man located at trade centres, and have the benefit of the lowest prices, as well as the newest goods. Manufacturers have long since learned to avail themselves of the advantages of advertising in the leading grocery journals. They know that the country merchant will adopt an article or take advantage of special offers as quickly as grocers more conveniently located, and they do not hesitate to quote the lowest prices. There was a time when a man could open a store without any stock, except a few necessary staples, and make money, but that was long ago. Competition has put a stop to profit on ordinary staples, and he who has an ambition to make something more than a living must offer new goods and novelties. One of the best features about these goods is that they do not require large investments, while they yield large profits. Perhaps this season has afforded the general merchant and grocer more opportunities for good investments than any other for years. This is owing in a great measure to the attention of manufacturers to the World's Fair, to holiday goods, and to the inventive genius which seems to increase the number of novelties and widen the field for the merchant every year.—Chicago Correspondence of American Grocer.

EXPLICIT.



CUSTOMER—"A pound of tea, please."
CLERK—"Gunpowder?"
CUSTOMER—"I asked for tea."

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

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

MOST PERFECT MADE.

It contains neither Ammonia, Alum, or any other injurious ingredients.

It is the lightest and fluffiest of all powders.

DR. PRICE'S
Cream Baking Powder.



TORONTO MARKETS.

TORONTO, Dec. 8, 1892.

GROCERIES.

The orders that now come in are seldom large, but they are numerous and begin to be very urgent. This is characteristic of the trade usually done in December, buyers waiting for the first sign of a consumptive demand before they call for supplies of certain lines. The prominence of this feature will not be fully brought out till the last few days before Christmas, when the telephone and the telegraph will be brought into requisition to call for express parcels. Movement is now confined to fruits, nuts, peels, fancy lines and generally fine goods, which are being quite freely ordered on holiday account. In heavy goods the trade is small. Teas are assuming a larger place in current business. Prices are steadier, the firm tone of the dried fruit market having the effect of restraining cutting. Coffee continues very firm at the advanced prices. Peels are scarce. Canned vegetables are easier. Sugar is unchanged, slow and unprofitable. Collections are backward. The state of the roads is blamed for this, the movement of country traffic being entirely arrested in some districts.

COFFEES.

The Rio coffee market has fluctuated a few points downward in New York, but the change is insignificant, and is not unlikely to be followed by a recovery. Local prices are ruled by the influences that controlled the market when the outside prices were the highest, as local stocks were bought then. Jobbers this week paid $\frac{1}{2}$ c. more than they did for any former purchases. The jobbing price is stiff at 20 to 22c.

DRIED FRUITS.

Wholesale grocers have sold very large quantities of dried fruits, nuts and peels this week. The purchases are numerous, but the majority of them are on the small side. Prices are well maintained on everything, the position of the primary markets being very firm on all fruits. Ordinary Valencias are commonly quoted at $5\frac{1}{4}$ c. with $5\frac{1}{2}$ c. asked for fire off-stalk. Valencia layers, now in strong demand, are 7 to $7\frac{1}{2}$ c. in 28lb. boxes and $7\frac{1}{2}$ to 8c. in 14lb. boxes. There are still some old boxes as low as 90c. Sultana raisins have eased very materially, $6\frac{1}{2}$ c. being now quoted as the lowest price, the range rising to $12\frac{1}{2}$ c. The supply of Malaga fruit on the market is likely to be no more than sufficient for the Christmas trade, if the present strong movement of the demand holds out. The prices are lower, the following being current quotations: London layers \$2.20 to \$2.50, Blackbaskets in boxes \$4, in quarter flats \$1.30, blue baskets in boxes \$4.75, connoisseur clusters in boxes \$4, in quarter flats \$1.25, superior Dehesa layers in boxes

\$5, in quarter flats \$1.75, Royal Buckingham clusters \$6, Imperial cabinets \$2.20 to \$2.75, finest Vega \$7. Cases of Bosnia prunes are quoted at 8 to 10c., according to quality. The market on these has strengthened materially at Trieste. Figs in bags are $4\frac{1}{2}$ to $6\frac{1}{2}$ c., in boxes from 5 to 60 lbs. the range is from $10\frac{1}{2}$ to $6\frac{1}{2}$ c., but the stock of old is not completely exhausted at 5 to $5\frac{1}{2}$ c. Currants are higher in Patras, firm here and going out quite freely at from $5\frac{3}{4}$ c. upwards. Peels are scarce, but orders are being filled at unchanged prices, viz., 16c. for lemon, 18c. for orange and 30c. for citron. Nuts are very active, prime Grenoble walnuts being quoted at 16 to $16\frac{1}{2}$ c. Marbots $13\frac{1}{2}$ 14c., Cahors 11 to $12\frac{1}{2}$ c. Tarragona almonds are 15 to 16c., Sicily filberts $9\frac{1}{2}$ to 11c.

RICE, SPICES, ETC.

A quiet trade is done in rice, without any new feature being developed. Common is steady at $3\frac{3}{8}$ to 4c. The supply of Patna rice is said to be growing small. In spices there is a continuance upon last week's firm lines of the steady movement assigned to that week by our last report. There are no changes in the price list.

SUGAR.

Sugar is still generally sold below what is reputed to be the cost, the jobbing price being $4\frac{3}{8}$ c. for granulated, while the cost is 4 67c. laid down here. The price of yellow ranges upwards, according to quality, from a cent below the inside quotation for granulated, that is, $3\frac{3}{8}$ c. The sugar trade appears to diminish weekly, a smaller volume of business being reported this week than last week. Outside, the firm position of the market remains unchanged.

Willet & Gray, in their "statistical" say:

Raws.—There have been no features of interest during the week, and the market is entirely unchanged at the Four Points. At New Orleans an advance of $\frac{1}{8}$ c. has been made, owing to unfavorable reports as to yield of the cane, which may prove of importance to the market soon, as the expectation up to this time has been that the Louisiana crop would largely exceed last year's, and cover the space for supplies between other cane crops, which may not now be the case. There is a strengthening tendency to the market which does not yet show itself in higher prices. The European markets have remained barely steady through the week, and show no particular tendency. Meltings are reduced this week by one holiday, and will be larger again next week if present demand continues.

Refined.—The demand has increased considerably for all descriptions, and particularly for the low grades, as is usual on the approach of the Christmas holidays. Prices of hards remain unchanged, but a number of the low grades have advanced 1-16 to $\frac{1}{8}$ c. Market closes firmer with a better feeling throughout. Buyers should take notice that on the 8th instant a general advance in freights will be made of about 2c. to 5c. per 100 lbs.

SYRUPS AND MOLASSES.

The line of cheap United States syrups appears to be pretty completely worked off, and no one is anxious to replenish supplies. There is little stock now obtainable at less than 2c. A more active run on grades at about $2\frac{1}{2}$ c. is reported by some of the houses.

Fine table molasses is also in fairly good request at from 50c. upwards. In lower

(Continued on page 20.)

CANNED GOODS.

TORONTO.

The meeting of the canners last week has had no effect upon the market, and was not expected or intended to have, so far as can be judged by street references to it, and the report of it which appears in this week's issue. The price of vegetables has weakened instead of firming, an effect the very opposite likely to be produced by concurrence among the canners. Offerings have been very free this week, and the price was brought down to a limit that enabled some jobbers to quote as low as 80c. on assorted vegetables. Thus the market is no better than it was. It is worse, and not only in the particular of price, but in confusion, jobbers being perplexed as to whether they should venture out freely, owing to the reports of packers selling to everybody they could induce to buy. The week's business has been fairly large in a hand to mouth way, retailers still keeping their business within arm's length. Fruits are still very quiet at prices in Prices Current. Salmon is in declining demand at from \$1.45 up. Lobster is easier, as Prices Current indicate.

MONTREAL.

The movement of canned goods is still moderate being restricted to a small jobbing demand from grocers. Values rule steady, however, especially on salmon, the supply of which despite the quiet market that has ruled, showing a diminishing tendency.

New Tarragona Almonds.
New Sicily Filberts.
New Grenoble Walnuts.
New Brazils.
New Polished Pecans.
Choice Florida Oranges.
Choice Messina Lemons.

CONSIGNMENTS PRODUCE SOLICITED.

CLEMES BROS.

Phone 1766. TORONTO, ONT.



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

HENDERSON & LIDDELL,

3 Eastcheap, London, Eng.

DEALERS IN

Sugar, Dried and Green Fruit,
Rice and Canned Goods

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

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



The Standard of Excellence!

Always Reliable.

Never Vary.

If your wholesale grocer does not keep "Kent" Bottled Pickles, write direct to

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

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

Bay of Quinte Canning Factories.

PICTON and DEMORESTVILLE.

W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

VERY LOW PRICES
THIS WEEK ON
MOLASSES.

Write for figures to S.P. Leonard H. Dobbis, Montreal.

It always pays to
BUY THE BEST

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

Lakeport Preserving Co.,
Lakeport, Ont.

Factories at Lakeport and Trenton.

RED RASPBERRY JAM.

The Largest and Finest Stock
IN THE DOMINION OF CANADA.

APPLY TO

THE SIMCOE CANNING CO.,
SIMCOE, ONT.

MAPLE PRODUCTS.

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

Address

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

Boy Brand
Corn



DAILEY'S

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

Boy Brand
Tomatoes



BUYERS!

OUR interests are identical. It has paid us to pack a superior quality of Canned Goods. It will pay you to sell them. Our sales for 1892 have doubled 1891.

You may double yours by securing now, while the price is right and stock fresh and complete, a full assortment of our leading lines.

All of which is guaranteed strictly A1.

Delhi Fruit and Vegetable Canning Co.,

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

MARKETS.—Continued

grades there is some movement on a small scale for baking purposes, the price quoting from 26c. upwards.

TEAS.

Retailers are beginning to realize that the firm position of the market has proved to be an enduring reality, not to be overcome by waiting. Instead of time bringing the price closer it has carried it farther away, and retailers are paying fuller prices now than they could have bought at two months ago. Wholesale grocers are not buying freely, as they have stocks equal to the requirements of the demand for the time being, but this does not weaken the attitude of brokers and importers, who believe in the position of the market, which rests upon firm prices abroad and small stocks on spot. Buying has been confined to low and medium grades for the most part, and Japans appear to have the precedence.

MARKET NOTES.

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

A car of Skeena River salmon has just been unloaded by Davidson & Hay.

Smith & Keighley are offering a low grade sugar-house molasses at 26c. to arrive.

A cable advice from Trieste, on Tuesday reports prunes 1s. 3d. per cwt. higher.

It is understood that Boston has been buying a little molasses in Halifax, N. S.

Sloan & Crowther received on Tuesday a direct shipment of 400 half-chests of low grade Congou tea.

Valencia oranges are expected to be in stock about the middle of the month, a shipment being now on the way.

W. H. Gillard & Co., of Hamilton, report arrival of Atlas prunes in cases, Hallowee dates and new Grenoble walnuts.

Davidson & Hay are forwarding new Grenoble walnuts, of which a shipment showing fine quality came into stock this week.

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

Eby, Blain & Co. are quoting for the Christmas trade California loose muscatels in bags of 80 lbs. each. The sample is very fine.

Candied peels are very scarce on spot. Quite a large number of parcels have changed hands between wholesalers on the street at retail prices.

The British America Starch Co. Limited,

SURPRISE SOAP

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

The St. Croix Soap Mf'g Co.,

Branches :

St. Stephen, N.B.,

MONTREAL : 17 St. Nicholas St.

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

WINNIPEG: E. W. Ashley.

have advanced their prices for laundry and cooking starches one-half cent per lb. Discounts remain the same.

Clemes Bros. have received a car-load of very choice Messina lemons, bought at auction in New York, and which are offered at low prices. They are a fancy line.

Adams & Sons Co. are putting up their well known Tutti Frutti Gum with three additional new flavors, viz. : Lilac, Violet and Rose, for which there is a big demand.

Smith & Keighley purchased at auction, in New York, a large quantity of figs in ten pound boxes, which they are offering at prices very much below those paid for direct importations.

The E. S. Burnham Company, of New York city, make a specialty of extracting all the liquid portion and condensing it into Clam Bouillon, and pack it in hermetically sealed bottles, being absolutely fresh.

An extra choice new Orleans molasses is seldom seen in this country, but Lucas, Steele & Bristol, of Hamilton, have one arriving expressly intended for holiday trade. It will be worth about 60c. in barrels, extra of course in halves.

A car of Canadian evaporated apples of choice quality arrived yesterday in bond and sold at 7½c. and another car of prime to arrive is reported sold at 7¼c. per pound. These figures are much below prices realized

for fruit on this market.—New York Commercial Bulletin.

Eby, Blain & Co. have received full lines of all kinds of nuts, Grenoble and Marbot walnuts, Sicily filberts and Brazil nuts. Their sample-room display of blue fruit is worth seeing, as it comprises the very choicest grades of Malagas.

Packers claim that canned peaches in 2 and 3 lb. tins are getting scarce. There are, one of the canners says, only 318 cases in packers' hands at the moment, and stocks in jobbing houses are light. They are quoted at \$2.25 for 2's, and \$3.25 for 3's.

J. W. Lang & Co. are offering a line of 1000 boxes of off-stalk Valencia raisins that they have just received. They are quoted at 4¼ to 5c. in lots, this remarkably low figure being possible on account of the goods being purchased at an easy price two months ago.

The Grenoble is the only description of walnut that will stand on end. This test would be a tedious means of investigating whether a given lot of walnuts were purely Grenoble or were mixed. Mixtures, however, are made to bring about a low basis of quotation. Though the samples of Grenoble and Marbot when placed side by side in separate groups show a very distinct difference in color, this difference is lost sight of when the two classes are mixed, as the effect to the eye is a homogeneous color. Choice,

TORONTO, Dec. 9, '92.

WE—PAYING—ARE

FOR **4 1/8** C.
BRIGHT--DRY--SOUND
NEW CROP
DRIED APPLES.

WE **BUYING** ARE
NEW

- DRIED APPLES -

ADDRESS

STANWAY & BAYLEY,
42 FRONT ST., EAST, TORONTO.

--TERMS--

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

SIGHT DRAFT—Or local pay-orders honoured, 10 days after shipment made.

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

genuine Grenobles are high, the quotation being 16 to 16½c.

Attention is directed to the advertisement of Michael Doyle & Co. under the head of Business Chances in this week's issue of THE GROCER. This house does a gigantic business in evaporated and dried fruits. The quantity of evaporated and sun-dried apples they are now open to buy is probably the largest ever called for by a single house. They are prepared to take parcels of whatever magnitude offered.

Lucas, Steele & Bristol's notice in THE GROCER'S advertising columns this week is of importance to the trade. This firm say that business in dried fruits and other articles for holiday trade surpasses previous years. The ruling low prices appear to be the cause of increased consumption. Currants have advanced 1s. in Greece, equal to about ¼ cent per lb., and an advance may be looked for here any moment. A shipment of Cahors and Grenoble walnuts was made last week.

The wholesale grocers have been receiving roll butter quite freely the past fortnight. They do not invite business in this line, but were less averse to it this season on account of the full prices and ready market receipts could always command on the spot. But some country merchants evidently kept their butter a little too long, and now wholesale grocers are receiving large rolls that they do not want, and that they can not discover any one to take at good prices, the same butter being off flavor through long storage.

In a recent editorial reference made by THE GROCER to the shortage in broom corns, a couple of errors crept into figures quoted. Where it was intended to say that the United States demand alone called for 35,000 tons a cipher was left out; the advance was said to warrant an increase of 20 to 30 per cent. in the price of brooms, when 20 to 30c. per doz. The market is as strong as ever, a report to hand this week stating that a number of Chicago dealers have established a corner in broom corn; as a result broom makers of that city and Milwaukee are raising their prices.

PETROLEUM.

The price of refined remains steady on a basis of 14 to 14½c. for Canadian with the volume of business done increasing.

BUTTER AND CHEESE.

The supply of butter now coming forward is undoubtedly favorable to lower prices, both quantity and quality tending to depress the market. Since the resumption of shipping in large rolls, the volume of low grade stock, has increased even beyond the proportionate increase in the total receipts. Hence a lower line of value is touched in current quotations. All good butter is steady at about last week's range of prices, but anything inferior goes at easier prices and sells less readily. The approach of Christmas sharpens the demand for grades used by bakers. Choice dairy tubs go at 18 to 20c., but tubs are scarce. Lower grade tubs made all the way down to 14c. Fine rolls

butter is 16 to 18c., with variations in quotation down as low as 13c. for anything below choice.

Cheese is not particularly active, but the price is firm at 11c.

COUNTRY PRODUCE.

BEANS—The range is wide, \$1.20 to \$1.30 being asked for mediums, and \$1.35 for choice hand picked. There is no strain on either side of the market, the supply being adequate and the demand easy.

DRIED APPLES—The jobbing price, unless for small lots is 4½c., 4¾c. being asked for the small parcels. The price quoted outside is irregular, but the lowest dip of quotations is 3¾c.; 4c. may be taken to represent very fairly the outside figure.

EVAPORATED APPLES—The market is favored by demand from United States sources, some shipments having already been made. The price that local buyers are open to pay has however, risen but slightly, 6½c. being what they pay outside. Jobbing goes on quietly at 7 to 7½c.

EGGS—The supply is still short of the requirements of current trade. Fresh in cased lots are 18c., limes are 15c. Strictly new laid in basket lots are bought at 28c.

HONEY—The sale for sections as an element in fancy groceries is fairly good at 13 to 15c., and extracted is also a little more active at 8 to 10c.

HOPS—A sale of 5 bales at 17½c. was made the other day. This represents pretty accurately the state of the market. Quality spaces out the distance between extremes of price about 2c., 17 to 19c. being the range.

ONIONS—The demand is light. Barrels are \$2.25 to \$2.50.

DRESSED POULTRY—The market is overrun with supplies, particularly of chickens. Scalded chickens are scarcely saleable this soft weather, and quote as low as 20c. Dry plucked are 35 to 40c. per pair. Ducks are 50 to 70c. per pair. Geese are down to 4 and 5c. per lb., turkeys 8c.

HOGS AND PROVISIONS.

Soft weather would tend to work in favor of buyers on days if receipts were heavy, but sellers seldom force business, and their caution has a gently stimulating influence. The market has advanced to \$6.65, though \$6.75 has been paid in some cases, and in one instance \$6.85 for fine hogs. The price of barrel pork has gone up, long clear is dearer and lard higher, with all products firm.

BACON—Long clear 8½c. Smoked backs are 11½ to 12c., bellies 12½., rolls 9½c.

HAMS—Are 11½ to 12c.

LARD—Pure Canadian is 10½c. in tubs, and 10½c. in pails, and 10c. in tierces. Compound is 8 to 8½c.

BARREL PORK—U.S. heaviness is \$16.50. Canadian short cut is \$17.50 to \$18.

DRESSED MEATS—Beef forees are 3 to 4½c. hindquarters 5 to 6½c., veal 6½ to 8c., mutton 5 to 6c., lamb 6c.

GREEN FRUIT.

Valencia oranges, though expected before this, are not yet to hand, and probably will not be next week. The sale of choice Floridas is increasing at firmer prices. Prices range from \$3.75 to \$4.75 for fancies. There are some big sizes though that are quoted at \$3.50. Lemons are fairly active at \$4 to \$4.50 for Messinas, \$4 to \$4.50 for Palermos and \$3.75 for Malagas. Bannanas are scarce at \$1.50 to \$2. Pineapples are 20c. Malaga grapes are going out steadily at \$7.50 to \$8. Cranberries are very firm at \$9 to \$10, and may go higher in sympathy

with the New York market. Apples are unchanged at \$1.50 to \$2.75 the street deliveries at \$1.30 to \$2.75, the street deliveries absorbing a great part of local trade. Spanish onions are \$1 per crate.

FISH AND OYSTERS.

The cheapness of poultry gives a set back to the trade in fish, which is now dull at easier prices. Whitefish and salmon trout are down to \$7, lake herring are \$2 to \$2.50. A carload of Manitoba whitefish was received here on Tuesday. British Columbia salmon is easier at 15c. Steak cod is 7 to 7½c. market cod is 4½c., haddock is 5 to 5½c. Codfish, skinned and boned, sells at 6½c. and is in fair request. Labrador herring is \$6, shore herring \$5 to \$5.50, and Digby 11 to 12½c. per lb., boneless fish is 4c., boneless cod is 7 to 8c. Oysters are \$1.25.

HIDES, SKINS, WOOL, TALLOW.

HIDES.—No. 1 green cows' are still quoted at 4½c. Cured are moving out at 5c. in car lots.

SKINS—Sheepskins are 90c. Calfskins are quiet at 5 to 7c.

WOOL—Combing fleeces are 17c., clothing fleeces 19 to 20c. The market is very dull. In pulled wool prices remain at 22c. for super and 26c. for extra.

TALLOW—Is quiet at 5¾c. for rendered and 2c. for rough.

MONTREAL MARKETS.

MONTREAL, Dec. 8, 1892.

GROCERIES.

The week has not developed anything very special in the grocery trade, and all the leading lines present a quiet but steady position. The trade do not complain of this, as they consider a lull before the holiday demand natural, but they anticipate a good movement shortly once the winter roads become an accomplished fact and the demand for Christmas goods is really felt, which is expected to be in the course of a week or so. In fact in some ways as noted previously jobbers have been preparing for this notably in connection with dried fruit, both currants and raisins, particularly the latter. They are a very bare stock on the market, and some recent developments which are referred to elsewhere seem to point to their extreme firmness in the near future. The stock of prime fruit is very light and in few hands, while other jobbers who have been anticipating supplies have not received what they expected, and the quality is disappointing also, so much so that deliveries of some lots have been refused by their customers, and they will have to be filled from the stock held here at the high prices. Tea is quiet, but the advance in values is being generally admitted by those who hoped it was merely a spurt; advices from all the markets pointing to a higher range of values this season. The raw sugar market is steady, and despite some competition between jobbers the market can be called firm, for the refiners have their price and will not listen to anything else. Coffees and spices can be described under the same caption, in fact values on most of the staple commodities present firmness.

SUGAR.

Refiners report a fair movement of sugar toward jobbers at unchanged prices, 4½c. for granulated, bright yellows 4c. and low (Continued on page 24.)

FLOUR AND FEED.

TORONTO.

The flour market presents no new feature to the eye of the observer, prices ruling still uncommonly low and buyers being rather indifferent to business, probably even more so than sellers. There is a constant, though not strong outward movement. Feed is higher than it was a week ago.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.70; strong bakers', \$4.40; white wheat patents, \$4.60; straight roller, \$3.80; low grades, per bag, \$1.25 to \$1.50.

Car prices are: Toronto freights—Manitoba patents, \$4.35 to \$4.45; Manitoba strong bakers' \$3.90 to \$4.10; Ontario patents, \$3.40 to \$3.50; straight roller, \$3.00 to \$3.20; extra, \$2.85 to \$2.90; low grades, per bag, \$1.00 to \$1.50.

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

FEED.—Bran is \$11.50 to \$13, shorts \$12.50 to \$13 mixed feed \$22, feeding corn 60 to 62c, oats 30 to 31c.

HAY.—Baled timothy is \$9.

STRAW.—Is steady at \$5.50 to \$6.

Cough Drops

Unequaled for coughs and sore throat.

Packed in elegant 5 lb. Tins or Bottles. Prices on application.

Wm. Paterson & Son
BRANTFORD.

To Our Grocer Friends:

GENTLEMEN:—

We are in the last month of the year; Christmas Holidays with their festivities will soon be here, and '92 will soon be passed. We will be pleased to have your orders by card for any small quantities you may require to stock up for Christmas trade, and in reference to freight or express in transmitting these small amounts you will find us liberal. Let us hear from you as you may want.

And wishing you the compliments of the season,

We remain,
THE SNOW DRIFT CO.,
BRANTFORD

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

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

The Western Milling Company
(Limited.)
REGINA, ASSA.

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

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

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

Correspondence Solicited.

Embros
Oatmeal
Mills

D. R. ROSS, EMBRO, ONT.
A CHOICE QUALITY OF
Roller, Standard and Granulated

Oatmeal
IN BARRELS, HALF BARRELS OR BAGS.

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

R. M. PINCOMBE.

W. W. SUTHERLAND.
STRATHROY OATMEAL AND CORNMEAL MILLS.
Pincombe & Sutherland,
STRATHROY, ONTARIO.

Manufacture by the latest improved process

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

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

OATMEAL

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

GENERAL GRAIN DEALER.

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

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—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers
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Also Oatmeal, Rolled Oats, Rolled Oatmeal Granulated and Standard.
Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y,
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-- MILLERS --
(Hungarian Process)

BRANDS:
KLEBER, MAY BLOSSOM.

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



MONTREAL Markets continued

grades 3 $\frac{1}{2}$ c. all these figures being for straight lots from the refineries. Foreign reports to brokers here quote the new market firm, while the statistical position of the beet crop is considered to be a strong supporting factor.

SYRUPS AND MOLASSES.

The demand for syrups continues good at steady prices with fair jobs from first hands. In a jobbing way however trade is rather on the quiet side. Finer goods of Canadians move 1 $\frac{1}{2}$ to 2 $\frac{1}{2}$ c. per lb., while American stock fill the market at 23 $\frac{1}{2}$ c. per gallon. There is a fair movement in molasses, Barbadoes selling at 31 $\frac{1}{2}$ to 32c. per gallon.

TEA.

Locally tea dealers report the market quiet, but they speak of some fair orders for near by delivery on western account. Stocks worth from 16 to 18c have the most call.

COFFEES AND SPICES.

The firmness that has ruled for a period in coffees is fully maintained under very light supplies here, stocks in first hands being kept down to very moderate limits. We quote Rios 20 to 21 $\frac{1}{2}$ c. Spices rule steady but rather quiet.

RICE.

Rice has shown a smaller volume of business during this week, buyers apparently, considering that they have enough to go along with. Values rule steady and unchanged: Standard, \$3.85 to \$4; Louisiana, \$5.25 to \$5.50; choice Burmah, 4 to 4 $\frac{1}{2}$ c.; Japans \$4.50 to \$5; Patnas, \$5.25 to \$5.50; Carolina, \$7 to \$8.

DRIED FRUIT.

The deal in this line of goods, especially Valencia raisins has furnished the most interesting feature of the week in the grocery market. Last week reference was made to arrivals from New York, and the prompt way in which they were absorbed. This week there has been further receipts on account of some of the cheap 12s. purchases referred to by THE GROCER some time ago. These receipts have been very unsatisfactory as to quality, so much so that deliveries of some of them by jobbers to customers have been refused, and the former are considering whether there is ground for their refusal on the question of condition. Holders of prime stock, therefore, which is in very light supply here are firmer if anything in their views than a week ago, and it is quite likely that an order for a good quantity would induce them to ask an advance on present figures. We quote seconds firm at 5c., and firsts 5 $\frac{1}{2}$ to 5 $\frac{3}{4}$ c. with some lots of selected stock held for even higher figures. Currants although not furnishing the same lively features as raisins present the undeniable firmness that has been noted all along, and with supplies in few hands nothing else is anticipated. We quote 5 $\frac{1}{2}$ c. in barrels, 5 $\frac{3}{4}$ c. in half-barrels, and 5 $\frac{1}{2}$ c. in cases.

NUTS.

The market has shown more activity during the past week, the movement showing increasing volume, no doubt in anticipation of holiday requirements. Prices are steady and unchanged:—Pecans 10 to 12 $\frac{1}{2}$ c., Terragona almonds 14 to 15c., Grenoble walnuts 13 $\frac{1}{2}$ to 14c., filberts 9 to 10c., Ivica 12 $\frac{1}{2}$ to 13c., Bordeaux 9 to 10 $\frac{1}{2}$ c., peanuts No. 1 roasted 9 $\frac{1}{2}$ c., Brazil 11 to 12 $\frac{1}{2}$ c., marbots 11 $\frac{1}{2}$ c., cocoa nuts \$3.50 to \$4 per bag of 100.

FRUIT.

Lemons and oranges have shown a little more firmness since our last but the volume

of business has not increased to any appreciable extent. We quote Malaga \$7 to \$7.50 in cases and boxes \$3.50 to \$4. Jamaica oranges \$7. to \$8. in barrels.

There are only a few bananas offering, prices ruling firm at \$1.75 to \$2.50 per bunch.

Figs meet with a fair demand at 9 $\frac{1}{2}$ to 10c per lb. Crystallized stock in five pound boxes move at \$1.

There have been good sales of dates and prices are firm at 5 to 5 $\frac{1}{2}$ c. per box.

Dried stock has been fairly active at unchanged prices during the week. We quote dried apples 5 to 5 $\frac{1}{2}$ c. evaporated 6 to 7c. dried peaches 14 to 15c., apricots 14 to 15c., evaporated peaches 12 to 13 $\frac{1}{2}$.

Spanish onions are steady at 80 to 85c per crate.

FISH.

The announcement of the Archbishop that Lent would be strictly observed has induced more activity in fish, and as supplies of the leading lines are light the market rules very firm, while the receipts that come from the coast are generally absorbed. We quote: Labrador herring, \$5 to \$5.50; C.B. and B.C. salmon, \$13 to \$15; green cod, \$4.50; had-dock 3 $\frac{1}{2}$ to 4c., and cod, 3 to 4c.

APPLES.

The market remains quiet with a few sales of round lots reported of winter fruit at \$2.25 to \$2.50 per barrel. Jobbing parcels bringing more money. At these figures sellers say there is no money in the stock.

PROVISIONS.

Provisions rule quiet and steady. There is a fair demand for smoked meats, but pork is somewhat neglected. Canadian short cut, per brl. \$16.50 to \$18; Mess pork, Western, new, per brl \$16 to \$16.50; Hams, city cured, per brl. 11 to 12 $\frac{1}{2}$ c; Lard, Canadian, in pails 9 to 9 $\frac{1}{2}$ c; Bacon, per lb., 11 to 12c.; Lard, com, refined, per lb., 7 $\frac{1}{2}$ to 8c.

DRESSED HOGS.

Receipts of late have been freer, but the market is well closed up and prices steady. We quote \$6.40 to \$6.50.

HONEY.

There is no change in honey. Extracted sells at 7 to 8 $\frac{1}{2}$ c., and choice comb stock 12 to 13 $\frac{1}{2}$ c., lower grade 8 to 11 $\frac{1}{2}$ c.

EGGS.

The egg market is steady under lighter receipts from the west. Demand is fairly good, and we quote limered Montreal 16 to 17c., Western ditto 15 to 16c.

BUTTER AND CHEESE.

Butter is about the same. There is a fair call for good dairy stock for local wants, but otherwise the market is quiet. We quote as follows:—Late made fall creamery, 23 to 23 $\frac{1}{2}$ c; Earlier makes 22c.; Townships 20 to 21c.; Morrisburg and Brockville 18 to 19c.; Western dairy 17 to 18c.

Cheese is steady but dull. Stocks are so small here now that the market is likely to prove uninteresting for the remainder of the season. Finest late made Ontario, 10 $\frac{1}{2}$ to 10 $\frac{3}{4}$ c., finest late made Eastern, 10 $\frac{1}{2}$ to 10 $\frac{3}{4}$ c., fair to medium, 10 $\frac{1}{2}$ to 10 $\frac{3}{4}$ c.

The recommendation of the Toronto Markets and License Committee referred to on another page, to make application to the Legislature for power to increase the market fees was struck out. Application will, however, be made for an amendment to the Municipal Act so as to provide that the city shall have power to impose a market fee on all non-residents offering produce for sale as soon as they come within the city limits.

TRAITS OF THE TRUE MERCHANT.

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

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

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

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

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

He does not boast of his extravagancies. There are more men of economical habits in the world than spend-thrift fools, and it is always well to "tie to" the good opinion of the good housekeeper.

He does not interrupt; does not look bored.

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

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

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

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

He is not—so many things, that it would be safe to state, comprehensively, in describing the true merchant; he is not unlike the true man.—Key-stone.

CLERKS' DEPARTMENT.

The question of whether there is a chance for those who have merit and deserve success cannot better be illustrated than in the life of "Mint" Tompkins, as he was called, whose death took place last week in this city. Below will be found the story of "Mint's" success, as told in the columns of The New York Sun. My first introduction to Mr. Tompkins was about ten years ago, and at that time his principal store was in Spring street. He was unquestionably one of the most straightforward men it has been my lot to meet, and was a thorough grocer from head to foot.

He told me his story of early life and how long he had to work when a clerk, but he always tried to do his work to the satisfaction of his employer. Never would he shirk work, and always made it a point to try to

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

Every Grocer should have the Salada Tea Co's Teas in stock.

In pound and half pound lead packages. They are guaranteed to give satisfaction or you can return them any time. Send us a small order.

P. C. LARKIN & Co.,
WHOLESALE GROCERS,
25 Front St. E.,
TORONTO.

ESTABLISHED 1851.

JUST RECEIVED

4,500 Boxes

Valencia Raisins

WRITE FOR OUR PRICES.

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

BALFOUR & CO.,
IMPORTERS OF TEAS

—AND—
WHOLESALE GROCERS,
HAMILTON.

WESTERN ONTARIO AGENTS FOR THE
Irish Mustard.

Cherry's DUBLIN Mustard is guaranteed absolutely PURE, and sold cheaper than the compound. Send for Prices.

Raisins
FIGS **DATES**
Currants
NUTS **PEELS**
LARGE ASSORTMENT.

J. W. LANG & CO.,
Wholesale Grocers,
59, 61, 63 FRONT STREET EAST,
TORONTO.

Nova Scotia
TURKEY.

Only shipment of the season now
in store.

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

VALENCIAS

Our shipments now arriving ex S. S. Ar-
dengorm and Broomhaugh, were purchased
at the lowest point.

Layers, very choicest quality.
Best value in market.

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

❖**ARRIVED**❖

New Sultanas.
SPECIAL LOT OF BAG FIGS
DATES, PRUNES,
GRENOBLE WALNUTS.

SMITH & KEIGHLEY
Wholesale Grocers,
9 Front St. E., Toronto

NEW
Grenoble, Marbot
—AND—
Bordeaux
Walnuts
NOW IN STOCK.

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

JOHN BURGESS & SON
SAUCE
AND
PICKLE

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

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

EDWARD ADAMS
& CO.

Importers of Teas

—AND—
Wholesale Grocers
LONDON, ONT.

SPECIAL BRAND TEA.
LOOK OUT FOR

GOAT
JAPAN TEA.
Nothing equal to it at the price.
See our travellers.
Write for samples and prices.

Thos. KINNEAR & Co
Wholesale Grocers,
49 Front Street East,
TORONTO.

Elliott, Marr & Co.,
Importers of Teas
—AND—
Wholesale Grocers.

LONDON, ONT.

be the quickest clerk in the store in which he worked. He was a great worker and, no doubt, to this one fact he owes much of his success. He was always at it early and late, and never deputed to others what he could do himself. He had the greatest contempt for sluggards, and would not tolerate a clerk who could not get a move on him. His business grew and grew, and while it was only a retail business, he was a very large buyer. At times he would buy a large line of canned goods or any other article at low figures for cash, and would sell them at a small profit. He often sold retail at lower figures than were quoted for the same goods in the wholesale price lists. He did a very large business, taking in cash sales as much as \$1,500 to \$2,000 in a single day in one store. He ultimately decided to go into the wholesale trade, and he took a large building for that purpose. He sold at a small profit and was successful. Taken all in all, he was a unique figure in the grocery business of this city, and is an example of what can be done by a young man friendless in a big city.—National Grocer.

A GOOD SALESMAN.

Mr. J. G. Powers, for many years one of Wannamaker's lieutenants, in an after dinner speech, said:

"To be a good salesman is the same, so far as it goes, as to be a good merchant, and the great majority of both merchants and salesmen mistake what is to be either. For instance, isn't this the prevailing notion of a good salesman: To be bright and clean looking, to have a good face, a pleasant manner, to be modest, but confident, ready and self-possessed, cheerful, cheery, polite, to take pleasure in giving pleasure, to adapt oneself to his customer, to carry the whole of one's stock in his head, to catch the customer's want or notion or whim in a minute, and go to a dozen sorts of goods and surround that want or notion or whim with so many satisfactions as to narrow it into a choice between them; not to be afraid of work; to welcome service, to make a business of being ready with many expedients for every emergency; to seem to have no end of strength and time and patience; to spend them all without stint in the effort to please; to come from the last transaction with buoyancy and with anticipation of equal success in the next one; to devote oneself to a dozen, twenty, forty customers, one after another, never weary, with forty different manners of forty different customers, all marked by adaptation to the one in hand; taking success and failure with the same complaisance; helping other salesmen; taking help from them; being devoted to business, the business of selling and helping others to sell and being helped to sell, as if selling were what the world turns on. I believe that both merchant and salesman, to be good in their respective capacities, must add to these blandishments the hard, cold, stern virtue of sincerity. Of two equal salesmen side by side, the one who sincerely makes his customer's money go as far in satisfaction and gratification as the store affords him opportunity to do, will distance the other just as surely as of two equal stores side by side, the one that counts not the cost of faithful,

adequate service will distance the other. Store and salesman must work together. A faithful salesman is out of place in a faithless store; and a faithful store depends on the faithfulness of its sellers."—N. Y. Press.

CUTTING AND SUCCESS.

A short time since occurred the death of a "cutting" grocer in this city. His estate, I am told, equals at least \$600,000. And it is said that he spent about twenty years accumulating that large amount of money. No doubt a large part of this sum resulted from fortunate real estate investments, which has really made more fortunes in this city than has mercantile business of any sort. However that may be, it is certain that this grocer made the money with which to buy real estate out of his business of selling groceries, as he is said to have come to town with but a single ten dollar bill in his pocket.

There would seem to be a big lesson tucked away in these facts for somebody. It is to be presumed that this grocer literally followed Ben Franklin's prescription as to the accumulation of wealth, and really spent less than he earned.

There is, also, no doubt whatever but that this is the real secret of wealth getting. The man who can make the difference between his outgo and his income the largest in favor of the former will win financial success. No doubt many men started at the same time with a desire to do just what has been here related, and most of them are probably not much better off as to cash than they were when they began. And it is probable that the majority of those have been just as capable and just as judicious as have those who have succeeded. The causes of the difference in fortune are many, and, quite often, beyond the control of the individual.

For instance, the writer knows of one grocer who is faithful, intelligent and diligent. He has, also, a good business, which he owes entirely to his own exertions. He has been in business many years and knows how to run his affairs. He has always had a fair profit, but he has practically not a dollar except what is in his business.

Why? It has been his misfortune to have extraordinary expenses piled upon him every year that he has been in business. To begin with, his father was stricken with paralysis and lingered for several years; his children have died one by one, and, recently, after an illness extending over several years, his wife has died. He tells me that every dollar he has made has gone to paying these expenses.

This is an example of a man against whose success all the fates would seem to have combined. There are more cases of this sort than the world knows of.

I have heard of another case somewhat similar, but which will bear relating. This is a man whose business is subject to much competition, and whose profits fluctuate according to whether there is a newcomer in the neighborhood or not. He says, however, that the newcomers strike it often enough to keep him from ever getting very far ahead.

Instances of this sort may be multiplied without end. They serve to

prove simply that good fortune has something to do with success, even when economy and industry are fully present.

But I wished to say that this successful grocer was a "cutter" of the most vigorous sort. It is the common fate of this kind of business men to eventually go to the wall and to drag others with them. That this one was successful should not cause anyone to join the ranks of the "cutters."

The methods employed in this case, I am told, were to destroy the profit on certain leading and well-advertised goods, and to never let up on this process.

Not many articles were cut, but those which were cut were those which were constantly kept before the people by the manufacturers thereof. The object was to impress on the minds of the public that this man's goods were sold much cheaper than others would or could sell them, and, by inference, that he was so much more clever, as a buyer, than others, and that it was money saved to buy of him.

This impression was the more readily given to the public and retained by a large number of them, because the cash system was employed, as against the credit system of other grocers. It is a fact that most people really believe that by the system of credit they are made to pay more than they would under the other system.

All this has been true for some years back, but it is beginning to change now because of the sturdy fight made by the majority of grocers to keep up the quality of their goods.

I do not believe that the "cheap for cash" store will ever again see the prosperous days that it has in the past. The people are beginning to learn that "cheap goods" are cheap at any price, and the legitimate grocer is teaching the real lesson of economy to the people every day.

This generation has been gorged to repletion with crockery and chromos and is coming back into the traces again. There will not be many great fortunes again made out of the chromo business. The grocer who sells good goods can now, if he is wise, reap the fruits of this reaction.—Harlem in National Grocer.

TRADE INDUCEMENTS.

The position taken by the majority of merchants that it is more difficult to conduct a successful business to-day than it was ten or twenty years ago does not seem to meet with any positive denial. What constitute the difficulties has not been fully explained by our correspondents, but from the tenor of their remarks it is very evident that it is the prevailing opinion that with increasing competition comes the necessity for selling at an exceedingly low margin of profit. It is also held that the cost of carrying on business is fully as great, if not greater, now than ever before. Rentals have advanced, and the expense of clerk hire has certainly not decreased any. Economical methods receive the attention they deserve, it is true, but economy is not possible beyond a certain point. Low prices and stated expenses must, therefore, be met by a larger volume of trade. The opportunities for making money rapidly in commerce are not numerous, but the facts show that the chances for doing a

safe business exist now as well as they ever did.

Anything, therefore, that is conducive to an increased business is highly valued. So anxious are the majority of merchants to secure every dollar's worth of trade it is possible to secure in their localities that they are constantly on the lookout for new and attractive methods. It may be that their eagerness in this direction has led them to adopt schemes that prove unsatisfactory in the end, but this is only to be expected. The bad is always mingled with the good, and it requires a shrewdness seldom possessed by any tradesman to avoid a mistaken policy at all times. That the exacting disposition of buyers is in a measure the outcome of the adoption of unprofitable plans, taken up in the hope that their temporary loss would result in permanent gain to the dealer, cannot be denied. So many inducements have been offered to customers that they are apt to consider a special concession as only their right. However this may be, the people are critical in their demands, and their peculiar requirements must be met. The best the dealer can do, therefore, is to exercise the greatest care in the carrying out of new ideas, and avoid any scheme that will lead the people to expect something for nothing.

That the greatest ingenuity is now essential, even to ordinary success, is a self-evident fact. The whims of the customers must be given attention. Even if as alleged, the catering to curiosity only panders to a voracious appetite for novelties, it cannot be ignored. With many people, shopping is looked upon as a pleasure as well as a matter of business, and it stands to reason that the merchant who can make the purchase of goods at his store an occasion of enjoyment will reap the benefit.

The discussion in our columns as to the advisability of country merchants maintaining five and ten cent counters and offering "leaders," is replete with valuable suggestions. The feature they are expressing their views upon may be but a small item in the whole matter of securing new trade by the adoption of unique methods, but it shows the tendency of the ideas of the tradesman. It is worthy of notice that the majority of the merchants who have expressed themselves upon the subject favor such features as five and ten cent counters. As regards "leaders," though the consensus of opinion seems to be adverse to their use. A "leader" is evidently understood by the majority of our correspondents to be a special article offered either at cost, or slightly below cost, and the practice of selling any article at a loss is severely and properly condemned. Their views upon premiums are also varied, but an analysis of the letters leads to the opinion that where the plan has been given a thorough trial it has been demonstrated to be thoroughly satisfactory. One of our correspondents brings out a good point when he says that the farmers are specially susceptible to such plans. Not that they're credulous, or that they are to be misled in their purchases, but they look upon a shopping trip as a pleasurable event. Their visits to town are infrequent, and they invariably invest in articles usually displayed on the bargain counters.

There are many other phases of this subject that will admit of discussion,

and which will doubtless be brought out by the dealers in future issues. It certainly is a question that will repay all the attention carefully and conscientiously given it.—St. Louis Grocer and General Merchant.

A MESSAGE OF UNTRUTH.

President Harrison, in what may be called his valedictory message, and his commissioner of navigation, in a report from which we publish an extract upon another page, complain pensively that a very large percentage of United States imports from Asia are carried by our Pacific steamship lines and connecting railroads. They charge Canada with the direct intention of promoting that trade, especially in tea and coffee, by her maintenance of a duty of 10 per cent. upon tea and coffee bought in the United States and imported into this country. In the first place the language of the message is misleading, as it says this 10 per cent. is a duty imposed on tea and coffee "brought into Canada from the United States." The President must have been eager to inflame the public mind in the United States against this country when he thus descended to misrepresent the character of this duty. We are receiving coffee every week from the United States on which we pay no duty. Canadians can import from the place of growth whatever they please, and bring it through the United States without being liable for extra duty. The duty of ten per cent. on tea and coffee applies only to so much of our imports in those products as are bought in that country, and not to all that are brought from it.

The President's intemperate dislike of this country makes him equally unjust and incorrect in his assertion that this 10 per cent. was imposed to attract the Asiatic carrying trade from the United States to English and Canadian transporting corporations. At the time the measure imposing that duty was enacted, we were not competitors for the Pacific carrying trade between Asia and America. Our transcontinental line was not built for many years after, and we had no line of steamships on the Pacific. In 1872 Sir Francis Hincks freed tea and coffee, but left a differential duty of 10 per cent. upon tea brought in from the United States. He had warrant for this exception in two circumstances. One was the example of the United States itself, which for many years previous had collected a special duty of 10 per cent. on all teas brought from countries west of the Cape of Good Hope,

the object being to discriminate in favor of its own vessels. The other circumstance was the necessity of protecting our own carriers, whose bottoms brought over from England the bulk of the tea then consumed in this country, and who would have been cut out of this business by United States vessel owners but for the 10 per cent differential duty. The Act of Parliament authorizing this duty, left its enforcement to the Governor in Council. For a year the Act remained in abeyance. For about three months of that year the United States suspended the law under which the discriminating duty on indirect imports of tea and coffee to that country was imposed. The resumption of the duty across the line finally brought our Act into operation. A second chance to show a neighborly spirit was given to the United States by the Mackenzie government, which repealed the Act which authorized our differential duty. During that time the United States government continued to collect 10 per cent. on all indirect imports of tea and coffee. When the national policy was inaugurated in this country the special tea and coffee duty abolished by the former administration was re-imposed, and we have continued since that time to collect 10 per cent. duty on tea bought in the United States but grown in another country. In 1886, the United States took off this differential duty. Why, at this particular time? Presumably because United States dealers wanted the Government to do so, that they might avail themselves of an alternative line to China, namely the C. P. R.

Therefore, we did not impose this duty for the purpose of robbing United States railroads and steamships of their portion of the Asiatic carrying trade. The United States government, by abolishing their own differential duty on tea indirectly imported, threw into the hands of our carriers a great part of the trade their vessels and railroads have lost, and which their President now so vindictively mourns. His futile attempt to call down upon Canada the vengeance of the coming Government, for the hostile vote the Canadians resident in the United States recorded against him, is bitter and undignified, but worst of all it is based on wilful untruth.

Flynn Bros. of St. Catharines, proprietors of The Garden City Canning Co., have two hundred barrels of clarified sweet cider in store that they offer to the trade. They claim it to be just the thing for sale over the counter or for mince meat.

**LOWAN'S
COCOAS AND
CHOCOLATES**

Are Standard, and sold by
all grocers.

CANADIAN TRADE WITH ENGLAND.

Editor The Canadian Grocer,

Sir,—The trade in Canadian produce with the old country is increasing by leaps and bounds, and we have thought that you would perhaps be interested in the opinions and convictions of a distributor on the prospects of the trade in some of the products which Canada is sending to England for sale. Being large distributors of food stuffs we can speak on the subject with some show of authority.

Butter—To deal in the first place with this important article of consumption, we would desire to say that, although the quantity of butter shipped from Canada during the present season is larger than the shipments of any previous year, we yet think that the business might be very much extended if attention be given to the observations which we venture to append. In the first and most important place it cannot be too well understood that stale butters or those of a secondary quality do not find a ready or a profitable market. The demand is only and solely for strictly fancy qualities, and these find a ready sale. The present prices ruling here for the finest butter are from 130s to 135s per cwt., but, unless the Canadian exporters take greater pains in the production of their butter, and give increased attention to raising the quality, they will find that Australia will very soon push them out of the English market. In order that the readers of THE CANADIAN GROCER may form some idea of the enormous increase in the imports of butter from the Australian colonies into this country, and the growing demand that has arisen for it, we may quote the following figures from the Board of Trade returns, issued under the authority of the Government. Imports of Australian butter in 1891:

The total imports from all these same sources in 1888 only amounted to 25,525 cwt., showing that in three years the quantity has more than doubled itself, and now amounts in value to considerably over a quarter of a million sterling. There is not the least doubt, judging from the figures for the present year already available, that the quantities imported will show a corresponding increase, both in bulk and in value. Seeing that the facilities for shipping butter from Canada are so much greater than they can be from such distant countries, we cannot but think that the Dominion ought to secure, and might secure, a very much larger percentage of the trade.

Cheese—In this almost equally important article of domestic consumption we are pleased to be able to say that the quality of the cheese shipped from Canada has given English dealers every satisfaction, and most of them now prefer Canadian to United States cheese. Since August last the price has steadily advanced; and, although we are given to understand that there



OCEAN WAVE. BEST VALUE MADE.

Absolutely guaranteed to give and continue to give satisfaction.

It Never Varies.

SOLD ONLY IN CANS

By the live wholesale and retail trade and manufactured by

The Hamilton Coffee and Spice Co.,
HAMILTON, ONT

is a large stock of cheese in America waiting shipment, we are of opinion that quotations for the finest qualities will still further advance. We quote to-day 55s to 56s for finest September made Canadian cheese.

Eggs—The first shipment of eggs which reached this country after the adoption of the McKinley bill by the States gave buyers every satisfaction, and it was then believed that the trade in Canadian eggs would speedily develop immense proportions. Had the quality of the earlier shipments been maintained, we have no doubt these expectations would have been realized; but, unfortunately, later shipments of over-kept Canadian eggs arrived, and at once destroyed the reputation of the earlier supplies. The consequence is, we find to-day that buyers are very cautious in buying so-called "fresh" eggs from Canada, and give the preference to Danish, French, German, and even Russian eggs. Now, as it takes quite as long a time for eggs to reach this country from some parts of Europe as from Canada, we fail to see why we should not be able to have a regular supply of Canadian eggs on the English market. There is no doubt that shippers on your side have discovered ere this that it does not pay to ship stale eggs to England, and, as they have had to pay dearly for that experience, we are looking forward to future shipments being selected with greater care. The limed egg trade of the present season has so far been satisfactory, as all the shipments we have seen from Canada have been perfectly well-preserved eggs. As the consumption of eggs in England is constantly on the increase, and, as the home production is so inadequate to meet the demand, we look forward to a large trade being done in this useful and necessary article of food. The prices obtainable to-day for best limed eggs are 7s 11d to 8s 2d per 120 eggs, and for fresh Canadian eggs 8s 2d to 8s 8d per 120, while Danish eggs fetch 10s 6d to 10s 8d per 120 eggs, and Danish limed eggs 7s 6d to 8s per 120 eggs, showing at once that Canadian fresh eggs do not hold a very high reputation here.

Bacon—It is unnecessary to say that England depends in a great measure upon America for her hog products, and that it would be difficult for Canada to compete successfully in this country with the United States shippers. The consignments of bacon from Canada have only been very limited in quantity up to the present time, but there is undoubtedly a large field

open to the Canadian Dominion in this line. The pea-fed singed Wiltshire-cut bacon which has been sent here from Canada is far superior in quality to any that is shipped from the States, and compares favorably indeed with bacon imported from Denmark. During the summer months the prices of Danish singed Wiltshire-cut bacon have ranged from 64s to 72s per cwt, and, taking into consideration the prices of hogs in Canada, these quotations ought to leave curers a handsome profit. If any of your readers should at any time desire to try the English markets for a consignment of bacon we shall only be too glad to give them every information as to cut and cure that they may require.

Canned Goods—The trade in canned goods has been very disappointing for some considerable time past. Lobsters have ruled very high in price, and this has naturally very much curtailed the consumption. Besides that, some of the parcels received here have been very unsatisfactory quality, and have contained a very large percentage of blacks. Present prices for finest 1 lb. tall tins are from 30s to 32s per case; and for 1 lb. flat cans 38s to 40s, with half-pound cans at 46s to 48s per case. The demand for canned salmon has been fairly steady, and, owing to returns of short pack, prices have considerably advanced. We now quote 20s to 22s per case for finest Alaska tall, and 25s and 29s per case for finest Columbia river fish. The stocks on this side are not large, and prices are likely to still further advance. For canned fruits we have had quite a brisk trade, especially for pears and apricots. The market is almost bare, and advices from San Francisco to hand indicate a short pack. One of the first arrivals of new fruit we have on the "Liverpool" from San Francisco due the end of November. The prices to arrive are 6s 3d per dozen for apricots, 7s 9d for pears, and 7s 3d for peaches, all standard fruit.

In conclusion, may we say that the fall number of your journal, duly received, gave us much pleasure and information, and, judging from the pleasant correspondence which we have opened in Canada through our advertisement in THE CANADIAN GROCER, we are convinced that it is a most valuable trade journal, circulating among the very best export houses.

We are sir, yours truly,
S. A. VANDAM & CO.,
Hanging Ditch, Manchester, and Matt-hew street, Liverpool, England.

NEW FACTS ABOUT THE DAKOTAS

is the title of the latest illustrated pamphlet issued by the Chicago, Milwaukee & St. Paul R'y. regarding those growing states, whose wonderful crops the past season have attracted the attention of the whole country. It is full of facts of special interest for all not satisfied with their present location. Send to A. J. Taylor, Canadian Passenger Agent, No. 4 Palmer House Block, Toronto, Ont., for a copy free of expense. 51

The pure INDIAN TEA of
KEMBLE & CO.,
Calcutta, India,

Is "Second to None" for Purity, Strength, and Flavor. TRY IT.

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



GOLD MEDAL, PARIS, 1876.

W. BAKER & Co.'s
Breakfast
Cocoa

Is Absolutely Pure and it is Soluble.

Unlike the
Dutch Process

No alkalis or other chemicals or dyes are used in its manufacture.

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

W. BAKER & CO., Dorchester, Mass.

A New Idea

Which makes a big attraction in your window and draws a bevy of purchasers to your store.

You ask in astonishment what will do that? Why, Adams' New Automatic Tutti Frutti Girl Sign Box does it.

If you are doing a large business you don't need it, but if you want to increase your sales, get one or two.

Wind it up and place it in your window, and watch the result.

We have some photographic views of this box which we are mailing post-paid to those who apply while they last.

ADAMS & SONS CO.,

11 and 13 Jarvis Street, TORONTO, ONT.



USE
SPANISH BLACKING

THE KING OF BLACKINGS

F. F. DALLEY & CO., - - HAMILTON, ONT.

E. BROWN & SON'S

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



MELTONIAN BLACKING

(As used in the Royal Household)

Renders the Boots soft, durable and waterproof.

BOOT PREPARATIONS
SOLD EVERYWHERE.



MELTONIAN CREAM

(white or black)

For Renovating all kinds of Glace Kid Boots and Shoes.



ROYAL LUTETIAN CREAM

The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.



NONPAREIL DE GUICHE

Parisian Polish

For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

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

THE VALUE OF CREDIT.

The function of money represents the debts which arise from the unequal exchanges among men. The function of credit is to bring into commerce the present values of future profits, or payments. A few days ago the credit man of one of the very largest and conservative commission houses of New York said that the credit system had many sides, and, by way of illustration told the following experience he had last fall: A customer whom he knew very well embarked in a line of business that he was familiar with, and with a capital of \$4,500, had bought \$4,500 worth of goods at one time of his house. We asked him to explain how he could afford to take such a risk, which was against all the customs and usages of trade. Said he: "I knew this man very well, saw him every day, saw to whom he sold his output, and at what prices, in fact, nursed him very tenderly. Of course he confined his purchases strictly to our house. Presently I found out that he was buying elsewhere; I dropped that fellow very quick. I felt satisfied that it would be only a short while before the enthusiasm of the very liberal the enthusiasm of the very liberal credit extended to him would turn his head and swamp him. While he is yet in business and rated \$5,000, to-day I would not credit him \$1,000." Now the fact is that there are twenty men who need the incitements to industry where one needs to be checked in the pursuit of riches.

The prospective enjoyment of wealth is never left out of sight altogether, even the miser looks forward to a continued enjoyment of the sight of his accumulations. When we look at the character of personal life and the manner of enjoying wealth, we may see that they are not merely matters of private duty, but that they have a bearing on the condition of society at large. Do large possessions bring as many pleasures as pains? After one has enough to satisfy every reasonable want, it may be questioned whether any addition to his wealth does not bring more anxiety and responsibility than enjoyment. Any use of wealth that facilitates the development of any kind of skill or the refinement of taste has much to be said for it. Every one ought to own the value of money. Professor Agassiz once scornfully said: "I have no time to make money," yet it required vast sums of money for him to carry out the many valuable acquisitions he left to the world. Bulwer says: "Money is character, never treat it with levity." There are a hundred persons who can work hard to every ten who can properly husband their earnings. How many people are proud and unsocial from the secret irritation of the want of money; how many are there who, though enjoying sufficient means of comfort and independence, are very often but a little ahead of actual want if a pressure occurs?

The poorest of all things is the man who is rich in gold, but intellectually bankrupt. Grant that the utmost that can be said for the necessity of money, it will forever remain true that life is more than the means by which it is sustained. All things are for the mind, the soul, the divine part within us, and, if our true self is dwarfed and starved, the most worldly royal

possessions only serve to set forth by contrast its deep poverty and servitude.

A friend once congratulated John Jacob Astor on the gorgeous magnificence of his palatial mansion, and inferred that he must be happy. Astor replied, "Me happy?" Riches are no proof of moral worth, and their glitter often serves only to draw attention to the worthlessness of their possessor. Even the poor man may, in the enjoyment of a cultivated nature, of opportunities used and not abused, of a life spent to the best of his means and ability, look down without the slightest feeling of envy on the person of more worldly success and money bags. I see no harm in everyone establishing for himself a good credit; it has in many instances helped young men along when the time came for them to enter the commercial world for themselves. I do not see how the modern business world could get along without a credit system. Never in the world's history was competition in every calling so fierce as now, never did success demand for its attainments such alertness, activity, prudence, boldness and decision. Carlyle says: "The race of life has become intense, the runners are treading on each other's heels; woe be to him who stops to tie his shoes." Money is not a good thing, that to win it one must crawl in the dust, stoop to do a mean action, or give one's conscience a single pain. It should never be used to extinguish the sense of beauty or blunt the moral courage within us. The misuse of opportunities is bad, and the greater the opportunities are, the more shameful is the conduct of those who waste them. But even those who have not misused their wealth at all, who have had their money's worth in the best that a high civilization can afford, who have made the most of every opportunity by developing their own powers and tastes, have not attained to the best standard in the use of wealth; the highest sacrifice of human virtue is charity. Some of the finest qualities of human nature are intimately related to the charitable disposition of money. The world owes much to inventors and discoverers, it owes more to those who have shown men not only how to acquire wealth, but how to overcome themselves, to rise to a better conception of man's life, and to use their wealth so that it might tend to elevate humanity. How many happy hearts recall the world's benefactors: Peter Cooper, John Howard, Thomas Guy, Matthew Vassar, Daniel Drew, Ezra Cornell, Elihu Yale, Reuben Springer, Henry Shaw, G. W. Childs, A. J. Drexel, Michael Reese, J. F. Oberlin, Geo. Peabody, Leland Stanford, James DuPaw, James Lick, John Hopkins. All of these commenced life in a humble manner, even struggled to gain their daily bread. Their good deeds urge us along, and in this mighty age of progress we owe them our gratitude and veneration. As said before, riches, learning, and high position are not within the reach of all, but good character and a good credit may be obtained by every person; both become a source of purest gratification. They are both synonymous with social honor; if we are without them we can gain no respect among our fellow-men; and, as we are deficient in both, we sink in public estimation; our importance in society is

unfelt, and the bloom and vigor of life passes without recognition in the community of which we form a part.

TRADE SALE.

Thomas Burrows, auctioneer, Hamilton, has been instructed by the assignee, F. H. Lamb, Hamilton, to offer for sale by auction at a rate on the dollar, per inventory, on Wednesday, 14th December, at 11 o'clock, the stock belonging to estate of J. & S. Hummell, of Campden, consisting of:

Dry Goods	\$492 10
Hardware	163 32
Crockery	137 72
Groceries	387 96
Shop Furniture	53 90

\$1,234 60

Terms cash; \$100 at time of sale. Stock and inventory can be seen at the store at Campden. Inventory on application to the assignee.

WHAT GOOD ROADS MEAN.

They would make it possible for the farmer to take advantage promptly of the highest market no matter at what season of the year.

They would save him days and weeks of time which he wastes every year wallowing through the disgusting mire of dirt roads.

They would lessen the expense in keeping horses in working order, and vastly less horses would be required in the country to perform the farmer's work.

They would require less expense to keep them in repair than do the dirt roads.

They would afford ready communication with the outside world at all times of the year.

They would spare the farmer many vexations and nervous strains.

They would be free from dirt in summer, and mud and ruts in fall, winter and spring.

They would bring every farming community into closer social relations.

They would make an evening drive a pleasure instead of a vexation, as it is now.

They would do away with the absurd poll tax and supervisor system in places where it is still in use.

They would be, in short, the best possible investment to the taxpayer if built and cared for by the national government and paid for by a national tax.

All these they would do unless experience goes for naught.—Rural World.

The contest over the election of president of the Dominion Travellers' Association brought forth the following enquiry from a man whose vote was solicited: "What position does he take on the entrance of Newfoundland into the union? Is he married, or does he sing in a church choir? Does he look upon the wine when it is red, white or blue? Is he a Christian or a Grit? Can he drink gracefully out of a jug, and who does he think should succeed Lord Tennyson as poet laureate? Does he shave himself, and can he repeat the ten commandments in the United States language? Does he pay by check or I.O.U.? If these questions are satisfactorily answered I will aid his candidature all I can. By the way, what office is he running for?"

IT DIDN'T PAY.

Not many days ago, my friend,

I kept a grocery store,

Sold potatoes by the load

And cabbage by the score.

I had a way, it was my own,

I care not what you say ;

By rights it should have made me rich,

But found it didn't pay.

I had five thousand as a start.

The promise of some more ;

My stock I all on credit bought,

To fill my spacious store.

Each drummer I would entertain,

Believe all they would say ;

And bought full lines of all their goods,

But found, it didn't pay.

By measure, I would sell my goods,

Scorned the idea of weight ;

Knew nothing of a "Tariff Law."

Nor of "McKinley's" rate.

Each lady I would try to please,

By giving her her way

For sampling goods and picking choice,

But found it didn't pay.

I did a rushing business soon

It was gaining day by day ;

Gave credit free to all my trade,

For "no" I could not say.

I hired boys to do my work ;

It was the cheapest way ;

They had full sway with all the cash,

But I found it didn't pay.

My goods outside I would display,

Would never close the door ;

With charcoal dust and mackerel brine,

I would wash up the floor.

My fruit I would evaporate,

Turn spinach into hay ;

My celery I would crystalize,

But still it didn't pay.

How cheap to offer all my goods

Would be my greatest aim,

For shrinkage and for extra tare

I never brought a claim.

To take away my neighbor's trade

I studied night and day ;

Gave two more eggs than he could buy,

But found it didn't pay.

They offered me assistance soon

By hanging out a flag ;

And all my stock, both good and bad,

Was marked up with a tag.

They might have had continued

The "sale" another day,

But the man who din the shouting there,

He said, "it didn't pay."

—Fairfield, in Retail Grocers' Advocate.

DRY GOODS.

The month of November has been a favorable one for most of the wholesale houses. The volume of business done was greater than the corresponding month of 1891. The increase was much greater than was the case in October. October was a somewhat discouraging month. December has opened up well. Heavy dry goods are moving both with retailers and wholesalers. Holiday novelties and holiday staples are in good demand. In fact the amount of holiday goods moved out indicates a very strong confidence among the retailers in the volume of the Christmas trade. In Western Ontario sleighing has made business quite lively. In the more southern districts the rural trade has not been so active.

Most of the houses have completed their stock inventories, and stocks cannot be said to be too heavy. The results of the year's business will not be known for nearly ten days.

Letter orders continue numerous. Strong enquiry has been made for handkerchiefs of all kinds, neckwear and some lines of staples such as flannelettes. Here it may be remarked that the huge trade done during the past three months in flannelettes has seriously limited the volume of the trade in grey flannels. Most dealers are complaining, but stocks will lighten very slowly.

Among the buyers noticed in town were Mr. Devlin, of Aylmer, Que.; Stanley, of St. Catharines; Gough of Peterboro'; Hunter, of Orillia; Hawke, of Grimsby; McKay, of Woodstock, and several others.

NOTES.

Alexander & Anderson have finished stock-taking, and are now opening up their first shipments of domestic spring goods. They have been very fortunate in placing large orders before the recent advances in cottons, woollens and silks. They are receiving samples of British and continental dress goods. The prominent features for the coming season will be wipeords, diagonals and shot effects. The range will be as large and varied as usual.

Gordon, Mackay & Co. are pushing some very new Christmas goods in the shape of damask sets of table cloths, with napkins to match. These are novel and choice goods, and have been well approved of by the trade. The patterns are very choice, and the designs new and original. This house has secured a large repeat in friezes, which are so much in demand at present. The run on these goods has been strong and continuous, and stocks are almost depleted with the jobbers, while manufacturers are running hand to mouth orders. Still the enquiry from retailers is brisk, and a house is fortunate in having a stock of these goods.

Caldecott, Burton & Spence have set out a number of job lines and broken lots which are the result of stock-taking. Their stock of navy serges is well assorted, and their range of light colored silks will be found hard to surpass. They are thus prepared for the leading enquiries in dress goods. Their stock of Japanese handkerchiefs very fair, and their range extensive.

They have had considerable trouble in securing these goods in sufficient quantities to fill all orders. But at present they have caught up fairly well with their orders. These are excellent leaders for the holiday trade.

W. R. Brock & Co. are succeeding very well by use of post and cable in keeping their stock fully equipped for the demand in all kinds of overcoatings such as friezes and ulsterings. They have a reputation of keeping their stock well assorted, and they always try to maintain this, no matter how difficult or expensive it is.

John Macdonald & Co. are showing some nice holiday novelties in their linen department, such as sideboard covers, doilies, table sets, five o'clock tea cloths, etc. They are opening up spring lines of flannelettes, prints, etc. Their flannelettes are taking extremely well.

W. R. Brock & Co., in their furnishing department, have just passed into stock, for the holiday trade, large shipments of the latest novelties from the London market, purchased quite recently by their European buyer, Mr. A. Crawford. They consist of men's neckwear in knots of all styles, Derbys, and Windsors. One of the newest knots is called the Manvers, being a combination of a knot and Windsor tie, having long flowing unlined ends. Spots, figures and brocades lead. Their stock is very extensive, and exceedingly well chosen. Silk handkerchiefs in white, cream and colored brocade, and shot effects are very attractive. They have a large shipment of Japanese handkerchiefs direct from Yokohama. This gives them a range of handkerchiefs of all kinds for the holiday trade which has pleased large numbers of buyers. A new Christmas novelty is a new silk umbrella done up one in a box. These are shown in both ladies' and men's styles in natural, celluloid, gold and silver mounted, and other fancy handles. These are extremely rich and fantastic in effect.

John Macdonald & Co. are making a special display of neckwear in all varieties. The usual space allotted in the warehouse for these goods was too small, and increased space has been given to them, and there are better facilities for inspecting them. They display thousands of patterns, and the turnover of these goods will be phenomenal this month. It is astonishing the volume of trade done in this class of furnishings. The handkerchief trade has reached a volume already unprecedented in the history of the house. During the past week one buyer alone purchased over a thousand dozen of assorted lines of handkerchiefs, and yet the assortment on hand has never been better nor larger. Merchants from all parts of Ontario have visited their haberdashery department during the past week, and a huge business has been done in holiday goods, which will be advantageous to these buyers as well as to the house. Five cases of finest American braces have been opened up. Nineteen cases of white dress shirts, collars and cuffs, three cases of men's novelty umbrellas, and sundry cases of underwear and half-hose have also been passed into stock. Thus the arrivals of half-hose and underwear are about at an end for the season.

It Pays to
keep a
Stock of

PERRIN'S COUGH DROPS

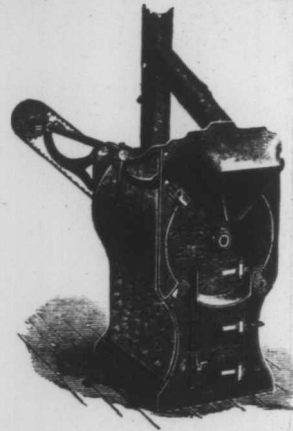
Write for quotations to
D. S. PERRIN & CO.,
LONDON, CANADA.

ADVERTISING AS AN ART.

There is only one adjective in the English language which fitly describes the progress made in the art of advertising within the last 20 or 30 years, and that is the one used with such good effect by our old friend Dr. Pangloss—"prodigious." Advertising has become not only an aid to business, but an imperative necessity, as necessary in fact to the successful conduct of business as a stock of goods. It has grown from meagre beginnings, which can scarcely be traced with certainty, to be all encompassing in its scope and all-powerful in its influences. The individual engaged in any of the present day activities who affects to ignore its value, or who in his management of the affairs committed to his care hopes for success without availing himself of the advantages which printers' ink affords, at once confesses himself out of touch with the times, and, therefore, his failure to reap a full, or even partial measure of success is a foregone conclusion.

In seeking for the birth of the art which has now grown to such proportions as to make it a special department of every well-conducted business we have to go a long way into antiquity. Signs were probably the first methods adopted by enterprising individuals to direct the attention of possible customers to their establishments. Several of these concrete advertisements were brought to light in the ruins of Pompeii and Herculaneum, a fact which goes to prove that the inhabitants of those ill-fated cities had well-developed business faculties and deserved a better fate than that which overtook them. Some of these signs represented merely the line in which the occupants of the houses or shops over which they swung were engaged, and made no other appeal to the observer's sympathies.

Thus we learn that a citizen of Pompeii, whose calling was a dairyman, indicated as much to the populace by swinging out a sign upon which a goat was painted; Bacchus engaged in the, to him, pleasant task of pressing a bunch of grapes, was a common indication that wine could be bought within the building so decorated; a mule driving a mill served to identify a bakery, and a boy being flogged was proof positive that a knowledge of the "three R's," with possibly some other accomplishment thrown in, could be acquired by the youngsters who, probably in those days as in a later period, "crept like snails unwillingly" to receive instruction from the local pedagogue, who chose the expressive method described to indicate his vocation. Some of these signs have been handed down to the present generation; the Red Lion, the Green Dragon, the Dog and Gridiron and other unconventional quadrupeds are still used, particularly the two first named, upon the signs of hostelry in the old countries. They are, although mine host of the present day may be unaware of the fact, survivals of a long past time when, coats of arms being used for signs, the necessity for original ideas became so pressing with the growth of the advertising idea that new and grotesque combinations came into vogue. Natural history was drawn upon to such an extent that the animals of the



Portable Coffee Roasters,

FOR RETAIL GROCERY TRADE,

—ALSO—

STATIONARY COFFEE ROASTERS

and Coffee and Spice machinery for wholesale trade.

Send for new Illustrated Catalogue.

THE HUNGERFORD CO.,

67 Pearl Street, New York.

forest, were they capable of understanding the liberties taken with them, would in all probability have united in a scheme for revenge. The Blue Boar, Black Swan and Flying pigs were favorite signs with the old-time innkeepers; the Fox and Seven Stars, and the Three Nuns and Hare pressed them very closely. Much money was spent in painting and carving these figures, the rivalry in this direction, indeed, being almost as keen as that which animates the enterprising advertisers to-day who outbid each other for choice positions in their favorite advertising mediums.

Looking backward to these primitive beginnings we are able to judge the magnitude of the advance made in advertising as an art. It was then the faint expression of a possible requirement; it is now the life, marrow, and soul of the commercial body.—American Artisan.

SITUATIONS VACANT.

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

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

WANTED—BY NOV. 1ST—ENERGETIC, experienced salesman for general store; well up in dry goods; not afraid of work; state salary; must have A1 references. Address Rox 342, Woodstock, Ont.

BUSINESS CHANCES.

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

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

SITUATION WANTED.

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

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

THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.PLEASE ASK FOR AND USE ONLY
NIXEY'S SPECIALITIES OF STERLING VALUE.

"CLEANLINESS"
Nixey's
Black NO DUST
Lead

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

FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES,
ALWAYS USE

"SILVER MOONLIGHT"
PLUMBAGO"
STOVE POLISH.

Always Bright & Beautiful.
In Large Packets 1d. & 2d. each.

Use only for Laundry Purposes, producing the best results.

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

For Knives, Forks, Brass
and Steel Work, &c., &c.
Won't Wear the Blades like
others.
6d. and 1s. Tins.

NIXEY'S
"INVICTA" KNIFE POLISH.

OF ALL STOREKEEPERS EVERYWHERE.
Wholesale: W. G. NIXEY, London, England.

Canadian representatives:

Mr. W. Matthews, 7 Richmond St.
East, Toronto.

Mr. Charles Gyde, 33 St. Nicholas
St., Montreal.

Grocers!

Tell your customers who make fine butter to write us for sample and prices of our parchment paper for wrapping butter, also Carver's Butter mould and other dairy appliances. It will pay you to either handle these goods yourself or have your customers write us and get these goods. Also

"ALEXANDRA"
CREAM SEPARATORS.
 BEST IN THE WORLD. ADDRESS
JOHN S. PEARCE & CO., London, Ontario.
 CORRESPONDENCE INVITED.

E. LAZENBY & SON

LONDON, ENGLAND.

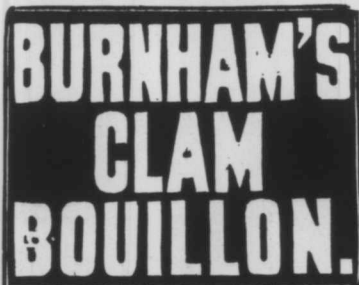
EVERY ARTICLE prepared by us is ENTIRELY UNADULTERATED and our labels are affixed to the CHOICEST DESCRIPTION OF GOODS only.

Our goods can be obtained from leading houses everywhere.

SOLE MANUFACTURERS OF

LAZENBY'S HARVEY SAUCE.

A. P. TIPPET & CO., Agents for Canada: Toronto and St. John.



IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. **Delicious Clam Broth** can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from **James Turner & Co., Hamilton, Ont.,** or write **E. S. Burnham Company, "Manufacturers," 120 Gansevort St., New York, U.S.A.**

BATTY & CO'S PICKLES AND SAUCES



Are of the Finest Quality and Guaranteed Pure.

Batty & Co's NABOB SAUCE

Is the Sauce of Sauces, and the most delicious for Fish, Hashes, Steaks, Stews, &c.

Batty & Co's NABOB PICKLE

Is universally admitted to be the finest and most enjoyable Pickle in the World.

Batty & Co's JAMS, JELLIES, & MARMALADES

Are prepared of Ripe, Sound Fruits only and Refined Sugar.

THEIR CALF'S FOOT JELLIES

Are unsurpassed for quality and flavor.

Proprietors of the well-known **DR. KITCHENER'S SALAD CREAM.**



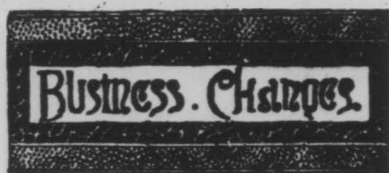
123 and 125 FINSBURY PAVEMENT, LONDON.

WRIGHT & COPP, Agents, TORONTO.

TORONTO ENGRAVING CO.
 55 KING STREET W. ENTRANCE ON BAY ST.
 CUTS FOR ALL ILLUSTRATIVE PURPOSES.
 BEST CLASS WORK - MODERATE PRICES.
 WOOD ENGRAVING
 PHOTO ENGRAVING
 ZINC ENGRAVING
 HALF TONE
 WAX ENGRAVING
 DESIGNING
 F. BRIDGEN 1892.

The Little Schoolmaster in the Art of Advertising:
PRINTERS' INK
 A Weekly Journal for Advertisers,
 Will be sent to any address from date of order to Jan. 1st, 1894, for
ONE DOLLAR.
 After Dec. 31st, 1892, the subscription price will be advanced to \$2 a year.
 ADDRESS (inclosing One Dollar)
PRINTERS' INK,
 10 Spruce St., - New York.
 For five dollars a copy of the American Newspaper Directory for the current year (1,500 pages) will be sent, carriage paid, to any address, and the purchase of the book carries with it a paid-in-advance subscription to PRINTERS' INK for one year.

P.G.
FRENCH DRESSING
 FOR
LADIES & CHILDREN'S FINE BOOTS & SHOES
 PREPARED BY
THE PURE GOLD MANF'G CO
 TORONTO ONT.



SALES MADE OR PENDING.

J. H. Hashel, grocer, Port Burwell, Ont., is giving up business.

The stock of J. H. Giguere, grocer, Montreal, is advertised for sale.

W. H. Schneider, dry goods and egg merchant, Mildmay, Ont., has sold out.

The stock of Euclide Legault, grocer, Montreal, is advertised for sale by auction.

The stock of David Berthiaume, grocer, etc., Montreal, is advertised for sale by auction.

R. Dunsmuir & Sons, general merchants, Union Mines, B. C., have been succeeded by Alex. Grant.

The estate of C. L. Ingraham, general merchant, Sydney, N. B., is advertised for sale by tender.

A. R. Green, grocer and dry goods merchant, New Westminster, B.C., advertises his grocery stock for sale by auction.

PARTNERSHIPS FORMED AND DISSOLVED.

Dame Herminie Hurtubise, wife of Euclide Hurtubise, is registered proprietress in the firm, E. Bernard & Co., hay and grain merchants, Montreal.

Rainville & Chabot, general merchants, Ste. Madeline, Que., have dissolved.

Dame Laura Frappier, wife of Francois X. Hurtubise, is registered proprietress in the firm J. Frappier & Co.

FIRES.

Walker & Company's general store at Macleod, N. W. T., was burned on Friday night. There was no insurance.

H. Jack's cheese factory, Brigden, Ont., is burnt.

R. J. Graham, fruit evaporator, Belleville, Ont., is burnt out.

The stock of J. D. White & Co., grocers, Montreal, was damaged by fire and water.

Roy & Roy's general store, at Priest's Mills, Que., was destroyed by fire. Partially insured.

DEATHS.

James A. Younie, miller, Embro, Ont., is dead.

Marc Turcotte, grocer, Montreal, is dead.

J. B. Dugnesnel, storekeeper and hotel-keeper, St. Pierre et Miquelon, N. S. is dead. add partnsp

Dame Sarah Philomene Touchette, wife of Leandre A. Droulet, is registered proprietress in the firm Droulet & Co., grocers, Quebec.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

P. E. Bourassa, merchant, Hadlow Cove, Que., has assigned.

Amedee Dagenais, grocer Ste. Cunegonde Que, has assigned.



Tea Caddies all Sizes

SPICE, BAKING POWDER AND TOBACCO TINS,
AND TIN SIGNS,
LITHOGRAPHED OR JAPANNED.

Write our nearest house for Catalogue and Prices

THE M'CLARY M'FG COMPANY,
LONDON, TORONTO, MONTREAL, WINNIPEG.

H. A. Dunlop, fruit and fish dealer, Kingston, have assigned.

L. J. Reddin, general merchant, Buctouche, N.B., has assigned.

C. Laurin, general merchant, Douglasburg, Que., has assigned.

Geo. P. Gerrie, grocer and fruit merchant, Carberry, N. W. T., has assigned.

Alfred Limoges, general merchant, St. Eustache, Que., has assigned.

Demand of assignment has been made upon J. H. Gigure, grocer, Montreal.

Aldous Bros., grocers and bakers, Nelson, B. C., has assigned to W. P. Robinson.

Gustave Paturel, general merchant, St. Pierre et Miquelon, N. S., has suspended.

Mrs. Mary Humphries, grocer, Toronto, has assigned to James Dickson, Toronto.

The landlord is in possession of the estate of A. W. Simpson, grocer, of Arnprior.

James Malcolm, general merchant, Whitevale, Ont., has assigned to Henry Barber.

Dominique Gallien, fish dealer, Caraquet, N.B., is offering to compromise at 30c. on the dollar.

The creditors of Daugherty & Eede, of Leamington, have decided to accept the offer of 10 cents on the dollar.

J. A. Allison & Co., grocers and hardware merchants, Dunbar, Ont., are offering to compromise at 50c. on the dollar.

Hagerman & Co. have come to an arrangement with their creditors whereby the latter will receive 100 cents on the dollar.

M. Hannan & Co., butter and cheese merchants, Montreal, have assigned. The liabilities are estimated at about \$115,000, among the creditors being the Bank of Toronto, \$60,000, the Molsons Bank about \$7,500, factory men in the St. Hyacinthe district \$28,000, and English creditors about \$20,000.

At a meeting of the creditors of James Shields & Co., the insolvent retail grocers of Queen-st. west, Toronto, held in the office of J. Dickson, it was decided to wind up the estate. No offer was made and T. Kinnear, W. Rice, and James Dickson were appointed inspectors. The statements showed liabilities of \$7000 and assets of \$3600.

The creditors of the Caverly Bros. met at Madoc on Friday, when A. W. Coe was confirmed as assignee, and E. D. O'Flynn and N. B. Falkiner were appointed inspectors. The assets are \$25,000 and the liabilities \$31,000. An offer of 20 cents on the dollar at three six and nine months without interest,

was refused, and the inspectors were directed to wind up the estate.

IN WIFE'S NAME.

Robert H. Campbell, grocer, Halifax, has registered consent for his wife, Ellen Campbell to transact business.

A PRACTICAL ILLUSTRATION.



MR. STARZENSTRIPE (to English Friend).
—I tell you, my boy, we Americans are a proud, free race of people—no servile submissiveness, no bowing down and cringing here!



GUARD—Step lively, there! What's the matter with you? Do you want us to stay here all day?

CRESCENT

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CRESCENT BRAND.



BRUNNER, MOND & CO., Ltd.,
NORTHWICH, ENGLAND,
MANUFACTURERS OF

Bicarbonate of Soda

REFINED and RECRYSTALLIZED—The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality, in 1-2 and 3 Cwt. Drums, and 400 lb. Casks Net Weights.

Orders for direct Importation from the Wholesale Trade Only.

WINN & HOLLAND,

MONTREAL.

SOLE AGENTS FOR THE DOMINION OF CANADA.

FAMOUS

"STAR"

Sugar Cured Meats

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

F. W. FEARMAN,
HAMILTON, ONT.

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.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Dec. 8, 1892.

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

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

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

BAKING POWDER.

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

OCEAN WAVE



COOK'S FRIEND.

(In Paper Packages.) Per doz

Size 1, in 2 and 4 doz boxes	\$2 40
" 10, in 4 doz boxes	2 10
" 8, in 6 " "	70
" 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 30
No. 1, 2 " "	1 90
1 lb, 2 " "	2 25
5 lb, 1/2 " "	9 60
WHITE STAR, per doz	
4oz tins, 3 doz in case	0 75
12 " " 2 doz in case	2 00
5 lb " " " "	9 00
5oz glass jars, 2 1/2 doz in case	1 10
10 oz glass jars, 2 doz in case	2 00
Bulk, per lb.	0 15

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

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

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

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

BLACKING.

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

P. G. FRENCH DRESSING (LADIES.)
For ladies' and children's boots and shoes.

No. 7, 1 or 2 doz. in box	\$2 00
No. 4, " " " "	1 25
P. G. FRENCH BLACKING.	
per gross	
1/2 No. 4	\$4 00
1/2 No. 6	4 50
1/2 No. 8	7 25
1/2 No. 10	25

BLACK LEAD.

W. G. NIXEY'S "JUBILEE"

Package of 12 boxes of 12 round	0 11
1 oz. blocks	2 25
Package of 12 boxes of 6 round	0 11
2 oz. blocks	2 25
Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.: 1/2 gro, 2 oz, or 1/4 gro., 4 oz.	
F. F. DALLEY & CO.	
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

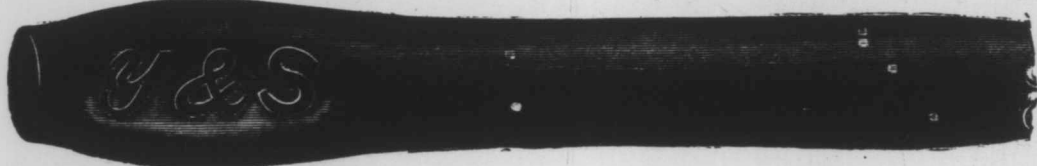
CORN BROOMS.

CHAS. BOECKH & SONS, per doz

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

CANNED GOODS.

Apples, 3's	\$0 85	\$1 00
" " " " " "	1 75	2 00
Blackberries, 2	2 00	2 25
Blueberries, 2	1 00	1 10
Beans, 2	0 90	1 00
Corn, 2's	0 85	1 00
" " " " " "	1 30	1 80
Cherries, red pitted, 2's	2 10	
Peas, 2's	0 85	1 00
Pears, Bartlett, 2's	1 75	
" " " " " "	1 50	
Pineapple, 2's	2 75	



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

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

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

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

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

Manufactured Exclusively by

YOUNG & SMYLIE,

BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices Current Continued—

Peaches, 2's	2 00	2 25
" 3's	3 00	3 25
" Pie, 3's	1 75	2 00
Plums, Gr Gages, 2's	1 75	1 65
" Lombard	1 50	1 90
" Danson Blue	0 85	1 00
Pumpkins, 3's	3 00	3 25
gallons	2 00	2 40
Raspberries, 2's	1 65	1 80
Succotash, 2's	0 85	1 00
Tomatoes, 3's	1 50	1 50
"Thistle" Finnan haddies	2 40	2 50
Lobster, Clover Leaf	1 90	2 00
" Crown flat	1 80	2 10
" tall	1 00	1 10
" Other brands	1 45	1 60
Macaroni	1 70	1 70
Salmon, talls	12 1/2	11 16 17
" flats	23 25	33 36
Sardines Albert, 1/2's tins	6 1/8	9 11
" 1/4's		
" Martiny, 1/2's		
" 1/4's		
" Other brands, 9 1/2		
" P & C, 1/2's tins		
" 1/4's		
Sardines Amer, 1/2's		
" 1/4's		

CANNED MEATS.

(CANADIAN)

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

CHEWING GUM.

ADAMS & SONS.

Tutti Frutti, 36 5c bars	\$1 20
Pepsin Tutti Frutti, 25c. packets	0 75

Orange Blossom (new) 150 pieces	1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Monte Cristo, 180 pieces	1 30
(with brilliant stone ring)	
Sappota, 150 pieces	1 00
Sweet Fern, 230 "	0 75
Red Rose, 115 pieces	0 75
Magic Trick, 115 "	0 75
Oolah, 115 "	0 75
Puzzle Gum, 115 pieces	0 75
Bo-Kay, 150 "	1 00
Mexican Fruit, 36 5c. bars	1 20
Flirtation Gum (new) (115 pieces)	0 65

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars	1 20
Pepsin (Dyspepsia), 20-5c. Bars	0 70
Sweet Sugar Cane, 150 pieces	1 00
Celery, 100 "	0 70
Lalla Rookh (all flavors) 100 "	0 70
Jingle Bell, 150 "	1 00
Cracker, 114 "	1 00
O-Dont-O, 144 "	1 00
Little Jap, 100 "	0 70
Dude Prize, 144 "	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 "Little Lord Fauntleroy" clock guaranteed.	3 75
La Rosa (20-10c. pieces)	1 40
Baby (100-1c. pieces)	0 65
Alphabet (100-1c. pieces)	0 65
Keno Prize (14-1c. pieces)	1 00
Love Talk (100-1c. pieces)	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S	
Chocolate—	Per lb
French, 1/2's, 6 and 12 lbs.	0 30
Caracas, 1/2's, 6 and 12 lbs.	0 35
Premium, 1/2's, 6 and 12 lbs.	0 30
Sante, 1/2's, 6 and 12 lbs.	0 26
Diamond, 1/2's, 6 and 12 lbs.	0 22
Sticks, gross boxes, each	0 01
Cocoa, Homopatic, 1/2's, 8 & 14 lbs	30
" Pearl	25
" London Pearl 12 & 18 "	22
" Rock	30
" Bulk in bxs	18

EPP'S.	
Cocoa—	per lb
Case of 112 lbs each	0 35
Smaller quantities	0 37 1/2
BENSCHORP'S ROYAL DUTCH COCOA.	
1/2 lb. cans, per doz	\$2 40
1 " " "	4 50
1 " " "	8 50

FRY'S	
(A. P. Tippet & Co., Agents)	
Chocolate—	per lb
Carracas, 1/2's, 6 lb. boxes	0 40
Vanilla, 1/2's,	0 40
"Gold Medal" Sweet, 6 lb bxs.	0 30
Pure, unsweetened, 1/2's, 6 lb bxs.	0 40
"Fry's" Diamond 1/2's, 6 lb bxs.	0 26
"Fry's" Monogram, 1/2, 6 lb bxs.	0 26

Cocoa—	per doz
Concentrated, 1/2's, 1 doz in box	2 40
" 1/2's, " "	4 50
" 1 lbs. " "	8 75
Homopatic, 1/2's, 14 lb boxes	0 34
" 1/2 lbs, 12 lb boxes	0 34

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)	
Mott's Broma	per lb \$0 30
Mott's Prepared Cocoa	28
Mott's Homopatic Cocoa (1/2)	32
Mott's Breakfast Cocoa	35
Mott's Breakf. Cocoa (in tins)	40
Mott's No. 1 Chocolate	30
Mott's Breakfast Chocolate	28
Mott's Caracas Chocolate	40
Mott's Diamond Chocolate	22
Mott's French-Can Chocolate	0 70
Mott's Navy or Cooking Choc	26
Mott's Cocoa Nibbs	30
Mott's Cocoa Shells	5
Mott's Vanilla Chocolate stick	22 & 24
Mott's Confec Chocolate	22c-40
Mott's Sweet Choc. Liqueurs	21c-30

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	
Hygienic, 1, 1/2, 1 lb. boxes	70 75
Iceland Moss 1/2 lb in 12 lb bxs	35
Soluble (bulk) 15 & 30 lb bxs	18 20
Soluble (tins) 6 lb and 12 lb	30
Cocoa Nibs, any quantity	30 35
Cocoa Shells, any quantity	05
Cocoa Essence	per doz 1 40

Chocolates—	
Mexican, 1/2, 1/4 in 10 lb bxs	30
Queen s Dessert, " "	40
Vanilla " "	35
Sweet Caracas " "	32
Chocolate Powder, 15, 30 lb bxs	25
Chocolate Sticks, per gross	00
Pure Caracas (plain) 1/2, 1/4 lbs	40
Royal Navy (sweet)	30
Confectioners' in 10 lb cakes	30
Chocolate Creams, in 3 lb bxs	30
Chocolate Parisien, in 6 lb bxs	30

WALTER, BAKER & CO'S

Chocolate—	
Pre'm No. 1, bxs 12 & 25 lbs each	42
Baker's Vanilla in bxs 12 lbs each	55
Caracas Sweet bxs 6 lbs each, 12 bxs in case	36
Eagle, sweet & spiced, bxs 12 lbs each	35
Vanilla Tablets, 416 in box, 24 bxs in case, per box	3 75
Spanish Tablets, 100 in box, 12 bxs in case	3 25
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes, 12 lbs each	28
Grocers' Style, in cases 24 boxes, 6 lbs each	28

45 Fingers to the lb., in cases 12 bxs 12 lbs each	28
45 Fingers to the lb., in cases 24 bxs 6 lbs each	28
Cocoa—	
Pure Prepared boxes, 12 lbs each	45
Cracked, boxes, 30 lbs each, 1 lb and assorted papers	35
Cracked, in bxs, 12 lbs., each, 1/2 lb. papers	35
Cracked, in bags, 6, 10 & 25 lbs each	30
Cocoa and shells, 12s and 25s	30

Breakfast Cocoa—	
10 bxs 6 & 12 lbs., each, 1/2 lb., tins	10
In boxes, 12 lbs., each, 1 lb tins, decorated canisters	10
Broma—	
In boxes, 12 lbs., each, 1/2 lb. tins	45



"Highland Brand" Evaporated Cream, per case 25
4 doz. 1 lb tins.

CLOTHES PINS.

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

CHAS. BECKER & SONS. per box

5 gross, single & 10 box lots	0 75	0 80
Star, 4 doz. in package	0 85	
" 6 " "	1 25	
" 4 " " cotton bags	0 90	

COFFEE.

GREEN c per lb

Mocha	28 33
Old Government Java	25 35
Rio	20 22
Plantation Ceylon	29 31
Porto Rico	21 28
Guatemala	24 26
Jamaica	22 23
Maraicao	24 26

TODHUNTER, MITCHELL & CO'S

Excelsior Blend	32
Our Own " "	32
Jersey " "	30
Laguayra " "	28
Mocha and Java	35
Old Government Java	30 32 36
Arabian Mocha	35
Maraicao	30
Santos	27 28

ALWAYS ORDER

RECKITT'S BLUE.

Xmas Confectionery.

Fine Chocolates Fine Hand Made Cream Bon Bons.
 " French Creams. " Fondants.
 " Caramels. " Mixtures.

PLACE YOUR ORDERS EARLY.

TORONTO BISCUIT AND CONFECTIONERY CO.,

7 Front St. East, Toronto.

Prices current, continued—

J. W. OWAN & CO.

Standard Java in sealed tins,
 25 and 50 lbs. 30
 Standard Imperial in sealed
 tins, 25 and 50 lbs. 32
 Standard Blend in sealed tins,
 25 and 50 lbs. 33
 Ground, in tins, 5, 10, 15 and
 25 lbs. 30 30
 Say's Parisien, in 1/4 and 1/2 tins 30

Currants, Patras, bbls 5 1/2
 " " 1/2 bbls 6
 " " cases 7 7 1/2
 " " Vostizzas, cases, 7 9
 " " 1/2 cases 8 1/2 10
 " " 5-crown Excelsior
 (cases) 8 8 1/2
 " " 1/2 case 8 1/2
 Dates, Persian, boxes, 5 6 1/2
 Figs, Elemes, 14oz., per box
 " 10 lb boxes 11 11 1/2
 " 30 lb bxs. 7 crown 15 16
 Prunes, Bosnia, casks 4 1/2 5 1/2
 " cases, new 8 1/2 8 1/2
 Raisins, Valencia, offstalk
 old 3 3 1/2
 Selected 7 7 1/2
 Layers 7 1/2 8
 Raisins, Sultanas 7 1/2 8
 " Eleme 7 1/2 8
 " Malaga 7 1/2 8

Oats, No 2, per 34 lbs 31 32
 Barley, No 1, per 48 lbs.. 49 50
 " No 2 extra 43 46
 " No 3 " 38 39
 Rye 59 60
 Peas 58 60
 Corn 56 57

Tubs, No. 1 15 50
 " 2 19 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

HAY & STRAW.

Hay, Pressed, "on track 9 00
 Straw Pressed, " 6 00 6 50

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto
 50 to 60 dy basis 2 30
 40 dy 2 35
 30 dy 2 40
 20, 18 and 12 dy 2 45
 10 dy 2 50
 8 and 9 dy 2 55
 6 and 7 dy 2 70
 5 dy 2 90
 4 dy A P 2 90
 3 dy A P 3 30
 4 dy C P 2 80
 3 dy C P 3 40

HORSE NAILS:
 "O" 60 and 5 per cent. from list.
 HORSE SHOES:
 From Toronto, per keg .. 3 65

SCREWS: Wood—
 Flat head iron 7 1/2 p.c. dis
 Round " " 7 1/2 p.c. dis.
 Flat head brass 7 1/2 p.c. dis
 Round head brass 70 p.c.

WINDOW GLASS: [To find out what
 break any required size of pane comes
 under, add its length and breadth to-
 gether. 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 55
 3rd " (41 to 50 ") 3 40
 4th " (51 to 60 ") 3 70
 5th " (61 to 70 ") 4 00

ROPE: Manila 0 11 1/2
 Sisal 0 09 1/2
 New Zealand 0 08 1/2

AXES: Per box, \$6 to \$12.
 SHOT: Canadian, dis. 12 1/2 per cent.
 HINGES: Heavy T and strap 0 4 1/2 0 5
 " Screw, hook & strap. 0 3 1/2 0 4 1/2

WHITE LEAD: Pure Ass'n guarantee
 ground in oil.
 25 lb. irons per lb 4 4 1/2
 No. 1 5
 No. 2 4 1/2
 No. 3 4
 TURPENTINE Selected packages, per
 gal 0 50
 LINED OIL per gal, raw 0 56 1/2 0 57 1/2
 Boiled, per gal. 0 59 1/2 0 60 1/2
 GLUE: Common, per lb. 0 10 0 11

INDURATED FIBRE WARE.

1/2 pail, 6 qt. \$4 00
 Star Standard, 12 qt 4 50
 Milk, 14 qt. 5 50
 Round bottomed fibre pail, 14 qt. 5 50

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
 Per lb
 Jams, absolutely pure—apple... \$0 06
 Family 0 07
 Black and Red currant, Rasp-
 berry, Strawberry, Peach
 and Gooseberry per lb. 0 12
 Plum 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.

Marmalade—orange 0 12

LICORICE.

YOUNG & SMYLLIE'S LIST.

5 lb boxes, wood or paper, per lb 0 40
 Fancy bxs. (36 or 50 sticks), per
 box 1 25 1 25
 " Ringed" 5 lb boxes, per lb 0 40
 "Acme" Pellets, 5 lb cans, per
 can 2 00
 "Acme" Pellets, Fancy boxes
 (30s) per box 1 50
 "Acme" Pellets, Fancy paper
 boxes, per box (40s) 1 25
 Tar Licorice and Tolu Waters, 5
 lb cans per can 2 00
 Licorice Lozenges, 5 lb glass
 jars 1 75
 Licorice Lozenges, 5 lb cans... 1 50
 Purity Licorice, 200 sticks 1 45
 " 100 " 0 7 1/2
 Imitation Calabria, 5 lb bxs
 p lb 0 25

MINCE MEAT.

J. H. WETHEY'S—ST. CATHARINES

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

MUSTARD.

ELLIS & KEIGHLEY'S. cts

Durham, Fine, in 1/2 and 1/4 lb tins
 per lb 25
 " Fine, in 1 lb jars 23
 " Fine, in 4 lb jars, per lb 70
 " Ex Sup., in bulk, p. lb 80
 " Superior in bulk, p. lb 20
 " Fine, " " 15

CHERRY'S IRISH

Pure in 1 lb. tins 0 40
 Pure in 1/2 lb. tins 0 42
 Pure in 1/4 lb. tins 0 44

DRUGS AND CHEMICALS.

Alum lb \$0 02 \$0 03
 Blue Vitriol 0 06 0 07
 Brimstone 0 03 0 03 1/2
 Borax 0 12 0 14
 Camphor 0 65 0 75
 Carbolic Acid 0 30 0 50
 Castor Oil 0 07 0 08
 Cream Tartar 0 28 0 30
 Epsom Salts 0 01 1/2 0 02
 Paris Green 0 16 0 17
 Extract Logwood, bulk
 " boxes 0 15 0 14
 Gentian 0 10 0 13
 Glycerine, per lb 0 16 0 17
 Heliebore 5 50 6 00
 Iodine 0 30 0 35
 Insect Powder 0 08 1/2 0 09
 Salpetre 2 50 2 75
 Soda Bicarb, per keg 1 00 1 25
 Sal Soda 0 12 1/2

DURABLE PAILS AND TUBS

WM. CANE & SONS, MANUFACTURING CO
 NEWMARKET.

Per doz.
 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

EXTRACTS.

Dalley's Fine Gold, No. 8, p. doz. \$0 75
 " " " " 1 1/2 oz. 1 25
 " " " " 2, 3 oz. 1 75
 " " " " 3, 3 oz. 2 00
 (SEELY'S FLAVORING) per doz
 Concentrated, 2 oz. full measure 1 75
 " 4 oz. " 3 00
 In Lemon, Vanilla and Assorted
 Flavors. Less 10 per cent. discount
 in gross quantities or more.

FLUID BEEF.

JOHNSTON'S, MONTREAL

per doz
 Cases, No. 1, 2 oz tins ... \$2 75 \$3 00
 " No. 2, 4 oz tins ... 4 50 5 00
 " No. 3, 8 oz tins ... 8 00 8 75
 " No. 4, 1 lb tins ... 12 60 14 25
 " No. 5, 2 lb tins ... 25 00 27 06

FRUITS.

FOREIGN.

Currants, Provincial, bbls. c. per lb 5 1/2
 " " 1/2 bbls 6
 " " Filistras, bbls 6 1/2
 " " 1/2 bbls 6 1/2

DOMESTIC.

Apples, Dried, per lb 0 04 1/2 0 05
 do Evaporated 0 07 1/2 0 08

FISH.

Oysters, per gallon 1 25
 " select, per gallon 0 06
 Pickled per lb 0 07
 Pike do 0 07
 White fish do 0 07
 Manitoba White fish do 0 07
 Salmon Trout do 1 50 2 50
 Lake herring p. 100
 Pickled and Salt Fish:
 Labrador herring, p. bbl 6 00 6 25
 Shore herring 5 00
 Salmon trout, per 1/2 bbl 5 00 5 50
 White Fish, 1/2 bbl 5 50 5 75

Dried Fish:
 Codfish, per quintal 5 25 5 75
 " cases 5 00 5 50
 Boneless fish per lb 0 04 1/2
 Boneless cod " 0 08
 Smoked Fish:
 Finnan Haddies, per lb 0 07 1/2 0 08 1/2
 Bloaters per box 1 00 2 25
 Digby herring " 0 20
 Sea Fish: Haddock per lb 0 05
 Cod " 0 07 1/2
 B.C. salmon " 0 15
 Market Cod "
 Frozen Sea Herrings "

GRAIN.

Wheat, Fall, No. 2, 0 66 0 67
 " Red Winter, No 2 0 65 0 66
 Wheat, Spring, No 2 0 64 0 65
 " Man Hard, No 1 0 91 0 92
 " " " No 2 0 84 0 85
 " " " No 3 0 77 0 77 1/2

K.

25
28
45
35
35
30

50
50
45
and
25

0 75
0 85
1 20
box
0 80
0 85
1 25
0 90

per lb
28, 33
25, 35
20, 22
29, 31
24, 28
24, 26
22, 23
24, 27

0 8
32
30
28
35
32 36
35
30
27 28

1.

Prices current, continued.

NUTS.		per lb
Almonds, Ivica	13	14
" Tarragona	15 1/2	16
" Formigetta	13	14
Almonds, Shelled Valencias	28	32
" " Jordan	40	45
" " Canary	28	30
Brazil	11	12 1/2
Cocoanuts	5	6
Filberts, Sicily	9 1/2	10
Peanuts, roasted	11	15
" green	9	10
Walnuts, Grenoble	15	16
" Bordeaux	10	11
" Naples, cases	12 1/2	13
" Marbots	12 1/2	13
" Chilis	13	13

PETROLEUM.		Imp. gal.
to 10 bbl lots, Toronto	0 14	\$0 15
Canadian	0 17	0 18
Carbon Safety	0 20	0 22
Canadian Water White	0 23	0 25
Amer'n Prime White	0 24	0 25
" Water White	0 27	0 30
Photogene		

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.		per doz
Home Made Tomato Catsup	6	00
" " " pts	3	50
" " " 1/2 pts	2	00
Chili Sauce	4	50
" " " pts	3	25
Soups (in 3 lb. cans)		
Tomato	3	50
Fancy—Chicken, Mock Turtle, Cream of Corn Pea, Celery, Asparagus	4	50
Fancy—Chicken Gumbo, Oy Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne Vermicelli, Vegetable	4	25

LEA & FERRIN'S.		per doz
Worcester Sauce, 1/2 pts.	\$5 60	\$5 75
" " pints	6 25	6 50
LAZENBY & SONS		Per doz
Pickles, all kinds, pints	3	25
" " quarts	6	00
Harvey Sauce-genuine—hlf. pts	3	25
Mushroom Catsup	2	25
Anchovy Sauce	3	25

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

COUNTRY		Per doz
Eggs, fresh	0 18	0 18
" limed	1 15	1 30
Beans	1 75	2 25
Onions, per bbl	50	70
Potatoes, per bag	0 13	0 15
Hops, 1891 crop	0 16	0 18 1/2
" 1892	0 05	0 07
Honey, extracted	0 12	0 14
" section		

PROVISIONS.		Per lb
Bacon, long clear, p lb.	0 08 1/2	0 08 1/2
Pork, mess, p. bbl.	16 50	18 00
" short cut	17 50	18 00
Hams, smoked, per lb.	0 11 1/2	0 12
" pickled	0 12 1/2	0 13 1/2
Bellies	0 09 1/2	0 10 1/2
Rolls	0 12 1/2	0 13 1/2
Backs	0 11 1/2	0 12 1/2
Lard, Canadian, per lb	0 08	0 08 1/2
Compound	0 05	0 05 1/2
Tallow, refined, per lb.	0 05	0 05 1/2
" rough	0 02	0 02

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

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

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

SPICES.		Per lb.
GROUND		Per lb.
Pepper, black, pure	\$0 12 1/2	\$0 15
" fine to superior	10	18
" white, pure	20	28
" " " "	25	32
Ginger, Jamaica, pure	18	25
" African	14	25
Cassia, fine to pure	18	25
Gloves, " "	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	80	35
Cream of Tartar, fine to pure	25	37

BRITISH AMERICA STARCH CO BRANTFORD.		Per lb.
1st quality white, in kegs and bbls	4 1/2	5 1/2
1st quality white, 3 lb. cartons	6 1/2	7 1/2
Lily White gloss, crates	7 1/2	8 1/2
Brantford gloss, 1 lb.	6 1/2	7 1/2
Lily White gloss, 1 lb. chromo	7 1/2	8 1/2
Canada Laundry, Boxes	7 1/2	8 1/2
Pure Prepared corn	6 1/2	7 1/2
Challenge Corn	8 1/2	9 1/2
Rice Starch, fancy cartons	7 1/2	8 1/2
" cubes	7 1/2	8 1/2

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

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

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

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

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

SALT.		Per lb.
Bbl salt, car lots	1 20	1 20
Coarse, car lots, F.O.B.	0 70	0 70
" " small lots	0 85	0 90
Dairy, car lots, F.O.B.	1 25	1 25
" " small lots	1 50	1 50
" " quarter-sacks	0 45	0 50
Common, fine car lots	0 80	0 80
" " small lots	0 95	1 00
Rock salt, per ton	15 00	15 00
Liverpool coarse	0 75	0 80

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

W. G. A. LAMBE & CO.,
Grocery Brokers,
TORONTO.

AGENTS FOR
The St. Lawrence Sugar Ref'g Co., Montreal.

A TIMELY QUESTION.
How is your Stock of Johnston's Fluid Beef?
EVERY STOREKEEPER
Should see to it that he is in a position to supply the demand for this excellent preparation which is a necessity in every household.

Kingsford's Oswego STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL" FOR THE TABLE.

"Silver Gloss" Kingsford's
Pure Starch. Corn Starch.

FOR SALE BY ALL LEADING JOBBERS IN CANADA.

T. KINGSFORD & SON
OSWEGO, N.Y.

Prices
V.B.
E.V.F
E.Su
X.X
XXX
Crowl
Trini
New (Porto
Ivori
Do.
Prim
John
May
Gem
Quee
Pride
Suns
Mika
Ecliy
Stan
Defis
Toro
Ruby
Momi
Detr
Lily
Ever
Quee
Mott
Floa
Elect
Hard
Boyi
Octa
Boyi
Ancl
Mora
Mori
Bouc
Priz
Swe
Extr
Old
Whi
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Pera
Orie
Puri
Holl
Garr
Ros
Coc
Ara
New
Oces
Bart
Pure
Mag
Oatn

ST. LAWRENCE

CORN STARCH
IVORY GLOSS
IVORINE

The Leading Retail Grocer in Ontario says:

"So long as St. Lawrence maintains the same high Standard, we cannot offer any others to our Customers."

Prices current, continued—

V.B.	23 3
E.V.B.	24 2
E. Superior	24 2
XX	24 2
XXX	24 3
Crown	3 3 1/2

MOLASSES.	
Trinidad, in puncheons	0 35 0 37
" bbls	0 38 0 46
" 1/2 bbls	0 40 0 40
New Orleans, in bbls.	0 30 0 52
Porto Rico, hdds.	0 38 0 40
" barrels	0 42 0 44
" 1/2 barrels	0 44 0 46

SOAP.	
Ivory Bar, 1 lb. bars	per lb 5 1/2
Do. 2, 6-16 and 3 lb bars	5
Primrose, 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.	42
" 13 oz, 1 and 2 lb. bars	3 1/2
Queen's Laundry, per bar.	5 1/2
Fride of Kitchen, per box.	2 7/8
Sunshine, boxes, 100 tablets	6 50
" " 50	3 40

MORSE'S SOAPS.	
Mikado (wrapped)	Per lb 0 04 1/2
Eclipse	0 04 1/2
Stanley Bar	0 04 1/2
Defiance	0 04 1/2
Toronto, 12 oz.	Per doz 0 30
Ruby, 10 oz.	0 24
Monster, 8 oz.	0 24
Detroit, 14 oz.	0 48
Lily White	0 48
Everyday	0 80
Queen City, 14 oz.	0 72

Per doz	
Mottled in 5 box lots, 100 bars	5 00
" " 60 bars	3 00
Floatar (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 80
White Lavender	1 00
Per doz	
White Castile Bars	0 85
White Oatmeal	0 85
Persian Bouquet, paper	2 50
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood	0 40
Heliotrope paper	1 50
Carnation	0 60
Rosa Boquet	0 60
Cocca 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
Gray Oatmeal	0 60
Plain Honey	0 70
Plain Glycerine	0 70
Plain Windsor	0 70
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20

TEAS.	
CHINA GREENS	
Gunpowder—	per lb
Cases, extra firsts	42 50
Half chests, ordinary firsts	22 38
Young Hyson—	
Cases, sifted, extra firsts	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts	22 38
" " seconds	17 19
" " thirds	15 17
" " common	11 14

PING SUEYS.	
Young Hyson—	
Half chests, firsts	28 32
" " seconds	16 19
Half Boxes, firsts	28 32
" " seconds	16 19

JAPAN.	
Half Chests—	
Choicest	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	19 20
Good common	16 18
Common	12 15
Nagasaki, 1/2 chests Pekoe	16 22
" " Oolong	14 15
" " Gunpowder	16 19
" " Siftings	5 9

BLACK.	
Gongou—	
Half Chests, Kaisow, Mon-	
ing, Pakling	12 60
Caddies, Pakling, Kaisow	18 50
INDIAN.	
Darjeelings	35 55
Lasam Pekoes	30 40
Pekoe Souchong	18 30
CEYLON.	
Broken Pekoes	35 49
Pekoes	30 40
Pekoe Souchong	17 35

TOBACCO AND CIGARS.	
British Consols, 4's; bright twist,	
5's; Twin Gold Bar, 8's	67c
Ingots, rough and ready, 8's	64
Laurel, 3'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, 12's	50 1/2
Prince of Wales, in caddies	51 1/2
" " in 40 lb boxes	51
Bright Smoking Plug Myrtle, T &	
B. 3's	60
Lily, 7's	55
Diamond Solace, 12's	50
Mvrtle Cut Smoking, 1 lb tins	70
1/2 lb pg, 6 lb boxes	70
os pg, 5 lb boxes	70

EMPIRE TOBACCO COMPANY.	
CUT SMOKING.	
Golden Plug, 2 oz. pkg boxes, 5	
lbs.	65
Uncle Ned, 2 oz. pkg, bxs 5 lbs	60
Gem, 2 oz, packages, 5 lb boxes	61
Gem, 3 oz tins in 6 lb cases	70

PLUG SMOKING.	
Golden Plug	56
Uncle John, 3 x 6, 3s. caddies	
16 1/2 lbs	54
Gem. 3 x 6, 3s. caddies 16 1/2 lbs	53
St. Lawrence, 2 x 3, 7s. caddies	
about 17 lbs	51
Banner, 2 x 3, 7s. caddies about	
17 lbs	48
Sterling, 2 x 3, 7s. caddies about	
17 lbs	46
Louise, Solace, 12s. caddies about	
16 lbs	46
Florence, Solace, 12s. caddies	
about 17 lbs	42
Hawthorne, 8s. butts 23 lbs	47
Something Good, 6s. butts 21 lbs	46 1/2

FANCY SWEET CHEWING.	
Good Luck, spun roll, 16 boxes	
4 lbs.	65
Empire, 3 x 6, 4s. spaced 8s. bxs	
4 1/2 lbs.	61
Top, 16 oz spaced 8s. boxes 4 lbs	60
Joy, 3 x 12s., 14 1/2 oz. Spaced 6s.	
Rough and ready. Butts 25 lbs	52
Judge, 2 x 3, 8s. Flat. Caddies	
about 20 1/2 lbs.	50
Currency, 3 x 3, 7s. Rough and	
ready. Caddies about 21 lbs	49
Kentucky, 1 1/2 x 3, 13s. Caddies	
about 21 lbs	50
Kentucky, 1 1/2 x 3, 7s. Caddies	
about 21 1/2 lbs.	49
BLACK SWEET CHEWING.	
Star, Narrow, 12s. Butts about	
23 lbs.	47
Morning Star, 12s. Butts about	
22 1/2 lbs.	43 1/2
Montreal Twist, 12s. Caddies	
about 23 lbs.	44
Anchor Twist, 12s. Caddies about	
23 lbs.	42 1/2

CIGARS—S. DAVIS & SONS, Montreal.	
Sizes. Per M	
Madre E' Hijo, Lord Landsdown	\$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	50 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	1 00
Mauricio	15 00

DOMINION CUT TOBACCO WORKS, MONTREAL.	
CIGARETTES. Per M.	
Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
The Holder	3 85
Hyde Park	10 50
CUT TOBACCOES. per lb	
Puritan, tenths, 5 lb. boxes	74
Old Chum, ninths, 5 lb box	71
Old Virgin, 1-10 lbpkg, 10 lbxs	62
Gold Block, ninths, 5 lb boxes	73

CIGARETTE TOBACCO.	
B. C. N. 1, 1-10, 5 lb boxes	
Puritan, 1-10, 5 lb boxes	85
Athlete, per lb.	1 15
Hyde Park	10 50

VINEGAR.	
A. HAAZ & CO	
XX, W.W.	0 2c
XXX, W.W.	0 5
Honey Dew	0 30
Pickling	0 30
Malting	0 45

WOODENWARE. per doz	
Pails, 2 hoop, clear	Nc 1... \$1 79
" " " " " " " " " " " "	1 90
Pails, 2hoops, clear	No. 2... 1 60
" " " " " " " " " " " "	1 80
" " " " " " " " " " " "	1 80
Tubs, No. 0	9 50
" " " " " " " " " " " "	8 00
" " " " " " " " " " " "	7 00
" " " " " " " " " " " "	6 00
Washboards, Globe	\$1 90
" " Water Witch	1 40
" " Northern Queen	2 25
" " Planet	1 70
" " Waverly	1 60
" " X X	1 50
" " X	1 30
" " Single Crescent	1 85
" " Double	2 75
" " Jubilee	3 25
" " Globe Improved	1 80
" " Quick and Easy	1 90
" " World	1 75
" " Ratler	1 30

Matches, 5 case lots, single cases	
Parlor	1 60 \$1 65
Telephone	3 50 3 70
Telegraph	3 80 3 90
Safety	4 20 4 30
French	3 60 3 75
Railroad (10 gro. in case)	
Single case and under 5 ca.	\$3 70
5 cases and under 10 cases	\$3 60
Steamship (10 gro. in case)	
Single case and under 5 ca.	3 50
5 cases and under 10 cases	3 40
Mops and Handles, comb.	
Butter tubs	\$1 60 \$3 20
Butter Bowls, crates ass'd	3 60

WASHING COMPOUND.	
Housekeeper's Quick.	
Washing per case	1 25
5c pkgs 100 in case	3 50
10c " 60 in case	4 00

PEERLESS WASHING COMPOUND.	
per case	
1/2 lb packages, 12 doz in case	\$4 50
1 lb " " 6 " " " "	3 90
1 lb " " 3 " " " "	3 60
5 cts " " 100 " " " "	3 50

YEAST.	
BARM MFG. CO. per box	
1 box containing 2 doz. 5c. pkgs.	0 50
1 " " 2 doz. 10c. " "	1 00

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



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

: NO BLUEING :

Material whatsoever is used in the manufacture of
OUR GRANULATED.

THE CANADA SUGAR REFINING CO'Y [LIMITED],
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Manufacturers of Refined Sugars of the well-known Brand

Redpath

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

Lump Sugar, in 50 and 100 lb. boxes.

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

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

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

OLD CHUM.

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PLUG AND CUT

FINNAN HADDIES

Fresh Smoked.

ORDERS SENT TO

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WILL RECEIVE PROMPT ATTENTION, ALSO

Dry Codfish, Smoked
Herring, &c., &c.

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Kingston, Jamaica, W.I.

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References: The Merchants Bank of Halifax.
The E. B. Eddy Agencies. Mfg Co., Hull, P.Q.
The Mercantile Agencies.

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

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Butter, eggs and general Farm Produce. Orders and consignments solicited.

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FLOUR High Patents, Bakers and Low Grades.
Split Peas, Pot Barley and Corn Meal.
Feed of all kinds.
E. D. TILLSON, TILSONBURG, ONT.

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SIZES



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BEAUTIFUL ASSORTMENT.

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HYDE PARK, ATHLETE, PURITAN, DERBY. SWEET SIXTEEN CIGARETTES.



THE GENTLEWOMAN writes: "It is a most delightfully palatable and refreshing, sparkling drink—whether taken alone or mixed with Wine, Spirits or Milk. Analysed by leading Physicians whose reports on it are most favorable."

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30 Wellington St. E., TORONTO.

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