



THE CANADIAN  
FALL NUMBER · 1891 ·  
GROCER ·

Toronto  
Lithographers & Co.

# EDDY'S No. 1 MATCHES

In Woodboard Caddies. Weight only 63 pounds. Other makes weigh 80 to 90 pounds.

--UNIFORM IN SIZE.--

--SUPERIOR IN QUALITY.--

--HANDSOME IN APPEARANCE.--

--UNRESERVEDLY GUARANTEED.--



⊗ EVERY STICK A MATCH.----EVERY MATCH A LIGHTER. ⊗

The Ten Gross Cases are well and strongly made.

The Quarter Gross Caddies are neatly and handsomely printed.

The Small Boxes are machine made, uniform in size, and regular in count.

To the dealer there is a great saving in freight and storage.

To the consumer, great satisfaction in use, known excellence of manufacture, absolute guarantee as to quantity and quality.

—SOLD EVERYWHERE.—

✻ Mammoth Factories at Hull, Canada. ✻

✻ ESTABLISHED 1851. ✻

FIVE GOOD TUBS FINE. U.S. EXCL. ANNUALLY FINE.



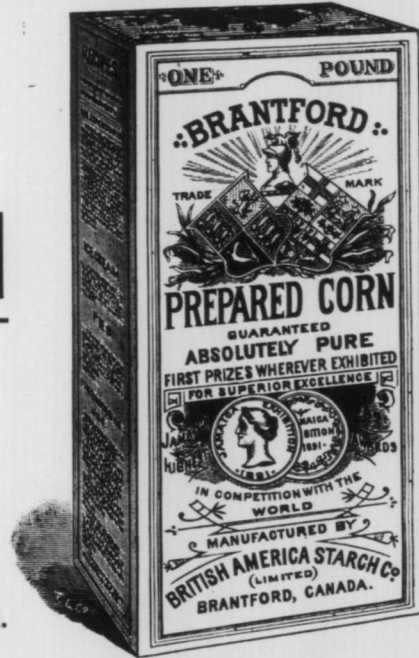
AHEAD OF ALL.

BRANTFORD PREPARED CORN

Highest Award

JAMAICA EXHIBITION, 1891.

Manufactured by THE BRITISH AMERICA STARCH CO., Ltd., Brantford.



MADRE E' HIJO (7 SIZES)

FINE GOOD, TUB ST.

W.A.S. EXCEL. SURELY FINE.

WE ARE BUYING

Dried Apples.

SEND SAMPLES AND QUOTATIONS

ESTABLISHED 1890.

STANWAY & BAYLEY.  
BROKERS

AND GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST. TORONTO.

WE ARE BUYING

Evaporated Apples

SEND SAMPLES AND QUOTATIONS

H. A. NELSON & SONS

Manufacturers and Wholesale Dealers

-IN-

BROOMS AND WHISKS,

Brushes, Baskets, Mats,  
Cordage, Grocers' Sundries,

Railroad and  
Steamship Matches.

SOLE SELLING AGENTS

for the Celebrated Woodenware manufac-  
tured by

THE LONGFORD MAN'G CO.,

Send for Staple Catalogue now ready.

56 AND 58 FRONT ST. WEST, TORONTO.



ASK FOR

MOTT'S

DUNN'S  
BAKING  
POWDER

THE COOK'S BEST FRIEND

Largest Sale in Canada.

Taylor, Scott & Co.

TORONTO.



Retail Price, 25c.


For sale by all first-class grocers

EL PADRE AND CABLE.

- **EMPIRE** -

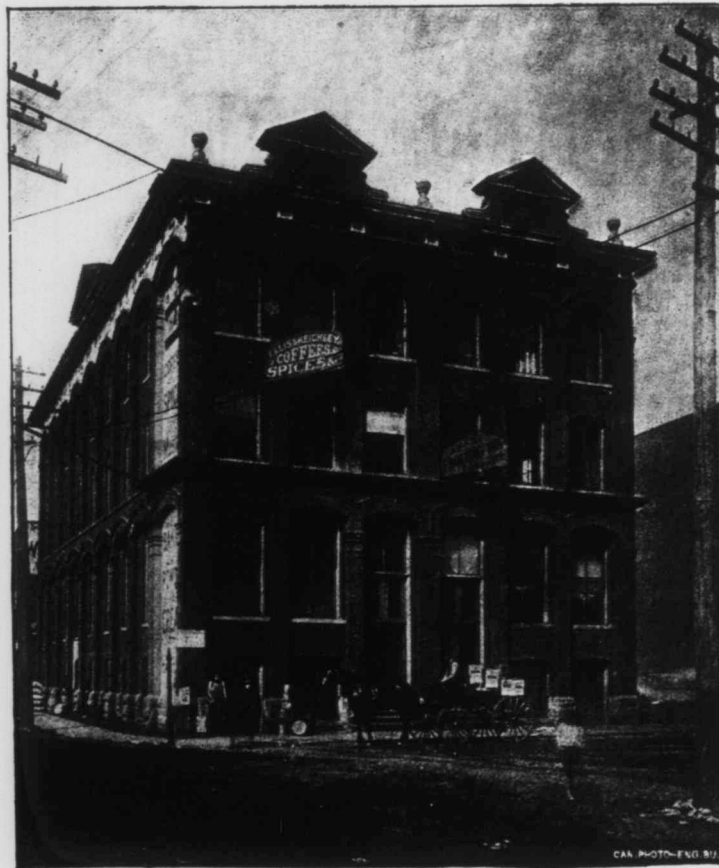
**Coffee, Spice and Mustard Steam Mills.**


THE LEADING HOUSE IN THE TRADE.


---

 Royal  
 Dandelion  
 Coffee.




---

 Empire  
 Baking  
 Powder.

≡ ⊗ FULL LINES ⊗ ≡

Pure Coffees, Pure Spices, Flavoring Extracts.

GROCERS' SUNDRIES.

The attention of the trade is called to the superior excellence of all goods manufactured by us. Live grocers will note the fact, and place their orders with us. Prices and samples furnished on application. Mail orders receive prompt attention.

**ELLIS & KEIGHLEY,**

Bay and Esplanade Sts, Toronto.



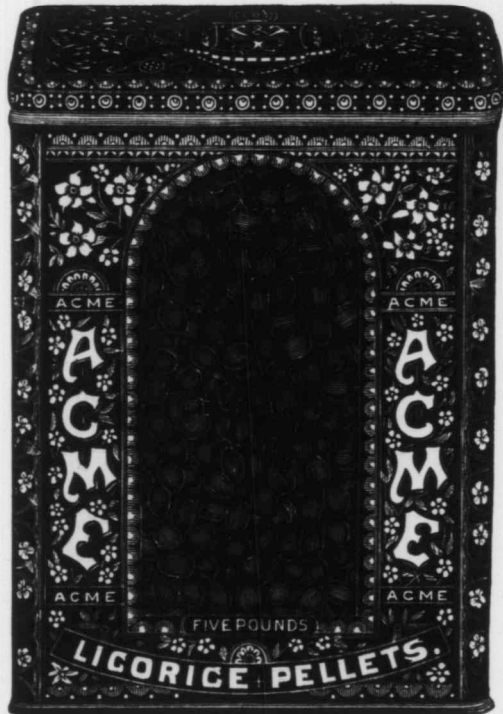


# YOUNG & SMYLLIE, BROOKLYN, N. Y.

▷ LICORICE ▷



▷ SPECIALTIES ▷



THESE  
GOODS CAN  
BE  
OBTAINED  
FROM ANY OF  
THE  
LEADING  
FIRST-CLASS  
HOUSES  
IN  
CANADA.





--- THE SUCCESSFUL GROCER ---

READS HIS TRADE PAPER.

OCTOBER 2, 1891.

DEAR SIR,

We beg to hand you herewith a sample copy of THE CANADIAN GROCER and ask you to look over it carefully, not for the sake of passing the time, and with the idea that its pages cannot contain anything of value to you, but with the same carefulness and attention that you would give to a new investment on which you expected good returns.

You are one of a few who are not now subscribers to THE CANADIAN GROCER. We know that it is only the matter of a short time when every grocer and general store-keeper in Canada will be on our lists. But we want them now. You would have been with us long ago if the matter had been put to you as plainly as it is now. Supposing a line of goods were offered you in which you could make a profit of fifty per cent., would you let it pass? One year's subscription to THE CANADIAN GROCER will pay you One Hundred per cent. at the least. Such has been the experience of others.

Reliable reports of the leading markets are given. This feature alone will often save many times the subscription. To prove this we quote from a commercial traveller's letter received the other day. He says:—" \* \* \* \* I have watched with a great deal of interest the growth of your paper, which is now acknowledged to be the best in Canada. Your editorial and market columns are replete with information, and your selections from leading American papers are always good. By the way, I sometimes think the wholesale prices you quote are just a little below the mark, at least it sometimes happens that they are below what I am at liberty to sell at, but as your paper is published particularly in the interests of the retail trade, I suppose it is commendable to err on the right side, or in the interests of your customers, but the trouble is the prices quoted on some things occasionally show no margin at all, and the storekeeper is willing to swear that you are right." The news is entirely for and about business men; articles dealing with the best and most profitable ways of conducting business, being the experience of successful merchants, articles on the latest and most approved methods of window dressing, interior store arrangements, with photogravure illustrations of the best grocery stores in the country, office arrangement, advertising, handling clerks, etc., are given from time to time. Will you give it a trial? The subscription price is TWO DOLLARS per annum. Fill out the blanks on page 42 of this number, return at once and get the balance of the year free.



# THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY.  
\$2.00 PER YEAR

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

Vol. V.

TORONTO, OCTOBER 2, 1891.

No. 40



WITH the feeling that we have done our best to make it a credit to the season, we deliver this year's Fall Number of THE GROCER into the hands of our readers. If it calls forth a little admiration from them, it will repay us for the outlay of time, money and special effort that has been made upon

it. As to our own opinion of it, we naturally think that there is little in the best conception of a fall number that is not realized in this particular one. It is much larger and more handsome than our autumn issue of last year. The difference is due to and indicates the progress THE GROCER has made since a year ago. It is as an index of our rate of progress that we wish the Fall Number always to be taken, and if each future year's stride onward is as great as that of last year, the future Fall Numbers will improve upon each other by the same ratio of progression as that of this year improves upon that of last year.

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This number, ample though it is, does not quite fill out the scale of the plan we had designed for it. The cause of this is that we preferred to be punctual rather than ideal. We had a time to appear, and we have appeared just when we are due, according to promise. We regret that this promptness must cause disappointment to advertisers whose copy was not forthcoming early enough to go in. It was not our fault, however, as warning was more than once given that the Number could not wait. If we had taken a week longer, several additional pages would have been put in to afford room for the advertising matter that had to be left out. Sixty-four pages make up a bulky volume to go out in one issue of a paper, and the fact of that space being inadequate to meet the advertising demand upon it, supplies its own comment. It shows that the extent and character of our circulation are appreciated. Some other valuable matter we strained a point in vain to find room for. Articles specially contributed by members of the trade fully qualified to write upon the subjects discussed have been crowded out. Several illustrations had to suffer the same fate. None of the material we had would have been superfluous if we could have foreseen, in time to make provision for, the great demand upon our space by advertisers. As it is, the excess matter which overflows from this Number would of itself make up a very good special issue.

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It is pretty generally known to all whom it concerns—that is, to the manufacturers and jobbers whose goods retail through the grocery and general store trades—that THE GROCER can count more individual connections with those trades than any other paper or medium in Canada. It is the great nerve centre of these trades. It is the organ through which the advertiser or agitator of any move-

ment for the benefit of these trades can make the strongest impression upon them. And it is so regarded. This year we have gone on filling in the gaps in our list at all the points where grocers and general merchants trade. In most places the list is solid, presenting no unfiled outlines for the names of traders not in it. Not only is our subscription list a dense one; it is also far-extending. There is no grocer west of Winnipeg whose name is not on it as a subscriber in full standing. In the whole Canadian trade numbers few non-subscribers.

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The great scope of our circulation must be satisfactory to our readers. The friends of the trade must regard with hope the growth of any common agency for its welfare. Associations have come into existence rapidly and in large numbers, but these manifestations of community of trade feeling are not always connected with what is their most fertile cause. That cause is THE CANADIAN GROCER. It has diffused and inculcated association principles until the whole body of the trade is gradually becoming impregnated with them. It leavens the whole mass of the trade with the example of associations whose doings it reports. THE CANADIAN GROCER is the most successful thing that has resulted from common action on the part of the trade. Its success ought to give encouragement to adherents of the idea that a national association can be welded together out of the local bodies scattered throughout the country. It also shows that wholesalers and retailers can put shoulder to shoulder and work out a common end, and if they can do it in one thing they can do it in another without bracing against each other at opposite ends of the yoke.

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A review of our pages throughout the year intervening between this and our last Fall number, will show that events, movements, and tendencies have chased each other rapidly across the horizon of trade. None of them have been too fleet-winged to be caught and reproduced in THE GROCER. Our record for the year is a long one. It comprises the report of all news bearing upon our readers' interests; the editorial presentation of all the trade questions that have occurred; articles upon the causes of failures, stock-keeping, book-keeping and like subjects; the extension of association influence; the views of intelligent and well-informed readers upon timely topics; sketches of successful business men; detailed market reports; the advertisements of leading distributors. The value of such matter we leave our readers to estimate, and we take their awards every day in renewals.

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In a year when the forces of nature have wrought so generously by man, and at a season when the store-houses of the country are bursting with fulness, it is a source of satisfaction to us to find warrant in the circumstances of our own progress to issue a Number whose key note is that of the prosperity of the season. And as the autumn fair exhibits products of the year's industry in attractive array with the sole commercial object of promoting business between buyer and seller, so the Fall Number, with its copious assortment of advertisements laid open before the eyes of thousands, brings advertisers and retailers together in what may be called an autumn fair issue.

## The Facts in Market Reports.



A MARKET report is useful only to the extent to which it is trustworthy. If it is not trustworthy it is worse than useless: it is injurious. To be reliable, it must be based on full information, and expressed in an independent medium. It is a dispassionate presentation of facts. It is neutral between buyer and seller, as a true mirror ought to be between the sight and the object reflected. As the mirror should introduce no commentary softness or harshness to modify the thing sought to be beheld, so the report should aim at strict identity between the fact and the professed utterance of the fact. In one sense the report should not be a market influence. That is, it should not weigh a grain on the side either of cheapness or dearness: it should be neither a bull nor a bear. In another sense it ought to be a market influence, and the degree to which it is one in that sense is the test of its value: it ought to promote business, and therein be one of the chief auxiliaries of advertising as a market influence.

There are market reports and there are market reports so-called. The latter usually exemplify one or all of the following faults; They are prepared in haste; the information is obtained from questionable sources; the reporter does not realize the importance of his position as an arbiter between buyer and seller; he is lacking in industry; or, he is wanting in the judgment to put two and two together properly; consequently, trifles are made matters of moment, exceptions are put forward as the rule, the eccentric is taken for the normal; the report may be biased by fear, favor, animus, or affection, of which a particular person or interest may be the object. The fault that is most commonly at the bottom of inaccuracy is laziness. Sense of duty is better than any amount of brilliancy, almost everywhere, and it is out of all comparison better in the market reporter.

The market is frequently disturbed by effects of combination or competition, which may bring about an abnormal condition for the time being. It is not the business of the market report to aggravate that condition. If the market is going to pieces, it is an easy matter for the report to do a little of the shading and postpone indefinitely the restoration of profitable prices. In the same way, the market report may furnish inflating material for those whose designs are to put and maintain prices at unreasonably high points. Such are not functions of a report. They are mischievous interferences and are usually soon found out to be so.

There are reports which may be denominated as neither good nor bad. What prevents them from being bad is the fact that nobody reads them. Their baneful essence thus gets no chance of escaping, and no harm is done. They are regarded as so much inconsequential babble, which nobody can correct, and all agree to let it flow on. If the matter of such reports were taken seriously it would undoubtedly do some harm for a time, but would ultimately have to lapse into the neglected state it is in. A market report of a Toronto paper, in its issue of the 10th inst., quotes  $\frac{1}{2}$ c. of difference between lots of less than 15 barrels and lots of not less than 15 barrels of granulated sugar; the same report quotes \$1.55 for flat tins of salmon. A daily paper of the same date and place quotes yellow sugar 4 to  $4\frac{1}{2}$ c., peas at \$1.40 to \$1.45, corn at \$1.20 to \$1.25, new tomatoes at \$1.60 to \$1.65, prunes  $8\frac{1}{2}$  to 9c., Valencia raisins  $6\frac{1}{4}$  to  $6\frac{1}{2}$ c. Another paper speaks of Palermo lemons being so much "per barrel," of canned mackerel in barrels, and numerous other absurdities. In one paper the stock item of the arrival of Nafasaki Japans at about 20c. has been running for weeks. The

Japans in question were mostly consumed before that paper had got through talking about their arrival. These are not rarities. They are rather typical specimens of the journals from which they are taken. The fact that such nonsense appears day after day, week after week, is evidence that nobody reads it. If people who are concerned did read it, there is no doubt that healthy criticism would be brought to bear upon it, unless, as indeed is the case, the stuff looks too hopelessly beyond redemption by criticism. There are more travesties of market reports than there are market reports.

The methods of the conscientious commercial reporter are the same as those of the man of science. He will not, any more than the latter, jump at conclusions, or allow surmises to be the steps by which he moves towards the truth. Some men apparently cannot resist the fascination there is in a plausible conjecture, and have a certain facility in getting up ingenious theories. Their usefulness is not in market work, where everything must be verified. The tendency to generalize from a single fact is nearly as common, where the activity to get about and learn all the facts is wanting. Patience, industry and careful observation are the qualities most essential. The disposition to make the wish father to the thought or to the statement of the thought must be crushed out. Credulity must be controlled. Truth must be got out of the very bottom of the well. Then the state of the market, unmixed with the feelings or guesses, and uncolored by the fancy of the writer, as well as free from the taint of particular interests, will be the result.

The ideal market report is no doubt more approximately realized by the reputable journals of special trades than by any other branch of the press. Reports of the market are the fundamental specialty of such papers. The matter of them is intended for traders, not for consumers, and on that account information is more freely given by the leading distributors to the special trade press than to general newspapers. Further, the trade press, circulating among a particular body of traders, has nothing to gain by working upon the prejudices of the general public, to excite them against any action on the part of the government in the matter of duty, on the part of the wholesalers in the matter of time or profits, on the part of the retailers in the matter of refusing to sell this or that article of merchandise. The paper circulates only in the sphere of trade, and is not nearly so likely to allow extraneous considerations to give obliqueness to its sketch of the market.

"The truth, the whole truth and nothing but the truth," is the formula that states most exactly what should be rendered by every market report. Where that test is satisfied business is benefited, though occasionally individuals are not interested in seeing so frank a face put upon commercial news. No sound interest, however, is hurt by it, and the truthful market report has done as much good to commerce as the truthful parliamentary or court report has done to public service or to justice. No good end is served by keeping or raising clouds between buyer and seller. It is a very short-sighted policy that depends upon obscuring the real aspect of things. This touches the sources of the information rather than the medium of its diffusion. Those in a commercial position to know the facts should not consider that the suppression or the contradiction of them is going to prop up anything that ought not to be propped up. Market reports will be published any way. The truth will come forth where pains are taken to get at it, and they will be taken by such a paper as THE GROCER, which makes a specialty of accuracy. Where quotations, reports and views of the situation which emerge from a thorough canvass of those who have to do with the wholesale distribution of the wares concerned are presented to readers every week a well informed trade is the result. The grocery trade is the best informed one in Canada, and THE CANADIAN GROCER circulates freely throughout it.

"Champignon" is a word apt to scare one on sight,  
And whenever I see, I denounce it,  
"Mushroom" is good enough, and far easier to write,  
And besides—every man can pronounce it.



### Association Benefits for Association Members.

It is time that Associations bethought themselves of their own special interests as distinct from the interests of the whole trade. So long as they go on winning benefits that are as free to people outside of the Association as to people in it, so long will they virtually be putting a premium on staying outside. Traders who do not belong will be likely to consider that they do not need to belong, as in all the victories won by association they are sharers equally with the members. This must delay the realizing of the Association idea, and of course cause the victories to be fewer and of less moment. Associations to be better must become more selfish.

It is true that there are important benefits which can be derived only through membership, but they are not of the nature that appeals most strongly to some minds, and so are too generally deemed of little account. The good that comes from meeting together in friendly council, from acting together for the furtherance of common ends, is not sufficiently appreciated by those who have no part in it. There are various good results flow from merely breaking down the barriers of reserve, from rubbing off that film of exclusiveness in which the individual's self is apt to be wrapped, which acts as a non-conductor of sympathy between trader and trader. And because outsiders are inexperienced in the essential effects of Association, the majority are liable to and do underestimate the value of these effects. The argument of more material advantages is necessary to bring them in. The miracle of the loaves and fishes attracted more followers than the sublime teachings and revelations of the Author of that miracle. It is in the nature of 'the general' to prefer tangible to subtle effects, no matter how much more potential the latter may be. And since the bulk of the tangible effects can be got without joining associations at all, there are many grocers who are kept from joining by that sole consideration. Associations have to a considerable extent prevailed in the matter of wholesalers doing a retail business. All grocers, non-members as well as members, enjoy the fruits of this arrangement. In Toronto, the exertions of the local association have brought peddling to be more strictly regulated than it ever was before, and the results accrue to members as to non-members. The Toronto Association caused a very great mitigation, practically a cessation, of the vexatious following up of tobacco because of some official's fault in not seeing that it bore the Inland Revenue stamp. This is a relief to all grocers. There are many other results of Association treaties, such for example, as the trade discounts on starch, the substituting of ten days for spot cash as the condition for full discount, that are as open to non-members as to members.

Of course it is sometimes difficult to corral advantages and confine them to the associations. It would necessitate the incorporating of associations and the merging of them into one provincial or national institution. The latter movement is already in progress, and the former will most probably be an early consequence of the realization of the latter. When the association shall have provincial extension and legal existence it will be comparatively easy for it to obtain special recognition from manufacturers, wholesalers and even from legislatures, town and city councils, etc. Then what it wins will be for itself, and those who do not belong will perceive the disadvantage of remaining aloof.

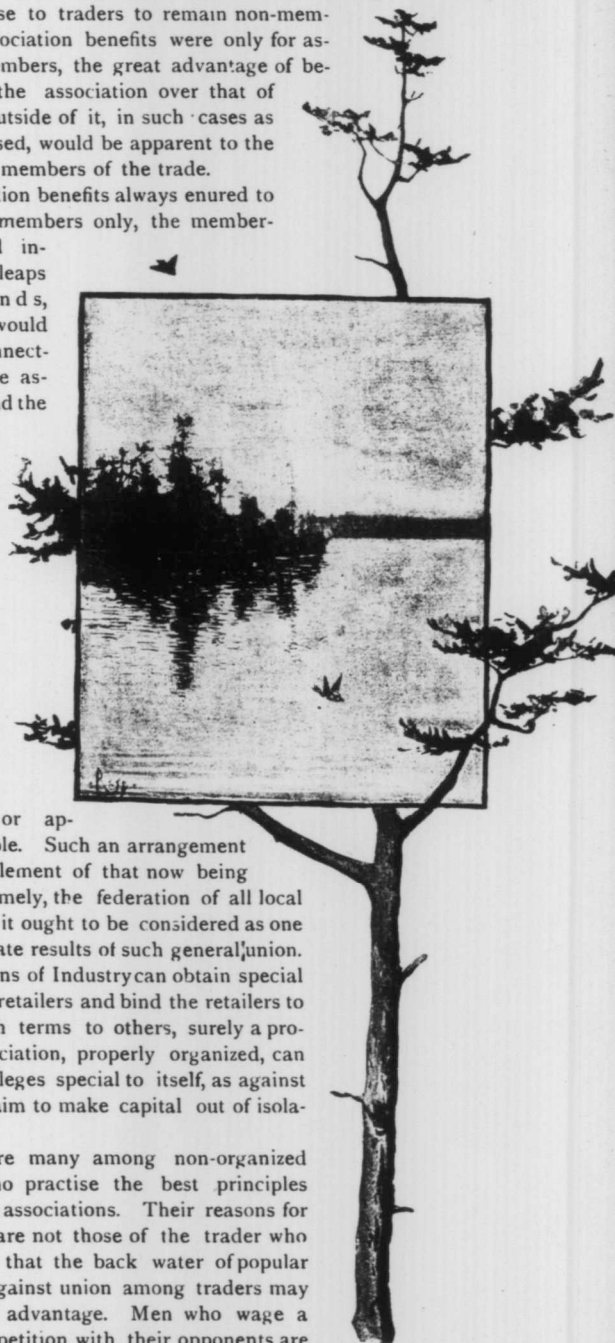
This would prevent and render unnecessary a resort to such questionable, though sometimes defensible practices as boycotting. The association does not aim to strengthen the position of outsiders whose object is to make capital of their independence. Outsiders should not reap where they do not sow. It is conceivable that one designing man in a town will do his utmost to form a local association that will comprehend the whole local trade; help to get it in running order; force it into some attitude that is strongly at variance with the views of consumers; and then depart from it to make himself solid with these consumers, by opposing the association and drawing its hostility upon himself if he can, that he may seem a persecuted man. Then his advertisement appeals to people's sympathy as well as their cupidity, for he will sell to more customers at lower prices. It is not only conceivable but it is a

fact, that there are men who, probably not going the length of this supposed one to promote local union, yet rather forward than hinder it by their influence, for the sole purpose of getting into a position that is peculiar in their town, by remaining outside of it when it is formed. It places the association at a disadvantage, rouses odium against it and really furthers the selfish ends of the outsider, to resort to an attempt to boycott him among wholesalers. It would be much better if the association had within itself and entirely under its own control, privileges that would vastly outweigh such temptations as these to traders to remain non-members. If association benefits were only for association members, the great advantage of belonging to the association over that of remaining outside of it, in such cases as those supposed, would be apparent to the most selfish members of the trade.

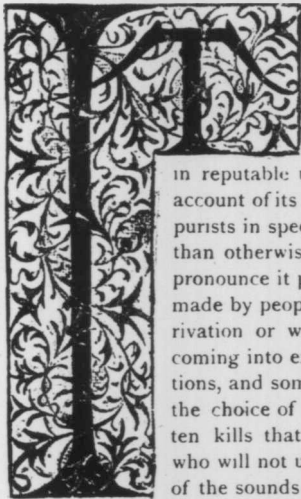
If association benefits always enured to association members only, the membership would increase by leaps and bounds, members would continue connected with the association, and the mass and solidity of the body would make it an irresistible agency of reform and progress. It would furnish solutions of questions that are now very perplexing or appear insoluble. Such an arrangement is the complement of that now being agitated, namely, the federation of all local bodies, and it ought to be considered as one of the ultimate results of such general union. If the Patrons of Industry can obtain special terms from retailers and bind the retailers to give no such terms to others, surely a provincial association, properly organized, can secure privileges special to itself, as against those who aim to make capital out of isolation.

There are many among non-organized traders who practise the best principles adopted by associations. Their reasons for separation are not those of the trader who stays apart that the back water of popular prejudice against union among traders may flow to his advantage. Men who wage a manly competition with their opponents are not the enemies of association, even if they do not become members. The enemies are those who professedly denounce associations as leagues against the people, though such men are themselves the last to give a thought to the interests of the people.

Now tannic acid's tincture deep  
Doth rob my weary eyes of sleep,  
And every drop of blood red juice  
With my digestion plays the deuce.



## Words Heard At The Grocery Counter.



WOULD be too much to expect of the public, or even of educated people among the public, that they should be able to pronounce correctly the names of all things kept in grocery stocks. Many a word

in reputable use as a commercial term would, on account of its origin, be ranked as a barbarism by purists in speech, who would feel rather flattered than otherwise with the idea that they could not pronounce it properly. Such words are coinages made by people unacquainted with the laws of derivation or word-composition. New names are coming into existence as rapidly as new preparations, and some very queer notions often underlie the choice of them. It is certain that a name often kills that which bears it. There are people who will not undertake to express orally the sum of the sounds involved in the strange chain of letters

that is labelled on the packages of odd-named things. That ought to be considered by the proprietors of such goods. It is well that names should be as picturesque as possible in their suggestiveness, but they should suggest as much as possible their own pronunciation, if the people interested in selling them want to have them inquired for. At some future date we may particularize names that are a fetter to the trade in the articles that bear them. What is well-known is the fact that a great many people are very sensitive to ridicule, and would rather forego a purchase than expose themselves to the danger of correction or remark by pronouncing at a venture.

But the names of staples are often grossly abused in the mouths of people. Things that are asked for every day are frequently almost disguised by the utterance of men and women who can read and write. This tends to vitiate pronunciation in stores, and that is not a good effect, looked at from either the stand point of elegance or business. There are fastidious people who like to hear their grocer give a thing its right name. They like to have their children come in contact with correctness of all kinds as much as they can. Nothing is lost by the endeavor to give things the names they are entitled to. Those who did not know the pronunciation before they heard it from the grocer will take his quantity and accent as authority, frequently with a feeling of secret pleasure that they have found out the right way before stumbling into an error.

Geographical names furnish a considerable part of the grocer's vocabulary, and some of them are stumbling-blocks. 'Vostizza,' the name of a Grecian town, noted for its currants, is usually pronounced as it is written, whereas it ought to be pronounced as if spelt vos-teet-sa, with the 'o' long, as in 'old,' and the accent on 'teet.' 'Rio,' which is short for 'Rio de Janeiro,' often coupled with coffee, is pronounced as if the 'i' were long, as in 'iron.' Usage has established this, however, but 'Reo' represents the native, and primarily correct pronunciation. 'Java,' also identified with coffee, ought to be pronounced with a broad sound to the first 'a.' 'Barbados,' referred to often as a source of raw sugar, molasses, etc., should have the accent on the second 'ba,' and be pronounced as if written Bar-bay-duz, the first 'a' being broad. 'Ivica,' an island in the Mediterranean whence almonds are shipped, should be pronounced as if written Iv-ee-sa, with the accent on the 'ee.' 'Bordeaux,' as the source of walnuts should be called Bor-do, the 'o' in both cases being as in 'old.' 'Cayenne' pepper is often called Ki-en pepper, but the name suggests its pronunciation. 'Ceylon' in 'Ceylon tea' ought to be pronounced as if it were Se-lone, with the accent on 'lone.' 'Demerara,' which is associated in the grocer's mind with sugar, has 'a' in both cases sounded like 'ah,' with the accent on the first of them. 'Cognac,' which gives a name to a French brandy, ought to be uttered as if spelt Kon yak, with the 'o' as in 'old,' and the accent on 'yak.' 'Maori,' naming certain lemons,

is Ma-o-ri with 'a' as in 'at,' 'o' as in 'old' and 'i' indefinite, the accent being on 'o.' 'Hiogo,' connected with Japan tea, is "Hee o go, o" in both cases as in 'old' and accent on the first one. 'Worcester' as the name of a sauce, is in sound 'Wooster.' 'Bosnia,' as descriptive of prunes, is Boznia, with the accent on 'Boz' and the 'o' as in 'not.' 'Pekoe Souchong' is Peck o Soo shong, with the accent on each first syllable. 'Sisal' a port in Yucatan, which gives its name to a hemp used as rope material is Siz-al, the accent on the 'al,' the 'a' of which is like 'ah,' while 'i' is the same as in 'pin.

There are numberless words not geographical in their reference mispronounced by customers. Many leave out a letter, as the first 'r' in 'cartridge' and 'partridge,' the second 'p' in 'pumpkin,' the 'y' in 'yeast,' the first 'r' in 'sarsaparilla' the second 'i' in 'vitriol,' the 'ant' in 'currants.' In cases where a letter should be dropped in the pronunciation it is often put in. 'Venison' should be pronounced as 'venzn,' 'chestnut' as 'chesnut,' 'groats' as 'grots'. One sound is wrongly substituted for another in certain words, as in 'licorice' where the last syllable is improperly uttered as if written 'ish'; an 'm' wrongly takes the place of 'n' in 'cranberries'; steel-yar' is mis-spoken as if it were stillyard, and an 's' is vulgarly put at the end; the word 'ration' ought always to be pronounced ray-shun; the word 'senna' as it is spelt, not 'seenie'; 'camphor' is not 'camfire,' but Kam-fur; 'horse radish' is to be uttered as written, not 'horse reddish'; 'halibut' should be pronounced hall-i-but, the accent on the first syllable; 'apricot' should be pronounced with the 'a' as in 'ape'; 'Cochineal' is pronounced like cotch-i-neal, not 'coach i neal'; 'syrup' is not 'surrup,' but a short and fine sound is to be given the 'y'; 'tomatoes' may be pronounced with the 'a' long or broad, but the best usage is in favor of the former, the 'a' being as in 'ate'; the various forms 'catsup,' 'ketchup,' 'catchup' are all used with equal sanction from lexicographers. The word has nothing to do with the English words 'catch' 'up,' 'sup' or 'soup.' It is East Indian in its make-up. 'Resin' is just as good as 'rosin.' The word 'quintal,' which denotes a weight of eight stone, that is a long hundred weight, is sometimes written and pronounced 'kentle.' 'Aloes' is of two syllables, not three, as often pronounced; al-oz represents the pronunciation. A great many people stupidly put an 'r' to the end of 'lozenge'. 'Pecan' as the name of a species of nut is pronounced properly pe-kawn, with the accent on 'kawn'. In vermicelli, the 'c' ought to be sounded 'sh'.

The list of mispronounced words might be extended ad infinitum if attention were paid to the monstrosities committed by many illiterate people. The words already noted suffer in utterance at the tongues of many people who ought to and do know better. Such people now and then speak of moiasses as if that word were a plural and there were such a thing as a molass. And the grocer sometimes asks how many his customer wants, instead of how much. 'Cheese' sounds like a plural, too, and is very often spoken of as 'they.' Other words, which seem like colloquialisms, are good English words. 'Mother,' the name given to the sediment deposited in vinegar barrels, is oae. It is simply an extension, with a change from 'd' to 'th,' of the word 'mud.' This word tempts one off into a pursuit of interesting derivations among grocery names, but space is too short. One or two cases may be mentioned. 'Mustard,' for example, is so named because the powdered seeds of the plant were first mixed with 'must' to make a condiment. 'Must' is the unfermented juice of the grape. 'Cereal,' a name given to grains, such as wheat, rye, rice, is taken from 'Ceres,' the name of the divinity that in Roman mythology was regarded as the guardian of the fruits of the earth. 'Pickerel' is a diminutive of 'pike.' 'Haddie' is Scotch for 'haddock.' 'Nicotine,' the name of an extract from tobacco, is so called after Nicot, the man who in the 17th century introduced tobacco into France.

Since sugar's down a cent or so,  
Why shouldn't kisses  
From sweetest misses  
Come down on youthful lips, d'ye know?





THE MUSIC MASTER.

Specimen of Half Tone Engraving from  
The Canadian Photo-Eng. Bureau,  
Toronto.



### Some Effects of the Present Terms Offered the Retail Grocery Trade.

About a year or less ago, the Guild of Wholesale Grocers altered the terms upon which goods might be bought by their customers, in this wise: Goods formerly known as "sixty days" were shortened to thirty days, the discounts for cash being reduced from one and a half per cent. off in fifteen days, to one per cent. off in ten days, while goods formerly sold on four months' credit were altered to three months; the discounts for cash in this class being the same as before, viz., three per cent. off in fifteen days, saving only the substitution of ten for fifteen days.

This then is a correct statement of the alteration, the effects of which we mean to discuss in this paper. In order to arrive at a correct estimate of the workings of these new terms we thought it necessary to procure the opinions of some of the best of our retail trade here, in Hamilton, and in Montreal; of the wholesaler and

The total number of grocers and general store dealers reported to Bradstreet's as having failed in Canada during the first six months of 1890 and 1891, with totals of actual assets and liabilities is as follows:

	1890.			1891,		
	FAILURES.	ASSETS.	LIABILITIES	FAILURES.	ASSETS.	LIABILITIES.
Ontario .....	135	\$443,757	\$941,262	137	\$267,580	\$611,762
Quebec .....	87	156,778	310,689	131	284,043	825,418
New Brunswick .....	5	5,350	18,600	14	53,200	100,141
Nova Scotia .....	21	74,950	138,380	37	140,500	239,287
P. E. Island .....	3	19,380	33,398	5	26,200	38,100
Newfoundland .....	1	300	1,000	3	4,100	15,400
Manitoba .....	13	70,000	137,795	20	67,133	176,098
North-west Territory .....	6	53,337	86,532	6	15,770	56,440
British Columbia .....	3	17,080	26,515	3	6,300	9,900
Total .....	274	\$840,932	\$1,694,171	356	\$864,826	\$2,072,546

It will be apparent to the most simple tyro in the grocery business that the halving of the time allowance in the heavy items comprising sixty days goods would of itself be revolutionary; this has been actually the case. Leaving out the question of discounts, for after all that bore less heavily than anything else, the mere fact that the purchaser of, say, twenty-five barrels of sugar, had to pay for them in thirty instead of sixty days, meant something more than poetry to eleven out of every twelve grocers. If we could arrive definitely at the effect produced by this one change, we imagine that a short and readable paper would be the result.

The first effect which we would notice is that of curtailed buying. This is indisputable. The wonder is that the retail grocers have been such fools as not to have reached this desirable quality long since. The folly of endeavoring to carry a large part of a wholesaler's stock for him ought to have been apparent long ago, and the shortening of the time limit for payment was, we may safely affirm, something of the nature of an "eye-opener" for the weary, overworked and overstocked retailer. We do not disclaim against legitimate speculation. "Goods well bought are already half sold," and it may be stated without fear of contradiction, that many of the dollars earned during the past three years have been secured by

of his traveller (usually very well informed in these matters), and of the brokers. We did thus enquire, of both cash and credit, of both Greek and Barbarian, and with interesting results. The opinions asked for have been cheerfully given in the main, but with a woeful lack of the evidence of having ever thought the matter over at all, in some cases. So many of our tradesmen are so little given to consulting Madam How and Lady Why, that when occasion does offer they are not prepared to set forth any opinion, but rather close up, like oysters, with a snap. One man writes that "discounts are too small for cash in proportion to the time as compared with former discounts allowed," when, as a matter of fact, the reverse is the case. Another man says, "that the terms are objectionable, because they are neither favorable to the cash nor credit buyer;" while another says nothing but that "he is in favor of the old terms," as are, we have no doubt, many others. The climax is reached by the outspoken man, who says that "the new terms are simply ruinous to the retail trade." One prominent Torontonian writes a very full and complete denunciation of the guild's iniquity and autocratic methods; nor is he so very far astray. The best commentary on the subject on our hand, says three or four things in a very few lines: "1st, fewer middlemen (that is, buy direct from the manufacturer); 2nd, fewer retail stores; 3rd, fewer dollars saved by discounts; 4th, fewer considerations for large buyers;" and all these are many enough to ponder over deeply. The last of our contributions, before starting upon the subject proper, is the subjoined schedule, showing the condition of the trade, furnished us by the efficient and painstaking Toronto agent of Bradstreet's, Mr. T. C. Irving:

buying, not selling. We urge against allowing oneself to be persuaded into buying ordinary goods, in anything but the very smallest quantities obtainable at close prices. So long as the guild puts a premium on small buyings, we say, encourage it by buying small.

Another effect has been to operate hardly upon the credit buyer. It could not possibly be otherwise, and those who say, so much the worse for the credit buyer, do violence to their ideas of that which is right and fair. With all due deference to those who preach cash all round, we must dissent. There is not cash enough to go round for one thing, and credit is therefore a practical necessity for the proper conducting of trade. Some of the best trade among grocers is conducted upon credit principles, and to say that a rule which operates objectionably upon respectable traders is a good one, requires some knowledge of the subject which we have not been able to secure. One of the most discerning of the travellers of our acquaintance remarked the other day, that he knew of good men who had had all they could do to keep above water on account of the short terms on heavy invoices; and he further assured me that his experience was not exceptional by any means. These large invoices coming due before the goods are opened in many cases must be a source of much embarrassment and difficulty to many a weary storekeeper.



A third effect has been to curtail the losses of the wholesale houses. Formerly a person might effect a credit for a considerable amount before payment could be decently demanded, and before the expiring of the old terms of four months many a rank dead-beat had run up sums not at all comforting or satisfactory to the wholesale merchant, especially when renewals were in order. Now, before such a condition of things can exist, the false shows itself, also the true. Yes, the wholesaler knew his "muttons" when he engineered the new terms through, however much the other way the knife might cut.

Effect four might consist of the engendering of a better class of retail traders. We think this because that there is not the same inducement for the rascal to get in his work. He cannot "get in" enough to pay. Then if there are any in the trade they will speedily take themselves out, so that it may safely be stated that every day the standard of men in the retail trade is becoming higher and better. Of course the wholesale man, not being subject to this purifying and clarifying process, is not thus progressing, so that ere long we may expect to be confronted by the edifying spectacle of the retail traders undertaking to regulate the wholesalers, and why should they not? Who gave it into the hands of the guild to say, why and how these things should be? If they only all knew it, they legislate by means of a pure autocracy, and nothing short of a threatened revolution secured the paltry ten days grace for discount. We would like very much to know what is to hinder the whole trade working harmoniously together, whenever this matter comes up, instead of a baker's dozen of men, influential enough in a way perhaps, sitting down and deciding the fortunes, nothing less, of a thousand or two fellow citizens. When next the trade is tampered with, we hope the "legislature" will be called for advice.

Another result has been, of course, to reduce actual cash discount at the expense of the retailer for the benefit of the wholesale dealer. We imagine we see a certain wholesaler's hands go up in holy horror at the rank heresy contained in the sentence just written. His argument was this, when last heard from: "You see we count up the cost of an article, including the discount we allow to cash buyers, so that if we do not have to take off so much, we do not need to put it on, thus making a lower price for everything, excepting, of course, 'listed goods.'" Any grocer who has persuaded a customer out of wanting a tin can in with her five pounds of tea, knows the whole procedure. Well, granted the wholesale man's premises, where, oh where! are the allowances in the shape of reduced prices? "Ask of the winds." Everything is in statu quo. There is no denying the fact that business is more profitable for the wholesale man in the matter of discounts. After all, is there any adequate cause of complaint? Perhaps not, the objections in many ways are, to say the truth, rather over weighted by the points to be made in favor of the new order. We do not desire to return to the old order. Any step in the direction of shortened credits, will, we imagine, find favor with the best section of any trade, in fact most of those of whom we spoke as having expressed themselves, did not entirely condemn the new terms. Perhaps some point could be given this article, if an attempt were made to line out some changes suggested by a study of the whole matter. These opinions being personal, are of course given for what they are worth as such.

In the first place this system into which we are drifting of doing all the business and getting all the money during the first twenty days of the month and starving the other ten days, is pernicious, in fact very much so. To an ordinary trader it is a burdensome and severe trial. What must it be to a large and extensive business? And it can be averted by a systematic effort to make two "firsts" of the month, viz., 1st and 15th. Let all statements be sent out twice instead of only once a month, strive to secure payments instead of leaving tradesmen to hunt up the accounts and come or send and pay you. Make known your intention, you wholesale

men, to send around regularly twice a month to secure settlements wherever there is a desire to settle, not simply as a demand, but rather as a convenience to your customers. Supply your travellers with duplicate order books, so that a correct copy of that which is bought may remain with the buyer. You may smile at these suggestions, but the house which wakes up to the fact that these innovations are quite necessary, will not only secure the hearty thanks of a large group of buyers, but will also, especially by means of the statements on the 1st and 15th, do much to break up what is becoming an unmitigated nuisance, and a most serious inconvenience.

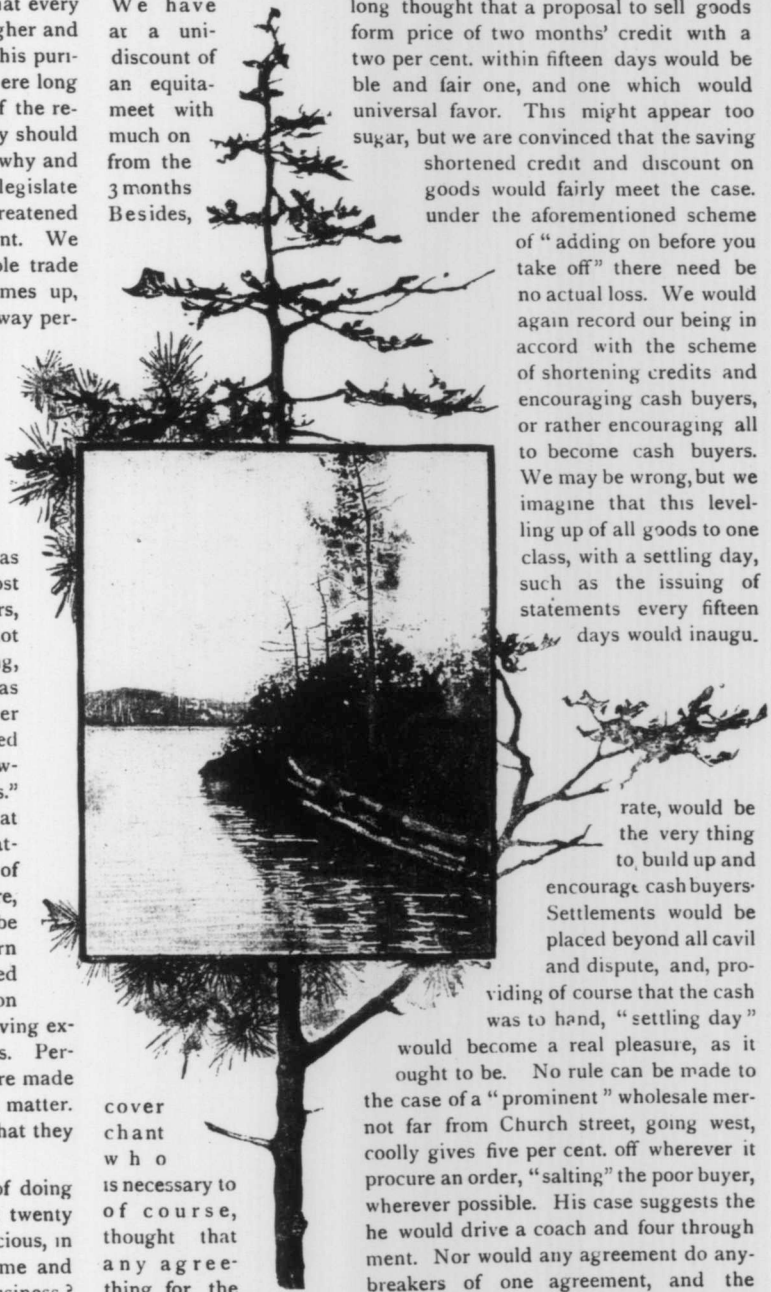
Then regarding the terms themselves. Is there any pressing necessity for two classes of merchandise? We think not. The best interests of the grocery trade demand that all goods shall be classed the same and bear the same treatment regarding terms. We have long thought that a proposal to sell goods at a uniform price of two months' credit with a two per cent. within fifteen days would be a ble and fair one, and one which would universal favor. This might appear too sugar, but we are convinced that the saving shortened credit and discount on goods would fairly meet the case. Besides, under the aforementioned scheme

of "adding on before you take off" there need be no actual loss. We would again record our being in accord with the scheme of shortening credits and encouraging cash buyers, or rather encouraging all to become cash buyers. We may be wrong, but we imagine that this leveling up of all goods to one class, with a settling day, such as the issuing of statements every fifteen days would inaugu-

rate, would be the very thing to build up and encourage cash buyers. Settlements would be placed beyond all cavil and dispute, and, providing of course that the cash was to hand, "settling day"

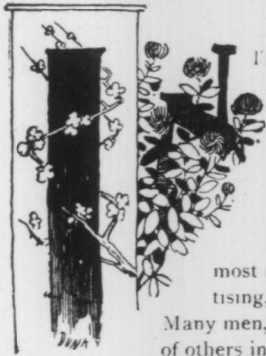
would become a real pleasure, as it ought to be. No rule can be made to the case of a "prominent" wholesale merchant far from Church street, going west, coolly gives five per cent. off wherever it procure an order, "salting" the poor buyer, wherever possible. His case suggests the he would drive a coach and four through ment. Nor would any agreement do any-breakers of one agreement, and the upholders of another which suits them better to keep. These things must of themselves work their own cure. It is too bad that honest traders pay for the fun in the meantime. We have now finished. To many, other points, which are possibly more important, have been omitted. Perhaps sufficient has been said to suit both the editor and the reader.

RICHARD DONALD, JR.



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## Advertising for Retail Grocers.



THESE days of almost universal advertising, I take it for granted that there are very few business men who would contend that advertising, if properly done, does not pay. The vast amount of money spent in advertising by some of the shrewdest men of business in all parts of the civilized world, is to most minds, conclusive evidence that advertising, when properly conducted, does pay. Many men, emboldened no doubt by the success of others in the field of advertising, have launched out in the same path, and made a failure of it, simply because they did not understand how the thing should be done.

It might as well be contended for the reason that many merchants and tradesmen fail to carry on business profitably, that trade and commerce do not pay at all, as to say that because advertising does not always pay everybody who indulges in it, it pays no one. I take it that you agree with me then, gentle readers, that advertising where perseveringly and intelligently prosecuted, is a good paying investment. This then being true, it will be conceded that the art of advertising is to the retail grocer—as to other business men—a suitable means to the desired and desirable end of success.

The question, then, that naturally arises is, what is the best way for retail grocers to advertise? In reply, I would say that advertisements should only be placed where they are likely to meet the eyes of a considerable number of probable customers. What profit is there, for instance, for a retail grocer in placing his advertisement in a hotel register, or a card hanging in a railway station? Are people during the hurry and bustle of travel likely to care a brass button whether or not Brown is offering the best value in teas to be found in town, or whether or not it is the correct caper to patronize the Liverpool warehouse because the proprietor is the happy possessor of "a choice and well selected stock of seasonable groceries?" What also, I would enquire, does a grocer expect to gain from a tin sign nailed to a telegraph pole, or a fence, 25 or 30 miles from his place of business, advising the people to "Buy your tobacco from Green and save a cent a pound?" Are many people likely to go fifteen or twenty miles out of their way to save a cent a pound on tobacco? If any do they are not likely to be of a class very desirable as customers.



Of course, it makes a difference to a retail dealer, in advertising, whether his place of business is in a large town or city, or in a country village. If in the former, he has a much larger territory to appeal to in his announcements than if located in the latter. If situated in a metropolitan centre, a retail grocer may, perhaps, find it to his advantage to reach out for trade from outlying towns and villages. But, on the other hand, a grocer in one of these outlying towns could hardly expect an advertisement placed in one of the metropolitan papers, or even in a journal published in a rival town, to render him an adequate return; even though these newspapers have a limited circulation in his own immediate neighborhood. He would be paying for circu-

lation that can do him but little good, seeing that only a few probable customers are reached. It would, no doubt, pay a manufacturer of soap, for instance, to advertise his wares in a high-class magazine like Harper's or Century, or in a metropolitan daily, because every reader is a possible customer, and the constituency he appeals to is large; but a Century reader, located perhaps in Chicago, would take but little interest in an announcement in its columns, except perhaps as a curiosity, that Black & White, of Boston, are offering splendid value in raisins and currants. I believe that the best paying advertising medium for a retail grocer, if he is doing business in a large town or city, is to be found in some largely circulated newspapers published in his own town, because the circulation of town papers is usually confined to the place of publication and the district immediately tributary, for retail trade, thereto. As newspaper advertising rates are usually regulated by circulation, it can easily be seen that our advertiser pays only for what he gets in the way of circulation; in other words, none of the circulation he pays for is wasted, so far as he is concerned. If a grocer's lot in life, however, is to be found in a country town or village, he will on the same principle fire off his ammunition through the columns of one or more of his local papers, every copy of which should contain his advertisement changed each issue.

In looking over country newspapers, how often one is struck by the incongruity of some of the advertisements. Such, for instance, as advertising winter goods in the middle of summer. Perhaps we are gravely informed in the middle of July that the Italian Warehouse has "just received a large consignment of Christmas fruits and other choice holiday goods." Money spent in such advertising is worse than thrown away. No wonder some grocers find that advertising does not pay! Another style of advertisement to be religiously avoided in my opinion—though favored by many—is the tricky advertisement. It usually has quite an innocent look, and starts off with some beguiling remarks about the Prince of Wales or Emperor William or some other notable, and first thing you know you are reading about somebody's neckties or some one else's soap, or how some fortunate fellow had his liver made all right through using Smith's Sarsaparilla, all of which no doubt is supposed to be immensely clever, but the question is, does it help sell the goods advertised or does it create a feeling of antagonism against the wares of the people who have so often fooled us? For my part, most decidedly the latter. Another objectionable style is the familiar advertisement, such as "Say, mister, try a pound of our 5c. tea." Then there is the advertisement that looks as if it had been set up by the printer's devil, who apparently has mixed a little molasses with the ink, just for a joke. And we must not forget our old friend who sticks by us so closely, the circus style of advertisement, calling upon the people to "come right along and take advantage of the wonderful bargains we are offering." We also are never without the always interesting advertising liar, who gets in his fine work (in his own estimation) to the tune of "goods at half price; money no object." And, lastly, there is the man who lacks originality, and who, in commencing, tells us that "Peter Jones begs to inform his numerous friends and the public generally that he has opened out in the market block a well-selected stock of staple and fancy groceries, and hopes by diligence and attention to business to merit a share of their patronage." And so on to the end of the chapter.

Advertisements, then, should first of all be in the right medium, original and frequently changed, tastefully arranged, and made to say, in straightforward and dignified language, exactly what the advertiser means, and, above all, the truth only should be told; for lying pays no better in advertising than in anything else.

The fragrant leaf of China's fields  
To Ceylon's culture prestige yields.

The ancient chestnut hath been cracked,  
Since sugar's cheap no sand is packed.



Bookkeeping for a Modest Business.



**R**EADER, if you are a merchant in a large way of business, employing a staff of efficient clerks, do not read this article; it is not intended for you. It is addressed to the small storekeeper, who, with the assistance of his family, runs the corner store, to be met with in every section of a large city. To such a one is asked the question: What about your bookkeeping? Do you know a simple and short way of keeping the accounts between yourself and your customers? Is it one of the trials of your life to find out how much Mrs. Murphy owes you? And are you prepared to make out her account at a moment's notice? If not, why not? Here is a plan by means of three books by which you can grasp the situation. Let us give them a name: First, a day-book; second, a ledger; third, a cash-book. You do not need a "bills receivable" or a "bills payable" book. Those to whom you owe money will take care that you do not forget it, and if you have a note to meet, a small memorandum book is all you need for that.

1st. Your day-book lies on your desk all the time. In it you enter all credit sales, all orders received, and also all monies received in payment of accounts. You use such a book now, and possibly by systematising it, it would be in good order. Mrs. Brown comes in and leaves an order. Down it goes in your day-book to be checked off when the goods are sent out. Mr. Jones comes in and pays his account of \$5.75 in full. Enter that in your day-book: Mr. Jones, Cr. by cash, \$5.75. Then in comes Mrs. Robinson with a tale of woe, and a two dollar bill on account. Enter that also as Mrs. Robinson, Cr. by cash on account, \$2. Now comes a cash customer, leaves an order and pays for it; mark it paid. The next comes in and buys some article, pays for it and carries it away. No booking needed here at all, and consequently the day-book does not come into use. Our day-book as far as we have gone now appears as follows:—

Wednesday, Aug. 16.

Mrs. Brown, ——— Street.	
18 lbs. Granulated Sugar .....	\$1.00
1 lb. Coffee.....	40
1 lb. Mixed Tea .....	60
Matches 10, soap 10.....	20
<hr/>	
Mr. Jones, ——— Street.	
Credit by cash.....	\$5.75
<hr/>	
Mrs. Robinson, ——— Street.	
Credit by cash on account.....	\$2.00
<hr/>	
Mr. Jackson, ——— Street.	
18 lbs. Granulated.....	\$1.00
½ lb. Mixed Tea.....	30
1 bar N. P. Soap.....	15
2 bars Electric Soap.....	10
1 C. F. B. Powder .....	10
<hr/>	
(Paid.) .....	\$1.65

This is a glance at our day-book. Now for the ledger. At the head of each page should appear a customer's name and address. The ledger for the purpose we have in view is ruled as below, and here is Mrs. Brown's entry with a credit of \$1.50 on account:—

Mrs. Brown, ——— Street.		Dr.	Cr.
1891.			Aug. 20
Aug. 16	Sugar \$1, Coffee 40, Tea 60, Matches 10, Soap 10 .....	\$ 2 20	\$ 1 50
		1 50	
		70	

How simple to make out a bill from such a showing as this. When entering the items from the day book to the ledger, you place a distinctive mark opposite the entry in the day book to show that it has been posted. Our next book is the cash book, and for the

small store the simpler it is the better. It shows at a glance both receipts and expenditure. Here is the ruling of the page with a few entries to illustrate the mode of procedure:

1891		\$	c.	\$	c.
Aug 20	To Cash on hand.....			21	00
	1 Bag potatoes 50c., 1 doz. celery 50c., bread 75c.....	1	75		
	Paid T. Wilson's ac. \$5.19, paid John Jones on ac. \$7.00.....	12	19		
20	Cash receipts.....			14	25
21	Bread 75c., 1 bbl. salt \$1.50, milk ac. \$2.10....	4	35		
21	Cash receipts.....			11	20
22	Paid W. Robinson's ac. \$17.28, small wares 75c.....	18	03		
22	Cash receipts.....			15	10
23	Paid rent to 22nd, \$20.00.....	20	00		
23	Cash receipts.....			10	75
		56	32	72	30
	To Cash on hand.....			15	98

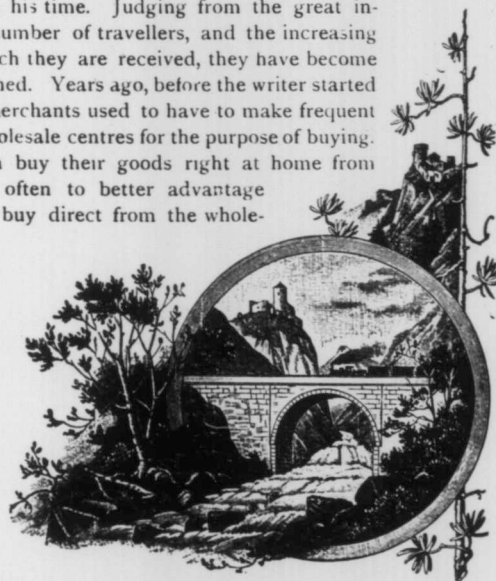
This is intended to show a week's transactions, but is abbreviated for lack of space. At the close of the week both columns are added up as shown in the above, and the cash on hand brought down. When the amount of cash on hand becomes large an entry "Deposited in bank" should appear in paid out column, sufficient being kept on hand to meet current expenses. This simple method of bookkeeping is intended for the small storekeeper, and will be all he requires for a small business. With larger concerns this article has nothing to do, and is not intended to exemplify the bookkeeping in a large establishment, where a bookkeeper is kept.

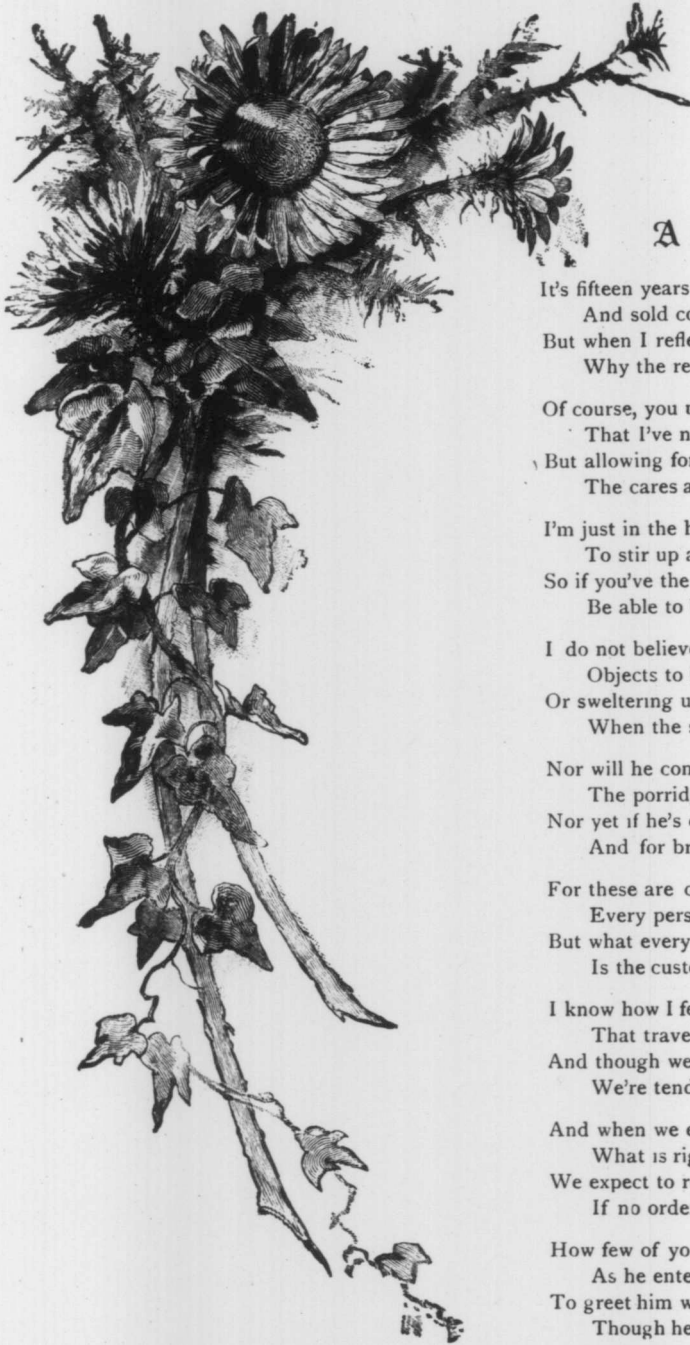
J. F. THACKRAY.

How Travellers' Visits Are Received.

Being a traveler, I suppose, entitles me to know something about this subject, but it seems to me that the merchants of the country, the men we call upon, are the best entitled to speak. I think I am correct in saying that they fully appreciate the value and importance of commercial travellers. Generally speaking, as a class, we are received kindly and courteously, although dropping in on the merchants at all hours of the day, and even late at night, and often during their most busy moments, when perhaps they are worried over some of the many petty annoyances inseparable from business. At such times it occasionally happens that they are further annoyed by the persistency of the salesman, but he is a wise traveller who is willing to bide his time. Judging from the great increase in the number of travellers, and the increasing favor with which they are received, they have become firmly established. Years ago, before the writer started on the road, merchants used to have to make frequent visits to the wholesale centres for the purpose of buying. Now they can buy their goods right at home from samples, and often to better advantage than they can buy direct from the wholesaler or manufacturer, owing in part to the keen competition among travellers, but owing principally to the good feeling between merchants and travelers. How a traveller is received depends largely upon the general outlook. This year unusually good crops should put spirit into the merchants. To the drummers who sacrifice the comforts of home for the toilsome life of the road, they should extend open arms.

F. W. VANLUVEN.





### A Drummer's Reflections.

It's fifteen years now that I've carried the grip  
And sold coffees, teas, sugar and rice,  
But when I reflect on each troublesome trip,  
Why the reflection, my friend, isn't nice.

Of course, you must know, and I don't mean to say  
That I've not had my share of good times,  
But allowing for all the joys of each day,  
The cares are as dollars to dimes.

I'm just in the humor this blustry wet night  
To stir up a few of my troubles,  
So if you've the patience to listen, I might  
Be able to break your own bubbles.

I do not believe there's a man on the road  
Objects to hard toil or rough weather,  
Or sweltering up Durham's main street with a load  
When the sun's strong enough to burn leather.

Nor will he complain if his meals are not right,  
The porridge burnt brown as a berry,  
Nor yet if he's caught in a snow storm at night,  
And for brandy is handed out sherry.

For these are contingencies likely to strike  
Every person who drinks in ozone,  
But what every "boy" on the road does dislike  
Is the customer's cross, grumpy tone.

I know how I feel on this point, and may state  
That travellers are nothing but human,  
And though we're not treated o'er kindly by Fate,  
We're tender at times like a woman.

And when we endeavor to do by the trade  
What is right, good and best for us all,  
We expect to receive, when our visits are made,  
If no orders, at least not a bawl.

How few of you, friends, think it's rough on a chap  
As he enters your store with a smile,  
To greet him with rudeness, and insult mayhap,  
Though he comes for your good all the while.

Each smile from you means just a dollar more won,  
And each hearty handshake one more friend,  
Just try it and see, it's quite easily done,  
And perfection from practice does tend.

Civility always will get its reward,  
While rudeness has never been known  
To gain a man's friendship, or even regard,  
And can reap but the tares it has sown.

So kindly remember to treat "the boy" well  
As he smilingly enters your store,  
Though orders are light you can cheerfully tell  
That the next time he comes he'll get more.

W. H. SEYLER.





## Why Don't You Run Your Own Business?



BELOW is given a lengthy article from the Chicago Journal of Commerce on the abuses of advertising agencies, which is worth its length in gold to both the large and small advertiser.

Advertising agencies have had their day. They have flourished like the green bay tree. And have made money. But as is quoted below, "bigotry, deceit, petty jealousies and fraud may prosper for a time, but the end is inevitable, failure and disgrace."

The way these agencies do business is this: As soon as they see a firm doing a little advertising they find out the exact amount to be spent. The agent then makes up a list of papers and submits it.

The advertiser is surprised, and his heart at once gladdens at getting into so many papers at such a small figure, and the agent's contract is signed, then a placard neatly framed is hung in a conspicuous place in the advertiser's office, with the legend:

ALL PROPOSITIONS

FOR

ADVERTISING

should be made to W. E. FLEECEYOU & Co.

Advertising Agents.

WHO HAVE CHARGE OF WHATEVER BUSINESS WE  
HAVE TO DO WITH NEWSPAPERS.

The advertiser retires to his private office, congratulating himself on the time and money he has saved and at once prepares for a big run of business. Then the agent begins his work. In the list of papers he had submitted there are probably not more than three of value to the advertiser or anybody else. These three are among the best known in the country, and are the bait with which the advertiser is caught. The rest of the list is composed of papers that the advertiser has never seen or heard of. He thinks of course they are as valuable and well-known as the three mentioned. The copy for the advertisement is then made out and printed and sent, together with a letter, to each paper on the list. The letter is an offer, (generally seventy-five per cent. lower than regular advertising rates) to run the advertisement, and finishes something like this: "If you accept our offer we will forward you cheque by return mail less our twenty-five per cent. commission." Oh ye gods what a chance this is for the half-starved publishers who make up this list! Of course the offer is accepted, the "ad" is inserted, and the paper—save the mark—appears. The quality of the paper used is of the cheapest, the ink is nothing better than coal tar, and the type is worn down to the second-nick in nine cases out of ten, and it is almost impossible to decipher the advertisement. But the advertiser does not know this. He has the utmost confidence in the agency, and thinks all is right. However, the months slip by, "the business that he looked for never came," his money and his confidence in advertising are gone; he plants his foot down firmly and says "advertising don't pay."

Just another word. You would never think of handing your book-keeping over to an agency, or your correspondence. And yet you do it with the most important part of your business. The old saying: "He that by the plow would thrive, himself must either hold or drive" might be very properly applied here.

This is what the Journal of Commerce says:

It is absolutely necessary in this age of competition for business men to advertise. They must disseminate the knowledge among the people of the intrinsic value of their products or merchandise.

Every day there are thousands of dollars virtually thrown away because of the lack of knowledge of how or when to advertise, and too frequently on account of the confidence reposed in men who make a specialty of dealing with the publishers of papers throughout the country.

There is another class of advertising agents who are prone to impose upon the publisher and abuse the confidence of their patrons. Their cupidity and selfishness is too apparent to in any manner consider equity and justice. Instances have been known where

publications of reputed worth and bona fide circulation have been ignored, for the simple reason that space could not be obtained upon such advantageous terms as desired.

Oftentimes the agent referred to or his representative allows personal prejudice and strong political or religious preferences to interfere with the transactions of their legitimate business, and not infrequently the advertiser who selects a list of papers whose circulation and standard of excellence are apparent, is given to understand either directly or by innuendo that such and such a paper against which the agent may have a real or fancied grievance, is not worthy of his consideration, and for that reason is stricken from the list of papers to be favored with his business. The advertiser who is a thorough man of business is looking only for results which he knows a judicious and liberal use of printer's ink always insures, and his wishes should not be thwarted by the narrow gauge policy of ignorant and prejudiced bigots, who form the class to which reference is made.

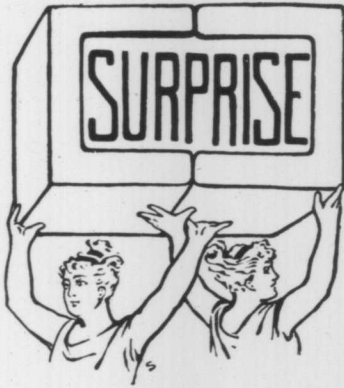
The advertising agent who endeavors to increase his income by trickery and alleged smart business methods, with the publisher on the one hand, and his patron on the other, must sooner or later reap the result of such questionable means, and if he loses the confidence of one, and the business of the other, he has no one to blame but his own shortsighted self. An instance may be cited which will give the interested reader an idea how the unscrupulous advertising agent herewith referred to is prone to abstract a profit both from the publisher and his patron, the advertiser.

The advertiser selects his list of papers in which he desires his advertisement to appear. The agent notes that among the list selected there is possibly one or two papers in which he has no contracted space. He forthwith communicates with the publisher and is informed that there is no deviation from the card rates and that no commission is allowed. For example we will say that the space desired is \$100 per month. The agent has the letter wherein it is explicitly stated that no less price will be accepted. Reluctantly he shows it to the advertiser, who thus satisfied that that is the ultimatum, consents that the agent place his advertisement in that especial publication at the price named. Then it is the agent begins to work upon the cupidity and firmness of the publisher. A letter is forwarded stating that the agent is very sorry that the valuable paper aforesaid was not at first included in the list selected and that the amount of money appropriated for the purpose was nearly, if not quite exhausted, but upon his own responsibility he will offer say \$60, which he has every reason to believe will be refused. It is refused.

This serves to lengthen the correspondence and the next letter is cunningly worded. The publisher is, figuratively, patted upon the back and told that after further consideration it had been decided to strike from the list a less important publication and make his valuable journal the best offer possible, and that it would be considered a favor if the enclosed check for \$75 would be accepted for the space mentioned. Nine times out of ten the publisher does not refuse the \$75 at hand cash in advance for the space.

The advertising agent has thus acquired the \$100 space for \$75, and credits himself with what his ingenious correspondence earned him. Of course he charges the advertiser a small per cent., say 12½c., and thus on the one publication his aggregate profit is \$37.50. Such methods are considered sharp, and there are advertising agents who do not hesitate to employ them. Many business men, however are having their eyes opened to the deceit and trickery, as practiced by a certain class of agents who pass as the sponsors for honesty and integrity in business. It is for this reason that large advertisers have found it to their advantage to place a competent man in charge of that department of their business. Much more than his salary is saved in commissions usually allowed by the provincial press, and there is, beside, the satisfaction of conducting their own business without hindrance or interference. No petty spites or jealousies enter into the contract-making.

Every advertising agent who has the business interests of his patron at heart should and does study how best to serve him. Bigotry, deceit, petty jealousies and fraud may prosper for a time, but the end is inevitable, failure and disgrace.



“Best on Earth”

For Washing Clothes.



We want you to have  
“Surprise Soap” in stock.  
You get a good profit and  
it gives the best satisfac-  
tion to your customers.

“Surprise” is a good soap  
to sell. Everybody likes it.  
Drop us a Postal Card.

**BRANCHES—**

MONTREAL—17 St. Nicholas St.

TORONTO—Wright & Copp, Agents,  
40 Wellington St. East.

*Surprise Soap Mfg. Co.*  
St. Stephen, N.B.



# SELL AND RECOMMEND



— FOR —  
**DRINKING AND COOKING**  
SELLS FASTER, PAYS BETTER, PLEASURES YOUR CUSTOMERS MORE  
THAN ANY OTHER.

— \* \* \* \* \* —  
Send Order for Sample Case to Wholesale Agents :

Eby, Blain & Co., Toronto.      James Turner & Co., Hamilton.  
Caverhill, Rose, Hughes & Co., Montreal.      M. F. Eager, Halifax.

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



### The Survival of the Fittest.

The thoroughgoing upholders of unadulterated competition are fond of the above phrase. They disapprove of the interference of any agency to prevent business disaster that must clearly follow excessive competition. The fittest, according to their view, will survive, the weakest will go to the wall. The adherents of such a view think they are arguing when they fall back on this phrase. They take it for granted that it expresses the principle on which human affairs are ordered. They forget that it is but one of the formulas of what is merely a theory, and that a theory which has been put by biologists to account for how life has attained to its present phase, and not as an ethical principle. Accepted in the application which the Philadelphia Cash Grocer makes of it, it means that morality is weakening not strengthening as a social force. That of course is not true. Nor is the use of the phrase admirable from any standpoint. If a man believes in what it enunciates he must be a fatalist. He holds that those who survive are the fittest. The fact that they survive is the reason that they are the fittest. The means by which they survive, the accidents which prevented their effacement, are of no moment to him as materials whereon to form a judgment of a man's essential fitness. A believer in such a theory can shut his eyes and say that moral, physical and intellectual efforts are worthless, if he finds them predominating on the side that goes to the wall.

Civilization is nothing but the triumph of man's moral sense over man's brute force. Before the moral sense became the chief bond of social unity, there is no doubt the fittest to survive in such rough times were the ones who did. But civilized society has come into existence just in defence of the weakest and in restraint of the strongest. Consequently, those who survive in trade or any other field of activity may be, as compared with those who go down, the weaker in the strife. A phrase that is a better comment upon the outcome of business competition is "The race is not always to the swift." There is more truth in that than in "The fittest survive."

If the traders wage a campaign against each other in price-cutting, the man with the larger capital may survive. But that does not prove him the fitter of the two. Capital is an accident, not an essential, and it would probably be in circulation if the particular man who is supposed to have had it in this case were dead. It represents a certain amount of power in itself which must not be taken into the account of a man's essential fitness. Also, in a business rivalry between two men the abler may be handicapped by a large family. And he may go under. The fitter in such a case does not survive. The test of fitness must be a man's power and will to benefit the cause he is connected with. The extent to which a man can satisfy that test is not to be measured by the degree of his success in a business competition. His unscrupulousness or special advantage sometimes does more than his fitness. The same principle has been exploded in other forms of expression and other special applications. It was involved in the ordeal by combat of the Middle Ages, the man who killed his antagonist being held to be the one who was morally as well as physically entitled to live. Many a man who had the best end of the difference went down before a more skilled, more collected or more powerful adversary, and the ordeal passed out of social usage because it proved to be no test of the sort of fitness it had been adopted to bring out. In the same way the Malthusian doctrine regarded that portion of the population which emerged from the

struggle for existence as the one which was the fittest to exist. It would oppose any interference by philanthropists, economists or mutual effort to check the effects of starvation, unhealthy environment, etc., but let the struggle go on in civilization as it had gone on in the most primitive barbarism. So it is with those who plead for untrammelled freedom of competition; they condemn associations because these would temper its excesses with moderation, and so would prevent the alleged effect of selecting the fit from the unfit by a destructive and far from unerring process of discrimination.

In competition, as in any other social relation between men, morality ought to subsist. A healthy trade sense, as exacting at least as public opinion, should be established, and then competition will be moderated. To say that a half-witted man, who has money enough to outstay a poorer but able rival, shows himself thereby to be a fitter man than his rival is nonsense. A knave who dupes the public, fleeces his creditors and impoverishes his rival is surely not a "fit" man to stay in business. There ought to be a few more conditions than mere survival involved in the test of fitness. A good name from creditors and customers ought to go along with the accident of self-preservation; but a good name from creditors and customers to a man who had been forced to the wall in the modern circumstances of competition would be worth just as much. There is no lack of eulogy for the soldiers who come off alive from a hard-won victory, while probably the men who fell did the most of the fighting. In the same way the general progress of trade in any place or department of commerce may be as much owing to men who have had to succumb to sharp competition as to men who have not.

There is a good deal of the cant of the evolution theory talked these days. Several catchy phrases were coined by the discoverers of and investigators into that theory, and these phrases are very glibly quoted as if they were the very touchstone of social, political and religious truth. This "survival of the fittest" is such a phrase. The fittest to evade the just consequences of their own rascality are not a desirable fittest, and if unregulated competition favors such more than it does square men, it surely is in need of modifying. Of those who have outlived some sharp spells of competition, a very great proportion undoubtedly have thereby shown themselves to be of the right metal for business, but it is equally true that others have come successfully through hard passes by virtue of trickery rather than business ability. To check the excesses of competition, to put an end to the pirate trading in stocks bought back at a pittance in the dollar by the man who had run for the fall, to obtain a fair profit on goods sold, to limit credit, to consolidate the influence of the trade for better collection laws, etc., are legitimate objects to be sought by conjoint effort. It is gratifying to see that this is more clearly recognized every day, and that as a consequence there are getting to be more associations. They cannot be too numerous. Competition has its laws. Trade needs some authority to lay them down, and that trade is gradually evolving as it brings associations more numerous into existence.

### The Virtue next to Godliness.

The Moslem's Koran teaches, sagely too,  
That "cleanliness to godliness is kin":  
So, grocer friends, be sure whate'er you do,  
See that your store and goods be ever clean.

\*\*\*

Strange as it seems to some, I know,  
Their trade does not increase.  
The reason why I straight can show,  
They don't apply 'nuff elbow grease.

\*\*\*

What reck they though the flies hold revel  
Like wanton artists on a spree,  
They'd sooner see things to the devil  
Then dust, and scrub, and cleanly be.

—W. H. SEYLER



## My First Drunk.



I AM now a middle-aged man and a firm believer in total abstinence. Don't misunderstand me; I am not going to inflict upon you a temperance sermon. What I propose to do is to relate how I first tasted of the cup that cheers and inebriates.

At the age of fourteen I was apprenticed to a grocer in a town in Scotland. He was a hard-working, pushing young fellow and did a rattling trade, but temptation in the shape of liquor got the better of him and he began to neglect his business. The result was, of course, an assignment. I had been with him for two years when the crash came, and could not but feel sorry for him, as he had struggled hard to mend his ways, but without success. Well, in due course a solicitor to the estate was appointed, and a few evenings afterwards the solicitor, a big burly man, and two appraisers, came to the store to value the stock. The solicitor had forgotten to bring a clerk with him, and I was engaged to write down the various items and their values. We first went to the cellar, but got no further. The grocer, whom I will call Jones, tapped a quarter cask of port wine and filled a large goblet with the rosy liquid. Each took a long pull and smacked his lips, remarking that it was good stuff—in fact, it was so good that the goblet had to be replenished and sampled all over again. I resisted at first, but was induced to take a sip. I liked it so well that I took another sip, explaining that it "tasted fine." I wrote down the quantity and the value, and a quarter cask of sherry was next in order. Apparently the sherry was a superior article also, as the goblet was filled twice and I had my share. By this time I had begun to lose my sense of awe of the big men around me, and did not hesitate to express my opinion freely and decidedly upon the quality of the liquor. Well, a whisky quarter cask was next touched, but one goblet appeared to be enough. I had my share of it also. Then came brandy—Hennessy's best—and it came in for a good sampling, especially from the solicitor and one of the appraisers, an auctioneer. All this time jokes were being cracked, and it looked more like a convivial meeting than a stock-appraising. I began to feel very much exhilarated, and laughed as loud and as long as any of them. The writing and figures began to dance before my eyes, but I had still sense enough to know what I was doing. But as bad luck would have it, they next approached some cases of champagne. Jones insisted upon opening a bottle. The others offered no objection and I was deputed to procure a supply of crackers and cheese to lay a sort of foundation on their stomachs. I managed, not without some difficulty, to get the eatables, and when I came back to the cellar I found the merry company seated on boxes and each with a glass of the sparkling beverage in his hand. After I placed the crackers and cheese on the top of a barrel I found a seat also, and was handed a tumbler of champagne. The solicitor got on his feet and made a rattling speech referring to Jones' embarrassment, and expressing the hope that he would get a favorable settlement from his creditors and would soon be in business again. We all sang "For he's a jolly good fellow" and I remember that I started the chorus and Jones shook me warmly by the hand, in fact he was so much affected that I expected every moment he would embrace me and weep out his sorrows on my manly bosom. Jones before replying insisted upon refilling the glasses. At this juncture the solicitor asked if any one could sing a song. I at once began a popular ditty in these days, "The Bobby," and they all joined in the chorus. Then Jones got up to reply, but as he had been imbibing very freely he could only stand, sobbing as if his heart would break, and saying nothing but "My dear friends (sob), I thank you (sob) from the bottom of my heart (sob, sob, sob)." Finally he sat down but my tears were falling fast and I could see that

the others were also dropping silent tears. The gloom was dreadful but the auctioneer dispelled it by beginning to sing in lusty tones "Should auld acquaintance be forgot." Immediately we all joined in, and when the grand old song was finished the solicitor suggested that the stock-taking should be deferred till the next day, and that they should make a "night of it." This was received with cheers, and then the fun began in earnest. Song, speech, and story followed each other in quick succession, and the last thing I remembered was the solicitor trying to dance "The Sword dance" over two brooms crossed on the floor, the auctioneer supplying the music in imitation of the bagpipes.

How I got home was explained to me in the morning, and that is a morning I won't forget in a hurry. While my head was splitting and my tongue sticking to the roof of my mouth, my esteemed parent gave me a lecture I have never forgotten. It appears he got alarmed at my absence and called at the store. He failed to get an entrance for some time, and when he went down to the cellar his amazement and indignation were great. I suspect he gave them a bit of his mind,—at least that's what I got next morning. I did not taste liquor again for some years. Jones did not again start in business, his stock being sold by auction, and I completed my apprenticeship with another firm.

SCOTTY.

## The Manufacture of Candied Peel.

Few storekeepers who are in the daily habit of weighing out the candied peels of the orange, lemon and citron have any idea of the way in which these necessary adjuncts to the toothsome cake or pudding are prepared. They are probably aware that the fruit is not grown in Canada, but the mode of its preparation is to them a blank. What would be the surprise of the storekeeper to know that the fruit, when it arrives in this country, is in pickle, and as salt as salt can make it? At the place of growth the lemons and oranges, likewise the citrons, are cut in halves and placed in very large barrels, termed pipes; each pipe being filled with brine to the top before shipping. In this manner it arrives at the confectioner's, whose duty it is to extract the salt and finish the preserving process. The common mode of procedure is to open the pipe at the end and allow the brine to run off. The fruit is then placed in large steam coppers with fresh water and boiled until tender. It is then taken from the copper and thrown into a tub of fresh water and, as soon as it can be handled, the pulp is taken from the peels; the latter going into fresh water again. The water being changed every day until the peels are thoroughly freshened no trace of salt left. As soon as perfectly fresh, they are taken out and drained, and then carefully packed into other tubs. Each tub, when full, has a lid which fits inside and can be fastened on the top of the peels. This is done to prevent them floating during the process of preserving. Thick syrup, boiling hot, is then poured into the tub until the peels are submerged. The next morning the syrup, which has now lost considerable of its sweetening qualities, is drawn off, more sugar is added and the whole boiled up again, to be once more poured on to the peels. This performance continues for several days, until the syrup, when drawn off, is almost as thick as when it went on. It is now in a preserved state, and will absorb no more sugar. After being left for a few days in this syrup, the peel are taken out, drained and slightly dried, when they become the drained peel of commerce, as known to the baker; but that which is destined to pass over the grocer's counter has to undergo the further process of candying. A quantity of sugar is taken and boiled to a certain consistency, when the peels are thrown in and the confectioner manipulates his spatula until the syrup is grained, when, with a fork and a sharp stick, he picks out the peels one by one and places them upon wire trays to drain. The syrup hardens upon the peels, and, as soon as cold, they are ready to be placed in boxes and sold to the grocer, and by him passed on to the housekeeper to be cut up and placed in the cakes and puddings which from time to time adorn our tables.

J. B. McLEAN, PRES.

HUGH C. McLEAN

SEC. TRES.

# The J. B. McLean Publishing Co.

TRADE JOURNAL PUBLISHERS

FINE MAGAZINE

PRINTERS.

TORONTO

ONT.

## PUBLICATIONS

"HARDWARE"  
"THE CANADIAN GROCER"  
"BOOKS AND NOTIONS"  
"THE DRY GOODS REVIEW"  
ETC., ETC.

not what you  
pay for an  
ADVERTISEMENT  
but what it  
pays you.

EVERY READER  
IS A BUYER OF THE  
GOODS ADVERTISED.

THESE ARE THE ONLY PUBLICATIONS  
IN CANADA THAT GO EXCLUSIVELY TO  
THE TRADE REPRESENTED BY EACH.

WHY ADVERTISE IN A PAPER WITH CIRCULATION  
DIVIDED OVER SEVERAL TRADES, IF YOU ONLY WANT  
TO REACH ONE OF THEM? MORE THAN HALF THE  
CIRCULATION OF A GENERAL PAPER IS LOST TO YOU



## Two Legal Points as to Book Debts.



husband to pledge his credit, cannot be collected from the husband if he can furnish satisfactory evidence that he had so forbidden her. The other deliverance is, that it is no libel to advertise debts for sale, if the debtor has persisted in his neglect, or refusal to pay a long-standing account.

Traders who do a credit business will learn with some uneasiness that it is so precarious to open an account to a married woman without the formal sanction of her husband. Heretofore it was thought to be necessary and sufficient for a husband to serve the trader with, or to advertise, a notice of his intention not to be responsible for debts undertaken by his wife. But according to Judge Muir's view of the matter, it is not necessary for the trader to be advised by the husband. It seems that, in the eye of the law, a man must be presumed irresponsible unless he formally undertakes or acknowledges responsibility. If a wife cannot, without obtaining first her husband's consent, put him in for a bill of goods that he as well as she will make use of, then there is a legal loop hole by which husband and wife, if they are unprincipled, with the assistance of some third party as a witness, may swindle the merchant out of payment of his account. It is an easy matter for an unscrupulous man to warn his wife solemnly in the presence of some respectable third person that she is not to buy anything on credit. In such a case she will probably buy to the full limits of her husband's credit, and practically with his consent. When, however, such a man is served with the account, he will make a theatrical display of prostrating astonishment. He will be unable to understand it, as it has been an invariable rule of his to do no business but on a strictly cash basis. He will learn with horror that the goods were ordered by his wife, and will recall the fact that he forbade her to contract debts. An action may or may not be begun, according as the trader is or is not satisfied of its futility, the nature of the evidence forthcoming swaying him to one course or the other. Such a probability of knavery is not at all far-fetched. It will appear to be a reasonably likely and frequent outcome of a widespread apprehension that the law on the matter is as it is quoted by Judge Muir. There is not a legal loop-hole open which has not been used again and again by debtors who would seem to be above taking advantage of such means of escaping the payment of their debts, or the punishment of their repudiation of them from any other standpoint. The number of civil servants who are not above taking advantage of the defect in the law which makes their salaries non-garnishable, the number of wage-earners who carefully keep from allowing the attachable amount of their pay to remain in employers' hands, the number of fathers who get out of paying their sons' debts, etc., are already too numerous. The law has many defects, and human honesty is too rarely found to be above the temptation of making the most of them. To add to the number of them will simply be to extend the practice of fraud.

There is one effect of this legal ruling that may be healthy. It may bring within moderate bounds the number of accounts that are on the storekeeper's books. If it is the means of making some accounts worthless it is likely also to be a means of making fewer accounts. The trader will see the wisdom of making the husband assume responsibility before the debt gets large, while wives will probably be less prone to buy on credit. It is possible that there may exist very many instances of accounts opened by wives con-

TWO judicial utterances that have an important bearing for retail traders, particularly general merchants and grocers, have recently been made, the one by Judge Muir at Guelph, the other by Judge Rose. According to the first, a debt contracted by a wife who has been forbidden by her

trary to the orders of their husbands, but which have been paid simply because the husband did not suppose such prohibition released him from responsibility. Now, however, it is likely to be different. Where the husband in good faith forbids his wife to contract debts he will be likely to repudiate them as readily as the man who imposes such a prohibition in a scheming way. There are many men who are made debtors by their wives, the men themselves being genuine in their aversion to such financial entanglements. Such men, afraid of scandal if they gave formal notice to the traders concerned, have been forced by their wives into debt. Now no scandal is necessary. Only the wife needs to be told in the presence of a discreet witness that the husband will not be responsible, and the husband can not be made responsible. This makes his position much less embarrassing, and he can repudiate a debt without difficulty. These considerations ought to take hold of the mind of the trader, and the result will be fewer and safer accounts. In that way the knowledge of this view of the law will be good. That it is the law, however, is not a matter of decision, but one of incidental statement in a summing up by the judge.

The other law point referred to did emerge in a decision which settled an action undertaken against an agency that had posted an account for sale. It is a relief to know that it is not libellous to publish a debt for sale, after every other method of getting money out of it has been exhausted. It would truly be an anomaly if a debtor could evade with impunity the payment of an account justly due to another man, and then recover damages from that other man because the latter had tried to turn the account into money by putting it on the market. The trader will learn with satisfaction that recourse may be had to posting accounts for sale when every other means of collecting them has failed. It is in his power to expose the man who has not redeemed his credit. The knowledge of that fact may mend the honesty of some dignified deadbeats who cannot be got at by any other mode of attack. It makes them wince to publish their names as debtors. They usually terrorize the trader from resorting to such a course by their threats of vengeance of the law, but such threats are impotent. Law is not violated though dignity may be touched.

## Cut off in His Prime.

The news of the death of George S. Findlay, a traveller for W. H. Gillard & Co., wholesale grocers, Hamilton, will be received with keen regret by his many friends among the trade. Mr. Findlay was a native of Hamilton, Scotland, and came from there to Hamilton, Ont., in his 19th year. For nine years and a half he was employed by the late firm of Simpson Stuart & Co., and after a year or two with Lucas, Park & Co. he entered the service of W. H. Gillard & Co., with whom he has remained for the last seven years, being highly thought of by his employers. He was a prominent member of the A. O. U. W., having been Master of Concord Lodge, which he with one or two others was chiefly instrumental in forming, and from which he received a silver service as a token of the high regard in which he was held by the members. He also belonged to Temple Lodge, A. F. & A. M., and was a member of the Congregational Church. His illness has been long and painful. He leaves a widow and several children, together with his mother and a large circle of friends to mourn his loss. At his own request, Concord Lodge, A. O. U. W., will take charge of his funeral.

## Owed (?) to the Bean.

I saw in days of early youth  
Tall camels bear o'er Arab sand  
The golden berry that, forsooth,  
Was blessed in every clime and land.

But now, alas, the scene is changed ;  
In dark and gruesome alleyway,  
With coloured mud we see arranged  
The coffee bean of modern day.

Old Boston, proudly raise thy head,  
Thou Athens of to-day !  
Whate'er the changes that are made,  
Thy bean is pure alway.

—W. H. SEYLER.

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

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

**Chivers' Carpet Soap**

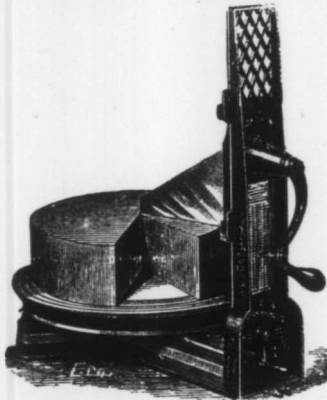
For cleansing and restoring carpets. Warranted to take out grease or ink, and restore the colors. Likewise in all woolen fabrics

**Chivers' Disinfectant Cloth Soap**

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

J. H. WALKER,  
Alma, Ont.

**Self-Guaging Cheese Knife.**



A Necessity to Every Grocer.

It does away with all the hard labor of cutting by hand.

An ornament to every counter.

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

**TULLOCH & CO.,**

Manufacturers' Agents  
and  
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmans' Stores, Linseed Oil.

Portland Cement, Building Materials,

Pig Iron and Metals.

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

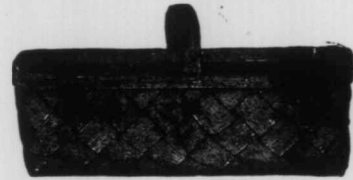
CONSIGNMENTS OF PRODUCE SOLICITED.

60W

**P. DOTY & SON,**

(Successors to W. B. Chisholm)

MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

Oakville, Ont.

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

**Todhunter, Mitchell & Co.**

—DIRECT IMPORTERS OF—

**HIGH GRADE COFFEES,**

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS. :: TORONTO.

**DURABLE PAILS AND TUBS.**



TRY THEM

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

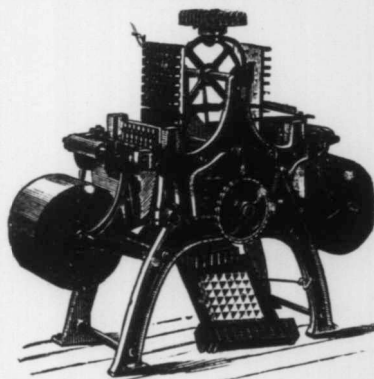
The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by

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

**Northumberland Paper and Egg Case Co.**

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



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

**The Norton Manufacturing Co.,**

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

MANUFACTURERS OF

**TIN CANS**

By Automatic Machinery.

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

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited

HAMILTON, - ONT.

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





Henry Saunders, Victoria, B. C., (Liquors).



Henry Saunders, Victoria, B. C., (Groceries).

# DAVIDSON & HAY

Wholesale Grocers,  
36 Yonge Street,  
TORONTO, ONT.

## - FLATS -

In stock fresh "Clover Leaf" Salmon and "Clover Leaf" Lobsters, in flat tins, containing the finest parts of the fish.

Be particular to look for the word "CLOVER LEAF" on every label.

## Sloan & Crowther

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

Arriving this week

# New Valencias

## H. P. ECKARDT AND CO

Wholesale Grocers,  
3 FRONT ST. EAST, TORONTO.

STEEL, HAYTER & CO.,  
Importers of

# INDIAN TEAS

Direct from their estates in Assam.

New Season's Teas are now arriving.

PROPRIETORS OF THE WELL-KNOWN

"MONSOON" BRAND.

Samples and Quotations on application.

11 & 13 Front St. E. Toronto.

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

# RIO COFFEE

Ex. S. S. Phidias.

## WARREN BROS. & BOOMER,

35 and 37 Front St. East,  
TORONTO, ONT.

## EDWARD

ADAMS & CO.

ESTABLISHED 1846.

Wholesale Grocers and Importers of

TEAS,  
SUGARS,  
COFFEES,  
TOBACCOS.

95 & 97 Dundas St., London, Ont.

# BALFOUR & CO., IMPORTERS OF TEAS

—AND—

WHOLESALE GROCERS,  
HAMILTON.

WESTERN ONTARIO AGENTS FOR

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

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

## JUST ARRIVED !

Consignment finest Mocha  
Coffee.

Write for Samples and Quotations.

## SMITH & KEIGHLEY

WHOLESALE GROCERS,  
9 Front St. E., Toronto

## Thos. KINNEAR & Co

Wholesale Grocers and Importers of

TEAS,  
SUGARS,  
COFFEES,

AGENTS FOR

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

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

47 Front St. E., - TORONTO.

New Currants.  
New Sultanas.  
New Valencias.

First arrival of the Season.

P. C. LARKIN & Co.,

WHOLESALE GROCERS,

25 FRONT ST. E.

## PERKINS, INCE & Co.,

41 and 43 Front St., Toronto.

## NEW FRUITS IN STORE.

Valencia Raisins  
and Currants.

## STUART, HARVEY & Co.

Importers and

# WHOLESALE GROCERS

A Large and Well-Assorted Stock of

Teas, Sugars and General Groceries

HAMILTON, ONT.



## Pedlar vs. Storekeeper.

One of the questions which agitate the mind of the storekeeper is, how to cope with the pedlar. It is felt that a great injustice is done to the storekeeper by the unfair competition to which he is subjected. In large cities the pedlar makes his presence felt most, and in small towns and villages he is seldom or never heard of. The reason for this is plain. He requires a large field for his operations. In small towns and villages the population is too much scattered to enable him to make a success of peddling; therefore, he hies him to a large city, where he can meet fresh faces at every turn. His business is strictly cash, and his turnover large. It is claimed by some that he always handles the refuse of the market, but this is not the case. While some pedlars pick up the refuse in order to sell at low prices, there are others who handle good fruit, and they are perhaps the most dangerous competitors the storekeepers have. It works this way: Mr. A., who keeps the store, may have bought in the same market as the pedlar. He may have paid exactly the same price, but when Mrs. B., who is his customer, comes along, he has to calculate on a month's credit, perhaps, while, if Mrs. B. stops the pedlar, she buys the same stuff at a lower rate, but has to plank down the cash. And there is the point—cash vs. credit. The man who sells for cash has but little loss and can easily outsell the man who sells for credit. A loaf of bread is bought for 10 cents and sold for 11 cents, just a profit of 1 cent per loaf. A customer buys a loaf and pays cash. The storekeeper has made a cent profit. Supposing that this transaction takes place on the 1st of the month, and that same 10 cents is again invested in bread on the 2nd, at the end of ten working days the storekeeper has his original 10 cents and 10 cents profit besides, or enough to invest in two loaves, which now earn 2 cents daily. At the end of five days more he is enabled to buy three loaves with the original 10 cents, plus the profit earned. It will be found that at the end of the month he can purchase about seven loaves of bread. Now, if on the 1st of the month he had booked that loaf of bread and the customer was a straightforward, honest party, who always settled on the 1st, our friend the storekeeper would be just one cent ahead on the transaction. So much for cash as against credit, leaving out losses by bad debts, errors, etc. Now the pedlar has just that advantage. He sells his goods and gets the money. He turns that money over many times more in the course of the month than the storekeeper does, besides making no bad debts, being under less expense, and suffering no loss. No wonder then that associations get to work to put a ring around the pedlar's operations. In Toronto the fight has been going on a long time, but the pedlar proves to be a stubborn foe. He claims the earth, and seems determined to get it. It behooves the tradesmen of the city to work shoulder to shoulder and see that their representatives in the city council do their duty in the matter. The Markets and License Committee is about to recommend that the pedlars be prohibited on certain streets from plying their vocation, but even if this passes the council, it can only come into force next July—in other words, at the end of the license year. A new council comes into power in January, and they may not see the matter in the same light as their predecessors. The tradesmen should be on the lookout, and when the would-be aldermen come around hand-shaking at the end of 1891, just politely ask them what they propose to do with the pedlars.



## Uniformity in Store Package Butter.

The butter problem is one of the most difficult questions of the day. We will start with the word uniformity. It is no doubt understood to the sorrow of many country merchants that our Canadian butter is at a very low ebb in the old country. I was very much pleased to see that the travelling dairy is trying to introduce a system of uniformity among butter makers, that is, to try and get all butter makers to make butter in the same way. It is a well known fact that at present a merchant may in the course of a few days get a great many different colors and shades of butter, and he finds it very hard to select and blend them so as to have many tubs of a uniform shade. Now I would suggest that the travelling dairy print in circular form the best system of making butter, and the one adopted by them, and let every merchant throughout the Dominion have a copy, so that he could get the circulars printed and distributed to every customer, pressing home to everyone the great necessity of making butter all on the same plan, showing that this must be done in order to develop a demand in the English market. When in England in 1885, I visited eight days with my uncle, whose business was solely in butter, milk and eggs. I noticed he was exceedingly particular that all receipts were perfectly fresh, or he would return them at once. Then you see we have quite a competition in New Zealand. The country storekeepers are not careful enough about handling the butter. Many have poor, unventilated cellars, all colors are thrown in together and are not put up in good shape. A traveller told me the other day I could get a few tubs of choice butter out north. Well, I sent for four tubs, and on arrival it was only No. 2. We turned the butter out on our stone slabs, and we found several colors in one tub. Another had one-half inch of salt in the bottom. Between salt and over weight of the tubs I had to dock 15 lbs. on the four tubs. Now, butter shipped to England in that condition will net the merchant poor returns, and he certainly can blame no one but himself.

Too little attention is given to the care and manufacture of butter. Badly ventilated cellars, keeping the cream too long, having only one set of pans and consequently not airing them enough, leaving too much buttermilk in the butter, are leading causes of deterioration in the manufactured article, being destructive of its keeping powers. Now, I do not know any better way to remedy all these difficulties than for the Government to issue a circular giving in detail the proper system, and putting it into the hands of every farmer throughout the Dominion, and urging upon the attention of all makers the fact that such an article will always demand a ready sale and yield good returns. I am sure of this fact, that if butter is shipped in good shape—if the weights are all right and the quality originally good—there will be no trouble to repeat the orders. I hope that every merchant in our Dominion will take a deep interest in the butter question, and keep the one motto in view—uniformity. I have not been able to give the subject much thought lately, but I know your excellent paper is alive on the subject.

H. T. BARKER.

The song of the tea-tester:

Ever on tea I'm fondly beaming,  
One soothing cup my sad heart can cheer;  
All, fall, alone! nor sugar nor cream in,  
To mar thy rich beauty and fragrance so dear.

**SOMETHING NEW !  
A GREAT TREAT.**

Fresh Cod  
**TONGUES**

In 1 lb. Tins.

This is the Delicacy of the Season.

Pronounced by connoisseurs far ahead of oysters.

**A GREAT LUXURY.**

Apply to

EBY, BLAIN & CO., Toronto.  
STEWART MUNN & CO., Montreal.  
JAS. TURNER & CO., } Hamilton.  
LUCAS, PARK & CO., }

Send for Samples.

M. LEFEBVRE & CO.



Reg. Trade Mark.

**MICHEL LEFEBVRE & CO'Y**

Manufacturers of

**Lion--L--Brand**

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

Montreal, P.Q.

Established 1849.

**GOLD, SILVER**

—AND—

**BRONZE MEDALS**

20 1st prizes.

**TO GROCERS.**

**SIMCOE CANNING CO'Y'S**

Goods are warranted first-class.

**PUSH THEM.**

Order through your wholesale House.

**TO THE TRADE**

—IN—

**Canned Goods.**

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

Faithfully yours,

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

**GOLDEN BRAND  
CANNED**

**FINNAN HADDIE**

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

AGENTS,

**H. W. NORTHRUP & CO.**

South Wharf, Saint John, N. B.

**LEONARD BROS.,**

Wholesale Fish Dealers,  
Are now prepared to fill all orders for their

**Celebrated Boneless Codfish**

(from new fish)

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

SEND FOR QUOTATIONS.

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

**FAULDERS'S  
"SILVER-PAN"  
PRESERVES**

ARE THE BEST—NO EXTRA CHARGE

GOLD MEDAL : - Melbourne, 1888.

FIRST PRIZE : - Windsor, 1889.

GOLD MEDAL : - Edinburgh, 1890.

MADE IN SILVER PANS TO AVOID CONTACT OF FRUIT WITH COPPER.

**ARTHUR P. TIPPET & CO.,**

SOLE AGENTS FOR CANADA,

1 Wellington Street East, Toronto.



**BEST GOODS IN THE MARKET.**

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

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



**GOLD**

**MEDAL**

**AWARDED**

**DELHI CANNING CO.,**

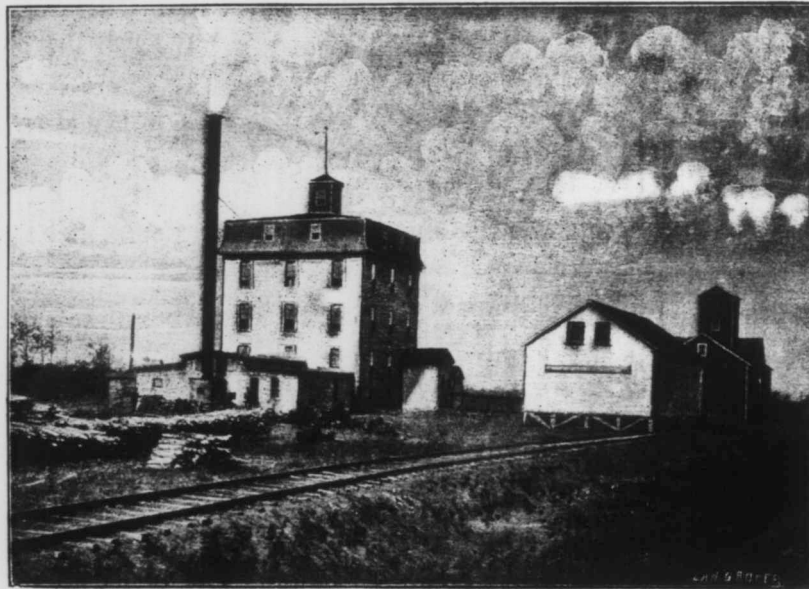
Jamaica Exhibition.

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

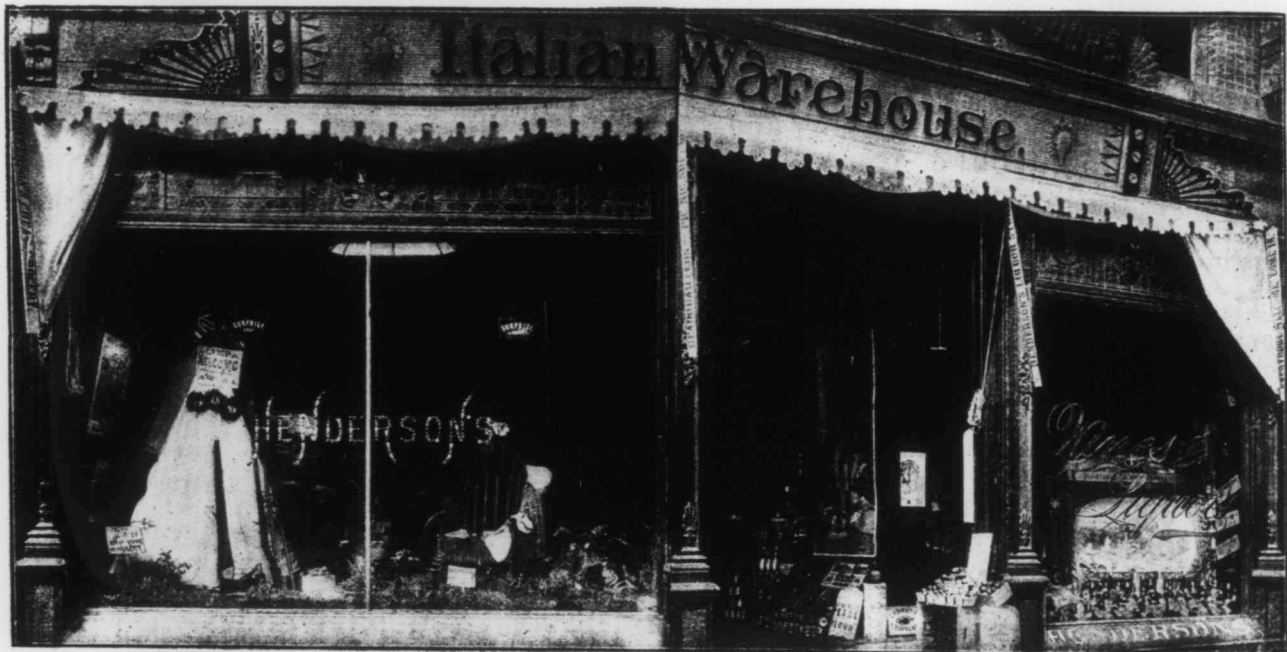
**Delhi Fruit and Vegetable Co.,**

**FACTORIES : DELHI AND NIAGARA.**





Messrs. Leitch Bros., Oak Lake, Man., (Millers).



Geo. Hendersons, Kingston. Ont.



Develop your Muscles  
by Exercise.

Supply your system with MUSCLE-  
FORMING ELEMENTS by taking

**JOHNSTON'S FLUID BEEF,**  
The Great Muscle Former.

**W. G. A. LAMBE & CO.,**  
**Commission Merchants,**  
TORONTO.  
AGENTS FOR  
The St. Lawrence Sugar Ref'g Co., Montreal.  
The British America Starch Co., Brantford.

**PICKLING VINEGAR.**



**T. A. LYTLE & CO.,**

Bonded Manufacturers,

124--128 RICHMOND ST. W.,

TORONTO.

**LOCKERBY BROS.,** WHOLESALE GROCERS,  
75 ST. PETER STREET,  
MONTREAL, P. Q.,

ARE OFFERING THIS WEEK

**SUGARS.**  
**TEAS.**

{ Barbadoes  
and  
Cuba

**MOLASSES.**

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

Canned Salmon, Lobsters, Mackerel and Oysters.

**PICKING HILLWATTEE  
TEA.**



Loch Tyne Herrings. Hazard's Puree  
de Tomatoes.

New Currants. Hazard's Pepper Sauce.

New Sultanas. Armour's Key Beef.

Chili Walnuts. Armour's Key Chipped Beef.

**LUCAS, PARK & CO.,**

73 McNab St. North, Hamilton, Ont.

Agents for Diamond Crystal Salt and Hillwattee Teas.

**James Lumbers**

Wholesale Grocer,

**67 FRONT STREET EAST,**

**TORONTO, ONT.**



### A Few Hints for Spectacular Window Effects.



THE newspaper carries the fame of the merchant and the virtues of a few of his goods through the country at large; but for catching and alluring the transient, as well as retaining and increasing the local trade, there is no better medium than a tempting and neatly dressed window. Grocers should take special interest in this matter. There is nothing that appeals so strongly to a man as his stomach, and when catering to that above all things he wants cleanliness. No matter how you have your window dressed, neatly or

artistically, have it bright and clean. No old fly-blown goods that have their age but too plainly depicted in their appearance. Goods should not be left there long enough to get that way. Your window should be changed in summer time daily if possible. Do not let the flies be more industrious than you.

Great taste may be displayed in this line by showing your goods in an original and artistic manner. Seek always new ideas. Never have the same window twice if possible, as people grow tired looking at it and pass on. If you have your goods in right side up one time, turn them upside down the next. Change and variety are what you want. Do your best to get them.

If a line of goods is handsomely wrapped and cased, with a moderate supply of advertising matter and show cards, by utilizing everything you can make a big display with a few goods. Save your fancy cases, wrappers, etc., and use them. Build your window up and make it look stocky. Show your goods in original packages, if they happen to be attractive. People are sometimes interested in style of packing, etc. A barrel of Lazenby's pickles, for instance, placed in your window with the head partially knocked out, and the bottles tumbled out carelessly, will attract more attention than five dozen bottles of the same goods arranged systematically. During the summer months, when the heat and dust are most injurious to your goods, the grocer can change from a strictly grocery window and display his taste in some other attractive manner. People's senses are generally held by the improbable, and a few green sods, bright flowers, ferns, etc., a picnic scene, a stream of running water, or a representation of anything of local interest, will brighten the store, be refreshing to look at during the heated term, and create endless talk. Display your taste and originality, and with a little extra work you will find your well-dressed windows will bring you what we all want—an increased business. D. M.

### The State's Business Interests.

It is now tolerably certain that the preliminary meeting for the purpose of increasing the effectiveness of the various commercial organizations of the state, the formation of a central association, will be held in Rochester some time next month. The name of the central organization will be the New York State Board of Trade, but beyond that no definite arrangements have been made nor rules formulated. While the New York Board of Trade and Transportation is the prime mover in the scheme, it does not desire to be in the slightest degree dictatorial in the matter, and any suggestions that have emanated from the board are simply suggestions that may be adopted or rejected, according to the pleasure of the conference. The suggestions that have been made contemplate the simplest and most economical plan of organization, but one that will be effective in securing prompt co-operation and action among the various State bodies on questions of common interest. The form of organization suggested follows closely that of the National Board of Trade and

it is well illustrated by the following extract from the Constitution of the Massachusetts State Board of Trade Viz.: "Article 11 Sec. 1. Every local board of trade or other body organized in this State for general commercial and not for special or private purposes, may be admitted to membership in this association on the approval of two-thirds of the bodies represented at any meeting of the association, and shall be accorded the following representation: Each association having fifty members or less shall be entitled to one delegate; over fifty members, two delegates, and for each additional fifty members, one additional delegate."

It is not considered feasible to hold the initial meeting of the Board in New York city, as that is too far away from the western cities. Several of the more interior towns have sent invitations to have the organization meeting held there, and as the Rochester Chamber of Commerce's invitation was first received, it is probable that it will be accepted. Many of the commercial organizations do not hold meetings during the summer months, including September, and the question of their co-operation in the movement will be acted upon at the first meeting in October. So far, twenty organizations have agreed to appoint delegates to attend the first meeting. These include, in addition to the New York Board of Trade and Transportation, the Buffalo Merchants' Exchange; Chamber of Commerce, Albany; The Board of Trade, Elmira; Business Men's Association and Exchange, Syracuse; Rochester Chamber of Commerce, Rochester; Olean Board of Trade; Board of Trade, Corning; Italian Chamber of Commerce, New York; Board of Trade, Mount Vernon; Business Men's Association, Niagara Falls; Retail Grocers' Union, New York; Crockery Board of Trade, New York; Board of Trade, Hudson; Coal Dealers' Board of Trade, Albany; United Retail Grocers' Association, Brooklyn; Trunkman's Association, New York, and the Jewelers' Board of Trade, New York.

The promoters of the movement earnestly hope that every Chamber of Commerce, Board of Trade, Exchange, Merchants' and Manufacturers' association, &c., &c., receiving this request will be represented at the convention, it being understood that attendance at the convention, shall not bind any organization to become a member unless the plan adopted shall be approved by such organization. There are on record in New York State 137 commercial organizations that are eligible for membership in the proposed State Board. It is conservatively estimated that they represent an aggregate of thirty thousand merchants, bankers and manufacturers, and should they be banded successfully together it is believed that a pressure can be brought to bear on legislation affecting business interests that will secure such safety for capital from legislative attack that could not otherwise be secured.

As a matter of fact, the excitement that existed in commercial, financial and manufacturing circles during the last session of the State Legislature on account of the threatened passage of the Liston, Listing, Interest and other bills, is responsible for the present movement in the direction of establishing a central business organization. It was found to be a most difficult matter to bring the various commercial associations into line in order to make a combined and effective protest against the measures. The matter was referred to the Committee on Legislation of the New York Board of Trade, who informally communicated with a number of State organizations, and finding the sentiment in every case favorable, it was determined to recommend the establishment of a State Board.

### The Broker.

"Now by my modesty a goodly broker."

—Two Gentlemen of Verona.

A question puzzling in most high degree  
Is, what's a broker? An you please tell me.

\*\*\*  
Old as the classic mound of Greece,  
Yea, old as Ararat itself,  
Their motto's e're been "Bait and seize  
"Till you've both seller's and buyer's pelf."

\*\*\*  
No longer do they love to hear themselves  
Be termed in simple parlance "broker",  
They're known as "Agents" or "Commission" men  
Or "merchants" too.—This last's a joker.

W. H. SEYLER.



This wonderful Yeast and the bread made from it attracted the attention of thousands from all parts of the Dominion at the late Industrial Exhibition in Toronto.

It is now put up in one dollar boxes containing 3 dozen 5 cent packages.

☞ GROCERS !  
Write us  
☞ TRAVELLERS !  
Call upon us.

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

TELEPHONE 1920.

35 Wellington St. E., Toronto.

A. H. BADGEROW. ALEX. H. DIXON.  
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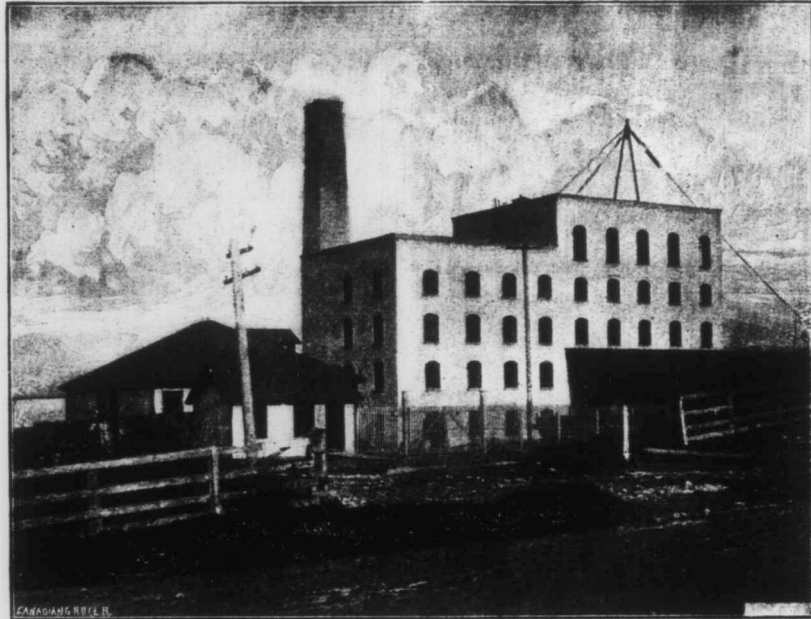
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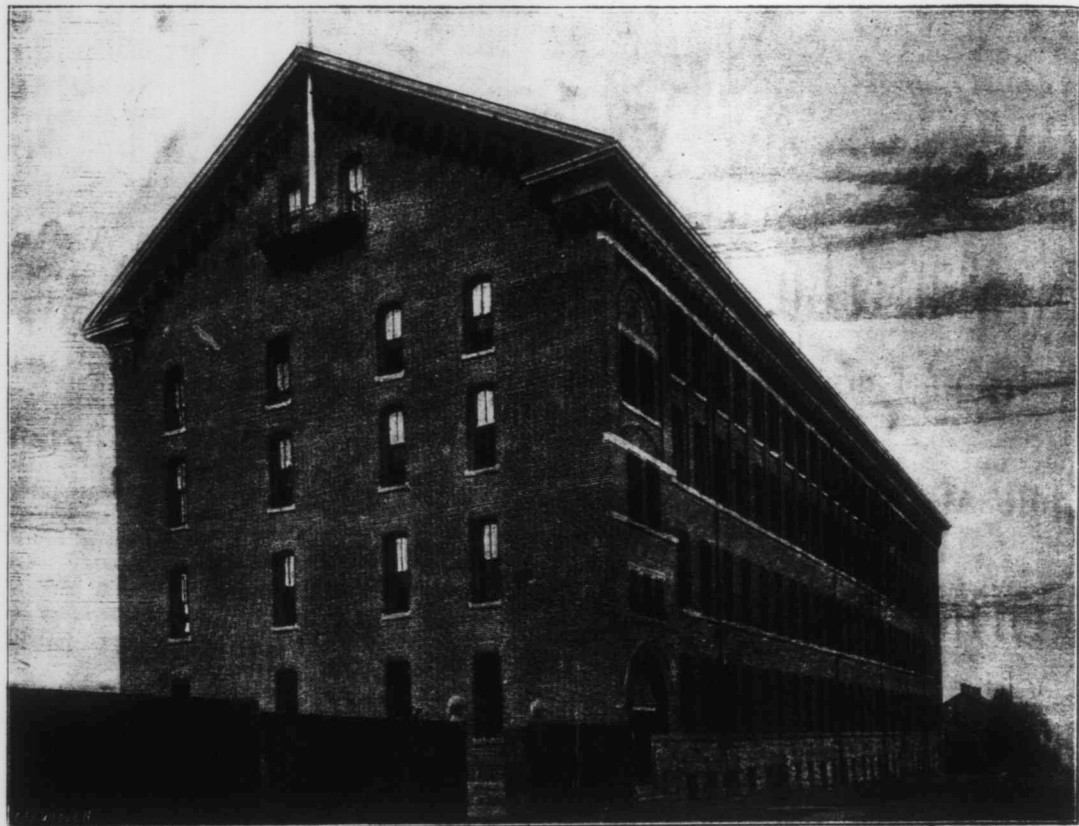
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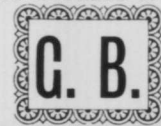
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## Toronto Markets.

TORONTO Oct. 1, 1891.

**GROCERIES.**—Trade is more backward than it was a week ago. There is less sugar selling, canned goods are quieter and teas not so active. Payments are not specially complained of, but evidently there is no more money current among the retail trade than what suffices to keep business going at its present quiet movement. There is not the same feeling now as was general a year ago when dulness prevailed. Then the trade was somewhat disheartened, now it is hopeful. The material basis for a good circulation exists, and all that is wanted is to get it moving. Business cannot but mend when the grain begins to sell, however early or late that may be. In the meantime trade will be apt to drag a little.

**CANNED GOODS.**—Orders are not coming forward very freely. The tomato pack has now nearly all the chances in its favor, so that the apprehension of a short pack is now pretty well dissipated. Buyers are consequently neither eager nor numerous and prices are weakening. It is probable that stock could be bought as low as \$1.05, though \$1.10 is the prevailing quotation. There ought to be no excuse for resorting to an inferior quality of raw material for this year's pack, as the tomatoes are excellent. The pack may be curtailed, if not by limitations in the quantity of raw material, probably by limitations in the time left canners to operate. They made a very late beginning. Peas seem to be showing signs of prospective scarcity. Orders are only partially filled by some packers, and the demand is becoming more earnest. The price is \$1.10 to \$1.20. Corn is \$1.05 to \$1.10. Apples quote nominally yet as nobody is interested in them. They will rule low this year. Salmon is quiet but \$1.35 is quoted less generally, \$1.40 being the most common lowest point.

Perkins, Ince & Co., have just received the first shipment of the Nimpkish River Salmon, the whole season's pack of which they have secured.

The British Columbia Commercial Bulletin says: The market is reported quiet, but firm. Fraser River brands are quoted at \$4.60 a case, while, last year, they fetched \$4.75 and \$4.80 a case. The short pack, in all probability, will send the prices higher as the season advances, and already it is noted that the market is hardening in England. Shipments to Eastern Canada, this year, are fair, and it is expected will reach about 60,000 cases for the season.

**COFFEE.**—Fresh receipts of Mocha coffee have increased the stock of that growth and made prices rather easier, though the same figures are used for quotations. The lowest price quoted for Mocha, 32c., could probably be shaded. Rio coffees are 19 to 21c., with no sign of recovery from the position that last week's drop brought them to. The coffee trade is about of the ordinary volume.

**DRIED FRUIT.**—Only a moderate quantity of new currants is yet on the market. The price is 6½c. per barrel. Old quote about ½c. less, but, all there is of them would muster a very small quantity. Two direct shipments are now on the way. All the remainder of the new crop in fact is afloat. Trade in Valencia raisins is dull. New are selling at 7 1-2c., while all are 4 to 5c. The new came in too early to find a bare market, and as there is some very acceptable old fruit the new is not receiving much attention. They are cabled firm at Denia, and likely to advance for good quality. Sultana raisins are selling moderately well at 11 to 12c. The long difference between this and last season's prices is not having the stimulating effect upon the demand it would be supposed to have. Prunes are slow of sale at 5½ to 6½c. New stock will soon be forthcoming. New Eleme figs will arrive this week. They are on board the Sarnia. Old figs in good condition are plentiful and demoralized. They are said to be obtainable at 6c. in 10 lb. boxes. A big consignment that was brought here proved too large for this market to distribute and a considerable portion of it was disposed of in the United States. There is still a surplus on the spot.

**NUTS.**—No new nuts are yet quite due. Interest in this class of stock is not quite due yet either. Business goes on in lots of 25 and 30 lbs. with the sale of an occasional bale at steady prices.

**RICE AND SPICES.**—The demand for rice varies little, and a fairly good trade is reported. Japan continues to be in leading request. Spices are going out quite freely.

**SUGAR.**—A falling-off in the sugar trade begins to be quite perceptible. Its mainstay, the fruit supply is failing it. The change in the demand has not so far affected the price of granulated, which remains 5½c. in quantities of less than 15 barrels and 5c. in quantities not less. Yellows are rather dull and are accumulating. The competition of low grade raws, as well as the decline in the demand, affects prices, which quote from 3½c. up for brands. Rawes are also easier, 3.45 being touched in this week's trade.

**SYRUPS AND MOLASSES.**—Syrups are moving somewhat at prices ranging from 2½c. up. Corn syrups are offering at 3¼ to 4c. per lb. In molasses there is little business yet heard of. Some moderate-sized sales of New Orleans are reported.

**TEAS.**—The tea trade is less brisk than it was a week ago. Stocks are now in good condition, and scarcity is wanting as an incentive. Blacks from 7d. upwards represent the best value that has been received for years, while the difference in quality for 1d. below that is remarkable. The lowest grades do not yield quality equal to that of a year ago. Prices range from 15c. upwards. Young Hysons are arriving. There is a scarcity of really good this year. The quality of the early samples is below that of last season. The lowest priced Hyson in stock is 17c. Japans from 16 to 20c. are in very good demand.

The local demand for new season's Indian teas continues steady. The London market appears to have recovered itself. Considering the time of year, rather a large amount of Indian tea has been offered. Prices have been fully maintained for all medium and fine grades, but some irregularity has been shown in the common sorts. It must not be forgotten, however, that a large quantity of very indifferent stuff was brought forward. The supply of Ceylon was smaller than for some time past, and prices were firm all round. Private advices from Calcutta say: "Owing to a falling off in the Bombay demand, common and medium Pekoes, with ordinary liquors, sold at easier rates. All other descriptions were in good demand at hardening values. Fair liquoring Pekoe Souchongs in many cases advanced 3 pie.

**PETROLEUM.**—Prices are steady, but without change on last week's quotations. The trade is growing larger every day.

The Petrolia Advertiser reports: Petrolia crude \$1.35½ per bbl, Oil Springs crude \$1.35½ per bbl. The price of crude still continues to be dubbed \$1.35, but that is merely nominal, as the very few transactions that take place on Change at that figure clearly indicate. It is every day getting firmer and firmer, and only the few operators that appear on Change, is the reason of its remaining at that figure. By the 1st of October we fully expect the price to reach \$1.40. Refined still remains at 9 cents in bulk or 12 cents in barrels. We don't expect these figures to last, as they are both too low, and are only the result of some cutting on the part of one or two refiners who are trying to make it uncomfortably warm for those who are not overburdened with crude.

**DRUGS AND CHEMICALS.**—This week's trade offers no feature for special comment. Business is reported fairly active, with prices unchanged in lines handled by the grocery and general store trade.

**BUTTER AND CHEESE.**—The hot weather has caused a very marked decline in the receipts of butter. Prices are stiffer accordingly, good dairy tub being salable at from 15 to 17c., the latter figure of course representing the very choicest stock. The country does not seem to be overstocked. The fall trade will in all probability lack the usual drawback of bad butter arriving in shoals of packages. There is not so active inquiry from holders as to prices for future delivery with an eye to catching an export market this fall. This goes to show that the excess is not great, and that there is probably more than warm weather at the bottom of the present shortage in the supply. Seconds bring from 11 to 13c. and sell more readily than they did. Baker's grades are in stronger request on account of the stiffening in the value of lard, but that description of butter is quite scarce. The source of supply for grades to sell below 11c. is usually surplus butter carried over from the previous year. There was no surplus carried over last spring; hence very low grades are not to be had in quantities.

Cheese is higher. It is not so much because of any change in the English market or new strength on the part of makers' prices as because stock bought before the advance reported two weeks ago is mostly sold, and replenishment must be on the basis of the advance. Prices are 10 to 10½c.

**BEANS.**—Are easier at \$1.65 to \$1.75. A few samples of new have been shown.

**DRIED APPLES.**—Are 6 to 7c. Stock offers freely, but does not readily find buyers.

**EVAPORATED APPLES.**—Are very dull at 8 to 8½c.

**HAY.**—Receipts are larger and prices weaker. Pressing has begun quite generally. On track bales of timothy are \$11 to \$11.50.

**HIDES.**—No. 1 green are 5c. for cows' and 5½c. for steers'. Buffs are 6c. in carloads. Hides are somewhat dull.



## MARKETS.—Continued.

**HONEY**—Is 7 to 10c., according to quality, for strained. Sections are 12½c.

**HOPS**—Are weak and several cents cheaper. There is not much activity yet, but prices rule at 12 to 13c. for choice yearlings and new crop stock.

**ONIONS**—Are quiet at \$2 to \$2.25 per barrel.

**POTATOES**—The market shows no improvement. Stock is very plentiful, street receipts being particularly large, and carloads are very hard to sell at 35c. Out of store prices are 40 to 45c.

**SKINS**—Are steady and firmer as the wool grows at 65 to 70c. Calfskins are 5c. for No. 2 and 7c. for No. 1.

**WOOL**—The demand is indifferent. Wool comes in freely at 18 to 19c. for fleeces.

**FISH**—The warm weather of the past few weeks has been a drawback to the fish trade. Small sales and not many of them are the order of current trade. There is no class of stock upon the market other than what was noted as here a week ago. Pickerel are 6c., pike 5c., whitefish and salmon trout 7 to 8c., lake herring \$2.50 to \$3, haddock 6c., British Columbia salmon 16c.

**FRUITS**—Peaches come in quite freely. The price is better, \$1 to \$1.25 for Crawfords and 75 to 85c. for other sorts. Bartlett pears are as good as done. The few to be had are worth \$6 to \$7 per barrel. Apples are plentiful and easier at \$1.25 per barrel. Watermelons are out of stock. Muskmelons are \$1.50 to \$1.75 per barrel. Tomatoes are firmer at 25 to 35c. per basket. In grapes, Champions are 4c., More's Early are 4c., Concord 3c., Rogers 4c., Jessicas 3½ to 4c.

**GREEN FRUIT**—Lemons have had a good spell of it during the hot weather. Stocks are now very low and prices high. Messinas are very scarce at \$5.50 to \$7. Maoris are \$9 to \$10. Verdellis are all but done at \$5.50 to \$7. There are no Sorrento oranges. Jamaicas are \$8 to \$8.50. New Floridas are coming in at \$4.50 to \$5. They are rather green yet. Bananas have about got through their season and quote at \$1 to \$1.50. Sweet potatoes are \$3.25 to \$4.25.

**PROVISIONS**—There has been a slackening of activity in some lines, notably in hams. Other smoked meats have continued to go out at about the same rate of movement as was chronicled a week ago. Long clear had another lively week of it, one house having a big call on it to supply outside packers whose stock was exhausted. The week ended with all stocks virtually exhausted. Hogs are not arriving freely since the weather became so warm. Bacon—Long clear is 8¾ to 9c. and about out of stock. Some new is coming in. Smoked backs and bellies are 10½ to 11c. Rolls are 9c. Hams—Smoked are down to 11½ to 12½c. The demand has shrunk considerably. Lard—Pure has gone up to 10½ and 11c. Compound is steady at 8½ to 9c. Mess Pork—Heavy is \$15 to \$15.50, and short cut is \$17 to \$17.25. Dressed Hogs are quiet at \$6.50 to \$6.75. Supplies are backward on account of the heat. The packers are ready to begin cutting on a large scale when supplies begin to arrive freely.

**SALT**—Trade is fairly good at last week's prices. Until cutting becomes general among the packers the season's trade in barrel salt will be slow. The prices of last week have held throughout this week. They are 70c. for coarse sacks, 85c. for fine sacks, \$1.20 for barrels.

**DRY GOODS**—This trade is not so much affected by delay in the autumn movement of grain. Business is done on longer time and easier terms generally than in the grocery trade, so that an assured outlook induces buying more readily than in the grocery trade, where the conditions have to be fully realized before buying begins to be very active. Good reports of trade are the rule among the dry goods houses these days.

## Montreal Markets.

MONTREAL, 1st OCT., 1891.

The week does not show any appreciable change as yet, but within the past few days a somewhat more active feeling has been shown in several of the leading lines which may be taken as an indication that trade is commencing to open up. Anyhow jobbers show more desire for business, which should mean that consumers are beginning to take more freely, and as a consequence trade in a wholesale way shows a wider basis than a week ago, while the tone generally is steady. A good sign also is the activity in wines and spirits which is always a fair barometer of the position. The business in this respect has been especially good from first hands during the past few days. Dried fruit is another feature. Arrivals are light so far compared with last season, and the indications point to

a smaller supply this, so that sellers show a firm tone. First direct arrivals of raisins and currants are expected in the course of a fortnight or so, and business has been done to arrive on a comparatively shady basis. Sugar, tea and coffee all show steadiness, while the movement in them also is beginning to pick up. On the whole, the week gives unmistakable signs of more activity.

**SUGAR, ETC.**—The sugar market does not show any particular change from a week ago, but business shows a somewhat freer tendency within the last few days. Values rule the same. We quote granulated 4½c., yellows 3½ and 4¼c. Remarks made last week regarding raw stock may be repeated, for matters are precisely the same.

Syrups are moving slowly at 2¾ to 3¼c. and business in molasses is confined to a few jobbing sales at 38 to 38½c. for Barbadoes.

**TEAS**—Trade in Japan teas has been dull during the week, as the attention of the trade was centered on the usual fall sale by Messrs. Duncan, at which the values realized were very fair. A better movement is expected from this time forward. Low grade blacks are firmer in London, but are neglected here.

**COFFEES AND SPICES**—The weaker feeling and unsettled state of outside markets have not affected the local coffee market to any appreciable extent yet, and prices hold fairly steady for the reason that really desirable grades are hard to get. Consequently, we quote the old basis of 19 to 20c., as business could not be done any better than that. For spices there is a better demand, and values show some advance, several fair lots of pepper being moved during the week.

**RICE**—A better delivery is reported in rice, but prices show no change. Advices since our last state that a great part of the crop in Japan has been destroyed by storms, but as no details are given, the effect is simply a matter of conjecture. We quote Patna \$4.50 Japan \$4.25 to \$4.50, standard \$3.90, and off grades \$3.50, all in car lots.

**DRIED FRUIT**—There has been no change in the market since our last, and with the prospect of exceedingly light arrivals, holders show a firm tendency. This is easily understood. The annual consumptive wants of Canada for dried fruit are increasing every year, and it now takes, at a very low estimate, 300,000 boxes of raisins to supply us. When it is stated therefore that the receipts of new crop and the lots on the way so far amount to only 80,000 boxes, it is easy to understand that holders are firm, even allowing for the very large stocks of old material that are in the country already. The first direct fruit steamer, the Avlona, left Denia on the 21st, and will, bar accidents, arrive here about the 15th October. She brings out 57,000 boxes Valencia raisins, which is an unusually small quantity, while the cargo is very well distributed throughout Canada, and she has no large accounts in Montreal. The Dracona, the next and last direct fruit steamer, will follow her in about a fortnight, which vessel is reported to have only 15,000 boxes of raisins. Fruit ex Avlona has been offering this week at 18s. to 19s., according to quality, C. I. F., or equal to 5½ to 5¾c., Montreal terms. On spot sales of new fruit continue to be made at 6¼c. for best brands, no inferior stock yet to hand. For old stock, of which supplies, as already stated, are becoming much reduced, common sells at 3¾c. The scarcity of currants is still a feature of the market, and they are a much wanted article on spot at 6 to 6¼c. for prompt delivery. To arrive by the Avlona, the steamer referred to above, sales have been made at 6c. for invoices comprising barrels, half-barrels and cases, while in smaller lots business has been done at 6c. for barrels and 6 to 8c. for half-barrels and cases. Supplies on the way are supposed to be very light.

**GREEN FRUIT**—The market for green fruit shows no particular change. Lemons and oranges move along quietly, the former being somewhat firmer at \$4 to \$4.50 per box. New Eleme figs are commencing to arrive, and business has opened in them at steady prices. We quote 14 to 15c. as a range for business transpiring.

**FRESH FRUIT**—There has been no change of a material kind in this connection since our last. Arrivals continue large and values generally easy. Grapes are a heavy supply on the market at present, and prices rule low at 2 to 3c. for Concord and 3 to 3½c. for Niagara. Pears rule at \$3.04 per barrel and 50 to 60c. per basket, plums 75c. to \$1, quinces 75 to 90c., and peaches 75c. to \$1 per basket. Fall apples are a glut, and prices show an easy tendency at \$1 to \$1.25 per barrel.

**CANNED GOODS**—Business in canned goods is very small, while the pack of both fruit and vegetables promises to be exceptionally large. Buyers, therefore, seem assured of the future, and show no desire for business at all beyond supplying immediate wants, the movement on this account being small. In fish the market here is said to be pretty well stocked up with salmon, and despite the repeated stories afloat the pack, Montreal dealers seem confident that they will have all the stock they want to select from. Advices from the West indicate that cannery men are winding up their season's

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**SINCLAIR, HOOD & CO.,**  
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Importers and Manufacturers of  
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**The Ontario Produce Co'y.**

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

**WANTED!**  
**CHOICE DAIRY TUB BUTTER.**  
 Apples and Potatoes.

TELEPHONE 2557.

**KING, GRAINGER & CO.**  
 81 Front St. E.

Produce and Commission Merchants.  
**BUTTER, EGGS,**  
 and Country Produce.

Correspondence Solicited. Prompt Returns Mad  
 TELEPHONE 2237.

GEO. C. THOMPSON. CHAS R. KING.

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

**LAURENCE GIBB**

Provision Merchant,  
 83 COLBORNE STREET, TORONTO.  
 All kinds of Hog Products handled. Also Butter,  
 Cheese, Poultry, Tallow, Etc.

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

**JAS. DICKSON & CO.**  
 26 WEST MARKET STREET,  
 Provision and Commission Merchants.

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

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

Solicit consignments of Country Produce  
 from Storekeepers.

**71 Colborne St., Toronto.**  
 Telephone 2291.

Established 1874.

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

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

**McLAREN'S**



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

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



**Special Notice to Grocers.**

GENTLEMEN :—

We are now preparing goods for Fall grinding and would ask our Grocer friends who want pure clean Spices to send their orders direct to us, or hold until our traveller calls. Our "Motto" is, serve the public well and you will well serve yourself.

Very respectfully yours,  
The Snow-Drift Baking Powder Co.,  
BRANTFORD

**Dominion Mills,**  
LONDON, ONT  
HEADQUARTERS FOR

**OATMEAL**

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

Write for Samples and Prices.  
**CARTLEY & THOMSON,**  
303 to 311 Talbot St.

**IRELAND'S HEALTH FOODS.**

The choicest Breakfast Cereals and Hygenic Foods made. This class of prepared cereals is put up only in packages and known as

**"OUR NATIONAL FOODS."**

Dessicated Wheat	For Dyspepsia, &c.	Rye Meal	Liver & Kidney Troubles
Dessicated Rolled Oats	Porridge, easily digested	Farinose or Germ Meal	Porridge, &c.
Snow Flake Barley	Porridge, Puddings, &c.	White Corn Gritz	Porridge and Corn Cakes
Dessicated Rol'd Wheat	Porridge, &c.	Gluten Flour	Diabetes and Indigestion
Buckwheat Flour, S.R.	Griddle Cakes, &c.	Breakfast Hominy	Porridge, Puddings, &c.
Prepared Pea Flour	Soup, Brose, &c.	Fruментy	Puddings, Soups
Baravena Milk Food	For Infants	Pearl Barley (xxx)	Soups, &c.
Patent Prepared Barley	Invalids and Children	Farnia	Puddings, &c., very choice
Patent Prepared Groats	Children, Light Suppers	Snow Flake Hominy	Puddings, &c., very choice
Barley Meal	Scons, Porridge, &c.	Gluten Biscuits	For Diabetes

For sale by all first-class grocers and the trade supplied by

**The Ireland National Food Co., (Ltd.) Toronto.**  
F. C. IRELAND, B. Sc., Managing Director, 109 Cottingham Street.



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

ORDER A CASE OF

**OCEAN WAVE BAKING POWDER**

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

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

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

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

**BRANDON ROLLER MILLS,**  
Brandon, Man

—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers

**-- FLOUR --**

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

Dealers in all kinds of grain and feed.  
**ALEXANDER, KELLY & CO'Y,**  
PROPRIETORS.

**Brantford New Mills.**

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

**J. & R. ROBSON,**  
Brantford, Ont.

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

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

BRANDS :  
**KLEBER, MAY BLOSSOM.**

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

**HODD & CULLEN**  
Roller Millers.

**FLOUR**  
Manufactured "Hulgarian" System.  
Our brands are

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

Heavy dealers in  
Oats, Oatmeal, Beans,  
Peas, Middlings, Bran.

Quotations by wire.  
Address, **STRATFORD, ONT.**

**EMBRO**  
**OATMEAL**  
**MILLS.**

**D. R. ROSS, - - EMBRO, ONT.**  
A CHOICE QUALITY OF

Roller, Standard and Granulated

**Oatmeal**

IN BARRELS, HALF BARRELS OR BAGS.

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

## MONTREAL MARKETS.—Continued.

pack, so that it will soon be settled to a certainty exactly how they stand. In a jobbing way on spot, values on all descriptions of goods have an easy tendency.

**FISH.**—The fish market does not show any marked activity, for the reason that arrivals so far are inconsiderable, and most dealers expect a light supply this fall—arguing thus from the light catch in several sections, some being practically a failure. As a consequence, values have a firm tendency. Labrador herring are a small stock at present, offering at \$4.75 to \$5.25 per barrel, and half barrels \$2.75 to \$3.00. There is little or no Cape Breton stock here, and it is held for \$5.00 to \$5.50. Cod of all kinds is scarce and firm, and there are no green cod offering to speak of. No. 1 rule at \$5.00 to \$5.50, other grades in proportion; and Labrador salmon are firm at \$16.00 for No. 1, Nos. 2 and 3 at a reduction of \$1.00 and \$2.00 respectively.

**HOPS.**—Locally there has been nothing particular to say regarding the market, for the reason that business from second hands is a bagatelle. A few lots are on spot and held for full figures, but there are reports of offers on a basis considerably below, in fact it is certain that 15c. would move a good quantity, if the buyer could be found willing to pay the figure.

**PROVISIONS.**—The demand this week for provisions is not so brisk, but prices all round rule steady, with no change to note. Short cut pork is especially firm in tone under a somewhat restricted supply. Canadian short cut per barrel is quoted at \$17.00 to \$17.25; mess pork, western, per barrel \$15.25 to \$15.75; short cut, western, per bbl \$17.25 to \$17.50; hams, city cured, per pound 10½ to 11½c.; hams, canvassed, per lb 0 00 to 0 00c.; lard, Canadian, in pails, 8¾ to 9c.; bacon, per pound, 9 to 10c.; lard, com., refined, per lb, 7¾ to 8c.

**EGGS.**—The local demand for eggs continues good, and the improvement in tone effected by the country buying noted in our last is fully maintained. The supply of culls and poor stock generally is pretty well cleared up, and this, of course, adds strength to the situation. Choice fresh candled stock is firm at 14 to 14½c.

**BUTTER.**—The market is a quiet one, and were it not for the demand for late made creamery for shipment, the market would be a very dull one. In this connection, though, the inquiry from shippers continues fair, and were it not for the extreme views held by holders, a good free movement would result. As it is, good figures have been paid for guaranteed September stock in the country—21½ to 22c. being spoken of—but so far the highest figure actually made on a spot turnover has been 21¾c. In Western dairy there is nothing doing, dealers here being content to let those buyers in the West who sent up the price do all the business they like. For the stock, 14½ to 15c. is the idea here, but holders will not listen to propositions on this basis. It is understood that a good deal of this stock is being consigned by the buyers aforesaid. Perhaps when they come to balance up they will have the experience and somebody else the profit. Finest creamery, 21½ to 21¾c.; finest Townships, 16 to 17c.; finest Western, 14½ to 15c.

**CHEESE.**—Another week and no change in the dead lock between buyers and sellers, and with holders in their present temper and buyers so stubborn it looks as though we were going to have a dragging market for some time to come. This is always a result when prices in the country are forced up unduly, and now, if speculators have their fingers burned as they generally do to a certain extent, it will take a very small quilt to cover the mourners. It seems hard that a small clique of speculators should be able to break up the market in this way, but as the factorymen have been getting good figures there is no great cause to complain. The latter should not be jockeyed into the false step of holding their late makes too long, however, and would be wise to sell them at prevailing quotations. Of course it is natural to expect more for September than August, but it seems unlikely now that the difference will be great. In fact the quality of the last half of August is such that such difference, if there is any, will only be sentimental. We quote the following range as a nominal one, for business is small at present, for whereas 60s. to 51s. could easily have been made a fortnight ago, cable bids are now 1s. lower: Finest Brockville, etc., 10 to 10½c.; finest Eastern and States, 9½ to 10c.; fine, 9¼ to 10c.; medium, 8½ to 9c.; cable, 45s. 6d.

**GRAIN.**—The market does not show any particular activity, while values naturally have an easier tendency with the approach of the time for offerings of new crops. The stocks in store, compared with those of a week ago, show a decrease of 4,589 bushels of wheat, 13,000 corn, and an increase of 29,636 bushels of peas, 3,679 bushels of oats, 11,810 bushels of barley and 2,462 bushels of rye. Compared with a year ago there is an increase of 82,817 bushels of wheat, 26,925 bushels of peas, 75,250 bushels of oats, 6,041 bushels of rye, and a decrease of 16,190 bushels of corn and 1,041 bushels of barley. We quote:—No. 2 hard Manitoba, \$1.05 to \$1.07; No. 3

do., 97c.; No. 2 Northern, \$1.04, peas 77c. per 66 pounds in store, 78c. afloat; oats, 32 to 33c. per 34 pounds; corn, 75 to 77c. duty paid; feed barley, 48c.; good malting do., 55 to 57c.

**FLOUR.**—There is only a small jobbing trade doing in flour, and prices have a downward tendency, and we quote values somewhat lower than a week ago. The stock in store shows an increase of 5,681 bbls. for the week, and 2,469 bbls. compared with the corresponding date last year. Patent spring \$5.25 to \$5.40, patent winter \$5.25 to \$5.40, straight roller \$4.80 to \$5.90 extra \$4.40 to \$4.50, superfine \$4.20 to \$4.30, city strong bakers' \$5, strong bakers' \$5.

## Halifax Prices Current.

HALIFAX, Oct. 1, 1891.

**BREADSTUFFS.**—There is very little change to note since our last week report. Markets all seem to hang on close fluctuations. We reduce our quotations slightly on oatmeal, and rolled oats. Corn-meal may be said to be a little easier. Oats a trifle lower.

Manitoba highest grade patents, \$6.00 to 6.25; High grade patents, \$5.30 to 5.50; Good 90 per cent Patents, \$5.20 to 5.30; Straight grade, \$5.00 to 5.10; Superior extras, \$4.75 to 4.85; Good seconds, \$4.40 to 4.55; Graham flour, \$4.90 to 5.10; Oatmeal, \$5.90 to 6.00; Oatmeal rolled \$5.00 to 5.10; Kiln dried corn meal, \$3.55 to 3.60; Rolled wheat, \$5.50; Wheat bran per ton, \$18.50 to 19.50; Middlings, \$25 to \$25.50; Cracked corn per ton, including bags, \$39.00; Ground oil cake, \$34 to \$35; Moulee, \$26; Split Peas \$4.40 to \$4.50; White beans per bushel, \$1.80 to 1.90; Pot Barley per bbl, \$3.90 to \$4.10; Canadian oats choice quality, 43c. to 45; P. E. I. Oats 40c. to 43.

**SUGAR.**—A good seasonable demand for refined sugars is reported with granulated at about 4½c. at the refineries. There has been some business in choice bright and lower grades of yellows.

Cut loaf, 5½c.; Granulated, 4¾ to 4¾c.; Circle A, 4½c.; White extra C, 4¼c.; Standard, 3¾c. to 3¾c.; Extra yellow C, 3¾c.; Yellow C, 3½c. to 3¾c.

**MOLASSES.**—There has been no activity in molasses. Stocks are said to be much lighter than at this time last year, and holders seem to manifest confidence at present prices, but should outside lots be attracted to Canada between now and the closing of navigation on the St. Lawrence, the position may be changed.

Barbados, 40c.; Demerara, 35 to 38c.; Diamond N. 48c.; Porto Rico, 37 to 38c.; Trinidad, 34 to 35c.; Antigua, 34 to 35.

**FISH.**—There is nothing new to note in the fish situation here. Codfish, Hard C.B., \$4.80, ex vessel; Western shore, \$4.50.

## St. John Markets.

ST. JOHN, N.B., Sept. 30, 1891.

Our annual exhibition opened last week, and is bringing lots of visitors to the city and causes quite an improvement in business.

**FLOUR.**—There has been a steady demand for flour. Prices are a little easier. We quote: Manitoba Patents, \$5.90 to \$6.00; high grade patents, \$5.50 to \$5.55; medium patents, \$5.20 to \$5.30.

**MEAL.**—Is somewhat easier with a fair demand. Several large lots of American ground have lately been placed on the market, which has had a tendency to lower prices. The last sales are reported at \$5.30 to \$5.35 for local ground, \$3.40 to \$3.45 for American.

**OATMEAL.**—Is much scarcer, though as soon as the new arrives prices will be much lower. It is being sold at \$8.25 per barrel.

**BUTTER.**—Is still very scarce for choice stock, and prices are firm at 17 to 19c.

**EGGS.**—The receipts have been light with a firm market for good stock at 11 to 12c.

**POTATOES.**—Are reported to be rotting badly. The quantity offering is not large, and prices are firmer at \$1 to \$1.20.

**CHEESE.**—Our market is pretty well supplied. Prices remain firm at 10¼ to 10¾c.

**APPLES.**—Are coming in very freely. Gravensteins sell for \$1.75 to \$2.50.

**FISH.**—The supply is considerably short of that at the same time last season, and prices remain firm. Large cod are selling ex vessel at \$4.60 to \$4.70, mediums \$3.70 to \$3.85. Pollock are scarce and sell steady at \$1.60 to \$1.75.

The Toronto Secretary is in receipt of communications from the Mayor, the Chief Constable and the License Inspector, in reply to his letter re the enforcement of the peddling by-law, which he sent in accordance with instructions received at last meeting of the Association.



# St. Lawrence Starch Co.

(LIMITED)

## Starch Manufacturers, PORT CREDIT, ONTARIO.

The advertisement of the St. Lawrence Starch Co., Port Credit, Ont., which appears this issue for the first time since they commenced operations at the beginning of this year, deserves more than passing notice, on account of the close alliance that the members of this Company have had with the grocery trade of Canada for the past 17 years. The directorate of the Company is Jas. Kilgour, President; Robt. Kilgour, Vice-President; John Gray, Managing Director; and Arch. Hutchison, Secretary and Treasurer.

The Messrs. Kilgour are widely known on account of their business as Kilgour Bros., paper bag manufacturers; and Mr. Gray was for the last 17 years superintendent of the Edwardsburg Starch Co., previous to which time he was engaged in one of the largest factories of the same kind in Scotland, where he had the fullest opportunities of studying the business in all its phases. Mr. Hutchison was likewise employed in the Edwardsburg Co. and is widely known throughout Canada, having been their western representative for about fifteen years.

The thoroughly practical knowledge which the management of this Company have of their business in all its details places them in a position to offer to the public a very superior quality of goods, which, we notice, are very rapidly coming into first favor in the market. They seemed from the outset to have recognised the fact that all preeminence of position as manufacturers is created only one way—by making the very best quality of goods which it is pos-

sible to turn out, and likewise to put such goods up in the most acceptable manner.

Being the most recently erected factory of the kind in the Dominion, they have introduced into it the most modern improved machinery, and neither expense nor research has been spared to get the latest appliances to produce the best results in this branch of business.

The high standard of their brands of St. Lawrence Corn Starch for cooking and Ivory Gloss for the laundry is already displacing similar goods of both home and foreign manufacture, evidence of the fact that from the beginning of their career they have been placing a line of goods on the market the quality of which must be perfect.

We cannot but compliment them on the taste displayed in the selection of designs for both their shelf goods and box labels. It is seldom that one sees so many labels so well selected, and they present a very handsome appearance if properly and pro-

minently placed in the store.

Many buyers can bear us out in all that we say relative to the goods of the St. Lawrence Starch Co., and to those who have not yet handled them we should suggest your giving them a trial, confident that you will have the greatest satisfaction in handing them over the counter to the most fastidious customer whom it might be your privilege to serve. For brands and values we refer our readers to Prices Current.



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

CUT SMOKING :

OLD FLAG.  
GOLD FLAKE.  
HAND MADE.

FINE CUT CHEWING :

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

MANUFACTURED BY

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

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Oct. 1, 1890.

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

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

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

BAKING POWDER.



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

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

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

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

COOK'S FRIEND.

(In Paper Packages.) Per doz	
Size 1, in 2 and 4 doz boxes	\$2 40
" 10, in 4 doz boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 oz in case	3 00
12 oz tins, 3 oz in case	2 40
5 oz tins, 4 "	1 10
5 lb tins, 1/2 "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	72
" 1/4 lb, 4 "	1 30
" No. 1, 2 "	1 90
" 1 lb, 2 "	2 20
" 5 lb, 1/2 "	9 60

BISCUITS.

Abernethy	8 1/2
Arrowroot	\$0 11
Butter	0 6 1/2
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 1/2
Graham Wafer	0 09 1/2
Lemon	0 10
Milk	0 09 1/2
Nic Nac	0 13
Oyster	0 06 1/2
People's Mixed	0 09 1/2
Pic Nic	0 09 1/2
Prairie	0 08 1/2
Rich Mixed	0 14
School Cake	0 11 1/2
Soda	0 06 1/2
" 3 lb	0 21
Sultana	0 11
Tea	0 11
Tid Bits	0 09 1/2
Variety	0 11
Village	0 07 1/2
Wine	0 08 1/2

BLACKING.

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

JACQUAND FRENCH BLACKING.

No 2	per gross	3 30
No 3	"	3 45
No 4	"	4 60
No 5	"	6 90

BLACK LEAD.

Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz., or 1/4 gro., 4 oz.	
TELLIER, ROTHWELL & CO'S.	
Royal Black Lead, per gross	\$1 80
F. F. DALLEY & CO	

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

BLUE.

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

BROOMS.

Carpet	4 strings	per doz	2 90
X Parlor	2 "	"	2 65
Louise	3 "	"	2 65
1 Gem	4 "	"	3 25
2 "	3 "	"	2 65
3 "	2 "	"	2 90
4 "	2 "	"	1 95

O Hurl	4 "	2 65
" "	3 "	2 35
" "	3 "	2 05
OK	2 "	1 70
Hvy Mill	4 "	3 70

CORN BROOMS.

CHAS. BOECKH & SONS, per doz	
X Carpet, 4 strings, net	\$3 20
" "	2 90
" "	2 65
XXX Hurl	2 60
1X	2 40
2X Parlor	2 25
" "	1 85
" "	1 70
" "	1 30
Girls	1 50
Railway	3 00
Ship	4 00
2 Cable 2 wire bands, net	3 00
" "	4 00
1 Hearth 2 strings, net	1 75
" "	1 50
" "	1 20
" "	1 30

CANNED GOODS.

Apples, 3's	\$1 00	\$1 15
" gallons	3 00	3 20
Blackberries, 2's	2 00	2 10
Blueberries, 2's	1 25	1 40
Bears, 2's	1 00	1 00
Corn, 2's	1 05	1 10
" Special Brands	1 30	2 10
Cherries, red pitted, 2's	2 25	2 40
Peas, 2's	1 10	1 20
Pears, Bartlett, 2's	2 00	2 00
" Sugar, 2's	1 70	2 50
Pineapple, Baltimore	2 40	2 50
" Bahama	2 90	3 00
Peaches, 2's	2 25	2 40
" 3's	3 25	3 50
" Pie, 3's	1 60	1 65
Plums, Gr Gages, 2's	1 75	2 00
" Lombard	1 90	2 00
Pumpkins, 3's	1 75	0 75
" gallons	3 00	3 25
Raspberries, 2's	2 25	2 40
Strawberries, choice 2's	2 25	2 40
Succotash, 2's	1 50	1 65
Tomatoes, 3's	1 10	1 20
Finnan haddies	1 50	1 50
Lobster, Clover Leaf	2 95	2 95
" Other brands	2 10	2 30
Mackerel	1 00	1 10
Salmon, 1's, tails	1 35	1 55
" flats	1 60	1 70
" white	1 10	1 25
Sardines Albert, 1/4's tins	11 1/4	18
" "	10 1/2	18
Martiny, 1/4's	10 1/2	16, 17
" "	16, 17	16, 17
Other brands, 9 1/2, 11, 16, 17		23, 25
P & C, 1/4's tins	23, 25	33, 36
" "	33, 36	33, 36

Sardines Amer, 1/4's	6 1/2, 8
" "	9, 11

JAMS AND JELLIES.

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

CANNED MEAT'S.

Comp. Corn Beef 1 lb cans	\$1 60	\$1 65
" "	2	2 60
" "	4	4 80
" "	6	8 00
" "	14	18 00
Minced Collops, 2 lb cans	2 80	
Roast Beef	1 60	
" "	2 75	2 80
" "	4	5 85
Par Ox Tongue, 2 1/2 "	\$8 50	8 75
Ox Tongue	8 25	8 50
Lunch Tongue	3 25	3 25
" "	5 75	6 25
English Brawn	2 75	2 80
Camb. Sausage	2 50	2 50
Soups, assorted	1 35	1 35
" "	2 25	2 25
Soups & Bouilli	1 80	1 80
" "	4 50	4 50

Potted Chicken, Turkey, or Game, 6 oz cans	1 50
Potted Ham, Tongue or Beef, 6 oz cans	1 35
Deville Tongue or Ham, 1/2 lb cans	1 35
Deville Chicken or Turkey, 1/2 lb cans	2 25
Sandwich Ham or Tongue, 1/2 lb cans	1 50
Ham, Chicken and Tongue, 1/2 lb cans	1 50

MINCE MEAT.

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

CHEWING GUM.

ADAMS & SONS	
To Retailers.	
Tutti Frutti, 36 5c bars	\$1 20
Bo-Kay (new)	150 pieces 1 00
Sappota	150 " 1 00
Magic Trick	115 " 0 75

ALWAYS ORDER RECKITT'S BLUE.



# GUARANTEED

—OUR—

◁ RAILROAD <sup>AND</sup> STEAMSHIP ▷

❖MATCHES❖

Are Guaranteed to be Equal in Quality to Any Sulphur Matches Made.

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**SAMPLE ORDERS SOLICITED.**

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**H. A. NELSON & SONS, ❖❖**

Manufacturers and Wholesale Dealers in  
Brooms, Whisks, Brushes, Woodenware, Matches,  
Baskets, Mats, Cordage and Twines, Grocers  
Sundries, Tobacco, Cigars, etc., etc.

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—SEND FOR STAPLE CATALOGUE.—

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56 and 58 Front Street West,

**TORONTO.**

Prices Current, Continued—

Table listing items like Red Rose, Sweet Fern, Puzzle Gum, Oolah, Monte Cristo, new 180.

Table listing items like Red Jacket, Royal Fruit, Digestive, largest Heart p. gum 150, Globe picture gum, 150.

CHOCOLATES & COCOAS.

Table listing items like French, Caracac, Premium, Sante, Diamond, Sticks, Cocoa, Homoeopat'c, Pearl, London Pearl, Rock, Bulk.

Table listing items like BENSOPOR'S ROYAL DUTCH COCOA, lb. cans, per doz, 1/2, 3/4.

Table listing items like JOHN P. MOTT & CO.'s, R. S. Melndoe, Agent, Toronto, Mott's Broma, Mott's Prepared Cocoa, Mott's Homoeopat'c Cocoa, Mott's Breakfast Cocoa, Mott's Breakf. Cocoa (in tins), Mott's No. 1 Chocolate, Mott's Breakfast Chocolate, Mott's Caracac Chocolate, Mott's Diamond Chocolate, Mott's French-Can. Chocolate, Mott's Navy or Cooking Choc., Mott's Cocoa Nibbs, Mott's Cocoa Shells, Mott's Vanilla Chocolate stick 22&24, Mott's Pure Confec Chocolate 22c-38, Mott's Sweet Confec Choc. 21c-30.

Table listing items like COWAN COCOA AND CHOCOLATE CO., Cocoa, Hygienic, Iceland Moss, Soluble (bulk), Soluble (tins), Cocoa Nibs, Cocoa Shells, Cocoa Essence, Chocolates, Mexican, Queen's Dessert, Vanilla, Sweet Caracac, Chocolate Powder, Chocolate Sticks, Pure Caracac (plain), Royal Navy (sweet), Confectioners', Chocolate Creams, Chocolate Parisien.

Table listing items like BAKER & CO'S, Chocolate, Pre'm No. 1, Baker's Vanilla, Caracac Sweet, Eagle, sweet & spiced, Vanilla Tablets, Spanish Tablets, German Sweet Chocolate.

Table listing items like Grocers' Style, in cases 24 boxes, 6 lbs each, 48 Fingers to the lb., 12 lbs each, 48 Fingers to the lb., Cocoa, Pure Prepared boxes, Cracked boxes, Cracked in bxs, Breakfast Cocoa, In bxs, In boxes, Broma, In boxes, Sydney Gibson's Cocoa, Dr. Clarke's Cocoa, Soluble Cocoa bulk in boxes, Prepared do, Sydney Gibson's Chocolate, Gibson's Rock, Dr. Clarke's, Confectioners' Pure Chocolate, Vanilla choc. sticks, Gibson's Icina, Packed chocolate, white and pink assorted.

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Table listing items like GROUNDED, Mocha, Old Government Java, Rio, Plantation Ceylon, Porto Rico, Guatemala, Jamaica, Maracabo, WHOLE ROASTED OR PURE GROUND, ELLIS & KEIGHLEY'S, Java, Java and Mocha, Plantation Ceylon, Arabian Mocha, Santos, English Breakfast, Royal Dandelion, Excelsior Blend, Our Own, Laguayra, Mocha and Java, Java, Standard, Arabian Mocha, Santos, Standard Java in sealed tins, Standard Imperial in sealed tins, Standard Blend in sealed tins, Ground, in tins, Say's Parisien, EXTRACTS, Dalley's Fine Gold, No. 8, No. 1, No. 2, No. 3, FIRE LIGHTER, "Star" Fire Lighter.

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Table listing items like FLOUR AND MEAL, Flour, Manitoba Patent, Ontario patents, Straight Roller, Extra, Low grades, Strong bakers, Oatmeal, standard, bran, per ton, granulated, rolled, Bran, Short's, Cornmeal, FLUID BEEF, JOHNSON'S, MONTREAL, Cases, No. 1, 2 oz tins, No. 2, 4 oz tins, No. 3, 8 oz tins, No. 4, 1 lb tins, No. 5, 2 lb tins, FRUITS, FOREIGN, Currants, Provincial, bbls, 1/2 bbls, cases, Filiatras, bbls, 1/2 bbls, cases, Patras, bbls, 1/2 bbls, cases, Vostizzas, cases, 5-crown Excelsior (cases), Dates, Persian, boxes, Figs, Elemes, 14 oz, per box, 10 lb boxes, 20 lb, Seven-Crown, Prunes, Bosnia, bags, cases, Raisins, Valencia, off stalk, New, off stalk, Selected, Layers, Raisins, Sultanas, Eleme, Malaga, London layers, Loose muscatels, Imperial cabinets, qrs, flat, Connoisseur clusters, Extra dessert, Royal clusters, Fancy Vega cartoons, Black baskets, Blue, qrs, Fine Dehesas, Lemons, Palermos, Messina, Oranges, Jamaica, Sorrentos, DOMESTIC, Apples, Dried, per lb, do Evaporated, GLASSWARE, TAYLOR, SCOTT & CO., Lamp Chimneys, A, B, GRAIN, Wheat, Fall, No. 2, Red Winter, No. 2.

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Table listing items like Wheat, Spring, No. 2, Man Hard, No. 1, No. 2, Oats, No. 2, per 34 lbs, Barley, No. 2, per 48 lbs, No. 3, extra, No. 3, Rye, Peas, Corn, HAY & STRAW, Hay, Pressed, on track, Straw, Pressed, LARD, FAIRBANK'S REFINED COMPOUND, In Butter Tubs, Fancy, 3-hoop pails, 60 lb. cases of 3 lb., 5 lb., and 10 lb. tins, per lb, MUSTARD, ELLIS & KEIGHLEY'S, Durham, Fine, in 1 lb jars, in 4 lb jars, Ex Sup. in bulk, per lb, Superior in bulk, per lb, Fine, COLMAN'S AND KEEN'S, In 4 lb jars, In 1 lb jars, D. S. F. in tins, per lb, in 1/2 lb tins, D. F. in 1/2 lb tins, per lb, NUTS, Almonds, Ivica, Tarragona, Forugetta, Almonds, Shelled Valencia, Jordan, Brazil, Cocoanuts, per 100, Filberts, Sicily, Filberts, Oblong, Peanuts, roasted, green, Walnuts, Grenoble, Bordeaux, Naples, cases, Marbots, Chills, PICKLES & SAUCES, BRYANT, GIBSON & CO'S. TORONTO, PICKLES, John Bull, mixed, in bulk, Chow Pic'le, in bulk, m'xed & Chow Chow, Mixed & Chow-Chow pts, Mixed & Chow-Chow qts, Horse Radish, bottles, per doz, SAUCES, John Bull, kegs, per gal, 1/2 pt. bottles, per doz, (according to quantity) 90c to 1 00, Devonshire Relish, kegs, per gal, 1/2 pt. bottles, per doz, 1 25, Niagara Tomato, kegs, per gal, Reputed pints, 1 25, Raspberry Vinegar, per doz, 2 25, Raspberry Syrup and vinegar, 2 25, Terry's Candied Peels, c. per peels, Lemon, 7 lb boxes, Orange, Citron, CRUSSE & BLACKWELL'S, Pickles, all kinds, pints, per doz, 3 25.

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Grocers, Confectioners and Druggists.

The season is now at hand when you will be asked for Cough Drops. Send us Sample Order for the Celebrated

B. F. P. COUGH DROPS,

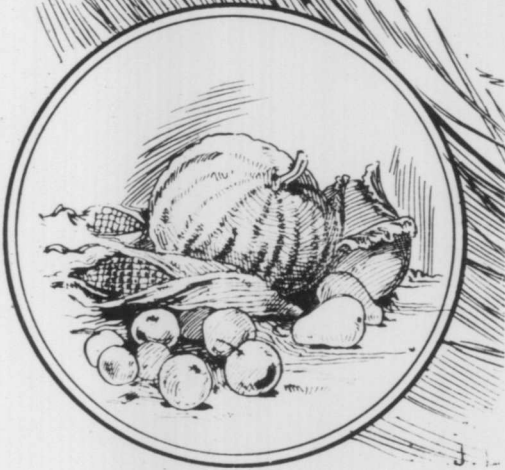
Put up in 5c. Tins, Bottles and Boxes, and in 5c. Packages. Nothing like them for Sore Throat, Hoarseness, Coughs, Colds.

Toronto Biscuit and Confectionery Co.,

7 Front St. East, Toronto.



# FREE! THE CANADIAN GROCER



## CUT THIS PAGE OUT!

FILL IN THE BLANK and return to us at once, together with \$2.00, and we will send you THE CANADIAN GROCER from date till December 31, '92. You will then be receiving it **THREE MONTHS FOR NOTHING.** You really cannot afford to be without it. For proof, we would ask you to read this number carefully, and particularly page 4.

Enclosed please find Two Dollars for which send us THE CANADIAN GROCER from now till Dec. 31, 1892.

DATE \_\_\_\_\_

Prices current, continued—

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

PRODUCE.

DAIRY.	Per lb
Butter, creamery, rolls	\$0 21 \$0 22
" " tub...	0 19 0 21
" " dairy, tubs, choice	0 14 0 16
" " medium	0 10 0 12
" " low grades to com.	
Butter, pound rolls	0 15 0 16
" " large rolls	0 12 0 14
" " store crooks	0 12 0 14
Cheese	0 09 1/2 0 10 1/2
COUNTRY	
Eggs, fresh, per doz.	0 13 0 14
" " limed	
Beans	1 66 1 65
Onions, per bbl	2 00 2 25
Potatoes, per bag	0 35 0 55
Hops, 1891 crop	0 15 0 18
" " 1891	0 20 0 25
Honey, extracted	0 08 0 10
" " section	0 14 0 16

PROVISIONS.

Bacon, long clear, p lb.	0 08 1/2 0 09
Pork, mess, p. bbl.	15 00 17 25
Hams, smoked, per lb.	0 11 1/2 0 12 1/2
" " pickled	0 10 1/2 0 11 1/2
Bellies	0 10 1/2 0 11
Rolls	0 09
Backs	0 10 1/2 0 11
Lard, Canadian, per lb	0 11 0 11 1/2
Hogs	6 50 6 75
Tallow, refined, per lb.	0 05 0 05 1/2
" " rough	0 02

RICE, ETC.

Rice, Aracan	Per lb 32, 4c
" " Patna	43, 5c
" " Japan	5, 5c
" " extra Burmah	34, 4c
Grand Duke	63, 7c
Sago	43, 5c
Tapioca	54, 6c

SPICES. GROUND.

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

STARCH.

EDWARDSBURG STARCH CO. LIMITED. MONTREAL.	
No. 1 White, 4 lb cartons.	c. per lb. 51c
Canada Laundry	4 1/2
Silver Gloss, crates	6 1/2
Silver Gloss, 1 lb chromos	6 1/2
Satin Starch 1 lb chromos	7 1/2
No 1 White, barrels & halves	4 1/2
Benson's Canada Prepared Corn	7 1/2
Canada Corn	6 1/2
Rice Starch, 1 lb	9

BRITISH AMERICA STARCH CO. BRANTFORD.

1st quality white, 3 lb. cartons.	5 1/2
Lily White gloss, crates	6 1/2
Brantford gloss, 1 lb	7 1/2
Lily White gloss, 1 lb chromo	6 1/2
Canada Laundry, Boxes	4 1/2
Pure Prepared corn	7 1/2
Challenge Corn	9
Rice Starch, fancy cartons	9
" " cubes	7 1/2

KINGSFORDS OSWEGO STARCH.

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

ST. LAWRENCE STARCH CO.'S

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

SUGAR.

Granulated, 15 bbls or over.	c. per lb. 5 1/2
" " less than 15 bbls.	5 1/2
Paris Lump, bbls and 100 lb. bxs	5 1/2
" " 50 lb. boxes.	5 1/2
Extra Ground, 1 bbl	5 1/2
" " less than a bbl.	6 1/2
Powdered, bbls	5 1/2
" " less than a bbl.	5 1/2
Extra bright refined	4 1/2
Bright Yellow	4 1/2
Medium	3 1/2
Brown	3 1/2
Raw	3 1/2

SYRUPS AND MOLASSES.

SYRUPS.	Per lb.
D	2 1/2
B	2 1/2
V.B.	2 1/2
E.V.B.	2 1/2
E. Superior	2 1/2
XX	3
XXX	3 1/2
MOLASSES.	Per gal.
Trinidad, in puncheons	0 38 0 40
" " bbls	0 40 0 42
" " 1/2 bbls	0 42 0 44
New Orleans, in bbls.	0 48 0 65
Porto Rico, hdds.	0 38 0 40
" " barrels	0 42 0 45
" " barrels	0 44 0 47

TOBACCO AND CIGARS.

British Consols, 4's; bright twist,	67c
5's; Twin Gold Bar, 8's	64
Ingots, rough and ready, 7's	57
Laurel, 3's	55
Brier, 7's	55

Index, 7's	50
Honeysuckle, 7's.	58
Napoleon 8's.	51
Royal Arms, 12's	55
Victoria, 12's	53
Brunette and Lovely, 12's	50 1/2
Prince of Wales, in caddies.	51 1/2
" " in 75 lb boxes	51
Bright Smoking Plug Myrtle, T & B, 3's	60
Lily, 7's	58
Diamond Solace, 12's	50
Myrtle Cut Smoking, 1 lb tins	70
1 lb pg, 6 lb boxes	70
oz pg, 5 lb boxes	70

GLOBE TOBACCO COMPANY. CUT SMOKING TOBACCO.

The Old Flag, 1/2 lb. in 5 lb. boxes.	Per lb. 70c
" " " 1 lb. Fancy Tins	70c
" " " 1 lb. Fancy Tins	41c
Gold Flake, 1-5, 6 lb boxes.	70c
" " " 1, 5	70c
" " " 1-10, 5	80c
" " " 1 fancy tins	70c
" " " 1 " glass jars	41c
" " " 1 " glass jars	77c
Hand Made, 1-5, 6 lb boxes	65c
" " " 1, 5	68c
" " " 1 fancy tins	68c
" " " 1 " glass jars	49c
" " " 1 " glass jars	75c

GRANULATED SMOKING TOBACCO.

Uncle Tom, 1-5, 6 lb boxes.	45c
" " " 1-10, 6 lb	45c
LONG CUT SMOKING TOBACCO.	
Wig Wag, 1/2, 6 lb boxes	41c
" " " 1-5, 6 lb	43c
" " " 1-10, 6 lb	45c
FINE CUT CHEWING TOBACCO.	
Golden Thread, 5 & 10 lb pails	95c
Globe, " " "	90c
Victoria, " " "	75c
High Court, " " "	70c
Jersey Lilly, " " "	65c
Golden Thread, 1-16 " Foil in 1/2 gro. boxes, per gross.	9 05
Solace " 1-16 " Foil in 1/2 gro. boxes, per gross	6 05

CIGARS—S. DAVIS & SONS, Montreal.

Madre E' Hijo, Lord Landsdowne	Per M 60 00
" " Panetelas	60 00
" " Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pius	55 00



# KINGSFORD'S OSWEGO STARCH



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

FOR SALE BY ALL LEADING JOBBERS IN CANADA

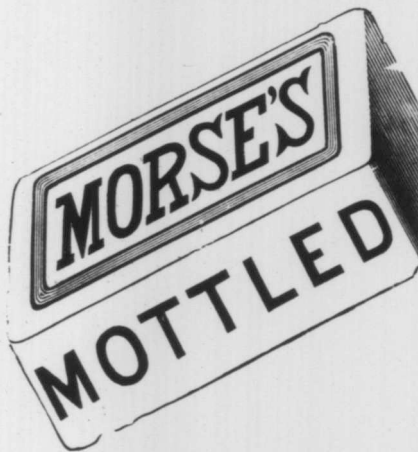
T. KINGSFORD & SON, OSWEGO, N.Y.



**BRYANT, GIBSON & Co.,**  
 TORONTO,  
 Manufacturers of



This is a facsimile of our bottles.  
 "Worcestershire Sauce," "Yorkshire Sauce"  
 "Devonshire Relish" Raspberry Vinegar, Eva-  
 porated Vegetables, Chocolates, Cocoas, Confectionery.



**"THE GENUINE CHIMNEY"**

A FULL LEAD  
 Glass Chimney.

NICELY WRAPPED AND LABELLED

Write for Prices.



Cannot be Beaten  
 for Design  
 or Workmanship.

Done up in  
 One-Half Gross Cases.

**GOWANS, KENT & CO.,**

Crockery, Glass and Lamp Goods Dealers,  
 Toronto and Winnipeg.



**THE BRITISH COLUMBIA SUGAR REFINING CO'Y.,**

LIMITED.

WORKS: VANCOUVER, B. C.

Paris Lumps, Powdered, Granulated and Yellow Sugars.

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

:- **Finest Golden Syrups.** :-

Business Changes.

SALES MADE OR PENDING.

M. R. Kidd, grocer, Peterboro', Ont., has sold out to J. W. Moore.

A. L. Johnson, general merchant, Cartwright, Man., has sold out to I. M. Menary.

The stock in the estate of Geo. Morrison, Jr., wholesale grocer, St. John, N.B., is advertised for sale by tender.

PARTNERSHIPS FORMED AND DISSOLVED.

Burns & McEwan, general merchants, Sudbury, Ont., have dissolved.

REMOVALS AND DEATHS.

Lud Wurzberg, commission dealer, Halifax, is succeeded by J. Noble Crane.

Oliver C. Cummings, of Wm. Cummings & Son, general merchants, Truro, N.S., is dead.

Thomas D. Markill, of Markill & Scott, general merchants, Dominion City, Man., is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Jos. Cheff, grocer, Rigaud, Que., has assigned.

G. A. Dugal & Co., general merchant, Masson, Que., has assigned.

A. Weedge, general merchant and harness maker, Vienna, Ont., has assigned.

Clark Bros., grocers, etc., Toronto, have assigned to E. R. C. Clarkson, Toronto.

Narcisse Gelinas, general merchant, Three Rivers, Que., is offering to compromise.

C. J. Brownridge, general merchant, Anten Mills, Ont., has assigned to B. W. Wood, Toronto.

King, Grainger & Co., produce and commission dealers, Toronto, have assigned to Henry Barber, Toronto.

Prices current, continued—

El Padre, Reina Victoria	55 00
" Reina Vict., Especial	50 00
" Conchas de Regalia	50 00
" Bouquet	55 00
" Pins	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	29 00

Cigarettes, all Tobacco—	
Cable	7 00
El Padre	11 00
Mauricio	15 00

DOMINION CUI TOBACCO WORKS, MONTREAL.

CIGARETTES. Per M.	
Athlete	7 50
Puritan	6 25
Sultans	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
CUT TOBACCOS. per lb	
Puritan, tenths, 5 lb boxes	74
Old Chum, ninths, 5 lb box	71
Old Virgin, 1-10 lb pkg., 10 lbxs	62
Gold Block, ninths, 5 lb boxes	73
CIGARETTE TOBACCO.	
B. C. N. 1, 1-10, 5 lb boxes	88
Puritan, 1-10, 5 lb boxes	85
Athlete, per lb	1 15
Hyde Park	10 50

SOAP.

Ivory Bar, 1 lb. bars	51
Do. 2, 6-16 and 3 lb bars	5
Primrose, 1 lb bars, wax W	41
John A. cake, wax W. per doz	42
Mayflower, cake	42
Gem, 3 lb bars per lb	34
" 13 oz., 1 and 3 lb. bars	34
Queen's Laundry, per bar	51
Pride of Kitchen, per box	2 75
Sapolio, 1 gross boxes	3 25
" per gross, net cash	13 00

TAYLOR, SCOTT & CO.

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

MORSE'S SOAPS. Per lb

Mikado (wrapped)	0 04
Eclipse	0 04
Stanley Bar	0 04
Defiance	0 04
Toronto, 12 oz.	Per doz 0 50
Ruby, 10 oz.	" " 0 30
Monster, 8 oz.	" " 0 24
Detroit, 14 oz.	" " 0 48
Lily White	" " 0 90
Everyday	" " 0 80
Queen City, 14 oz.	" " 0 72

Per box	
Mottled in 5 box lots, 100 bars	5 00
" 60 bars.	3 00
Floater (boxes free)	6 50
Electric	2 75
Hard Water Electric	2 50
Royal Laundry	3 25
Octagon	4 00

Per doz	
Royal Magnum	0 25
" 25 doz per box	0 20
Anchor, Assorted	0 40
" Castile	0 50
Morse's Assorted	0 45
Morse's Rose	0 45
" Windsor	0 45
" Castile	0 45

Bouquet, paper and wood	0 80
Prize Magnum, White Castile	0 72
" " Honey	0 72
" " Glycerine	0 72
" " Oatmeal	0 72
Per box	
" " Honeysuckle	0 72
Sweet Briar	0 85
Extra Perfume	0 55
Old Brown Windsor Squares	0 30
White Lavender	1 00

Per doz	
White Castile Bars	0 85
White Oatmeal	0 85
Persian Bouquet, paper	2 50
Oriental	0 45
Pure Coconut, 3 doz bxs, wood	0 40
Heliotrope, paper	1 50
Carnation	0 60
Rose Bouquet	0 60
Cocoa Castile	0 40
Arcadian	0 45
New Arcadian, per gross	4 25
Ocean Bouquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 00
Magnolia	1 20
Oatmeal	0 85
Unscented Glycerine	0 90
Grey Oatmeal	0 60
Plain Honey	0 70
Plain Glycerine	0 70
Plain Windsor	0 70
Pine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20

WOODEN WARE. per doz

Pails, 2 hoop, clear	
No. 1	\$1 70
" 3	1 90
Pails, 2 hoops, clear	
No. 2	\$1 60
" 3	1 80
" 3 " painted	1 80
Tubs, No. 0	
" 1	9 50
" 2	8 00
" 3	7 00
" 3	6 00
Washboards, Globe	
" Water Witch	\$1 90
" Northern Queen	1 40
" Planet	2 25
" Waverly	1 70
" X X	1 60
" Single Crescent	1 30
" Double	1 85
" Jubilee	2 75

per case.	
Matches, 5 case lots. Single cases	
Parlor	1 70
Telephone	3 90
Telegraph	4 10
Safety	4 20
French	4 30
Railroad (10 gro. in case)	3 60
Single case and under 5 cs.	\$4 00
5 cases and under 10 cases	3 90
Steamship (10 gro. in case)	3 70
Single case and under 5 cs.	3 80
5 cases and under 10 cases	3 70

per doz.	
Mops and Handles, comb.	1 25
Butter tubs	\$1 60
Butter Bowls, crates as'd	\$3 30

CLOTHES PINS.

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

CHAS. BECKH & SONS.

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

INDURATED FIBRE WARE.

1/2 pail, 6 qt.	\$4 00
Star Standard, 12 qt.	4 50

Milk, 14 qt.	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	15 50
" 2	13 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

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

BARM YEAST.

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

"OUR NATIONAL FOODS."

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

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto:	
10 dy. to 60 dy.	2 30
8 dy. and 9 dy.	2 65
4 dy. to 7 dy.	2 90
3 dy.	C.P. 3 95
3 dy.	A.P. 3 45
HORSE NAILS:	
"G" 50 to 60 and 10 per cent. from list.	
HORSE SHOES:	
From Toronto, per keg	3 50
SCREWS: Wood—	
Flat head iron 7 1/2 p.c. dis	
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 together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.]	
1st break (25 in and under)	1 45
2nd " (26 to 40 inches)	1 35
3rd " (41 to 50 " )	3 40
4th " (51 to 60 " )	3 70
5th " (61 to 70 " )	4 00

ROPE: Manila	0 12 1/2
Sisal	0 08 1/2
New Zealand	0 08 1/2
BINDER TWINE:	
Crown Brand (from factory)	11
Red Cap	12
Blue Ribbon	14
Silver Composite	9

AXES: Per box, \$6 to \$12.	
SHOT: Canadian, dis. 7 1/2 per cent.	
HINGES: Heavy T and strap	0 42 05
" Screw, hook & strap	0 32 04 1/2

WHITE LEAD: Pure Ass'n guarantee ground in oil	
25 lb. irons	per lb 5 1/2
No. 1	" 5
No. 2	" 4 1/2
No. 3	" 4
TURPENTINE: Selected packages, per gal	
" "	0 55
LINSEED OIL per gal, raw	0 59
Boiled, per gal.	0 62
CASTOR OIL: Best per lb.	0 08 1/2
GLUE: Common per lb	0 10 1/2

PETROLEUM.

F. O. B. Toronto. Imp. gal.	
Canadian	0 15
Carbon Safety	0 17 1/2
Canadian Water White	0 20
Amer'n Prime White	0 23
" Water White	0 25
Photogene	0 27

DRUGS AND CHEMICALS.

Alum	
Blue Vitriol	0 06
Brimstone	0 02 1/2
Borax	0 13
Cauphor	0 65
Carbolic Acid	0 35
Castor Oil	0 11 1/2
Cream Tartar	0 30
Epsom Salts	0 01 1/2
Paris Green	0 16
Extract Logwood, bulk	0 13
" boxes	0 15
Gentian	0 10
Glycerine, per lb	0 18
Hellebore	0 16
Iodine	5 50
Insect Powder	0 35
Salpetre	0 08 1/2
Soda Bicarb, per keg	2 56
Sal Soda	1 00
Madder	0 12 1/2

VINEGAR.

A. HAAZ & CO	
XX. W.W.	0 21
XXX. W.W.	0 25
Honey Dew	0 30
Pickling	0 30
Maltling	0 45
THE BADGEROW FALCONER VINEGAR CO	
French Bordeaux	per gal 0 34
Tarragona	0 32
Triple	" 0 30
Fruit Vinegar	" 0 27
Pickling	" 0 28
XXX	" 0 25
Extra XX	" 0 22
XX	" 0 20
X	" 0 16
Cider Vinegar	0 16 to 0 25
Honey Vinegar	0 25
Eng. Malt Vinegar	0 50 to 0 60
Bottled Malt Vinegar, qts.	2 00
Methylated Spirits	2 00 to 2 25

FISH.

Pickerel	
per lb	0 06
Pike	do 0 05
White fish	0 07
Salmon Trout	0 07
Lake herring	2 50
Pickled and Salt Fish:	
Labrador herring, p. bbl	5 75
Shore herring	4 50
Salmon trout, per 1/4 bbl	4 25
Dried Fish:	
Codfish, per quintal	5 25
" cases	5 00
Boneless fish	per lb 0 04
Boneless cod	" 0 06 1/2
Smoked Fish:	
Finnan Haddies	per lb 0 07 1/2
Bloaters	per box 1 00
Digby herring	" 0 16
Sea Fish:	
Haddock	per lb 0 06
Cod	" 0 06
B.C. salmon	" 0 16



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

NO BLUEING -

Material whatsoever is used in the manufacture of

**OUR GRANULATED.**

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

Offer for sale all grades of REFINED SUGARS and SYRUPS of the well-known brand of

*Redpath*

CERTIFICATES OF STRENGTH AND PURITY.

OFFICE OF THE PUBLIC ANALYST,

MONTREAL, September 9th, 1887.

*To the Canada Sugar Refining Co., Montreal:*

GENTLEMEN,—I have personally taken samples from a large stock of your Granulated Sugar, "REDPATH" brand, and carefully tested them by the Polariscope, and I find these samples to be as near to absolute purity as can be obtained by any process of Sugar-Refining.

The test by the Polariscope showed in yesterday's yield 99.90 per cent. of Pure Cane Sugar, which may be considered commercially as ABSOLUTELY PURE SUGAR.

JOHN BAKER EDWARDS, P.L.D., D.C.L., F.C.S.,

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

CHEMICAL LABORATORY, MEDICAL FACULTY, MCGILL UNIVERSITY.

MONTREAL, September 9th, 1887.

*To the Canada Sugar Refining Company:*

GENTLEMEN,—I have taken and tested a sample of your "EXTRA GRANULATED" Sugar, and find that it yielded 99.88 per cent. of Pure Sugar. It is practically as pure and good a Sugar as can be manufactured.

Yours truly,

G. P. GIRDWOOD.

**PURE ROCK SALT**

FOR  
Cattle and Horses.  
TORONTO SALT WORKS,  
128 Adelaide Street East

Sole Agents for  
**RETSOF MINING COMPANY.**  
Write 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.

**:- HOW TO SELL GOODS :-**

Send Ten Cents to the GROCER PUBLISHING Co. for a copy of  
B. F. Cumming's Prize Essay on "How to Sell Goods."

**GROCER PUB. CO.,**

6 Wellington St. W., Toronto.

**TRAVELLERS' GUIDE**

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

**THE SANITARIUM**  
BANFF, N.W.T.  
Special apartments for invalids. Bath houses  
in connection and a staff of male and female at-  
tendants. The best of accommodation for Travel-  
ers. Rates, \$2.00 and \$2.50.  
B. G. BRETT, J. HASTIE,  
Medical Director. Prop.

**- The Alberta Hotel -**  
CALGARY, N.W.T.  
Strictly first-class. Headquarters for Commercial  
Men. Large sample rooms.  
H. A. PERLEY, Prop.

**- Queen's Hotel -**  
MOOSOMIN, N.W.T.  
Newly built, newly furnished,  
Four large sample rooms.  
WM. CLEVERLY, Prop.

**The Hilliard House**  
RAT PORTAGE, ONT.  
Strictly first-class. The favorite commercial  
house along the line of C. P. R.  
LOUIS HILLIARD, Prop.

**The Clarendon Hotel,**  
Winnipeg, Man.  
RUTLEY & McCAFFREY Proprietors.

**THE LELAND HOUSE,**  
Portage La Prairie, Man.  
Best sample rooms west of Winnipeg. Strictly  
first-class.  
WM. NEVINS, Prop.

**Queen's Hotel,**  
WINNIPEG, MAN.  
First-class in every respect.  
JAS. O'CONNOR, Prop. FRED. SPRADO, Mgr.

**It is well-known**

That successful Doctors read all the latest  
medical books and papers and go abroad  
occasionally to study. Successful lawyers  
read legal publications to learn the latest  
legal decisions and points constantly crop-  
ping up. Teachers, clergymen, druggists,  
architects, all read the publication issued in  
the interests of their profession. They  
must do so to keep up with the times.

The same applies to grocers and general  
merchants. They must not only read the  
best papers published in their interests but  
must also watch the advertisements closely.  
There they learn the rise and fall in prices;  
latest trade news and methods of buying,  
handling and selling goods, so that they  
may make the greatest profit. A doctor  
reads much that he already knows, so does  
a lawyer. So does a number of any of the  
other professions. So will a merchant. It  
is often the issue of the paper he misses that  
is worth dollars to him. His best and safest  
policy, therefore, is to subscribe for his  
trade paper.

The only exclusively grocery and general  
store paper is THE CANADIAN GROCER  
issued weekly, subscription price \$2.00 per  
year.

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

PACKERS OF THE CELEBRATED



**Canned Fruits and Vegetables.**

Every can has a Lion on the Label as Trade  
Mark and the words Bay of Quinte canning fac-  
tories. This Label is a guarantee to the con-  
sumer that the quality is first-class. Ask your  
wholesale grocer for the Lion Brand; do not take  
any other. The Wholesale Trade only supplied.

**Bay of Quinte  
Canning Factories.**

Head Office, Branch,  
PICTON. DEMORESTVILLE.

**EVERY** Reader of this paper is a buyer,  
Therefore advertisers should see that  
their advertisements do not grow  
stale. Change them constantly, intro-  
ducing new goods if you have them; if  
not let us know what you have in season-  
able articles. This is what buyers want

**ORDER  
IVORY BAR  
SOAP**



### The Tomato Pack in Quebec.

In Quebec Province the pack of tomatoes will, it is said, be enormous. Packers are working night and day in order to keep up with supplies. It is worthy of note in this connection also, as applying to the Montreal market, that a very large new packing establishment is now in working operation at St. Eustache. This district is considered to be the banner tomato district of Quebec, and the proprietors of this new concern state that their capacity for output is quite equal to the requirements of their district. They may be considered, therefore, as a new and important factor in the source of supply. Briefly, there can be no possible doubt of a large supply of canned tomatoes, as evidenced by the fact that farmers are practically giving them away at the retail markets in Montreal because the packing establishments cannot take care of all they are getting, and their owners don't want them to rot away.

### Toronto Travellers' Association.

The first annual meeting of the City Travellers' Association was held at their rooms in Richmond Hall on Friday evening, and was very largely attended. The report of the secretary showed a very substantial fund in the treasury, and a flourishing condition of the financial affairs of the Association. Six new members were introduced, and after the transaction of routine business the election of officers for the ensuing year was proceeded with, with the following result: M. C. Lynde, president (by acclamation); F. Gallow, first vice-president; J. Mortimer, second vice-president; J. Owen, secretary (re-elected by acclamation); Gus Piper, treasurer (re-elected by acclamation); R. M. Corrie, chaplain; S. H. Moore, marshal; C. Spencer, guard; board of directors, E. Davis, C. S. Fairbairn, B. McCann, A. A. Graham, F. B. Nicholson, G. Symons, F. McDonald, C. J. Graham, K. M. Corrie, V. J. Gingrau, S. G. Martin, R. W. Beaddie. After the election of officers was completed, a very pleasant feature of the meeting was introduced, in the presentation of a gold-headed cane, accompanied by an address, to the retiring president, Mr. R. Maxwell, and also the presentation to the secretary, Mr. James Owen, of another gold-headed cane and address, both of whom responded in a manner only familiar to the knights of the grip.

### Chinese Sugar.

At a meeting on Monday of the Labor Day Committee and Trades' Council of Vancouver the importation of Chinese sugar was freely commented upon, with the result that the following resolution was unanimously adopted:—

Whereas, it has come to the knowledge of this Council that Chinese made sugar is being extensively imported into this city and Province, to the possible serious injury of an important local industry by reason of the conditions of manufacture causing a most unequal competition;

Be it therefore resolved that we recommend the members of the various unions herein represented, and the public generally, to buy only the B. C. Refinery Company's manufacture, and to deal by preference with those stores that sell exclusively that brand, as the members of this Council pledge themselves to do;

And be it further resolved that we invite the co-operation of the workmen of the other cities of this Province for the encouragement of an important Provincial industry and the protection of white labor.

### Bannerman's Patent Phengle.

In this issue on page 52 will be found the advertisement of this article, which will be of interest to our readers. We have examined this matter to a considerable extent and feel satisfied that it has great merits. It is a well-known fact to the public that an article of this kind is greatly needed. It is a saving to everyone to prevent diseases if possible, and by the use of this disinfectant much trouble of this kind and money may be saved. Every household would be benefitted by its use, and more especially all public places. Although great care may be used, we know that many of them are rank, bad and unsafe. This article comes well recommended by all the best people of Chicago and by many cities in the South, where it has done good service, and it bears testimonials from their various boards of health. It is not half as expensive as any other disinfectant that we know of. It is not only a disinfectant, but it is a Germicide and Deodorizer. Mr. Alonzo W. Spooner, of Port Hope, is the sole proprietor and manufacturer for Canada, and we wish him every success. This article will be handled by the hardware and general stores, same as Paris Green, etc.

### BUSINESS CHANCE.

GROCERY AND CROCKERY BUSINESS FOR sale, in Woodstock. The situation is one of the best in town; not more than two thousand dollars in stock; good reasons for selling; price, 85c. on the dollar

BOX 671, WOODSTOCK, ONT.

42

### Cowan's Soluble Cocoa

made from carefully selected Beans, produces a Cocoa of the best quality and finest flavor.

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

Samples free. Correspondence Solicited.



2 doz. in a case. Any kind separate or assorted.

Price List page 41.

### GIBSON'S ICINA.

PINK,  
WHITE,  
CHOCOLATE.

"Hello! hello! Send me a case of GIBSON'S ICINA; your wholesale grocer sells it."

### GIBSON & GIBSON,

Sole Proprietors,

Toronto.

Letter and telegraph orders receive prompt  
and careful attention. Our business rule  
—all orders shipped on day of receipt.

---

---

We handle only goods of the best quality,  
and guarantee satisfaction which is giving  
us a continually increasing trade.

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**H. P. ECKARDT & CO.,**  
WHOLESALE  
GROCERS,  
TORONTO, ONT.

---

---

Selling agents for Diamond, Crystal, Table,  
and Dairy Salt. Webb's Perfect Starch.

---

---

Our stock of new fruits now arriving—special  
values in Currants, Raisins, Nuts, Figs  
Prunes and dried fruits of all descriptions

---

---

SAMPLES AND QUOTATIONS ON APPLICATION.





W. H. GILLARD & CO'S WAREHOUSE, Hamilton.



SAMPLE ROOM OF LAMP DEPT. GOWANS, KENT & CO., Toronto.

# ARE YOU ALIVE :--

—:To the fact that the King of Lamps is “THE PITTSBURGH.”

ALL SIZES. ALL KINDS.

## BANQUET.



❖  
VASE.  
❖

❖  
PIANO.  
❖

## HANGING.

STRONG LIGHT.

WHITE FLAME.

NO DIRT POCKET.

NOTHING TO GET OUT OF ORDER.

SPIRAL WICK ACTION.

WELL MADE AND FINISHED.

—ALL OF THE GOOD DEALERS KEEP IT.—

❖ GOWANS, KENT & CO., ❖

TORONTO AND WINNIPEG.

SOLE AGENTS FOR CANADA.



# Bannerman's :-: Patent :-: Phenyle.

— ♦ ♦ ♦ ♦ ♦ ♦ ♦ ♦ ♦ ♦ ♦ ♦ ♦ ♦ —  
 THE MOST EFFECTIVE POWDERED

## Disinfectant - Deodorizer and Germicide

KNOWN TO MODERN SCIENCE. MANUFACTURED BY

### ALONZO W. SPOONER,

SOLE PROPRIETOR,

### PORT HOPE - - - ONT.

Destroys Offensive Odors—Certain Death to Insect Life.

Prevents Contagious Diseases, and those arising from foul premises, “and sweetens things generally.”

For Residence, Home, Farm, Factory, Offices, Business Places, Halls, Stations, Stables, Animal Pens, &c., &c., and will Cure Hog Cholera.

The Phenyle will be Put Up in Pound Packages, which Sells at 25 Cents Each, Retail.

Put up in boxes for store trade, 5 doz. packages in a box. It is also put up in large pails, air tight, 50 to 75 lbs. in bulk, which will be convenient for large users. It is also put up in barrels, 200 to 250 lbs. each. Liberal discount to the trade. Correspondence and inquiries cheerfully answered. This is a genuine good article—and something wanted by the people. It will benefit every establishment that uses it—because it will do all that is claimed for it, and far more.

# Horace R. Ridout,

AGENT,

22 and 28 John Street, Montreal.

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



NO HOOPS,  
 NO JOINTS,  
 CANNOT LEAK,  
 SWELL, OR  
 WATER SOAK.

**The E. B. EDDY Co.**  
 MAMMOTH WORKS  
 HULL, CANADA.

**A THOROUGHLY GOOD SELLER.**

No good House can afford to be without them, while otherwise poorer houses are building up a trade by a good show of these wares.

It is the only absolutely seamless. Though hard it is Elastic. Though impervious to hot or cold water it is not brittle.

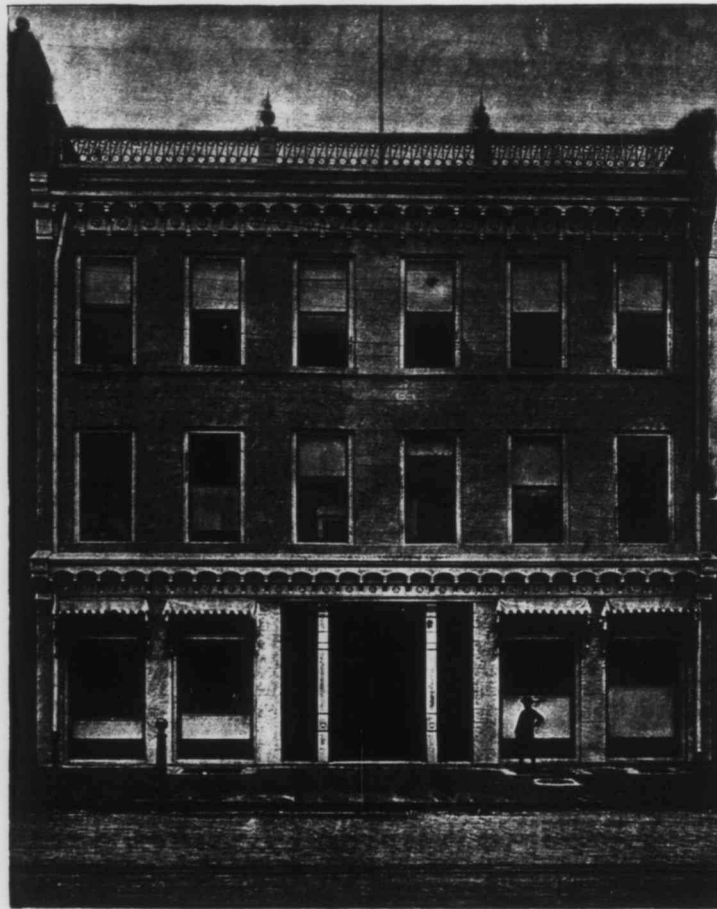
**MOULDED IN  
 ONE  
 PIECE.**

Lighter than Metal, Stronger than Wood. Heavier than any other Hollowware. Will not shrink. Imparts no Taste or Flavor to its contents.

Commends itself for General House and Farm use. Invaluable for Manufacturers, Brewers, Cotton Spinners, etc. Indispensable for Steamboat and Vessel use.

≡ THE WARE OF THE PRESENT AND FUTURE. ≡





JAMES TURNER & CO'S WAREHOUSE, Hamilton.

---

# JAMES TURNER & CO.,

## WHOLESALE GROCERS, WINES AND LIQUORS.

Our stocks comprise everything in Groceries, including the latest novelties.

---

We are selling agents for the following leading lines :

**Ram Lal Pure Indian Teas,**

Three grades, FINE, EXTRA, CHOICEST.

**Bensdorp's Royal Dutch Cocoa,**

**Batger's Jams and Marmalades.**

**Pickstone's Washing Crystal,**

**Mrs. Miller's Maccaboy Snuff.**

The above goods in their respective lines cannot be excelled.

J. F. EBY

HUGH BLAIN

<u>INDIA</u>
<u>ASSAM</u>
<u>TEAS</u> <u>CEYLON</u>

<u>COFFEES</u>
<u>SPICES</u>

THE  
LEADING  
WHOLESALE  
GROCERS  
AND  
IMPORTERS  
OF

Agents for  
**HIGGIN'S**  
**"EUREKA"**  
**SALT**

**EBY,**  
**BLAIN**  
**& CO.**  
TORONTO, ONT.

Agents for  
**Bensdorp's**  
**Royal Dutch**  
**COCOA**

**STAPLE AND FANCY**

GROCERIES

TABLE DELICACIES

A

SPECIALTY.

<u>NEW</u>
<u>CANNED</u>
<u>GOODS</u>

<u>BRUSHES</u>
<u>BROOMS</u>
<u>WOODENWARE</u>



# “MONSOON”

Is the registered trade mark of the **first** brand of **Pure Indian Tea** ever upon the Canadian market. It has for the last **FOUR YEARS** held its own against all rival brands, and given satisfaction to the consumer and **profit to the dealer.**

# “MONSOON”

Our Teas come direct from our gardens in India, specially packed for us, by direct shipment from Calcutta. There being no middle profits, we are in a position to offer all descriptions of Assam, Darjeeling, Kangra, Cachar, Sylhet Teas, in original packages at **VERY LOW RATES**

If you have not yet secured an Agency for the “MONSOON” brand, kindly write to us for samples and particulars.

# “MONSOON”

STEEL, HAYTER & CO.,

14 Old Court House Street, Calcutta.  
34 Old Broad Street, London, Eng.

11 and 13 Front Street East,  
TORONTO.



MANUFACTURERS OF FINEST GRADES ROLLER PROCESS FLOURS

FROM BEST QUALITY HARDWHEAT

OUR BRANDS:

HUNGARIAN PATENT.
—
PRAIRIE QUEEN.
—
STRONG BAKERS.
—
STRAIGHT BAKERS.
— AND —
SECOND BAKERS.
—
LOW GRADE.

Our Flours Guaranteed,

Second to None.

**Shorts, Bran, Oats, Barley.**

MIXED CARS A SPECIALTY.

WRITE DIRECT TO MILL FOR PRICES AND  
SAMPLES

LEITCH BROS.; -- OAK LAKE, -- MANITOBA.

J. J. STUART.

ALEX. HARVEY.

R. N. STERLING.

STUART, HARVEY & CO.,  
 IMPORTERS AND  
 WHOLESALE GROCERS,  
 HAMILTON.

Write for Samples  
 of New Teas.

Special Attention Paid  
 to Letter Orders.

" Mallawalla " : blend of Fine Indian and Ceylon Black Teas—is acknowledged the best of all Package Teas ; put up in  $\frac{1}{2}$  and 1 lb. tin foil,—each 50 lb. cases. Write us for quotation. No leading grocer can afford to be without this

" Diamond Baking Powder " : in  $\frac{1}{4}$ ,  $\frac{1}{2}$  and 1 lb. tins--sells better and leaves retailer a better margin than any other. Sales doubled during last six months. Sample tins with full particulars on application.

" Spices " : We call special attention to this department. We grind all our own goods, and all lines under our GUARANTEE LABEL are strictly pure. Send for price list.

" Pickles " : Gillard's imported 46 oz. bottles are the best offered. Ask our Travellers for price. All leading Grocers keep this line.

" Teas " : Now in store; new seasons; " Japans," " Slugs," " Congous," " Fine Moning," " Ceylons," (" Packlings," in Catties,) " Paklums,) and " Extra fine Orange Pekoe." All our own importation and fine values. Ask for prices and samples.

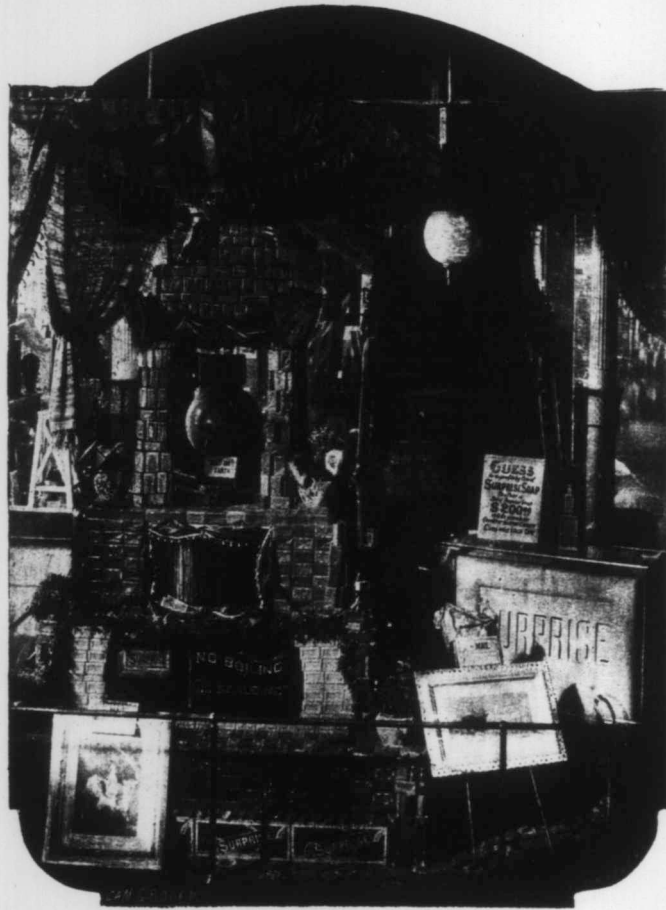


W. H. GILLARD & CO.

Wholesale Grocers,

HAMILTON, - - - - ONT.





"SURPRISE SOAP" EXHIBIT, INDUSTRIAL EXHIBITION, Toronto.

J. F. EBY. HUGH BLAIN.

**BATGER'S SOLIDIFIED  
JELLIES.**

LARGE FALL SHIPMENT  
JUST ARRIVED.  
All Sizes and all flavors.

**EBY, BLAIN & Co.,**

Wholesale Grocers,

FRONT AND SCOTT STS. TORONTO.

**IN STORE:**

New London Layers,

Do. Imperial Cabrets,

Do. Dessert Clusters,

Do. Royal Dehesas,

New Valencia Almonds in boxes.

Arriving in a few days our annual shipment of Lavant Beauty Figs. Finest goods imported.

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



**THOS. LAWRY & SON.,**

Pork Packers and Lard Refiners.

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

**PURE LARD A SPECIALTY.**

**Hamilton = = Ont.**



**BUSINESS CHANCE.**

**NEW HONEY. COMB OR EXTRACTED**—We can supply the trade. Write for prices. **GOOLD & CO., Brantford, Ont.** 46

**WANTED—CITY TRAVELER TO HANDLE** fast selling article. Can be handled in connection with regular trade. Liberal commission. **Star Manufacturing Co., London, Ont.**

**PURE CONFECTIONERY,  
FINEST BISCUITS.**

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

**Grand Pacific Hotel  
KAMLOOPS, B.C.**

The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men

H. SMITH, Proprietor.

**CLEMES BROS. :-**

**51 Front Street East,  
TORONTO.**

Wholesale Fruit and Commission Merchants, Importers of Nuts, Figs, Dates, Oranges, and Lemons, Fancy California Evaporated and Dried Fruits, Sweet Potatoes, Cranberries, etc.

CORRESPONDENCE SOLICITED.

Phone 1766.

We are now reducing our surplus stock in order to make room for FALL GOODS.

We beg to offer a **BIG REDUCTION IN PRICES** to our **RETAIL FRIENDS**. Customers visiting Toronto, during the Exhibition, will find it to their interests to call and inspect stock before placing their fall orders.

**R. TEW & CO.,**

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

**10 FRONT ST. East,  
(Adjoining Board of Trade Building.)**

**STORAGE  
FREE AND IN BOND.**

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

**BLAIKLOCK BROS, Agents,  
17 Common St., MONTREAL.**

**WRIGHT & COPP,**

IMPORTERS & MANUFACTURERS AGENT

40 Wellington Street East, Toronto

**FANCY CHEESE OF ALL KINDS.**

ROQUEFORT, GORGONZOLA, EDAM, PINE APPLE, SWISS, ETC., ETC.

Van Derveer & Holmes Celebrated **Æ BISCUITS**, New York.

SNIDER'S TOMATO CATSUP.

Do. CHILI SAUCE.

Do. TOMATO SOUP.

Do. SOUPS—TURTLE, CHICKEN, OX TAIL, ETC.

To Be Had of Wholesale Grocers.

TELEPHONE 2,662.

**HALIFAX.**

The reputation of the "REINDEER BRAND" Condensed Goods is as wide as one Continent at least. Every leading Wholesale Grocer from "Ocean to Ocean" handles

**REINDEER BRAND**

Condensed Milk,  
Condensed Coffee,  
or Condensed Cocoa.

The popularity of these preparations has grown out of honest merit. Retail Grocers will find the "REINDEER BRAND" goods reliable, saleable and profitable.

THE TRURO CONDENSED MILK AND CANNING CO., Ltd.,

Manufacturers, TRURO, N. S.

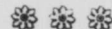
**VICTORIA.**

THE "STAR" BRAND

**Hams \* and \* Bacon**

Are all that the best of Material,

Care and Attention can make them.



**MILD, SWEET,**

**DELICIOUS FLAVOR**



The Favorite in the HOME,

**HOTEL and RESTAURANT.**



ASK YOUR GROCER FOR THEM.



**F. W. FEARMAN, ≡ HAMILTON.**



# HUDON, HEBERT & CIE,

304-306 St. Paul, 143-146 Commissionures, and 4-6 St. Jean Baptiste Streets.

MONTREAL, PROV. OF QUEBEC.

IMPORTERS OF \_\_\_\_\_

TEAS, COFFEES, SUGARS, MOLASSES,

Spirits and French Liqueurs,

Farinaceous Goods,

Dried Fruits,

Spices.

Spanish, French and Italian Wines,

American and French Preserved Food Products.

Etc., Etc., Etc.

# N. Quintal & Fils

274 ST. PAUL STREET,

**MONTREAL.**

IMPORTERS OF

Groceries, Wines and Liquors, Tobaccos, Cigars, etc.

WE MAKE A SPECIALTY OF SUGARS.

≡⊕ WRITE US FOR SAMPLES AND PRICES. ⊕≡

ESTABLISHED 1842.

L. CHAPUT, FILS & CIE.,

Wholesale Grocers, Importers of

Teas, Wines, Liquors, Fruit, Molasses, Etc.

Marsala and other Sacramental **wines**

**GREENBANK'S** Solid and Powdered **LYE**, Caustic Soda, Caustic Potash, Chloride of Lime, Etc.

Merchants are cordially invited to visit our Stores, which will be found to be the most spacious in the city. Samples and quotations sent without delay when asked for.

CORNER OF { DeBresoles Street, 2, 4 and 6.  
St. Dizier " 17.  
Le Royer " 123 to 133.

FIRST STREET EAST OF NOTRE DAME CHURCH, **MONTREAL.**

Caverhill, :- Rose, :- Hughes, :- & Co.

-- IMPORTERS OF --

Teas, Staple and Fancy Groceries, and Table Delicacies,

**MONTREAL.**

ON HAND AND ARRIVING.

VOSTIZZA CURRANTS,  
PATRAS CURRANTS,  
PROVINCIAL CURRANTS,  
IN BARRELS, ½ BARRELS, AND CASES,  
ELEME FIGS, "BOXES"  
MALAGA FIGS, "MATTS,"  
PRUNES "ATLAS" IN CASES,

VALENCIA ALMONDS SHELLED,  
JORDON " "  
TANAGONA " "

LONDON LAYERS,  
INPERIAL CABINETS,  
BLACK BASKETS,  
DESERT CLUSTERS,  
ROYAL DEHESAS,  
VALENCIA RAISINS OFF STOCK,  
VALENCIA RAISINS, LAYERS.  
SULTANAS FINE TO CHOICE,  
WALNUTS,  
GRENOBLE,  
CHILLA.

AGENTS FOR, BATGERS JAMS AND JELLIES.

Cunningham De Fourier & Co., Celebrated Potted Meats, Fish, Game, Camp Pie, and Wild Boars' Head, Choice Assortment Foreign and Domestic Canned Fruits and Vegetables,

Our Tea department has the especial attention of Mr. Hughes. See our values before placing your fall order. Every attention given to letter orders. Write for Prices and Samples.



**ST. JOHN'S STONE & CHINA WARE CO.,**  
**ST. JOHN'S, P. Q.**

Manufacturers of all kinds of Decorated and White China Ware.



Our goods are on sale at nearly all the  
 crockery houses in Canada.



See that you are selling these of Canadian Manufacture.  
 We lead—others follow.

Goods Made to Order on Shortest Notice.

Wholesome

—AND—

Digestible!

**Dunn's**  
**Baking**  
**Powder.**

The Cook's Best Friend.

Makes food prepared with it light,  
 delicious, and digestible.  
 It always gives satisfaction.

**W. G. DUNN AND CO.,**

HAMILTON and LONDON, Eng.



# OUR LEADING BRANDS

GOLDEN PLUG. GEM. ST. LAWRENCE.

"SOMETHING GOOD." STERLING.

STAR. JUDGE. CURRENCY.



## EMPIRE TOBACCO CO.,

758 to 788 NOTRE DAME STREET,

### MONTREAL.

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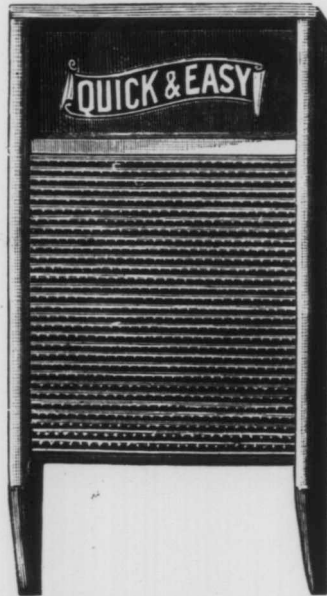
SEND FOR PRICE LIST OR SAMPLE CADDY.

# "Quick and Easy"

IS THE BEST

## WASHBOARD

The Brandon Manufacturing Co., Ltd., Makers  
Strachan Avenue, Toronto.



This board has a double crimp and only the best materials are used in its manufacture all first-class grocers keep it.

### T. G. Williamson & Co.,

COMMISSION MERCHANTS.

TEAS, COFFEES, FRUITS, SUGARS, ETC

42 Front Street East,  
TORONTO, ONT.

### TORONTO SALT WORKS,

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

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

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

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

## CORTICELLI

SPOOL SILKS & TWISTS,  
EMBROIDERIES & FANCY SILKS.

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

CORTICELLI SILK CO.,

ST. JOHNS, P. Q.

ALL THE LEADING WHOLESALE TRADE HANDLE PURITAN CUT PLUG AND OLD CHUM SMOKING TOBACCO.

## Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.

### STAR FIRE LIGHTER.

FAST SELLER. GOOD PROFIT

285 gross sold in London, Ont., in 5 weeks, and sells faster every day.

NO COAL OIL.

Send for sample. See our prices.

STAR MFG. CO., London.

### COUGH DROPS.

Every retailer should have them at this season of the year. Watson's Cough Drops are the best in the world for the throat and chest; for the voice unequalled. "R. & T. W." stamped on each drop. Write

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

Mention THE GROCER.

**GENERAL STOREKEEPERS**  
Who deal in Dry Goods should subscribe for  
**THE DRY GOODS REVIEW**  
It will keep you informed on all important questions of the day affecting the Dry Goods and allied trades.  
SUBSCRIBE TODAY!  
SEND FOR SAMPLE COPIES  
**THE DRY GOODS REVIEW, TORONTO**  
THE J.B. McLEAN CO. (LTD) PUBLISHERS.

BUY THE ONLY BEST



### THE GAIL BORDEN Eagle Brand Condensed Milk

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

AS A FOOD FOR INFANTS IT HAS NO EQUAL.  
FOR SALE BY Grocers and Druggists Everywhere.

# - PARISIAN - BLUE!

Is Stronger and More Economical THAN ANY OTHER BLUE.

It Does Not Stain the Linen.

TELLIER, ROTHWELL & CO.

# - BROOMS -

EXTRA SELECT.

35, 30, 25, 20, 15.

Just what you want for choice family trade at prices to suit all.

These Brooms are made of selected stock, handsomely finished and warranted to be always same weight and quality.

Note our Special Brands.

35	"Peerless"	35
30	"Ideal"	30
25	"Royal"	25
20	"Anchor"	20
15	"Crown"	15

Manufactured by

CHAS. BOECKH & SONS, - TORONTO.

- ALSO -

Household Brushes of every description, Pails, Tubs, Washboards, Matches, etc.

Price List sent on application.

ESTABLISHED 1856.

To please your customers sell Martin's Mount Forest Oatmeals.

Ordinary oatmeal is hard to digest because it is not boiled long enough.

By our New Process the meal is partly cooked and is easily digested.

If your wholesale grocer does not keep them write direct to

MARTIN BROS.,

Mount Forest, Ont.

Oats and Feed a Specialty.

LEADING WHOLESALE TRADE HANDLE PURITAN CUT PLUG AND OLD CHUM SMOKING TOBACCO





## Our Illustrations.

The well-known manufactories and business places of which illustrations are scattered through this issue possess an interest for our readers to which something supplementary in the way of letter-press is due. Accordingly some descriptive reference is made to the subject of each of the illustrations, and all matter relating to them is grouped under the above-named general head. As was stated in the introduction, we were unable to wait on several other cuts which were promised to be forthcoming on the date this issue goes out. Those that appear constitute a very important feature of the number.

## F. F. DALLEY &amp; CO., HAMILTON.

F. F. Dalley & Co., Hamilton, manufacturers of blacking, inks, shoe dressing, harness oils, flavoring extracts, patent medicines, dye stuffs, spices, baking powder, etc., and wholesale dealers in oils, drug sundries, etc., are located in a large handsome brick building at 99 James street, north, Hamilton, Ont. Inside, the arrangement of the different flats is complete. The first flat is divided into general and private offices and sample rooms, and the rear half is the packing and shipping department. The cellars extend completely under the whole building, and contain a fifteen horse power engine, two boilers, drug and spice mill, mixers. The second flat is used for putting up the various articles manufactured. Here from thirty to forty hands are kept constantly employed. The top flat is the laboratory, where all goods are made under the personal supervision of Mr. E. A. Dalley, whose thorough knowledge of the various branches of this intricate business eminently fit him for that work. The business was established in 1846 by the father of the Messrs. Dalley now of the firm. From small beginnings it has constantly increased until the firm name has become a household word and a guarantee of the excellence of the goods. The business extends throughout the Dominion, and half a dozen travellers are constantly on the road booking orders.

## THE BRITISH COLUMBIA SUGAR REFINING CO. (LTD.)

The British Columbia Sugar Refinery, which started up on Jan. 17th of this year, is now in full swing. The company is under the management of Mr. B. T. Rodgers, formerly with Havemeyers & Elder, sugar refiners, New York. He is the youngest manager of a refinery on the continent. The refinery was built with a capacity of 200 barrels per day, and has since been increased to a capacity of 350 barrels. It is so arranged that should the trade require more, it can be made to turn out 800 barrels, which will most likely be needed in a few years. Only cane sugar that is imported from Manilla and Java is used. The company is looking for the westerly trade only, the refinery being fitted up with all modern machinery and built on a siding of the C. P. R., with a wharf to receive the raw sugar from the ocean ships and also to ship to points along the coast. They have large storage capacity that will take 8,000 tons of raw sugar. The building is lighted by electric light, and last but not least, it turns out a good sample of all grades of refined sugars.

## LEITCH BROS., OAK LAKE, MAN.

The cut of the mill on another page shows a five-storey building 45x45 ft., with attached stone engine and boiler house, 35x47 ft. A Corliss engine of 200 horse-power runs the mill. The mill was fitted up by Wm. & J. G. Grey, of Toronto, with capacity of 250 barrels. Being on main line of the C. P. R. right along side of the track, it has excellent shipping advantages. The Leitch Bros. are four in

number, Archibald, Alexander, Angus J. and Malcolm. The mill has ten double set of rolls, and all the latest improved packers, purifiers and cleaning machinery, and a storage capacity for 30,000 bushels. The mill's foreman is D. W. Round, formerly of the Ogilvie milling Co., Goderich, Ont. The soil around Oak Lake is sandy loam, and the wheat grown in that section is seldom frozen and affords extra advantages in making flour. Their stroug bakers' flour in 1890 was adopted by the government as the standard for that year. The firm have a good connection in British Columbia, and are extending their trade east to Quebec and the Lower Provinces.

## STORE OF HENRY SAUNDERS, VICTORIA, B.C.

It is a pleasure for us to be able to show a cut of the inside of Henry Saunders' grocery, liquor, etc., store, at Victoria, B.C. The house was established twenty-five years ago, and is without doubt the bon ton grocery of the city—in fact of the far West. The place of business is one of the most elegant in the city, being centrally located and handsomely fitted: two floors, two basements 40 x 124 feet in dimensions, and light and airy, making one of the neatest and most attractive stores for displaying goods in the province. Mr. Saunders sells goods on their merits, and prides himself somewhat for the fact that no misrepresentations are made in their sale. This is the contracting supply house for Her Majesty's navy at Esquimalt. A large number of hands are employed. Several wagons are kept constantly busy in handling his large business, the steady growth of which must always be a satisfaction to the proprietor. A glance at our cuts will give the reader an idea of the skill shown in the array of goods.

## GEO. E. TUCKETT &amp; SON.

A cut of the new establishment of Geo. E. Tuckett & Son, Hamilton, Ont., is shown. This firm was established in 1857, when they started business with but a few employees. They have since developed into one of the largest tobacco concerns in Canada. In April of the present year they moved from their old premises, which had several times to be enlarged to do the amount of business their orders called for. Their present quarters take up nearly two acres of ground, having an excise and storage building in the rear of the one shown. The building has a solid stone foundation, is built of solid brick, and is fire-proof. It is heated by steam and lighted by gas. The engine-room contains a fifty horse-power engine, manufactured by Messrs. Goldie & McCulloch, of Galt, Ont. There is a tunnel built from the main building to the excise building, where the raw tobacco is brought to an elevator and carried to the top floor. There some fifty people are at work, opening and selecting the stock and working the hands (a hand is 6 leaves of tobacco) into shape for the rolling room below. On the fourth floor the tobacco is moistened and got into shape for working. There are, also separate from this large room, and at each side, lunch rooms, where the employes can bring their lunch and eat at the tables which are built for them. There are two of these rooms, one for the girls and one for the men. On the floor below is the rolling room. Here the tobacco is stemmed, stripped and rolled into sizes ready to be pressed into plugs. Fully two hundred hands are at work here the year round. On the first floor are the presses on trucks, where the tobacco is run under hydraulic pressure and brought out in plugs. These are then packed in boxes and shipped not only to Canadian points, but to Ceylon, New Zealand, Australia, and to Egypt, for the British soldiers. The plug tobaccos which the firm manufacture are, T. & B., Solace and Aromatic and the cut tobacco T. & B. The cut tobacco is put up in packages of  $\frac{3}{8}$ , and  $\frac{1}{4}$  lb. and in 1 lb. and  $\frac{1}{2}$  lb. tins. The office on this floor is very attractive. There is the private office of Mr. Geo. E. Tuckett, to the left of the main entrance and the general office. On the right are the enquiry office and excise office. On the ground floor the cut tobacco is put up also, where the boxes are made to pack these goods in. In all, the factory is one of the most modern on the continent, and the company are now in shape to fill orders of any size. The factory is under the management of Mr. G. T. Tuckett, one of Hamilton's most popular young men, and the "son" in the firm's name. Our representative had

the pleasure of being shown through this establishment by Mr. J. W. Lamoreaux, who has charge of the office department. It is really a little world in itself.

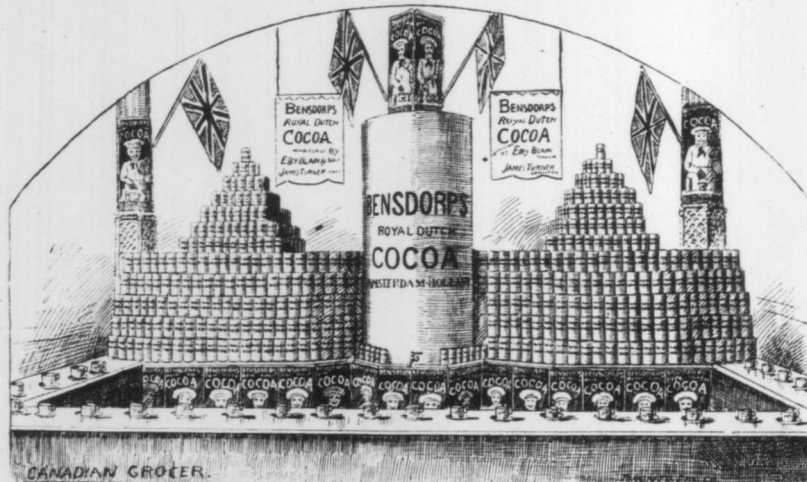
#### THE ITALIAN WAREHOUSE, KINGSTON.

This business was originally started in 1868, Mr. J. S. Henderson having carried it on since 1879. Large additions, alterations, etc., were made to the premises two years ago, when Mr. Henderson took in the store adjoining and added a large warehouse to the rear of the grocery department, which now has a continuous depth of 132 feet. The frontage of both grocery and liquor departments is 38 feet. The large show window 20 feet wide on the grocery side of the premises is often admired by crowds of visitors and the citizens generally. It is handsomely and freshly decorated from time to time. As we saw it a week or two ago it represented the Rideau Canal locks at Kingston mills, and everything to the minutest detail around that pretty and delightful spot was fully represented. This is only one of many windows which have been dressed in similar style. The work is done by Mr. D. McGun, the foreman, who has been in Mr. Henderson's employ for about ten years. The assortment of fine groceries, fruits, confectionery, etc., kept in the grocery department is simply wonderful, and many wonder how it pays to keep such an immense establishment. But it does pay, and we are informed that almost daily Mr. Henderson receives orders from Toronto, Hamilton and other Western cities for goods, mostly private family orders. The business is almost entirely confined to the retail. The amount of business done is enormous for a retail store. In the liquor departments adjoining a

The reason of this is that the firm does business among the wholesale and jobbing trade only, and yet there is hardly a merchant in Canada to-day who does not sell these goods. The firm had a beautiful exhibit at Montreal Exhibition this year, and Mr. S. Macdonald, who was on the grounds from the time they opened until they closed, is to be congratulated on his efforts to please and explain the manufacture of chinaware. The firm's place of business is St. John's, P.Q. There they manufacture everything in the stone or china ware line—pitchers, toilet sets, sanitary ware and stone ware. The company have illustrated catalogues and hangers which will be sent on application.

#### GOWANS, KENT & CO.

The lamp sample room of Gowans, Kent & Co. bursts in all its splendor upon the beholder who enters it when it is intensely dark and experiences the effect of a sudden and liberal flow of light. It is indeed a gorgeous spectacle. It is hard to believe that the multitude of lamps brought together in it are all unlike, and but merely samples. The panoramic effect is deepened by the background of mirrors that ranges along the whole circuit of the room. The disposition of the lamps in groups and the general fitting of the room, its drapings, its colors, etc., are very artistic. It is a dreamland vision realized. Among the new things exemplified are lamps with onyx pillars and gold plating and lamps of antique silver plating, very beautiful goods. The Pittsburgh lamp for which Gowans, Kent & Co. are the sole Dominion Agents, are shown in many elegant forms. The points of excellence of this lamp are becoming generally apprehended, and its superiority is telling



BENDSORP'S COCOA EXHIBIT, INDUSTRIAL EXHIBITION, Toronto,

large trade is also carried on, not alone with the city family trade, as in this department Mr. Henderson branches out and solicits orders from the trade all over the surrounding country.

#### THOMAS LAURY & SON.

For a firm that has stood the test as long as the one named, and which has a reputation such as this one from Ontario to the Pacific coast and east to the Atlantic, little need be said. In conversation with Mr. Thos. Laury a few weeks ago our representative learned from the good natured proprietor that he would wager that not one ham of any other manufacture than his and Messrs. Fearman's, could be found in Hamilton. This goes to show just what kind of goods the Hamilton people turn out, and how it is appreciated by the grocers and consumers. Messrs. Laury & Son manufacture pure leaf lard, hams and bacon, and are always pleased to send prices and sample orders of goods, upon application to their office, Hamilton, Ont.

#### THE ST. JOHN'S STONE AND CHINA WARE CO.

This firm is the largest of its kind in Canada, and yet we suppose there are many of our readers who have never had a glimpse of their factory, or a chance to read much about the establishment.

in the way of greatly increased trade. The sample room will be a permanent feature and one that the trade should see.

#### BENDSORP'S ROYAL DUTCH COCOA.

To those who saw the exhibit of this favorite cocoa at the Industrial Exhibition, our illustration of that handsome display will recall the immense throng of spectators and samplers who hedged it round from morn till night, every day the great show was open. The cost of that exhibit, including advertising, was \$1,500. It took thirty thousand cups of cocoa to go round among the thirsty crowd which encircled Bendsorp's quarter. The total consumption was 50 cases of goods and 264 gallons of milk. All this went down with the crowd as did the claims of the Cocoa to be an A 1 article.

Messrs. David Morton & Sons, Victoria Soap Works, Hamilton, have just purchased Bengough's oil portrait of the late Sir John Macdonald, as he was wont to be seen in his seat in the House of Commons. Messrs. Morton & Sons are having it reproduced in an oleograph, in sixteen printings, by the Toronto Lithographing Company, as a show card for their "N. P." Soap. The sum paid was two thousand dollars.





### Chat By The Way.

McVerney Bros, of Bathurst, are opening a grocery store in Moncton, N. B.

Mr. James Ireland, of the West Oxford Factory, has completed one of the 5,000 lb. cheese for Messrs. Lipton & Co., Chicago.

Messrs. C. & W. Richards have opened out their stock of general merchandise in the stand vacated by J. G. Steacy, Frankville, Ont.

All the travellers of Messrs. Caverhill, Rose, Hughes & Co., Montreal, were in for the exhibition;—in fact nearly all the travellers of the grocery houses were in.

Mr. Alexander McDonald, Cornwall, Ont., is repairing the stand in the Snetsinger block next door to the Clifton House. He will remove his stock of grocer's thither.

Willis Rowe, son of Lt-Col. Rowe, for the past three years in a large general store at Angus, Que., is about to enter into business with Henry Hewson in the L. H. Derick store at Noyan.

Page & Needham, a grocery firm on Pender street, near Howe, Vancouver, B. C., have sold out their business to I. D. McNider, who will continue it at the old stand.

J. O. Davis, Prince Albert, Sask., has removed his general store business to the building next door west of Sprout & McLeod's where he is busy opening out a large and fresh supply of goods.

John Caniff, grocer, Canifon, Ont., died Saturday with stricture of the heart. The deceased had kept a grocery at Canifon nearly all his life except during an interval of a few years when he was in the States.

Mr. Herb, C. Davis has purchased Mr. Graham's grocery business in Dundas and will take possession when Mr. Graham steps into the post office. He has been a success as a baseball player, and we have no doubt he will put up a good game behind the counter.

Parties in Madoc, Ont., have been systematically robbing the merchants there by having duplicate keys of their stores. This was discovered by a woman dissatisfied with a pair of stolen boots which she brought to the original owner for exchange.

A horse owned by M. Conroy, grocer, Kingston was found in its field the other day with its side almost literally laid open. How it was done no one knows, but a barbed wire fence has come under suspicion. The horse is now under the care of a veterinary surgeon.

Mr. Fred. Sutherland, of Orwell, Ont., has exchanged his dwelling house, store and stock of general goods with Mr. F. C. Paulin, for a house and lot on Wellington street and two houses in West Toronto Junction. Mr. O. Norsworthy will enter into partnership with Mr. Paulin in the store at Orwell and will conduct it.

Mr. T. W. Scandrett, son of Mr. John Scandrett, grocer, London, has been called to the bar. Mr. Scandrett was a student in the office of E. Meredith, Q. C. He was a faithful student, and worked conscientiously, passing as solicitor in May, and his bar examination this month, when he stood among the first twelve, instead of among the oral list, as appeared when the lists were published.

The name alone of the E. B. Eddy Co. brings up a big concourse of ideas in most minds, and really needs little in the way of descriptive account to enlarge the popular notion of the great industries it is identified with. The two advertisements which in this issue put before the attention of the trade some of the standard wares manufactured by the company, will remind rather than inform the grocers and general merchants of the country that the source of supply for these goods is the E. B. Eddy Co. Their matches have pleaded

their own cause effectively enough to be on the very crest of popular favor to-day. The claims of their fibreware upon domestic regard have been admitted without reserve, and they are excellent trade-making material for the dealer.

"My friend," earnestly exclaimed the temperance lecturer, pointing a long, quivering forefinger straight at the covering figure of a man on the back seat, "What will you do when you come to the end of your career, and find honor, hope, friends, home and all that make life valuable or the future cheering, are lost?" "Lost!" echoed Mr. Rambo, dimly conscious that a question had been addressed to him, "B, George (hic) I'd avertizhe!"

In the Division Court the Case of R. G. Barrett, owner of the steamer Steinhoff, who sued the Victoria Park Compaay for \$100, was decided in favor of the plaintiff, who secured \$80. On the occasion of the Grocers' picnic in Victoria park last month the Steinhoff was chartered by the Park company to make five trips at \$20 each. The steamer made four trips all right, but owing to the dense fog did not complete the last, a great number of those at the picnic having in consequence to walk back to the city. The company refused to pay the steamer's owner, claiming a breach of the agreement.

It is surprising, the progress and development the National Cash Register has made in producing a perfect and reliable business system for retailers, by adapting their registers to the requirements of their users, giving them a complete check on all monetary transactions. A noticeable feature of the late Exhibition was their exhibit of fourteen different kinds of cash registers, comprising total and detail adders, and check-device machines, suited to all the requirements of business. This company has 45,000 machines in use in all parts of the world. The grand stride it has made in the past augurs well for the future. The day cannot be far distant when all merchants will consider a National Cash Register as necessary an acquisition in their business as their stock.

The E. B. Eddy Co. advise their agents to notify the trade that No. 1 Telegraph Matches of the same uniformly good quality and the same guaranteed count in the small box as heretofore, are now put up in neatly made, handsomely printed woodboard  $\frac{1}{4}$  gross caddies, enclosed in strongly cleated, tongued and grooved, planed inside and outside, plainly stencilled, perfectly strong and tight 10 gross cases. The weight of these No. 1 10 gross cases is only 60 lbs as against 80 to 85 lbs. or 90 lbs., the weight of all other cases of Matches except their No. 1 "Telegraphs." So soon as it was known by some of the trade that this change was in contemplation they had such increased demand for the neater, newer, lighter packages that it was necessary to at once put them in full supply on the market, so agents can now accept orders for immediate shipment of the new goods giving as much notice as possible ahead of the probable requirements of the trade so that Company may govern themselves accordingly. The two last issues of the "CANADIAN GROCER" contain an illustration of the new box.

To-day it is imperative that dealers in matches should keep in stock only the best and most reliable brands. The general run of people haven't time to "fool around" with bad matches. Nothing is more disgusting and annoying than to come across matches that won't light, to strike them in every conceivable way, and on every article within your reach, and then have them fool you with a phizz and a splutter and all to no purpose. Oh, is it not annoying? All the bad within you seems to be most uncomfortably near the surface. Your language is not of the choicest. Who comes in for all this abuse? Is it the manufacturer? No. The jobber? No. The retail grocer? Yes. He is the unlucky one. All the hard names and abuse are his. Does he deserve it? Yes, most emphatically yes. There is no excuse whatever for him, when there are matches like the "Railroad" and "Steamship" brands to be had, brands that are guaranteed and that you can depend on as being good in every respect, although comparatively new, being made in Quebec Province, and sold by H. A. Nelson & Sons, of Toronto. When matches are guaranteed sure fire and full count every time, the trade will and must have them. Consumers soon begin to recognise which are the right goods, and unless you can supply them you must give place to those who can. Attention might also be drawn to the attractive way in which the Railroad and Steamship matches are put on the market. No cheap, eye-sore label.





This celebrated Yeast and the bread made from it attracted the attention of thousands at the Toronto Exhibition, 1891.

It is now put up in One Dollar Boxes, containing 3 dozen 5 cent packages. Be sure and get one from your Wholesale Grocer, as there is nothing equal to it in the Market.



- BARM YEAST -

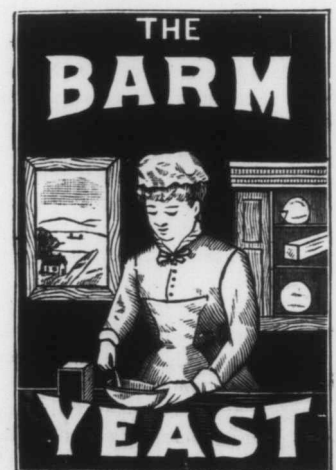


GROCCERS,  
WRITE US.  
TRAVELLERS,  
CALL AND SEE US.  
BARM YEAST MF'G. CO.,

35 Wellington Street East,

TELEPHONE 1920.

TORONTO.





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J. W. LANG & CO.,

≡⊗ WHOLESALE ⊗≡

≡⊗ GROCERS, ⊗≡

TORONTO, ONT.

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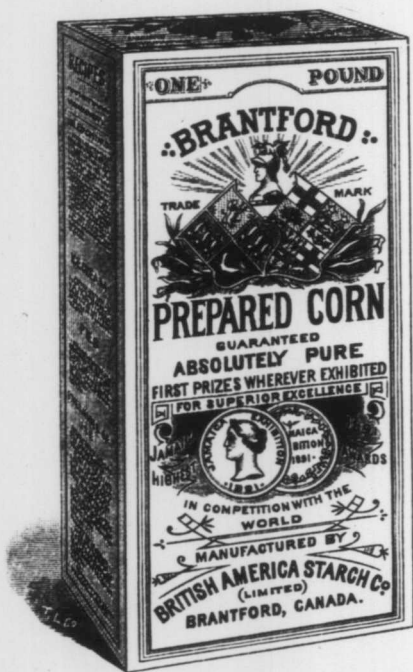




# BRANTFORD PREPARED CORN

HIGHEST AWARD JAMAICA EXHIBITION 1891.

LILY  
WHITE.  
COLD  
WATER  
RICE.



BRANTFORD  
LAUNDRY  
STARCHES.  
CHALLENGE  
CORN.

PURE, STRONG, ECONOMICAL.

MANUFACTURED BY THE

BRITISH AMERICA STARCH CO.

BRANTFORD, ONT.