

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



PUBLISHED WEEKLY
\$200 PER YEAR

VOL. VI.

TORONTO, MARCH 25, 1892.

No. 13

BENSON'S CANADA PREPARED CORN

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Edwardsburg Silver Gloss }
 Benson's Satin } for the Laundry.

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DUNN'S BAKING POWDER

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IS THE CHEAPEST.

Retail Price, 25c.

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FINE GOODS OUR SPECIALTY.

SHOWING TOBACCO

MADRE E' HIJO (7 SIZES)

EL PADRE AND CABLE.

THE CANADIAN GROCER

BRYANT, GIBSON & Co.,
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"Worcestershire Sauce," "Yorkshire Sauce"
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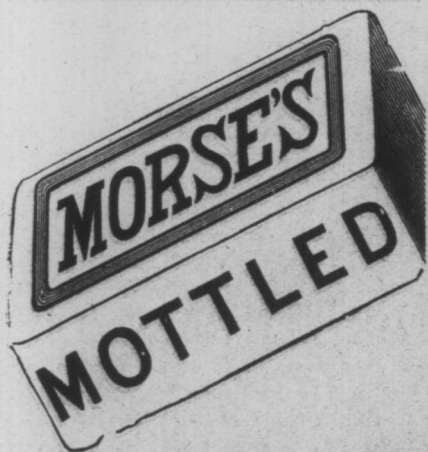
DURABLE PAILS AND TUBS.



The Wm. CANE & SONS MANUFACTURING Co
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The goods are hooped with Corrugated Steel
Hoops, sunk in grooves in the staves and cannot
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Bonded Manufacturers of
Honey Dew, White Wine, Malt and Cider
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FINEST BISCUITS.
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Delicious Mince Pies
every day in the
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Handled by retailer
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goods. No waste.
Gives general satis-
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Sells at all seasons.

Will not ferment in
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The best and cheapest
Mince Meat on
Earth. Price re-
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per gross, net.

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SPANISH BLACKING
THE KING OF BLACKINGS



**Licorice
Lozenges.**

Manufactured exclusively by
YOUNG & SMYLIE,
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These goods can be obtained from any of
the leading First-class Houses
in Canada.

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY - \$200 PER YEAR

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

Vol. VI.

TORONTO, MARCH 25, 1892.

No. 13

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

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

HEAD OFFICE: 6 Wellington West, Toronto.
MONTREAL OFFICE: 115 St. Francois Xavier St.
A. J. Ritchie, Manager.
NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

SPECIAL TO OUR READERS.

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

THIS WEEK'S MOTTO:

"It is better to have built a dog house than to have dreamed of building a palace."

The Patrons of Industry make a great deal of the plea that they are endeavoring to place the retail trade of the country upon a cash basis. This, they seem to think, ought to compensate the merchant for bargaining away a great part of his profit by entering into a contract with them. The Patrons are the men who can put trade upon a cash basis, if they are earnest in their efforts to do so. They are made up of the very class of people for whose sake trade was ever put upon a credit basis. If the Patrons, and all whom they aim to include in their organization, would pay cash for their goods, there would be nothing left of the credit system to reform. It is simply a matter of cessation on the part of the individuals included or sought to be included in the Patron movement. There is no need of sweeping away anybody or anything. Let the cash be produced, and before its magic influence the system and all its evils will vanish away.

That mode of settling the matter is beautifully simple, and is as natural as it is simple. It does not involve the expenses of association, neither does it call for boycotting or coercion, and prices will sag down under its gentle influence like the mercury of the barometer under atmospheric pressure.

* * *

The beauty of such a solution is, that the diminution in prices it would cause would not be merely in one stratum of the distributing system, but would affect every grade of trader and producer. It would thus be something more than a sacrifice of retailers for the benefit of consumers. The losses of business would be reduced, the cost of trading—the items for bookkeeping, etc.—would be greatly lessened, all the retailers would be left in business, and their volume and weight would widen their margin as much towards the side of the wholesalers as it had shrunk on the side of the consumers. Cash, unhampered by any entanglements of association, would work out the price problem as completely as it would extinguish the credit problem. "Put money in thy purse," and the whole thing is as simple as adding one and one.

* * *

Then the occupation of the agitator would be gone. That would be a good riddance for consumers, who are being made the mere tools of designing, self-seeking fomentors of discontent. There is no lot on this earth that is free from attendant difficulties and disappointments, and the man who wishes to play on the passions of any class of people need have only the knack of railing acceptably against things as they are, to make his hearers dissatisfied with everything outside of themselves. This is a poor business for a man to follow, but there are many who make a livelihood by it. They know how to draw a dark picture, how to make the yoke gall that was never felt before, and how to produce ge-

neral exasperation. A great part of the Patron force is due to the incendiary addresses of these men.

* * *

Where there are more than two traders in a place that a Patron merchant is doing business in, it is to the interest of the free merchants to come to an agreement in regard to a few things. The Patron merchant is very commonly a general trader. If his opponents agree to a division of trade, each can take one line to sell at prices below those asked for that line by the Patron merchant. If two, or three, or four free stores thus league together they can attract even contracted custom, or can force the Patron merchant down to prices that will soon put him out of the struggle. He will have the brunt of the whole combined trade to meet, and he will pine away under the strain. If this general merchant sells his gray cottons near or at cost, that one sells his tea, another his canned goods, etc., in the same way, the loss will be divided up among several or concentrated upon the Patron merchant, whose inevitable collapse will be hastened by the alliance of his competitors.

* * *

What evidence has the Patron that the invoice submitted for his inspection is the one relating to the particular goods he is shown? Here he must take the trader's word. So the bargains of the Patrons rest ultimately upon the verbal representations of the merchant. That is not a very satisfactory basis. The sense that it is not will be an increasing cause of distrust with the Patron, especially if he can get the same goods at lower prices from the merchants who are supposed to have joined hands to preserve their custom. Thus will wane the Patron support, and there is no need of any gift of prophecy to foretell the speedy decline of the trade system the Patrons are endeavoring to build up. There are some merchants now under contract with the Patrons, who openly say that they do not expect the order to last long, that they have given in temporarily to retain the custom of the Patrons until the latter go to pieces, and that when they do go to pieces their trade will still be attached to the store to which it is now contracted.

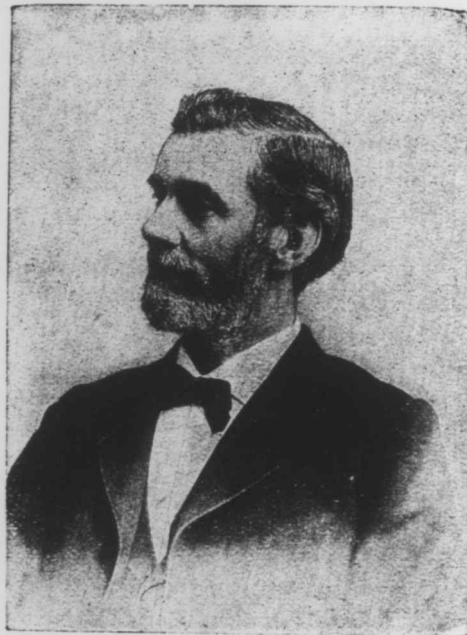
CALIFORNIA EVAPORATED FRUIT.

A few years ago California evaporated fruit was unheard of as a grocery line in this country. Now it is fast becoming one of the staples of the trade. It is already established upon a substantial basis in popular favor, a basis that promises to widen, as that of the canned goods trade widened. It is only during the last three or four years that California evaporated fruits have been handled on this market. Their beginning was a modest one. An unpretentious trade by one or two fruit men opened the business. A few lots were sold the first year, but they were good seed, and the next year a larger quantity was disposed of through a larger number of dealers. Finally the wholesale grocery trade took hold of the business, and now several of our grocery jobbers and all our leading fruit men handle evaporated fruits and handle a good many of them. Thus the goods have not been on the market more than long enough to get well through their experimental stage. They have been pretty thoroughly tried, being well diffused by the many houses importing them, and the general verdict speaks in increased consumption. There is nothing more delicious than apricot preserves. With a little cream they become ambrosial. It is this quality which is the mainstay of these fruits in popular favor.

The market conditions this year are about equally adverse and favorable to the trade in evaporated fruits, so that any increase or decrease in the sales must be owing to something intrinsic in the goods themselves. Already, as compared with the corresponding portion of former years, the present season shows a very considerable increase. That is a testimony to the inherent excellence of the fruits. The market influences special to the year that were said to balance each other, were the following: On the one hand, the abundance of the California fruit crop, and the lower price of sugar since the duty was taken off a year ago in the United States; on the other, the abundance of Canadian small fruits and the cheapness of sugar since the duty was taken off last June in this country. Owing to the first set of causes evaporated fruits come about 10c. cheaper than they did a year ago. Apricots that were as high as 22c. last year, are now as low as 12½c. Very good apricots can now be retailed at 15c. But while the factors have been strong for an increase in consumption, they are offset by the second set of conditions given above. Our own small fruits have been very plentiful. In the preserved form, owing to very cheap sugar, they abound more than they ever did before—domestic and factory canning having been very large last summer and fall. Also imported and native dried fruits, as apples, raisins, etc., are very cheap. All this pretty well makes

up for the 10c. lower price for evaporated California fruits. Yet the demand for unpeeled peaches and apricots has been very much greater here than it ever was before. Peeled peaches being much higher, selling at 22c., have gone less freely into trade. Plums likewise have not been in as strong request, probably because our own plums were plentiful.

Evaporated fruits are simply an addition to grocery lines, they are not a substitute for some other line that is being displaced by them. For them an expansion of the range of consumption must be made. They therefore benefit trade. The statements that they do not supplant anything else must, however, be made with qualification. They do undoubtedly cover some of the ground formerly taken up by prunes, but as it was usually a matter of comparative price between dried apples and prunes whether the



MR. L. J. CALLANAN.

Above is the portrait of Mr. L. J. Callanan, the courteous and energetic manager of the Food and Health Exposition now being held in New York. This should have been presented with our report last week of the opening of the exhibition, but for the fact that the cut did not arrive in time.

latter should be in great demand or not, the effect of the competition of evaporated fruits is not so obvious in the prune trade.

Prices favor the buyer in apricots, but they are likely to go up on peaches. Chicago buyers were caught on apricots, and bear influences prevail. There is nothing now held at the coast.

The Hamilton retail grocers will close at 7 p.m. every day, excepting Saturdays and evenings before holidays, commencing April 4.

SIDE LINES, OR GLIMPSES INTO MY NOTE-BOOK.

TEA.

Everybody has observed when passing the majority of grocery stores in the city, either at the door or exposed in the windows, one or more half chests or caddies of tea with the alluring legend of the price and quality conspicuously labelled on the same. In fact one almost expects to see this article in the grocery windows, so long has the pernicious habit of showing tea in this manner been indulged in by the average grocer. It is a puzzle to me how such stores can give their customers a satisfactory cup of tea, and how they can retain the patronage of their clients for any length of time. I have endeavored to impress on the minds of such of my connection as profess to do a tea trade the necessity of keeping this delicate article in proper packages or bins, air-tight or nearly so, and I am happy to say have prevailed on them to do so. Were it not for the reason of self-interest I should have done so in any event. I find, and every traveller will admit the truth of my statement, that frequently after having sold a customer a lot of 5 or 10 half-chests of tea, the customer complains of the quality of some of the packages not being equal to the others, weaker, color poorer, etc., when the real trouble is that he has had this particular chest in his window or at the door exposed to light, air, dust and other injurious effects. How under heaven can they be up to standard? This delicate plant whose precious fluid is cheering to mankind the world over, is not a cabbage, turnip or potato, and cannot be handled roughly. In my opinion it is almost if not quite as sensitive to outside injurious influences as butter, and though it is not porous it still has the faculty of absorption. Tea, if emptied at all out of the original package, should be put into a lead-lined tin or bin, and when the clerk has put up the required quantity for his orders he should completely cover the remaining tea in the bin with the lead, and keep out entirely the air and light. How many clerks, and yes, how many proprietors, give this article the attention it requires? Yet everyone of them knows that it is the principal article on which a good margin of profit can be claimed. In my opinion the wholesale tea handlers would materially improve the state of the tea trade by issuing jointly a circular setting forth the necessity of handling tea in the proper manner, and urging upon the retail dealer the necessity of raising the taste of the tea-drinking community by offering them tea that is tea, giving in the circular such hints as the retailer will not fail to take advantage of. The result of such action cannot fail to be anything but satisfactory to all concerned, the importer, jobber, retailer and consumer.

The question might be asked, How is the

grocer to show his tea if not exposed conspicuously? No exception could be taken to having a small tin or glass dish of fancy design, or a small tea cannister, say of one or two lbs., in the window or on the counter; this would invariably satisfy the consumer, as not one in ten thousand times does he or she examine into the merits of the tea by drawing and testing it in the store. And in these days of soliciting orders at the houses, does the consumer ever have a sample of tea shown him? Never to my knowledge and belief, except it be by a so-called tea pedlar. And why should the grocer keep his delicate teas exposed any more than a liquor dealer his fancy wines, whiskies and ales? The purchaser asks for such and such a wine and gets it, the label and honesty of the dealer being sufficient guarantee of its quality. A customer could ask for a 25, 35, 40, 50 or 60c. tea, and in every case would he get the article asked for just as well as if he had seen it standing at the door of the grocery store, mingling freely with the flying dust of the street and the odors of the passing garbage wagons. It is a pleasant sight for me to see at least one grocer in this city on Queen street west, who knows how to show teas, not by filling up his windows with eight or ten half chests all open and exposed, but by an occasional display of sufficient whole and unbroken packages, and a small sample on a fancy dish alongside or on top of the packages. And there is no grocer in this city that has such a satisfactory tea trade. Why not all so honor your leading article of profit?

HEC. SECOND.

TRADE PUBLICATIONS RECEIVED.

THE COBBAN MANUFACTURING CO. LTD., issue a Catalogue the very volume of whose contents shows the need of such a book for the information and convenience of the trader. From the Company's warehouse and works at the corner of Hayter and Terauley streets, in this city, a very extensive range of lines is turned out every year. Illustrations, descriptions and quotations are very fully and clearly given in their catalogue. The leading specialties of the business are mirror plates, bevelled glass, framed pictures, looking glasses. The trade will find the book useful and necessary for the purposes of doing business with the Cobban Manufacturing Co.

The Thirteenth Annual Report of the Winnipeg Board of Trade is an encouraging record of Commercial progress in the Province of Manitoba. The accomplishment and prospects of railway enterprises, the laws relating to taxation, winding up of estates, etc., the development of material resources, are matters of importance dealt with in the Report.

Lake Superior Iron Ore Production for the Past Thirty-Six Years, is the title on the cover of a very neat little pamphlet received at this office with the compliments of the

Cleveland Iron Trade Review, a paper which stands high as an authority upon iron matters. The contents are purely statistical, a division of the book going to each range, the mines in which are all enumerated, with the production given in tons. The receipts at Lake Erie ports for the past nine years are an important part of the little book, which is a credit to the enterprise of the publishers.

CANNED GOODS MEN MEET.

The annual meeting of the Canadian Packers' Association was held at the Walker House on Wednesday and Thursday of last week. Mr. W. Boulter, Picton, occupied the chair. There were present Messrs. E. DeCew, Ontario Canning Co., Hamilton; W. A. Ferguson, Delhi Canning Co.; W. C. Breckenridge, Norton M'fg Co., Hamilton; W. P. Innes, Simcoe Canning Co., Simcoe and Hamilton; D. Marshall, Aylmer Canning Co.; J. H. Burnie, Dresden Canning and Preserving Co.; H. I. Matthews, Lakeport Preserving Co.; J. B. A. Pigeon, Ottawa Canning Co.; Wm. Miller, A. C. Miller & Co., Picton; L. J. Coryell, Oshawa; A. C. Miller, M.P., Picton. Letters of regret were received from the Phoenix Canning Co., B. R. Nelles, D. W. Douglas, Bowlby Bros., the Belleville Canning Co., the Erie Preserving Co., and A. E. Carpenter. After the minutes of the last annual meeting had been read and adopted, the President delivered his opening address as follows:—

THE DINNER.

The members were invited at the close of their meeting to a dinner at the Rossin House, by the Norton Manufacturing Co. of Hamilton. The following accepted the invitation: W. C. Breckenridge, Hamilton; W. Boulter, Picton; W. A. Ferguson, Delhi; Mr. Marshall, Aylmer; W. P. Innes, Simcoe; W. M. Miller, Picton; H. I. Matthews, Lakeport; J. H. Birney, Dresden; J. B. A. Pigeon, Ottawa; L. J. Coryell, Oshawa, E. DeCew, Hamilton.

Mr. Dryden, the Minister of Agriculture, was present and made a short speech, in which he wished the members every success for the coming season. Being a farmer himself, interested in fruit-growing, he was pleased to have had the opportunity of being with them.

Mr. Boulter thanked Mr. Breckenridge on behalf of the members for the pleasant two hours spent, and Mr. Breckenridge responded.

After supper the President formed a theatre party, thus closing a very enjoyable evening.

The past year has been fairly prosperous to the industry represented. Owing to the unfavorable season of 1890 there was a much larger pack this year than last. Vegetables are about all sold. Owing to the abundant crop of fruits and cheap sugar, a much larger pack was made of fruits than was required. This, taking into consideration the im-

mense amount put up by consumers themselves, leaves us with a large amount of fruits on hand. We will therefore have to consider some scheme for exportation, as the present demand is not sufficient for the amount at present packed. Several towns have been agitating for new canning factories to be established, and it seems strange that moneyed individuals could be persuaded to invest in an industry that is now overdone. Should they go into operation, a repetition of the disastrous year of 1888 will follow. To the old members of the association I would recommend caution for future pack; also promptness in regard to the monthly reports that have been of so much value to us. The reports of the special committees appointed at our last meeting will be laid before you.

The auditors presented their report showing that they had examined the books of the treasurer and found them correct. There was a balance of \$295.20 on hand.

Messrs. Breckenridge, Innes and Ferguson presented the report of the committee that had the amalgamation scheme under consideration, and it was adopted. The remainder of the session was spent in considering a scheme for developing the export trade. Some important information was given, and a very interesting discussion took place. Definite action was postponed until May next when a special meeting will be held.

On Thursday morning officers were elected as follows:—

- President, — — — W. Boulter.
- Vice-President, — — — S. Fenton, jr.
- Secretary-Treasurer, — — — J. B. McLean.
- Executive Committee—W. A. Ferguson, W. P. Innes and H. I. Matthews.
- Auditors—Wm. Miller and E. DeCew.

The secretary was instructed to prepare a statement of goods on hand April 1.

The association then went into secret session to consider some important questions. A line of action was determined on and committees appointed to carry it out. The meeting then adjourned.

BONUSES AND INSOLVENCY LEGISLATION.

At the meeting of the council of the Toronto Board of Trade held on the 17th inst. the following resolution was submitted as adopted by the Hamilton Board of Trade:

That this Board of Trade recommends that all boards of trade in Ontario be asked to co-operate with this board in obtaining legislation to prevent any municipality from granting any bonus to manufacturers.

After due consideration the council passed the following resolution in answer:

That the council of this board, while admitting the system of granting bonuses to manufacturers has been greatly abused, it cannot see its way clear to recommend any interference with the rights and privileges of municipalities in relation to the matter.

Chairman Blain, of the Legislation Committee, reported that the members of this committee were not a unit in regard to an insolvency bill, and as it was considered advisable to have an expression of opinion from the full board on this matter, it was decided to call a special meeting this week.

IN THE INTEREST OF CANADIAN PORK, EGGS, ETC.

As a result of the representations of Mr. A Gunn of D. Gunn, Flavelle & Co., Toronto, to the Minister of the Interior, that until recent years the whole North-west and Pacific trade was controlled by United States packers, but that now Canadians held all except some Hudson Bay Company's posts and the Indian supplies, and that Canadian "long clear" bacon was now made in sufficient quantity and quality for all requirements, the Minister of the Interior in subsequent tenders for supplies has asked for a large portion of "long clear" bacon. Previously "short clear" bacon only had been used, and as Canadian packers did not produce "short clear" the contracts were always filled by United States dealers. This sent a large sum of Canadian money into the pockets of United States farmers.

* * *

One of the biggest deputations of the session on Friday last waited upon the Government with reference to the duty on pork and other matters. The Government was represented by Hon. Mr. Foster, Hon. Mr. Bowell, Hon. Mr. Costigan and Hon. Mr. Dewdney. The pork packers of Canada were represented by Mr. J. W. Flavelle, of Gunn, Flavelle & Co., of Toronto; Mr. William Matthews, of Toronto; Mr. F. W. Fearman, of Hamilton, and Mr. C. M. Acer and Mr. William Strachan, of Montreal. The following members of Parliament were present: Messrs. White, Hughes, Pope, Denison, Fairbairn, Carpenter, Cargill, Cochrane, Ryckman, Hutchins, Moncrieff, Tyrwhitt, McKay, Henderson, Ingram, Maddill, Burns, MacDonell (Algoma), Wood (Westmoreland), Adams, Davis, Wilson, O'Brien, Tisdale, Marshall, Roome, Smith (Ontario), Mason, Taylor, Coatsworth, Corby, Bennett, Wood (Brockville), Curran, Hazen, McDowall, Stevenson, Miller, McLean and McDonald, of Prince Edward Island and Senator Sanford.

Mr. Fearman, of Hamilton, said the question of the duty on pork was brought before the Ministers last session, and they were now reiterating what was then said. Their complaint was that a portion of the pork imported from the United States was coming in at a lower rate of duty than other portions, and they were now asking that this would be remedied. Last session, after seeing the Government, they left with the understanding that mess pork required by the lumbermen of this country should be admitted at a less rate of duty than other kinds, but they were surprised to find that under the tariff as printed other kinds of pork could be imported at the same rate of duty as mess pork. The fact that other grades of pork could be brought into the country under the

duty of 1½ cents was most injurious to the farmers and packers.

Hon. Mr. Foster—Is it the same species of pork?

Mr. Fearman—The same species of pork, but differently cut. You can take a hog and divide it in two; one half pays three cents a pound, and the other one and one-half cents. He went on to point out that the production of pork in this country last year was valued at \$2,000,000, and it had increased by a million dollars. The business was growing steadily in Canada. The farmers now had hogs of very good quality, and could supply the people with almost everything required.

Hon. Mr. Foster—Are the farmers of Canada prepared to furnish heavy pork?

Hon. Mr. Bowell—They are beginning to do it.

Mr. Fearman—They have not begun to do it, because there has been no encouragement. (Hear, hear.)

Hon. Mr. Bowell—A gentleman informed me there are now in the Montreal market 15,000 barrels of mess pork that can be purchased by those who require it. If that is so, it is an evidence the Canadian farmer is producing that kind of pork which it was thought he could not produce.

Dr. Sproule pointed out that there had been last year a notable decrease in the importation of the classes of pork upon which the duty had been raised.

Mr. Flavelle showed that whilst the importations of pork had decreased to the extent of \$1,000,000 the production of pork in Canada had increased by \$2,000,000. He pointed out the possibilities of increase in the production in the North-west, and explained that in the western states the farmer was compelled to put his corn into pork or butter and cheese on account of the distance from a market. The same circumstance would operate in regard to the farmers of the North-west, who would be obliged to turn their attention to the production of all classes of pork. In support of this contention he mentioned that it was reported recently that a cargo of oats from the North-west, which was somewhat damaged, did not sell in Montreal for the amount of the freight, so remote was it from the point of shipment. The members of the deputation were fully warranted in telling the Government that the farmers of Canada were prepared to meet the requirements. Pork was produced in Chicago for speculative purposes; after a certain time, when it was no longer applicable to those purposes, it could be disposed of in any way thought proper. To-day pork was selling in Chicago at \$7.50 a barrel, and even after paying all charges they could undersell the Canadian producer.

Hon. Mr. Foster asked if the imposition of an additional cent and a half would stop that.

Mr. Flavelle—"Undoubtedly, at certain seasons." He pointed out that under the wording of the tariff other kinds of pork

than that stipulated were being admitted under the 1½ cents rate. The farmers of this country could not only raise pork for home consumption, but he was convinced that in a few years they would be raising it for export.

Mr. Matthews added his views to those already expressed.

The matter of a duty on eggs was next brought up. It was pointed out that while the United States levied a duty on eggs imported from Canada, the Canadian producer was not in any way protected from the south, and it was asked that a duty equal to that of the United States, five cents per doz., be imposed. The competition with eggs from the United States was being felt, it was said, in various parts of the country.

Reference was also made to the duty on lard oil. Here, too, it was pointed out that while the United States manufacturer was heavily protected the Canadian was not given adequate protection in this most important portion of our hog products.

Mr. Pope also brought up the question of an article manufactured from cotton seed oil and sold in place of butter, which is now coming into the country from the United States. It is a sort of second edition of oleomargarine, and it was held should receive attention.

The Ministers promised to give the various matters brought forward full consideration.

* * *

Representations have been made to the Government that if the practice of branding U. S. pork as Canadian is allowed to continue it may lead to the genuine Canadian product being discriminated against by the customs laws of France, Germany and other European countries as United States pork is. The Commissioner of Customs has therefore issued the following notification to collectors: "It has been represented to this department that pork, the product of imported hogs slaughtered or cured in bond and exported, has been branded as Canadian. I have to instruct you in no case to allow such pork to be so branded. If it be the product of American hogs it must be branded as such. Your prompt and decisive action (should there be any such packed at your port or at any place under the survey of your port) is required."

THAT'S THE RIGHT OF IT.

The Detroit Herald of Commerce takes the CANADIAN GROCER to task for spelling the word peddler in this wise: pedlar. It considers it a typographical error, and says: "We have looked all through our 5-cent edition of Webster and fail to find any of that kind of peddlers which seem to trouble the people of Canada." Now our Webster gives all three of the spellings with which we head this article. Our contemporary will agree with us that any spelling fails to do justice to this unique specimen of itinerant mendacity—the pest of the housewife and the bete noire of the legitimate merchant.—New England Grocer.



**LET THE PATRONS
RUN SOMEBODY ELSE'S BUSINESS.**

BALLYCROY, March 19, 1892.

EDITOR CANADIAN GROCER :

SIR,—Please find enclosed \$2 for renewal of my subscription for THE GROCER for another year. I must say that I appreciate THE GROCER very highly and take an interest in the letters and editorials you publish about the Patrons of Industry, and would very likely have been trapped into taking them up if I had not been a reader of THE GROCER. However, the Patrons in this locality had no trouble in procuring a merchant to comply with their terms, as they were received with open arms by a merchant (three miles from here), who offered to supply them at ten per cent. advance on wholesale prices. Of course they have the privilege of seeing and copying his invoices, and I now have the privilege of seeing some of my customers going past my store to the Patron store. However, I would rather do less business for a while than let the Patrons run the business for me.

Yours truly, J. McCLELLAND.

OTTAWA LETTER.

The prevailing cold spell has completely stopped business in this city. It is too late in the season for the carrying on of such works as are generally performed in the winter, and too cold for any building or milling operations to go on. Everything will be at a standstill until the warm weather comes in to stay.

Mr. Watson, M. P., Marquette, will move in the House of Commons that binding twine be placed on the free list.

Mr. Marshall, M. P., West Middlesex, has placed on the Order Paper the following motion :

"That contemplating the Government's making certain changes in the Customs duties during the present session, it is expedient to impose a duty of five cents per dozen upon eggs, and six cents per pound on butter coming into Canada; the same as now imposed by the Government of the United States upon similar products from this country."

The House of Commons has practically done nothing since the opening. The Budget speech will not be delivered before two weeks at the shortest. The general opinion is that there will be no important change in the tariff.

Ottawa, March 16, 1892. A. E. P.

**THE CANNED GOODS INDUSTRY
IN CANADA.**

No trade has developed as rapidly in Canada as the canned goods industry during the past few years. THE CANADIAN GROCER, being the organ of the Canadian Packers' Association, has as in duty bound watched the progress of this branch of business closely. A dozen years ago Canada was an importer of canned goods. The United States sent us the bulk of our supply. Now we export largely not only to the States but also to Great Britain. In the past two years the progress has been marvellous. In the Province of Ontario alone there are exactly four times as many factories, less one, than there were two seasons ago. The industry is just beginning in Manitoba. Quebec, the Maritime Provinces and British Columbia will show an increase this year. These give employment to thousands of people in the factories and on the farm. The capital invested is now proportionately much greater than ever before. A few years ago the machinery was crude. Four years ago each factory made its own tin cans by hand. Now the tin plate enters one end of a machine and comes out at the other a complete air, tight can. Similar improvements have been made in other branches of the factory. To succeed now it is necessary to have the newest and most improved machinery. The leading Canadian packers are said to be much more enterprising in this respect than their American contemporaries, for they do not hesitate to throw out a valuable machine to put a better one in its place.

LOBSTER FISHERY REGULATIONS.

While the lobster canners who the other day waited on the Minister of Marine and Fisheries, objected to the proposal of a \$50 license fee, on the ground that it would discriminate in favor of the large packers as against the small ones, and to the nine-inch minimum, they were in favor of the present close time. They suggested that in lieu of the license fee a nominal charge of a cent or so per case of four dozen cans would be quite sufficient, and by collecting that amount by way of a stamp to be affixed to each case the department would be enabled to keep track of the product and a general supervision over the industry, and that such stamp being affixed, the goods would be given a character in the markets to which they may be sent; that a continuance of the regulations fixing nine inches as the minimum length would mean a continuance of the impracticability of enforcing such, but if eight inches were named the regulation could be enforced with good results; that the licensing system per se would be good in principle, and that under it the department could regulate and control the fishery and settle disputes between fishermen, and give some security of tenure of territory to

packers. The Minister intimated that he would favorably consider the suggestions made, and that he would not press his proposal as regards the \$50; that he would adopt the idea of imposing a slight fee, but not as a tax, on the product of the fishery, and that before going before Parliament he would acquaint the deputation of the course decided upon.

LONDON GROCERS' ASSOCIATION.

The regular monthly meeting of the Retail Grocers' Association of London was held in Sherwood Hall on the 9th inst., with the president, Mr. W. H. Ferguson, in the chair.

The meeting opened at 8.15 p.m. with a fair representation of members present. The principal officers were all at their respective stations.

The minutes of last meeting were read and adopted.

The following printing accounts were passed and ordered to be paid:—R. Southam, \$70; Free Press Printing Co., \$1.35.

A communication from the British American Starch Co. was read and was considered satisfactory, it being in answer to a letter from the association regarding their advertising the wholesale prices of their stock in the daily press. This the members of the association consider injurious to the retail trade, as it placed the prices before the general public. The British American Starch Co. stated that their object in using the daily papers was to reach the trade in the least possible time, letting them know the stand they were taking, but that they would discontinue in future publishing the price-list in the public press, agreeing with the association that anything having a tendency to reduce the small margin of profit of the retailer should be avoided.

The early closing movement was brought up for discussion, and the feeling of a large portion of the members present was that there was a great improvement of late in the matter of early closing and that this question was gradually working its own cure. The public were being educated to it and were making a practice of doing their trading earlier, and the grocers are now able to close considerably earlier than they did in the past. The members of this association did not feel that they were justified in closing their doors in the face of customers at any stated hour, but if the general public are in favor of early closing they have it in their power by doing their trading earlier in the day.

The question of the action of the Government analyst with regard to imposing fines on the grocer, when in reality in many cases it is the manufacturer that is to blame, and also that consumers are partly accountable, as they demand a cheap article, much cheaper than can be manufactured pure—was considered. The members of this association were recommended to guard against the penalty by seeing that all goods sold by them are stamped "compound" if not strictly pure.

After some other business of local interest was disposed of, the meeting adjourned at 9:45 p.m.



SALES MADE OR PENDING.

T. Ashley, dealer in fruits, flour and feed, Walkerton, Ont., has sold out to George Rowe.

Ray & Lockhart, grocers and fruiterers, New Glasgow, N. S., have sold out to James Cavaugh.

S. G. Marling, general merchant, Craven, N. W. T., has bought out G. S. Rise of Pense, and will move to the latter place.

J. L. Burgess, general merchant, of Drumbo, has sold his stock-in-trade to Charles Wilson, of that place, for \$2,100, and turned over the proceeds to a Toronto wholesale house, who were large creditors. The other creditors, whose claims amount to about \$3,000, are looking for their money. Burgess has also assigned his book assets, nominally worth \$1,800, to a Toronto firm, whose claim of \$4,000 is thus almost wholly paid.

PARTNERSHIPS FORMED AND DISSOLVED.

Jno. Ross & Co., wholesale grocers, Quebec, have dissolved.

Douglas & Eaton, general merchants, Maitland, N.S., have dissolved.

E. A. Adams, grocer, Walkerton, has taken as partner Mr. T. Ashley, and the firm name is Adams & Ashley.

REMOVALS AND DEATHS.

Ephren Boucher, wholesale fruit dealer, Montreal, is dead.

FIRES.

Repsteim & Co. and T. W. Robinson, general merchants lost heavily by a large fire at Moosejaw, last week.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Wm. Carmichael, Collingwood, has assigned to E. Fair.

J. N. Lemay, general merchant, St Couie, Que., has assigned.

E. C. Ingles, general merchants Foster, Que., has assigned.

Jas. Bruce, general merchant, Carman, Man., has compromised.

James Scott & Co., grocers, Halifax, N. S., are offering to compromise.

Attwell & Co., general merchants, Norman, Ont., have assigned.

J. E. Lavergne, general merchant, Ste. Louise, Que., has assigned.

A. Trudeau, general merchant, Windsor Mills, Que., has compromised.

Jas. Cunningham, grocer, Toronto, has assigned to Henry Barber & Co.

A meeting of the creditors of Geo. Doering, Wellesley, Ont., has been called.

The sheriff is in possession of the grocery stock of C. S. Philips, who commenced at

Galt about two years ago on borrowed capital of \$1,000. This has since been reduced. His expenses being out of proportion to his sales, he has found an assignment necessary.

W. A. Caldwell, flour and feed dealer, Jarvis, Ont., has been in business five years. He did fairly well until he began selling seed on long credit. Now he has assigned.

Mrs. M. C. Collins, general storekeeper, Watford, has failed. About two years ago she and her husband removed from Blenheim and opened business in her name. She owes \$3,800, and has nominal assets of \$2,000.

WHY MERCHANTS FAIL.

The New Haven Palladium has the following editorial contribution from Mr. George Henderson, the New Haven manager of the mercantile agency of R. G. Dun & Co. It has interest for every active business man:

Statisticians claim that ninety per cent, of all who enter mercantile pursuits make a failure. This is an appalling statement and if true some good cause for it must be patent. The changes in business concerns throughout the United States and Canada, are computed at two thousand per day. Not necessarily are all these failures, for included in the changes are dissolutions, retirements, deaths, changes of ownership and fires. There are at the present time nearly 1,217,000 business names in the two countries, and that about one-half of these should be involved in changes during the course of three hundred working days is remarkable.

Personal environments seldom alter the individual financial condition of a merchant, except in so far as rises in values are concerned, hence, as thorough a knowledge of the character, capacity and capital of a debtor as can be had, is as inseparable to the dispenser of credit as a compass is to a mariner. Business operations are becoming more and more ephemeral in their character, consequently more faith is needed in the transaction thereof, and faith without knowledge is simple superstition—a rudderless vessel intended to widen commerce upon.

The great number of failures is not among men of limited means, but among men of limited knowledge. Abundance of capital at the start is not essential to a successful business man. A good character, an industrious disposition economical habits and a knowledge of the business undertaken, are qualifications that capital cannot make amends for. Take for example a mechanic, making good wages. He has been able to save a few hundred dollars. He is allured into the belief that keeping a shop is an easy life and all that is necessary is to tie up a few parcels to do business. Ten chances to one he pays too much for the old stock to begin with. He knows nothing of values. He is easily overstocked by energetic salesmen. He has not learned to say no to undesirable credit risks. His paltry savings are soon repre-

sented by figures on the wrong side of the ledger. He has to depend upon immediate sales to liquidate current obligations. A few dull days overtake him and his paper is protested. This compromises his credit, then where is he?

An assignment follows, stock is seized by creditors and he is out of business penniless and with a dear bought experience. These scenes are repeated day after day in almost every instance where a man goes into a business he knows nothing about. An examination of the books of the assignor reveals the fact that he owes twenty or thirty different wholesalers. Is there not something strange about that? Is the man entirely to blame for his failure? His lack of business knowledge induced him to scatter his indebtedness and it is very easy to understand that indulgence is more readily obtained from a few than many.

Aversion to taking stock is a dangerous habit to fall into. No merchant is safe who neglects to take stock at least once a year. Future operations can only be satisfactorily gauged by the condition of the present. A merchant who does not take stock regularly is doing business on guess work. In case of fire how can he swear positively to what he has lost, and what proof has the insurance company that they owe what the man claims?

The largest and most conservative houses of the country are now insisting upon their debtors taking stock at least once a year and in carrying ample insurance. They further insist upon a copy of their debtors' balance sheet being placed in their hands every time one is drawn off. There is nothing unreasonable in that. Surely a creditor is justified in satisfying himself as to the advisability of entertaining a debtor's account. When a new account is to be opened a statement of the prospective debtor's financial condition and information relative to the man personally, should be reviewed. How is a wholesale house to discriminate between the good and the bad without data? The thing is impossible. Investigation respecting a desirable credit list promotes, encourages and strengthens commerce, and is, if anything, more of a benefit, if confidence is deserved, to the inquired about than to the inquirer, and when the risk is undesirable the fact that it is known is a boon to the whole community. The percentage of failures would be lessened materially if the dispensers of credit were less indulgent and knew more of their debtors. Trade would be steadier and the transaction of business void of many of its irksome responsibilities.

Reports from Havana says: The sugar trust in the north is bearing their sugar market and business is suspended in this product. This is more discouraging to planters, who are contending with heavy storms, fires, lack of field hands, and the breaking of machinery. Altogether the outlook for Cuba is very bad for the year 1892, which at the beginning promised so much.

R. A. LUCAS.

R. T. STEELE.

GEO. E. BRISTOL.

LUCAS, STEELE & BRISTOL,

WHOLESALE GROCERS AND IMPORTERS,

73 McNab St. North, Hamilton, Ontario.

HEADQUARTERS FOR

Diamond Crystal Salt. Hillwattee Tea.
 Lady Charlotte Gelatine. L. P. & Co.'s Pure Spices.
 L. P. & Co.'s Pure Coffees. L. P. & Co.'s Pure Extracts.

W. H. GILLARD & CO., Hamilton.

Wholesale Grocers.

MALLAWALLA

A blend of Pure INDIAN and CEYLON

TEA.**RICH AND DELICIOUS.**

A trial will convince you of its superiority over all other Package Teas.

NO BETTERBaking Powder in the Market
than**"DIAMOND"****NONE**as profitable both to consumer
and dealer.**WRITE US.**

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

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

James Turner & Co.,

WHOLESALE GROCERS,

HAMILTON, - ONT.**EVERY GROCER
AND DRUGGIST.**

We carry a full and complete line of seeds of the purest and best STOCKS that money can buy.

NO SEEDS ON COMMISSION.We are Canadian Agents for Thatcher's Butter Color. **BEST IN THE WORLD.** Parchment paper. Butter Cloth.**ALEXANDRA SEPARATORS.**

Hand and power all sizes. Send for Catalogue. Address

JOHN S. PEARCE & CO.,
London, Ontario.**100,000 lbs.
FRESH FISH
FOR LENT.**

British Columbia Salmon Trout, Whitefish, Pickerel, Pike, Lake Herrings, Codfish, Haddock, Mackerel, Smelts, Flounders, etc.

Best Quality. Reasonable Prices.

D. W. PORT & CO.,
TORONTO.**WM. HOOD & CO.,**
Importers and Manufacturers of

TRADE MARK.

Coffees,
Spices,
Mustards,
Cream of
Tartar,
Baking
Powders,
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Etc.

48 & 50 LOMBARD ST., TORONTO.

DIFFERENT RETAIL PRICES.

In the columns of our esteemed contemporary *The Grocer* a somewhat animated correspondence is being carried on respecting the morality and policy of having more than one retail price for the same article. As might have been anticipated, there are various views on the subject, but it is just a trifle disconcerting to gather that the majority of the correspondents of our contemporary favour the adoption of what one of them terms "a little strategy," or, in other words, that the tradesman should try to suit the price to the customer. There are, it is true, many letter-writers who take an unmistakably accurate view of the matter, and who criticise any such plan in a ruthless and righteously-indignant manner, but it seems to be the fact that a large number of grocers make it a standing rule of their business to "get what they can." We do not think the same practice prevails to any extent in connection with the ironmongery business, but if such were the case we should certainly feel called upon to condemn it on what we deem to be sound and valid grounds. We should adopt the words of one of the correspondents of *The Grocer*, who says, *inter alia* :—"I hold that the principal of strategy is deception, and deception, whether tacit or spoken, is virtually a lie. To expose two quantities of the same article for sale at different prices is to tacitly imply a difference of quality; and I ask, is it not reasonable, and a necessary consequence, that a customer seeing the article ticketed, should conclude that the higher-priced is the better quality, and so be deceived? And what can the assistant say when challenged, unless he prevaricate (which arouses suspicion) or lie (which produces worst results)? If there be no ticket displayed, the grocer trades upon the ignorance of the public, which is surely cowardly." Of the truth of these observations there can be no doubt, but there are many other objections to variable prices, just as there are numerous advantages in having a fixed single price for every article in stock. French tradesmen know this when they make as they do a great feature of the "prix fixe," and our own drapers appreciate the situation fully by insisting upon the fact that all their goods are marked with the sale prices in "plain figures." Customers know these points also, and they invariably prefer to deal at shops where they have reasonable confidence in the existence of only one price. They are quite right in manifesting that preference, and in doing their best to obtain their purchases at a price which is at once the best and the same as that paid by all the other customers of the same tradesmen. Apart from the honesty of the single-price plan it is obviously by far the most simple and most convenient. Once the principle of variable prices is admitted its incidence cannot be governed with exactitude, and the salesmen, who must be demoralised by the

system, cannot be blamed if, in their anxiety to push sales, they exceed the limits laid down for their approximate guidance. That the variable plan must sooner or later operate to the disadvantage and loss of the tradesman who adopts it is so obvious as to need no discussion. Persons who deal at the same shop are very apt to compare prices, and if Mrs. Smith finds that she pays more than Mrs. Jones it is certain that the former, at all events, will transfer her custom to some establishment where more straightforward practices are in vogue. Even the customer who may suppose that he or she obtains the lowest terms is always in a state of uncertainty lest some other customer should be treated better, and finally is pretty sure to become an ardent convert to the simpler and honester system. From almost every point of view, indeed, the plan of having different prices for the same article stands condemned. It may, possibly, be more easily "worked" in relation to groceries than other classes of goods, but in no business is it wise or even honest.—The Ironmonger,

GOOD BUSINESS SUGGESTIONS.

In the regulations suggested by the President, and recently published by the Secretary of the Treasury, some excellent rules for business are laid down. They are applied to the "efficiency record" of all employees in places known as the classified service, and are to be used as a basis for promotion. There are seven of them and include punctuality, attendance, industry, aptitude, accuracy, conduct and ability.

These elements of efficiency may be very properly applied to all business conduct. Young men would do well to consider them seriously and look for their hidden meaning, or seek to realize the whole meaning of them. It would be well to secure a copy of the rules and read them thoroughly. It is too often the case with young men in business that they simply try to hold their positions. They are not interested in the business or welfare of their employer and do not possess within themselves ambition enough to do their work so as to merit promotion.

Some explanations are given in connection with the above rules as to what is meant by the different elements. Punctuality means, in short, to be on time. The office hours are fixed within certain limits, and if an employe is late he loses one dollar for each five minutes of delay. That seems rather a severe rule, but it would work in nine cases out of ten. After an employe had been late a few times he would soon be cured. Punctuality is a great time saver, and time is money. In the busy life of the present day if a man gets behind at the beginning, he is likely to either remain behind or have an everlastingly hard time of it to catch up with the tail end of the procession. The expression is a common one, that "some men have three hands, a right hand,

a left hand and a little behind hand." It is sad to state that there are to-day too many three handed young men.

By attendance, more is meant than simply to be present in the office. The term in its fullest sense means that a man should be occupied all the time, seeking all the while to get at a full understanding of the business in all its details. According to the rules, if a clerk neglects his work, one dollar is deducted for every five minutes lost, except in case of sickness.

In regard to industry the rules explain that clerks are expected to be both prompt in their attention to duty and to manifest no disposition to shirk.

A young man who possesses within himself the elements of success will not require the watchful eyes of superior officers to enforce his regard for such rules as are outlined herewith. He will be able to cultivate any one of the elements, for each is susceptible of such cultivation. Take, for example, the habit of punctuality and of giving careful attention to the work in hand. The more industrious a man is, the less disposition does he show towards idleness, and the more careful will he be to do his full share. The readiness to receive instruction and the readiness in applying such instruction to a quick performance of work will increase as it is practiced.

If a man once begins to be careless and slovenly in the performance of his work he will go from bad to worse, while, on the other hand, if he cultivates accuracy he will grow more and more to find enjoyment in his employment, and it will be a pleasure to him to see everything done exactly right. His behavior should be practiced until it becomes natural and then it will be easy.

Small details in the office where employed, such as rude speech, conversation during office hours, lack of courtesy toward superiors and uncouth habits, will all have their influence against a man's promotion. Good conduct, combined with other qualities will recommend an employe to his superior.

Ability, even, is a quality which may be improved upon by cultivation. Very much that we call natural ability is simply a resolute determination to overcome all obstacles that are in the way, no matter at what cost of time and labor. There is, to be sure, such a thing as dullness and stupidity, which belongs to a man and he cannot help it, but such cases do not pertain to the condition of the average young man of to-day. If a man lacks education let him attend an evening school, of which there are a number in the cities, or he can improve his mind by well chosen reading matter. Where there's a will there's a way, and a young man who really desires it will find plenty of chances for self-improvement.

A man ought to think about the business in which he is engaged as if it were his own, and seek to improve it in every possible way. His employer's interests should be his interests and he should serve him even better than he would himself.

Any young man who starts out with a fixed determination to be punctual, faithful in his attendance, energetic in his work, apt in its performance, accurate in whatever he undertakes, careful of his conduct, with a determination to improve himself, thereby increasing his ability, that young man is sure of promotion. Every employer is looking for just that kind of men, and the eminent positions of trust will be occupied by these men who have proven themselves worthy.—Ex.

DO NOT
XEROX

H. P. ECKARDT & Co.,
Wholesale Grocers,
TORONTO.

With pleasure we still call the trade's attention to our Coffees. They are giving universal satisfaction. They are put up in 30, 60 and 90 lb. packages, or 120 lb. barrels. Once tried and you will use no other.

Yours truly,

THE SNOW-DRIFT,
BAKING POWDER CO.,
BRANTFORD.

Wm. Paterson & Son
BRANTFORD.

MANUFACTURERS OF

Confectionary, Biscuits,
Jams, Jellies,
and Pickles.

—JOBBERS—

Chewing Gums,
Licorice, Nuts, etc.

SEND US A TRIAL ORDER.

Best Value Made.

Ocean Wave
Baking Powder

Sold only in Cans.

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

SUGARS. { Barbadoes
TEAS. { and
Cuba

MOLASSES.

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

Canned Salmon, Lobsters, Mackerel and Oysters.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

304, 306 St. Paul St.,
148, 145 Commissioners St.

MONTREAL, CANADA.

GREENBANK

Double Concentrated Lye.
Double Concentrated Soda.
Bleaching Powder.

IN METALLIC TINS.

Send your order for Spring business.

L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.



Ram Lal's
PURE
INDIAN TEA

GUARANTEED ABSOLUTELY PURE
AS MANUFACTURED ON THE
GARDENS IN INDIA.

Caverhill, Rose, Hughes & Co., Montreal.



Henry Allen, general merchant, Allandale N. S. was burnt out this week.

The Dominion Millers' Association gives notice of application for incorporation.

John Dawson, general merchant, Minden Ont., was burnt out on Mondaylast. Insured.

The projected canning factory at Amherstburg is being pushed by go-head citizens there.

John Blewett, one of the oldest merchants of Napanee, has died with painful suddenness.

D. W. Turnbull, grocer, Aylmer, is in London at the bedside of his father who is very ill.

The resignation of Mr. L. A. Boyer, inspector of flour and meal at Montreal, has been accepted.

Mr. J. H. Price, formerly of Wallaceburg, has gone to London, and will be connected with a wholesale grocery house.

At Suckling's sales the stock of Hugh S. Rose, Strathroy, amounting to \$15,000, was sold to T. S. Macraul of that town for 72c. on the dollar.

There is quite a boom at Wallace, N.S., in lobster factory building. There are four additional factories going up on the Wallace coast.

The license commissioners for the city of London have resolved that after the issue of licenses in May next no city grocer shall have a license to sell liquors.

The St. Croix Soap M'fg. Co., have got out a hanger that is intended for retail stores. It is likely to arrest the attention if "color" can be depended on to attract notice.

According to information contained in the new Port Huron directory there are more retail grocery stores than any other line of business in the city. They number 64.

D. Williams & Son, pickle manufacturers, Colborne street, who assigned recently, are offering their creditors a composition of fifteen cents on the dollar, with liabilities \$4,700 and assets \$1,700.

An order amounting to \$800 or \$900 from the Patrons of Industry has, it is said, been accepted by a wholesale house. It was being figured on by a Front street retail house, but they could not meet the lower prices given by the wholesale firm.

Mr. F. Young, head clerk for Messrs. Ferguson & Co., London, has decided to go into business on his own account, and has bought a half interest in the firm of Messrs. Marlatt & Spears, Aylmer, Mr. Marlatt retiring. The firm of Messrs. Ferguson & Co. wish

Mr. Young success. He also carries with him the best wishes of all enjoying his acquaintance during the eighteen years he has been with Messrs. Ferguson & Co.

Mr. Richardson informs the Bruce Herald that he will buy eggs by weight this year. So will Wilson, of Seaforth, and other dealers in Western Ontario, as eggs are virtually sold by weight in the English market.

At a recent meeting of the city council of Calgary, the offer of Mr. D. McLean, of Lakefield, Ont., to build a 100-barrel flour mill, was accepted. Mr. McLean receives a bonus of \$3,000 and exemption from taxation for ten years, he to find his own site.

Mr. Homer, of Homer & Co., Gravenhurst, was in the city on Saturday. He says business in his district is very satisfactory. The Patrons have not invaded it, the farmers there being too intelligent a lot to be carried away by the oily tongued organizers.

Messrs. H. A. Nelson & Sons are putting up a line of matches called the Railroad Matches, which they guarantee suitable for any climate. They are packed in neat pasteboard boxes, making a considerable saving in weight. They are fully described on page 13.

A disastrous fire occurred at the small village of North Gower, Ont., the other night. The stone warehouse and all out-buildings, together with a large stock of goods and three splendid houses, were burned. The premises and stock were owned by George Craig, a merchant of that place. The loss is placed at between \$30,000 and \$40,000, and it is stated there is an insurance of about \$20,000.

Mr. John Moule, grocer, London, will vacate the old stand where the fire occurred some six or eight weeks ago, having disposed of nearly all the stock slightly damaged by water, and will open out a new stock of groceries in the stand on Dundas street, which is now being refitted with all the latest improvements necessary for conducting a first-class business. The stand is a good one for the business, having an entrance from Dundas street and the Market Square.

Great preparations are being made by exporters of fruits to receive and ship the largest crop of pineapples ever sent from Havana, some people estimating that shipments will reach 200,000 barrels of from six to ten dozen pines in each barrel. The pines are classified as extra. Nos. 1, 2 and 3, and are shipped principally to New York, whence they are distributed all over the United States. A small quantity goes to New Orleans. The Cuban pineapple cultivation is increasing every year, large tracts of the finest lands within a radius of 15 and 20 miles of Havana being devoted to this industry.

The following grocers were those whose names were proposed for membership in the Toronto Retail Grocers' Association at the

last meeting of that body: Messrs. H. O. Shaver, J. Lanskill, T. Shaw, R. Jackson, J. Reid, W. B. Cherry, Somers Bros., Jas. Shields, J. F. McCleary, W. Hutchison, A. Reid, J. Ringer, D. Perkins, J. McEvoy, A. Lamb, J. Wardell, Wm. Luttrell, D. J. Macdonald, J. McClintock, Geo. Taylor, G. Noble, A. Hudgin, R. P. Scidmore, M. H. Young, W. G. Campbell, H. J. Clancy, S. K. Chapman, R. Higgins, W. S. Dulmage. These names were handed in for proposal by Mr. R. M. Corrie, the active secretary.

Messrs. Kenny, of Halifax, and McKay, of Hamilton, M.P.'s, interviewed the Minister of Finance in reference to the importation of the low grade article brought into the country as molasses. Mr. Adam Brown, ex-hon. commissioner to Jamaica, was asked to join the deputation in the interest of the West India trade. The matter was fully discussed. The Minister, in answer to the statements made, said the question was a very important one and would receive the careful consideration which it deserved, both on account of the inferior article being imported and its bearing on the West India trade, which Canada is doing so much to cultivate.

The committee representing the Retail Grocers' Association called upon all the wholesale grocers and received positive assurance from them that in future they would not sell to ordinary consumers. The committee informed them that if they found that any firm had transgressed, its name would be published. It was understood that no objection would be urged to wholesalers selling to large hotels and public institutions, for if the trade here did not supply them the jobbers in other cities would do so.

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

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

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

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

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



"CAIRN'S" HOME MADE MARMALADE.

Used by Her Majesty, The Queen.

A small supply of this delicious breakfast preserve has just arrived per S. S. "Corean," and can be had from

Caverhill, Rose, Hughes & Co, Montreal,
and
Smith & Keighley, Toronto.

BLAIKLOCK BROS, MONTREAL.
General Agents for Canada.

TORONTO AGENTS:

WRIGHT & COPP,
40 Wellington St. East, Toronto

FOR SALE.

A desirable Crockery Business. The only Crockery house in a live town of 10,000. A superior class of trade.

A stock of about \$4,000, in first-class shape.

Satisfactory reasons for selling out. For particulars apply to

BOX 173,
CHATHAM, ONT.

Baffles Human Conception.



Nature's all-powerful healer is discovered and when imbibed freely radiates the arterial network of the body, absorbs and rushes off all effete, deadly poisonous matter. Also it contains all the sixteen elements of ripe molecular life, builds up every weak part, restores nerve and vital power, is the sunshine of life, the wonderful. So say all that use St. Leon Water. World, Feb. 13th, 1892.

St. Leon Mineral Water Co., Ltd.,
Head Office, 101 1/4 King St. W., Toronto.
BRANCH—Tidy's Flower Depot, 184 Yonge St.

CORN BROOMS.

Fine Carpet Brooms.

Made of Extra Selected Fine Green Carpet Brush. Handles Striped and Varnished.

Standard House Brooms

Made of Straight Green Brush—Carefully Selected and Free of Seed. Varnished Handles.

Kitchen Brooms.

Made of Straight Red-Tipped Brush, Free of Seed. Varnished Handles.

Factory Brooms.

Made of Sound Brush. For use in Factories, Mills, Warehouses, Ships, Breweries, Railways, etc.

MANUFACTURED BY

CHAS. BOECKH & SONS, TORONTO, ONT.

List Mailed on application.

A NEW BRAND ADAMS' Orange Blossom CHEWING GUM.

30 5-Cent Bundles in Box. 150 Pieces
Each Box contains a bottle of High Class Perfume. Guaranteed First-Class.

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

See our Price List in this journal, Page 28.

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

THE Oakville Basket Co.,

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.

GROCERS.

Our 3lb Package Soda Biscuits sell like Hot Cakes. TRY THEM.

JACKSON BROS.,
GALT.

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.

New Eastern Townships Maple Syrup and Sugar.

(Ready for shipment soon.)



Messrs. Wilkins & Co., Adamsville, Que., have appointed us wholesale agents for their Celebrated Maple Leaf Brand. Every package guaranteed pure maple.

Put up in double seamed cans (not liable to leak) of several sizes; also in kegs and small barrels. Send for price list and discounts. They will interest you. Special quotations to large buyers.

CLEMES BROS.,
51 Front St. E., Toronto.

E. Lazenby & Sons,

18 Trinity St., London, S.E.

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

Our goods can be obtained from:—



CAVERHILL,
ROSE & CO.
GEO. CHILDS
& CO.
Montreal.

BALFOUR & CO.
Hamilton.

PERKINS, INCE
& CO.
J. W. LANG & CO.
Toronto.



STAR.
STERLING.
T. LAWRENCE.
SOMETHING GOOD.

4

OF OUR BIG

Brands.

Retailers

Send for Price Lists or
a Sample of these.

Empire Tobacco Co.,

MONTREAL.

MONTREAL TRADE CHAT.

Fred. Jones, retail grocer's clerk, was married to Miss Ida Allan in New York last week.

The sugar makers must have been taken back when the blizzard struck them last week.

The contract has been given a Montreal firm to erect and finish a creamery at Glen Ray, Ont.

R. E. Boyd & Co., brush and broom manufacturers, say they have all they can attend to in this line just now.

Mr. T. W. Costigan, one of Montreal's largest tea brokers, has just returned to town after a short business trip.

E. Gleason a West Brome general merchant has compromised at 40c. on the dollar. He was recently burnt out and only partially insured.

Eastern Townships butter sold in St. John's Que., last week for 24 and 25c. per pound, and maple syrups at 80 to 90c. per gallon.

John McCammon, the Megantic grocer, was in town last week buying goods. He says trade is beginning to pick up down that way.

Mrs. J. B. H. Mongenais, widow of the late J. B. H. Mongenais, of the firm of Messrs. Dufresne & Mongenais, grocers, died last week.

Cheesemakers in Cowansville district are requested to attend a meeting there on the 26th of this month, when important matters will be discussed.

The Inland Revenue officers are making quite a few hauls lately. Most of them are made on small corner grocers, who sell liquor without a license.

Mr. D. S. Hislop, of Messrs. Hislop, Meldrum & Co., has left for England presumably to make arrangements for the coming season's export egg trade.

Messrs. C. Lacaille & Co., wholesale grocers, had a small fire at their place of business at the corner of St. Dezin and St. Paul streets. No damage was done.

Miss Hirsch, daughter of Mr. Jacob Hirsch, of the firm of Messrs. Finlayson, Hirsch & Co., wholesale liquor merchants, was married to Mr. Jacobs of New York last week.

Donald McMillan, one of Cornwall's oldest and most respected citizens died last week. Mr. McMillan at one time carried on the largest general store in Cornwall.

The Montreal Warehousing Co., held its annual meeting last week. The following gentlemen were elected directors; Messrs. L. J. Sargent, J. S. Hall, R. Wright, W. M. Ramsay and Thos. Davidson. At a subsequent meeting the Board elected Mr. L. J.

Sargent president, J. S. Hall vice-president and managing director, and Geo. H. Hanna, manager and secretary.

Peter McFarlane of Huntingdon, Que., who acted as deputy cheese factory inspector last season, has been promoted by the government to the head inspectorship for the province.

Mr. Ransom, of the firm of Ransom, Forbes & Co., wholesale grocers, who has been laid up for some time, is no better. The trade in general will be sorry to hear this, as Mr. Ransom is well liked by everyone.

Messrs. A. D. Porcheron and Geo. A. Muntz, of Montreal, were in St. John's on Wednesday last. Their visit had reference to the possible removal of the Porcheron tobacco factory from Montreal to that town. The concern employs from 100 to 150 hands. The proprietors do not ask a cash bonus, but as a compensation for the cost of removal, they make the request of an allowance of five per cent. on the amount of wages paid by them. The proposition is now before the town Council.

As buyers will not make early purchases the early closing movement will likely be a failure in Kingston.

The Saturday night early closing by-law went into effect last week in Ingersoll, and was well observed by all merchants, every store in town being closed at 10 o'clock sharp.

An enthusiastic meeting was held at the Crawford house, Windsor, to talk over the prospects of a canning factory for Windsor. Mr. Moore, of Wallaceburg, was present and gave facts and figures to show the benefits to be derived from such an institution. The matter is being taken hold of by local capitalists, and a prospectus will be issued in a few days. Arrangements are also being made to organize a company to push the enterprise.

The big tank in the Hamilton glass works burst Monday night in some unaccountable manner, and there was an enormous overflow of melted glass. The tank has a capacity of one hundred tons, but it was not full at the time of the break or the damage might have been greater. As it is the loss will amount to about \$1,000. The glass ran rapidly over the floor and out on to Macaulay street, where the unusual spectacle was witnessed by crowds of interested spectators. About forty hands will be shut out of employment until the necessary repairs are effected.

The Toronto Children's Aid Society, whose work for destitute children is so well and favorably known, is going to give out contribution boxes. They are of iron and of very neat design, and don't occupy much room. Any of our readers who will place on the counter or fasten one in a prominent place in the store can very much help the society in its funds. Will any who will do so write the secretary, J. Stuart Coleman, 32 Church street, at once, as upon the offers made will depend the number of boxes ordered of the manufacturers. In writing they should state whether they wish the box to be loose or a fixture. The appropriate motto of the society is: "It is wiser and less expensive to save children than to punish criminals."

DO NOT
XEROX

When next ordering MATCHES

— TRY THE —

RAILROAD or STEAMSHIP Brands

In Pasteboard Boxes.



Weight of Cases about 60 lbs. against 85 lbs. when put up in wooden boxes. SURE FIRE! RELIABLE GOODS!

Guaranteed by

H. A. NELSON & SONS,

Manufacturers of and Wholesale Dealers in

BROOMS, BRUSHES, WOODENWARE,
and General Grocers' Sundries.

56 and 58 Front St. West, - TORONTO.



TORONTO MARKET.

TORONTO, March 24, 1892.
GROCERIES.

The moment's needs continue to furnish the main force of the market. These, however, are increasing. Sorting orders cover a wider scope than they did, and at the same time come oftener. There have been fewer retailers from a distance in town, but this is because the bulk of the sugar is bought that is likely to be carried far ahead for speculation, at least before summer freights are due. The ordinary orders for current business are sent for the most part through travellers. All large shipments that can be, will be held back until the first of April to get the advantage of the lower freights. Everything counts when close prices are so general as they are to-day. The condition of trade as to volume is generally voted satisfactory for the time of year, when weather and roads are usually broken. The rush for sugar has pretty well spent itself; tea is not in as strong request as it was; canned goods are moving steadily into consumption; rice is firmer; dried fruits are dull; starch is having a reaction of dullness, and prices are higher. Payments are not complained of.

COFFEES.

A proclamation of President Harrison, imposing a duty on the coffee of Venezuela and one or two other South American republics, because of the lack of reciprocal concessions by those countries, was made, then suspended and finally given force. This

ANOTHER CAR EXTRA CHOICE RED AND YELLOW ONIONS.

Messina Oranges.
Messina Lemons.
Florida Oranges, all sizes,
Pineapples and Bananas.

Quotations cheerfully given.

CLEMES BROS. TORONTO.

A Fresh Consignment expected daily
of the Famous

Gartmore Estate Ceylon Tea.

Teas from this Estate brought recently the
highest price ever known at auction in London.

P. C. LARKIN & Co.,
WHOLESALE GROCERS,
25 FRONT ST. E.
TORONTO.

left the coffee market outside in some uncertainty, but speculative influence was on the side of advance in Brazil coffees—Santos and Rios. The market has on the whole taken this direction. Supplies here are fuller than they were a week ago, and better grades of Brazil are in stock. The price ranges from 17½ to 22c. Mochas are firm, as also are Javas, from 27c. upwards. A rather moderate movement is to be noted in all descriptions.

DRIED FRUIT.

Easy prices are not a matter merely of the present, according to indications, but appear to be good for the remainder of the crop year. Buyers feel that they have nothing to gain, but may stand a chance to lose, by stocking now far ahead of immediate requirements. Hence business is as dull as prices are weak and easy. Valencia raisins are obtainable at from 4½c. up for off-stalk. The stock in the London market is reported to be 1500 tons. Sultanas are plentiful from 10c. upwards. Fancy bakers keep a demand going. Travellers report it hard to sell any raisins at paying prices or in large quantities. Currants present no new feature. The range of quality is still wide, and that is adverse to prices. Anybody who has a grade to quote at 4¾c. is sure to bring down the prices of somebody else who has not so low a grade. The lowest price that appears to be warranted is 5c., but lower quotations have been made. Currants are being bought to arrive in May, which it is said can be jobbed at 4½c. or lower. The low offers made for delivery after the opening of St. Lawrence navigation are said to have caused the withdrawal of the samples of one Grecian shipper. Prunes are steady and in moderate demand at 5¼ to 5½c. for casks, and from 6¼c. for cases. Evaporated California fruit is a fair selling line just now, plums quoting at 12c., apricots at 12½c., unpeeled peaches 12½c., peeled peaches 22c.

NUTS.

A lot is now and then called for in a letter order, but the trade is of inconsiderable volume. Filberts and almonds are the leaders in what small movement there is. Prices are steady. Cocoanuts are very quiet, San Blas quoting at 6c. and Baracoas at 5c.

RICE AND SPICES.

Stocks of rice on spot are small. Higher prices will probably have to be paid, according to advices from the mills. It is claimed that the cost of rough rice is now the highest that it has ever been known to be, owing to the failure of crop in India and Siam. Being short on large purchases on Java and South American account has brought Burmah into the field as a buyer instead of a seller. The mills consequently want ¼c. per lb. on contract prices of last season, and say they ought to have ¼c. The price of A and B accordingly is quoted at 4 to 4½c.

Spices have no call but the ordinary every day demand, the momentum of the special winter consumption being exhausted. No change is to be noted in prices.

The London Oracle says that in the spice market business has been just about as dull as it could be, and everybody interested has been crying out at the horrible state of depression ruling. Black Singapore pepper has only been dealt in to a small extent. At the opening, January-March shipment sold at 3d, and sellers, and later June-August brought 3½d, closing with near at hand at 3 1-32d. Nothing done in white Singapore to arrive, but in sale, dullish to good fair sold at 5½ to 5¾d. being rather better. On the spot, white Penang sold at 4¾d. which

(Continued on page 20.)

CANNED GOODS.

TORONTO.

Here and there retailers' fall purchases of vegetables are beginning to run out, and a revival of interest in the market is being shown by several large traders, who are on the lookout for fresh supplies. Some have already laid in their spring stock, and have made a test of the market that satisfied them of its intrinsic strength. In some cases days would pass before an initial offer would culminate in a deal, but in the end the buyer would have to come the whole distance between his experimental figure and the seller's practical one. In lots of 50 cases efforts to bear the market would usually begin 5c. below the quotation, then 2½c., and finally close with the jobber's price. The demand for canned vegetables, irrespective of spring replenishment of large stocks, is good, nearly every order for sundry groceries calling for from one to five cases of vegetables. Peas and tomatoes are firm at \$1.05 to \$1.10. The stock is in such limited compass that holders are sanguine of an advance. The views as to corn, too, are that there will be no surplus by the time renewal of the new crop is due. It is the vegetable that has longest to run. The price is steady at \$1 to \$1.05, the lower figure quoting for brands that do not rank first-class. The demand for corn is increasing, in fact that for all canned vegetables is opening out. Fruits are getting into the current of trade now. A few odd cases go out with assorting orders now and then. Peaches are firm at \$2 to \$2.25 for 2-lb. and \$3 to \$3.25 for 3 lb. cans. Strawberries are next in activity to peaches. All fruits are steady at Prices Current quotations. The cutting on salmon has been brought up rather sharply by the failure of the supply of talls of certain brands, notably Horse Shoe, which is now very scarce. Lots changed hands among wholesalers at \$1.40 towards the close of the week, and now the few who have any to sell want \$1.42½ to \$1.45. Flats are rather high-priced to go freely, but as the season of chief demand is yet in the future they stand a good chance to go out at well-maintained prices. Lobsters are steady and quiet

MONTREAL.

Outside a small jobbing trade there is absolutely nothing doing in canned goods. The 2,000 cases which have been on the market for so long a time are now being pushed forward. An offer of 90c was made for the lot last week, but the deal was not closed. The market here is quiet, and dealers who are stocked say that they are satisfied with their stock. We quote:—Lobsters, per case, \$7.75 to \$8; mackerel, per case, \$4.25 to \$4.50; sardines, per case, \$8.50 to \$9.50; salmon, per box, \$1.35 to \$1.40; clams, 1 lb. tins, per doz., \$2; oysters, 1 lb. tins, per doz., \$1.40 to \$1.45; New Brunswick sardines, per 100, \$4.75 to \$5; tomatoes, Quebec, \$1.05 to \$1.10; peaches, per doz., \$2 to \$2.10; Bartlett pears, 2 lb. tins, per doz., \$1.75 to \$2; strawberries, 2 lb. tins, per doz., \$2.25 to \$2.50; pineapples, 2 lb. tins, per doz., \$2.30 to \$2.40; plums, 2 lb. tins, per doz., \$1.25 to \$1.75; corn, Erie & Aylmer, per doz., \$1 to \$1.10; corn, Hoeggs, \$1.25 to \$1.30; string beans, 2 lb. tins, per doz., 90c. to \$1; Lima beans, 2 lb. tins, per doz., \$1.20 to \$1.25; marrowfat peas, 2 lb. tins, per doz., \$1.15 to \$1.25; succotash, 2 lb. tins, per doz., \$1.80 to \$2.

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

TO THE TRADE
—IN—
Canned Goods.

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

Faithfully yours,

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

The Norton Manufacturing Co.,

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

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

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

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

THE "Lion Brand"

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

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.

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

RED RASPBERRY JAM.

The Largest and Finest Stock
IN THE DOMINION OF CANADA.

APPLY TO

THE SIMCOE CANNING CO.,
SIMCOE, ONT.

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

VANCOUVER, B.C.

Importers and Manufacturers of

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

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.



B. R. Nelles,
GRIMSBY, ONT.

Packer and Preserver of the Cele-
brated **BEAVER** Brand Canned
Goods, Evaporated Apples.

JAMS and JELLIES
IN GLASS AND PAILS.
Wholesale Only.



Gold Medal, Jamaica Exhibition.

Quality Up.
Price Down.

This applies to all our goods, especially
Jams, Jellies, Mince Meat,

Catsup and Soup.

Every Tin, Jar and Bottle new, fresh and pure.

EXCELLS in flavor and style of package. Highest awards
of Honor received at St. John's Exhibition, Sept. (1891).

Delhi Fruit and Vegetable Co.,

FACTORIES : DELHI AND NIAGARA.

MARKETS—Continued.

is also an advance on the price ruling last week. Zanzibar cloves have been very severely left alone, with reports of only a few hundred bales, May-June delivery, at 33-16d; now no sellers under 3¼d. It will not be surprising to hear that cloves are being well taken in hand before very long. Cochin ginger is dull of sale, and 2s decline has been accepted. Chilies are very much dearer.

SUGAR.

Wholesalers are not usually thankful that the money in the pockets of the retail trade is limited, but they are very well pleased that there was not more available for investment in sugar at present prices. As it was, there was an unlooked for rush to buy, up till the end of last week, and the assurance of buyers who went in to get sugar for summer trade was the best indication the year's business has yet shown that money is not so very scarce among certain grades of retailers. It was plentiful enough to spoil the early spring trade at least for the jobbers, who still cling to the hope that something may yet be done for the protection of the wholesalers' margin. Instances have been reported to the Guild of sales for delivery after the first of April, for the purpose not only of securing summer freights, but of evading the clause fixing the time limit to 30 days. This is reported to have been done by means of dating ahead. The half chest of tea and barrel of sugar are still coupled by some houses who find an occasional customer willing to buy these goods together. Other houses regard it as a means of flim-flamming the retailer out of a profit. The starting point for prices is still 3½c. for yellow and 4½c. for granulated. But these are preferential prices, open only to old customers who are to be treated to as good as is going. Slow-paying customers are the only ones taxed with a profit. The sugar market has not substantially changed. The price of raw is still firm. Refiners maintain their prices. Cars sell 4½c. f.o.b. Montreal.

Willett & Gray's weekly Sugar Statistical says:—Raws—The large receipts of the week delayed business until near the close, when several cargoes changed hands at former firm prices, both for New York and out-ports. The changed conditions of refiners, as we give them elsewhere, may prevent the anticipated advance in raw sugar, but should lead to very little, if any decline, owing to the strong conditions existing everywhere, if we except Germany, where financial distress apparently prevails to some extent. Cuba has had many rainy days recently, which has interfered with grinding, and the weather which shall exist at the end of the crop, say in May and June, will be of the utmost consequence. No news of special importance this week from other cane countries and the beet crop.

Refined—After an advance of 1-16 to ¼c. early in the week the demand suddenly ceased, because of the large purchases which had been previously made and which must



TEA KETTLE VS. WASH BOILER

A teakettle doesn't hold much water, but there's hot water enough in it to do an ordinary wash. There's no boiling or scalding the clothes needed with Surprise Soap. That's different from the heavy wash boiler; the steam about the house; the muss of it. It's a striking difference between SURPRISE and other Soaps. Your customers appreciate Surprise on this account. It has been on trial eight years, and there's money in it.

The St. Croix Soap Mf'g Co.,

Branches:

MONTREAL: 17 St. Nicholas St.

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

St. Stephen, N. B.

be absorbed by the country before a new demand comes. In the meantime the markets remain strong, and the next change will be an advance, but not immediately.

SYRUPS AND MOLASSES.

Low prices cannot force the sale of syrups against dulness in the demand, which is probably due in part to the large quantity of preserved fruit that is in the households of the country. Values run in the old lines from 1½c. up.

Molasses shows no sign of improvement. Locally the demand is very quiet. It never amounts to much in this province at the best, as compared with Quebec and the Maritime Provinces. New molasses is reported to be 1c. lower in Barbados. Prices are unchanged.

TEAS.

A slight decline in business is admitted by most jobbers. Retail buyers, not being deterred by the same restrictions in time as apply to some other staples, make larger purchases when they do buy. Their operations have not benefited prices materially, as despite the output, values are as easy as ever. Japans are most favored still, Congous are next, Young Hysons last. Buying is on the upper side of 13c. as a rule. Young Hysons at 15c. are very good sellers.

The enquiry for Indian teas steadily increases, the demand being chiefly for medium Pekoes. From London we learn that the more confident tone noticed last week has been well maintained. There is apparently a little more enquiry for the common sorts, although no quotable change in prices can be recorded. Medium sorts remain

steady at last week's rates, and finer to finest grades are in great demand, and realise good prices, there being a great scarcity of really desirable liquoring invoices. The smaller sales of Ceylon teas helped the market, and there was more general competition. Common and medium grades ruled steadily, while good medium, with strength and point, were in more request, buyers often paying a slight advance. Fine and finest sold rather irregularly, but full prices were obtained for most of the best lines. A great many invoices have shown signs of the unfavourable weather prevalent at the time of manufacture, the dry leaf being mixed and brownish, and the liquor lacking fulness, which has to some extent caused an apparent reduction in values. Recent advices, however, report an improvement in the teas coming forward. Compared with February, 1891, a material expansion is to be recorded in the exports from here, those for the past month having amounted to 272,000lbs., against 94,000lbs. The average is about 9d. per lb., against 9d. per lb. last week.

MARKET NOTES.

The price of starch has been advanced ¼c. by the St. Lawrence and the Edwardsburg companies. In Prices Current the changes are made. No action has been yet taken by the British America Co. The discount of the two former firms remain 10 and 3 per cent.

A specialty that cannot but meet with favor as a fancy line is McLaren's Imperial

WE ARE BUYING
Dried Apples.
SEND SAMPLES
AND QUOTATIONS.

ESTABLISHED 1866.
STANWAY & BAYLEY
BROKERS
AND
GENERAL COMMISSION MERCHANTS.
44 FRONT ST. EAST. TORONTO.

WE ARE BUYING
Evaporated Apples
SEND SAMPLES
AND QUOTATIONS.

IF THE
MERCHANT

Of Newbury, who used Coal Oil last week, had used the Star Fire Lighter instead of the former article, he would have got a better, a quicker, cheaper, and every way a more satisfactory fire than by any other method and that too without the danger of coal oil.

Send for free sample.

STAR MFG. CO., London.

Meglaughlin, Marshall & Co.,

Wholesale Provision Merchants,

3 and 4 Corn Exchange,

Manchester,

Also at

Liverpool and Glasgow.

England.

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

THOMPSON & CO.,
LATE

Robertson, Thompson & Co.,

Wholesale Commission Merchants,

Grain, Flour, Feed, Canned Goods, Sugars, etc.

185 NOTRE DAME ST., EAST,
P.O. Box 615, WINNIPEG, MAN.
TELEPHONE 62.

All kinds of produce handled. Consignments Solicited. Prompt sales and quick returns.

JAMES E. BAILLIE,

PORK PACKER, TORONTO.

Hams, Breakfast Bacon Rolls.

McWilliam & Everist,

Have always on hand, Florida and California Oranges, best brands; Fancy Messina Lemons, Valencia Oranges, Marmalade Oranges, etc., also full line of

DATES, FIGS, NUTS, CALIFORNIA
DRIED FRUITS, ONIONS, ETC.

25 and 27 Church St.,

TELEPHONE 645.

Toronto.

Arrived Ex "Scottish Prince," Car Fancy Messina Lemons. Half Car Choice Palermo Lemons. Car Choice Palermo Oranges.

Ex "Parisian," 100 cases Jumbo, 720 Valencia Oranges; 200 cases ordinary, 420 Valencia Oranges.

Direct from Florida, Two cars Fancy Florida Fruit, all sizes, Porter Bros. pack, good keepers and shew no waste.

J. Cleghorn & Son,

94 Yonge St., TORONTO.

J. F. YOUNG & CO.,

PRODUCE AND COMMISSION MERCHANTS

74 Front St. E., Toronto.

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

We Furnish Egg Cases. Try Us.

WILLIAM RYAN,
PORK PACKER

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

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

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

For Choice full flavor goods send us a Sample order.

Jas. Park & Son,
Toronto, Ontario.



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

The Ontario Produce Co'y.

Produce Brokers and Commission Agents,

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Solicit consignments or

TUB, LARGE and POUND ROLL

BUTTER. EGGS.

ONIONS. HONEY. APPLES.

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COMMISSION MERCHANTS

TEAS, COFFEES, FRUITS, SUGARS, ETC

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We are open to receive a few first-class agencies. Good connection wholesale and retail. Correspondence invited

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

PATENT EGG CARRIERS SUPPLIED.

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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.

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Solicit consignments of Country Produce from Storekeepers.

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McLAREN'S

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



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

Cheese, put up in a handsome glass jar. It is one of the most attractive looking lines to be seen in stock, and is certainly a very superior cheese. Wright & Copp are the agents on this market.

Mr. John Wilkins of this city has associated himself and the maple syrup and sugar business of his firm at Adamsville with Messrs. Clemes Bros., Toronto, the Front street importers and wholesale fruit merchants. Mr. Wilkins says the Eastern Townships farmers are ready at a day's notice to commence "tapping." Up to Monday last the weather has kept too cold.

W. Boulter & Sons, whose name has been so long and favorably associated with the "Lion" brand of canned goods, complain that another packer has been using that name on his labels. In future the former firm will use the word "Boulter" on their labels. When any retailer buys the "Lion" brand he should see that it is Boulter's.

PETROLEUM.

The price of Canadian refined is 14 to 14½c. to retailers outside of the city. City traders pay ½c. more for cartage, making the range 14½ to 15c. The usual limited movement for this time of year is reported. Empties are 65c.

The Petrolia Advertiser reports: Petrolia crude \$1.25 per barrel; Oil Springs crude \$1.25 per bbl. The course of crude prices during the week under review, while gradually tending downward, has not been decisively indicative of a permanent decline. Business on the oil exchange has continued very dull throughout the week, and few features of interest have transpired. The almost complete absence of speculative interest on the part of any outside operators combines to be a feature of discouragement, and the purchase of the raw material is in the hands of a few local manufacturers. The price of refined oil keeps very low, and the chances are that the fall trade for 1892 will still witness the keenest kind of competition between manufacturers of illuminating oil. A few years ago a refiners' syndicate would have been the result of this competition, but to-day it looks very much like a war to the knife affair.

BUTTER AND CHEESE.

One turnover puts butter almost in the last hands at once, so scant is the supply. Common as well as choice grades find ready sale at good prices. The class in greatest abundance is medium, and there is far from any excess of that. Store tubs are more numerous, as large rolls are being made up into that form by some country buyers. Large rolls preponderate, however. The scarcity of butter is not a mere local matter, caused by purchases at outside railway points on Montreal account. There is nothing to be got by such modes of collecting, as there are no accumulations of past makes in the country, and current production is easily absorbed locally. The scarcity of dairy butter would appear to be beneficial to the trade in creamery butter. That description, however, finds little general sale at maintained prices, and any demand for it that has developed is due to concessions on recent quotations. Butter that was held at 26c. is now readily offered at 22c., and not too freely taken. Good dairy tubs are 16 to 20c., medium are 13 to 15c., and common 11 to 13c.

Cheese is in steady demand at firm prices, 12½c. holding for small lots of choice late autumns. Half creams are quiet at 10c.

The Cheese Committee of the Home and Foreign Produce Exchange, Limited, London, England, report for February that since their last address of March, 1891, they have carefully watched for an improvement in the make and boxing of cheese, as well as the important point of care in shipping. In the States, whence they had expected some improvement, they deplore a retrograde movement, as the quality of the product has still further receded in popular esteem. On all hands complaints are made that unless the cheese is sold to the consumer almost instantly on arrival, the result is disastrous. As a consequence during the most important four months of the season the market pays 2s. to 3s. per cwt. less to the United States than to their neighbours in Canada. In Canada some sections have shown a marked improvement, and certainly the reputation of the country is progressive—the exception being the foddors, which arrived on this market very dry and holey. The boxes are still a weak point. With a tendency to make larger and heavier cheese, it is essential that the packages should be stout, sound and well fitting. The improvement made by the shipping companies in the delivery from Montreal, via. Thames Haven has greatly helped them. They can now land cheese by the direct steamers within 12 days, and at as small an expense as any other port. The special feature of the season has been the rapid advance which London has made as an importing centre for cheese, and it is now the leading market in Great Britain—the direct and "through" imports largely exceeding any other port. Merchants have proved equal to the situation, and have shown themselves capable of dealing properly with the increased supply. It is worth the attention of producers to study and cater for the wants of so large a number of potential customers.

COUNTRY PRODUCE.

APPLES—As the weather softens and the question of keeping becomes more difficult, the market eases, particularly as former shipments abroad were large and the stock in the country is considerable. The range is \$1.25 to \$2.50, with a tendency to make \$2.25 the highest quotation.

BEANS—Perhaps the market was never in a more unhealthy state than it is now. Offers are free at 90c., and buyers show no desire to take advantage of the drop. Growers appear to have a large quantity of stock to sell. Choice hand-picked can be bought at \$1 to \$1.05 in cars. Re-selling is done at \$1.10 to \$1.20.

CRANBERRIES—Abundance of stock, exhaustion of the regular seasonable demand, and varieties of quality depress the price to as low as \$4.50 per barrel. Very good stock is obtainable at \$5.

DRIED APPLES—The price is scarcely more than nominal, 4¾c. being the outside figure at the moment. The stock does not appear to be excessive, but there is no demand.

EVAPORATED APPLES—The line of value has been forced down by sheer neglect on the part of the demand, and 7 to 7½c. are the figures that rule now. Some holders who stood out for higher prices when the corner was being attempted some months ago are now sorry they did not sell.

EGGS—The market is exceptionally dull and weak. Heavy supplies are met by a

(Continued on page 20)

FLOUR AND FEED.

TORONTO.

The flour trade does not make much progress, as buyers in the east are not readily brought to pay the prices shippers here hold out for. The lower price of wheat seconds the offers of buyers and tends to weaken the holders of stocks. Potatoes still tend downwards. This also depresses prices. The shipping business is therefore light. Locally the usual consumptive demand keeps up. Feed is steady but in only moderate demand.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$5.20; strong bakers', \$4.85; Ontario patents, \$4.40; straight roller, \$4.75; extra, \$4.10 to \$4.15; low grades, per bag, \$1.25 to \$1.75.

Car prices are: Toronto freights—Manitoba patents, \$5.10 to \$5.50; Manitoba strong bakers' \$4.70 to \$4.90; Ontario patents, \$4.50 to \$4.90; straight roller, \$4.10 to \$4.20; extra, \$3.95 to \$4.00; low grades, per bag, \$1.25 to \$1.75.

MEAL—Oatmeal is \$3.90 to \$4.00. Cornmeal is \$4.

BUCKWHEAT FLOUR—Is \$4.50 per barrel.

FEED—Bran is \$14 to \$15, shorts \$15 to \$16, mixed feed \$23 to \$25, cracked corn \$1.15, feeding corn 50 to 52, oats 33 to 34c.

HAY—is fairly active at \$11.50 to \$12 for No. 1 timothy and \$10 to \$10.50 for mixed.

STRAW—is steady at \$6 to \$6.50.

MONTREAL.

Flour to-day was dull, and the small jobbing call did not liven the market up to any great extent. Values are more or less nominal. We quote:—Winter patents, \$5 to \$5.20; spring patents, \$5.20 to \$5.40; straight rollers, \$4.50 to \$4.70; extra, \$4.20 to \$4.25; superfine, \$3.90 to \$4.00; city strong bakers', \$5; strong bakers', \$4.60 to \$4.90.

The oatmeal market remains very dull, the further reduction in prices noted to-day having failed up to time of writing to effect any alteration in the character of the demand. The stock in store on Saturday last showed an increase of 999 barrels when compared with the same day of the week just previous, and an increase of 3745 when compared with the corresponding date last year. We quote:—Granulated, bbls. \$3.95 to \$4; Rolled, bbls. \$3.95 to \$4; Standard, bbls. \$3.85 to \$3.90; Granulated in bags \$1.92 1-2 to \$1.95; Rolled, in bags \$1.92½ to \$1.95 Standard, in bags \$1.85 to \$1.90.

Feed is steady on the whole, bran and shorts finding some call. We quote bran \$15 to \$16, shorts \$16 to \$17 and moultrie \$23 to \$24.

ST. JOHN, N. B.

Flour—The market is yet purely local and prices are unchanged, though lower figures are talked of. Prices are \$5.85 to \$5.95 for Manitoba; Ontario High grades are \$5.15 to \$5.20., while Medium Patents are quoted at \$4.85 to \$5.05.

Corn Meal—A fair demand with prices steady.

OUR SPECIALTIES.

Stone Ground Flour, Graham Flour, Cracked Wheat, Buckwheat Flour, Chop Feed. Mention THE GROCER.

J. & R. ROBSON, Brantford, Ont.

ROLLED OATS.

Customers report that our Rolled Oats contain less dust, less dirt, are better kiln dried and of larger flake than the common oatmeals. Write for samples and prices.

ARCHIBALD BROS., INCERSOLL, ONT.

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

"Beaver Mills" Flour. The best for family use Write for samples.

T. H. TAYLOR & CO., Manufacturers, Chatham.

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.

WALTER THOMSON MITCHELL, ONT.

GENERAL GRAIN DEALER.

Manufacturer of all kinds of Oatmeal, Split Peas, Cornmeal, Pot Barley, etc.

Quotations by Wire or Letter.

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.

N. WENGER & BROS., AYTON, ONT.

-- MILLERS -- (Hungarian Process)

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HEADQUARTERS FOR

OATMEAL

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

Write for Samples and Prices.

GARTLEY & THOMSON,

303 to 311 Talbot St.

DELICIOUS, NOURISHING.

IRELAND'S

Choice Breakfast Cereals and Hygienic Foods.

Ireland's Desiccated Wheat, Ireland's Desiccated Rolled Oats, Ireland's Baravena Milk Food, Ireland's Desiccated Farina, Ireland's Snowflake Barley, Ireland's Irish Oatmeal, Ireland's Barley and Rye Meal,

Ireland's Snowflake Hominy, Ireland's Gluten Flour, Ireland's Gluten Biscuits, Ireland's Breakfast Hominy, Ireland's Prepared Barley, Ireland's Prepared Groats, Ireland's English Frumenty.

Leading physicians recommend them. Once tried constantly used. Put up only in packages, and sold by all first class grocers in Canada at reasonable prices. Manufactured only by

The Ireland National Food Co., (Ltd.,) Toronto.



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



MARKETS—Continued.

ceding consumptive demand. Some expectations of a duty on United States eggs were entertained, but did not affect the market. The price is now 11 1/2 to 12c for fresh, and limed are not wanted.

HIDES—Stock is very grubby just now. It is not particularly plentiful though. Green are on a basis of 4 1/2c., the price of No. 1, cows'. Cured go as fast as they are offered, at 5c.

HONEY—Cheap syrups, cheap fruits of all descriptions, and now the early incoming of maple syrup are taking the larger share of the demand that the honey market requires to be strong. Prices are 9 to 10c. for extracted, and 14 to 16c. for sections.

HOPS—The brewers have not made any notable move since last report, and prices continue to be the mere quotations of sellers, who may not be able to maintain their views in actual transactions. They are 18 to 24c. for 91's according to quality, and 18c. for yearlings.

ONIONS—Are firm at a somewhat lower price than held last week. The value is now \$2.25 to \$2.75. Milder weather enables shippers to send forward supplies.

POTATOES—The signs point to a continuance of the present unremunerative market. Offers on track have gone as low as 30c., with 32 1/2c. the rule. Out of store prices rarely get above 40c. per bag.

SEEDS—No great interest is shown by buyers. Prices are \$7.50 to \$8.50 for red clover, \$6 to \$8 for alsike, \$1.80 to \$2 for timothy.

SKINS—Sheepskins are in fairly good supply at \$1.10 to \$1.25. Calfskins are more plentiful at 5 to 7c.

WOOL—The price, 18c., is unchanged. Dealers do not care to pay it, and sellers do not care to take it.

DRESSED HOGS AND PROVISIONS.

Small rail lots of dressed hogs continue to come in and the street supply is shrinking. Values are unaltered at \$5.75 to \$6. As a change in the duty was anticipated, all the United States hogs in bond on Tuesday, the day before the appearance of the budget, were taken out. The same cause, the expectation of an increase in duty, had a temporarily firming effect on the market for native hogs and products. An inquiry for two cars of short cut was received by one house on Tuesday. Long clear is in stronger interest at the moment among purchasers of supplies for mines and lumber camps. All products are firm.

BACON—Long clear is unchanged at 7 3/4 to 8c. Heavy smoked bellies are 10c., medium 10 1/2c., boneless 11c., backs 10 1/2c., rolls 8 to 8 1/2c.

HAMS—The price for lots of any size is 10 1/2c.

LARD—The price is firmer at 9 1/4 to 10 1/4c. for tubs and pails. The higher price of pure and the scarcity of common grades of butter cause compound to come into some demand at 7 1/2 to 8 1/2c.

BARREL PORK—United States mess is unchanged at \$13 to \$14 and Canadian at \$15. Short cut is \$16 to \$16.50.

DRESSED MEATS—The supply is waning under milder weather. Beef forequarters are 4 1/2 to 5c., hindquarters 7 1/2 to 8c.; lamb is 8 to 9 1/2c., mutton 7 to 7 1/2c., veal 8 1/2 to 9 1/2c.

GREEN FRUIT.

Supplies of California oranges are now coming forward. Several cars have already been received. The Riverside seedlings so

far to hand do not show desirable quality; having been touched with frost, their keeping qualities are affected. The navels on the other hand arrive in good condition and show good quality. The Riversides are \$3.50, the navels \$4.50 to \$5. Florida oranges are not quite so firm as they were, the arrival of California oranges having tended to ease the price of the former. They still quote, however, at \$3.75 to \$4.25. Valencias are steady at \$4.50. New Messina oranges are also in stock and selling at \$3.50. Lemons are quite firm at \$3.50. Bananas are more plentiful, cars being now handled. The fruit arrives green and is matured in banana rooms. The price is \$1.75 to \$2.25. New Jersey sweet potatoes are likewise on the market, and very bright samples they are. The price is \$4 to \$4.50 per barrel. Pineapples are steady at 22 to 25c.

FISH AND OYSTERS.

The fresh fish trade has been somewhat brisker than usual this week, but prices are easy. Lake Huron white fish are down to 6c., and Manitoba white fish are worth from 7 to 7 1/2c. The stocks are fairly large yet and the tendency is towards lower prices. The volume of the fish trade has been very much less than the corresponding period of last year, due to a great extent to the attitude of the church. The oyster trade is practically over.

SALT.

The trade in car lots has been slow, but prices remain firm. Small quantities have been in better demand than for some time.

DRY GOODS.

The wholesale trade find business a little above the average for this period of the year. The trade in spring goods continues brisk and the indications are that the total volume will be fully up to moderate expectations. Payments are very fair and the feeling of the trade generally is good.

MONTREAL MARKETS.

MONTREAL, March 24, 1892.

The week has shown no noticeable change and the wholesale houses generally speak of trade as on the pick up. The men out are doing fairly well, but some houses say they might do better, while others are well satisfied with the orders that are coming in. Sugar shows a firmer tendency, and although the trade are not pushing it it is in good demand. All other lines are about on the same footing as they were last week, except apples, which are higher and in good demand. The French trade say they are satisfied with business in their section of the country. Importers and agents say they are getting good orders for spring delivery, especially in the pickle and sauce business. Payments on the whole have been coming in fairly.

SUGAR.

While the wholesale houses report a good demand for all grades of sugar, there is only a fair movement from the refineries. The refiners here are still very firm in their ideas of values, and will not shade quotations even for large lots, in fact it is rumored that they are asking 4.9-16. The wholesale grocers are evidently holding off for lower prices, and are generally not pushing off sugar very greatly. Some of the wholesalers are still selling at 4 3/4c., as they think this is a good

A. H. BADGEROW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar Manufacturing Co.,

79 and 81 Jarvis St., Toronto

Highest award, Toronto Exhibition.

Sphinx Prunes, in cases.

Sphinx Prunes, in kegs.

Bosnia Prunes, in kegs.

Turkey Prunes, in casks.

Evaporated Peaches.

Evaporated Golden Apricots.

Evaporated Silver Plums.

(California Fruits.)

T. B. Escott & Co., London, Ont.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.



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

EVERY CAN WARRANTED.

J. H. TODD & SON,

Victoria, B.C., Owners.

AGENTS, Stanway & Bayley, Toronto.
Agents for Ontario

" W. S. Goodhugh & Co., Montreal.

" Grant, Horn & Bucknall, Winnipeg.

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

"Glover Leaf" Lobsters and Salmon in Flat tins.

These goods are the finest quality of the kind packed.

Also full lines of all canned goods. Close quotations to the trade on application to

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

FISH
 Codfish Skinned and Boned
 In Cases of 100 lbs.
 CODFISH in quintals.

Nova Scotia Turkey boxes 25 lbs.
 Munn's Boneless Cod, 2 lb. blocks.
 Boneless Fish, boxes 25 lbs.
 Prime Salt Water Herrings in barrels and hlf. barrels.

STUART, HARVEY & CO.
 HAMILTON.
 Mail Orders carefully attended to.

ESTABLISHED 1851.
 To the Trade we offer
 Good Bright Syrup at
25c.
N. QUINTAL & FILS,
 WHOLESALE GROCERS,
 274 St. Paul Street,
 MONTREAL.
 P. S.—Ask our prices for other groceries.

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

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

BALFOUR & CO.,
 IMPORTERS OF TEAS
 —AND—
 WHOLESALE GROCERS,
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WESTERN ONTARIO AGENTS FOR
 Cherry's Irish Mustard, X.D.S.F.
 This is superior to any other grade in the market. Try it.

First Arrival!
CAIRN'S
 NEW SEASON'S
 Home Made
 Marmalade.
SMITH & KEIGHLEY
 WHOLESALE GROCERS,
 9 Front St. E., Toronto

Thos. KINNEAR & Co
 Wholesale Grocers,
TORONTO.
 —: JAPAN TEAS :—
 We are offering special values to retail at 25c., 35c., 40c.
 Drop a postal card for samples.
 49 Front Street East,

WE HAVE NOW IN STORE
NEW
JAMS
 In Pails and Jars.
J. W. LANG & CO.,
 WHOLESALE GROCERS,
TORONTO.

TEAS
Ceylon and Indian
 SPECIAL VALUE.
 Send for Samples and Quotations.
PERKINS, INCE & Co.,

J. F. EBY. **HUGH BLAIN.**
 Important Trade Notice.
 "EUREKA" SALT
 Is the highest grade of Salt put up.
 Unexcelled for Table and Dairy.
 Send for price list to Western Agents.
EBY, BLAIN & Co.,
 Wholesale Grocers,
 FRONT AND SCOTT STS. **TORONTO.**

MONTREAL Markets continued

lesson to outsiders who upset the market, which will disgust them with selling below cost. Advices from New York state that granulated has advanced another eight of a cent being 4 3/8 now, and very firm at the advance, raws are a trifle easier on the whole the tone of the market is firm. Locally the market here has been very active this past week, and the demand was fully equal to the supply at the refineries. We quote:—Granulated, 4 1/2 c.; yellows, low grades, 3 1/2 c. to 3 3/4 c.; bright yellows, 3 3/8 c. to 4 1/8 c. at the refineries.

SYRUP AND MOLASSES.

Syrups continue in slow demand, Canadian being offered at 1 3/4 to 2 3/4 c. per pound. There is a good deal of business done in American syrups as there is every expectation of the advance in the duty shortly. Their is a fair jobbing trade in molasses at 35c for Barbadoes and 27 to 28 for New Orleans, several sales of Barbadoes aggregating about one hundred puncheous at the above figure. Latest advices from the Island report the market easier. We quote Barbadoes 35 to 38c., American 28c., syrups are quoted at 25 to 28c. for medium bright, 30 to 45c. for choice, amber 40 to 45c.

TEAS.

There is a good movement in all the best lines of teas at good prices, but low grade Japans are still moving slowly. There was a sale made last week of 150 packages of fine drawing goods which brought 18 3/4 c. Outside of this sale there is not much doing except for best lines. Indian and Ceylon teas are having their usual sales.

COFFEES.

A small drop took place in coffee a couple of days ago, but this has been recovered and the market is about in the same position as it was last week. Locally the market here is steady and firm, some sales on London account have transpired, and the consignment noted last week that came direct from Aden has been placed and another will quickly follow. We quote:—Rio, 18 to 20c.; Java, 23 to 25c.; Mocha, 24 to 25c.; Jamaica, 19 to 21c.; Maracaibo, 22 1/2 to 23c.; Santos, 17 1/2 to 19c.

RICE.

The rice market is dull and unchanged, with no new feature to note. Advices from primary state that Japans are steady but other kinds strong.

DRIED FRUIT.

Jobbers are doing a fair trade in dried fruits, there is also some enquiry for old stock, about 60 to 70c. per box, but the quantity here in first hands is very small. In fact the only transaction of importance was the sale of a round lot of ordinary off-stock Valencia at 4c. Values on prime stock rule steady, but 5c. is an extreme outside price, and 4 3/4 c. is nearer the general idea for prime stalk. Some buyers have been moving and values are steady at 6c. Currants are easier, with only a moderate jobbing call at 5 1/2 c. Prunes are unchanged. New Bosnais from 5 1/2 to 6c., and there is very little old stock here, about 100 boxes being the extent of it, for which they are asking 4c. Figs are fairly active at the old figure, viz., 6 to 10c.; dates are easier at 4 1/2 to 5c. according to quality.

NUTS.

Nuts move quietly from jobbers' hands, with no change in prices since our last report. We quote as follows:—Almonds, Tarragona 14 to 15c.; Almonds, Ivica 14 to 15c.; Almonds, common 10 to 11c.; Almonds, hardshell 07 to 08c.; Walnuts, Grenoble, new 12 to 13c.; Walnuts, French 10 to 10 1/2 c.; Cocoanuts per 100 \$4.50

to \$5; Filberts 9 to 10c.; Pecans 16 to 17c.; Peanuts 07 to 10c.

GREEN FRUIT.

There is a fair trade doing in green fruit, with few new features. Valencia oranges are higher, owing to the advance in Liverpool, at \$4 for 420's and \$4.50 for 714's. Palermo's bring \$2 to \$2.50, while Floridas are scarce and bring \$3.25 to \$3.75; Jamaicas in barrels bring \$6.50 to \$7. In lemons it is expected importations this spring will be heavy, and four steamers have already been chartered. The market here now is quiet, with business on a limited scale at \$2.50 to \$3, as to quality, anything fancy bringing better prices. Strawberries, bananas and pineapples have a few sales at high prices and we quote strawberries 50 to 55c. per box, bananas at \$2.75 to \$3.25 per bunch, and pineapples 25 to 30c. apiece.

APPLES.

The apple market has been stiffening up during the past few days under diminishing supplies, and now the fact that there has been some buying up of country rather out of the ordinary is rousing some interest. Some of these purchases are for shipment, for although States have been fareing badly, choice Canadian stock have generally found favorable markets. Locally the absence of Linten observances has been the chief factor and now prices are firm at \$3.00 to \$4.00 per barrel, which is comparatively high. As noted last week some good profits were made on English shipments. In evaporated the market remains firm and unchanged at 8 to 9c., dried are dull and bring 5 to 6c., evaporated peaches bring 12 to 13c. in 25 pound tins.

HOPS.

The hop market is about the same as it was last week and outside of a few jobbing sales there is no new feature in the tone of the market. Choice Canadian brings from 22 to 24c. There has been a few bales of German hops sold for 18c but they were not a clean sample. Pressed hops are having better call lately and we quote the old figures viz 18c 3 per cent 30 days.

FISH.

The consumption has been a little larger since our last report and it has not been found necessary to make any further reductions. The demand is still of a mild order and British Columbia fresh salmon is selling very slowly. Cod and haddock are low and are selling at 2 1/2 to 3c per pound. The demand for frozen herrings is very fair but prices are lower, sales being reported at \$1.25 to \$1.35 for average stock. We quote: Herring, No. 1, per bbl., \$5.00 to \$5.05; lake trout, per half bbl., \$4.00 to \$4.25; sea trout, per bbl., \$8.75 to \$9.25; codfish, green, No. 1, per bbl. \$4.75 to \$5.00; do. No. 2, per bbl., \$4.25 to \$4.50; codfish, dried, per bbl., \$4.75 to \$4.80; salmon, B.C., per bbl., \$13 to \$13.50; do., Nfld., No. 1, per tee, \$22.50 to \$23; do. do., No. 2, per tee, \$21 to \$21.50; do. do., No. 3, per tee, \$20 to \$20.50.

SMOKED FISH.

We quote:—Yarmouth bloaters, per 60 box, \$1.15 to \$1.30; Saint John's bloaters, per box, \$1 to \$1.10; boneless cod, large boxes, 6 to 7c; do small boxes, 7 to 8c.

PICKLED FISH.

Labrador herring are quoted at \$5.50 to \$5.75 per bbl, and French Shore at \$5 to \$5.25. Sea trout \$4.50 per half bbl. Salmon is nominally quoted at \$12 in bbls. Dry cod \$5 to \$5.25, and green cod \$5.25 to \$5.50 for No. 1, and \$5.75 for large.

PROVISIONS.

The local provision market continues dull and neglected and there is less business than usual for this time of the year, and the feeling is easier but values are nevertheless

withstanding the pressure of the declining market in Chicago better than might be supposed. We quote as follows. Canadian short cut, per brl. \$16.50 to \$17.00; mess pork, western, per brl. \$16.00 to \$16.50; short cut, western, per brl. \$17 to \$17.25; hams, city cured, per lb. 10 1/2 c. to 11c; lard, Canadian, in pails, 8 3/8 c. to 9c; bacon per lb. 9c. to 10c; lard, com. refined, per lb. 7 1/4 to 8c.

BUTTER AND CHEESE.

The butter market does not pick up, and with no export demand to mention dealers who are jobbing out here are commencing to complain. The supply is not heavy for the season, but the local demand is very disappointing and only goes to prove that it can never be depended on where there is no other outlet available. Some stock is moving to the Maritime provinces, principally undergrade Townships, at 16 1/2 to 17c. but the deals are unimportant. Values remain about as before. We quote:—Creamery, 20 to 22c.; Townships, dairy 18 to 20c.; Morrisburg and Brockville, 18 to 19c.; Western dairy, 16 to 17c.

Cheese is without any new feature, and aside of consigned stocks being jobbed to the retail grocers here, there is not much doing.

EGGS.

The egg market is becoming more demoralized every day, and the continued liberal arrivals coming upon a market already tully supplied has a bad effect, and new laid stock is offered at 12 1/2 to 13c.

GRAIN.

Wheat is without change, and there was nothing particular regarding the coarse grains to-day.

We quote values generally as follows:—No. 2 hard Manitoba, \$1.03; No. 3 do., 97c.; No. 2 Northern, \$1.04; peas, 72c. to 74c. per 66 pounds; oats, 31c. per 32 pounds, for Quebec; Ontario, 34c. per 34 pounds; corn, 60 to 62c., duly paid; feed barley, 42 to 43c.; good malting do., nominal.

The stocks in store show an increase of 34,916 wheat, 579 corn, 18,874 peas, 39,413 oats, 6,200 barley, 888 rye, 3,502 flour, and 999 oatmeal compared with a week ago. Compared with a year ago there is an increase of 293,523 wheat, 204,237 peas, 105,128 oats, 41,046 barley, 7,290 rye, 3,745 oatmeal, and a decrease of 8,075 corn, and 452 flour.

The stocks of grain and flour in Montreal on the dates mentioned were as follows.

	Mar. 19, 1892.	Mar. 12, 1892.	Mar. 20, 1891.
Wheat, bush.....	629,068	564,147	385,540
Corn, bush.....	1,050	471	9,125
Peas, bush.....	380,434	311,560	126,197
Oats, bush.....	331,425	292,112	286,297
Barley, bush.....	90,859	84,659	49,813
Rye, bush.....	37,320	36,432	30,980
Flour, brls.....	60,117	56,615	60,579
Oatmeal, brls.....	4,005	3,006	260

ST. JOHN, N. B., MARKETS.

ST. JOHN, N. B., March, 23, 1892.

Business shows very little improvement over last week, though the prospects are looking brighter for a good spring trade.

The price of molasses keeps steady, though the quantity offering is light.

BUTTER—Is still very scarce and prices are somewhat higher, 18 to 21c. as to quality.

BEANS—Are lower than they have been known for years, and it would seem as if the present time were the most favorable for laying in stocks. Mediums in quantities are \$1.30, and hand picked \$1.40 to \$1.50.

EGGS—Are coming in more plentiful and prices are somewhat easier.

FISH—Cod are ruling about the same as last quoted. Pollock are still scarce, and prices are some higher.

HALIFAX SUGAR REFINERY, (LTD.)

“WOODSIDE” BRAND.

PURE CANE SUGAR. NO BEET. NO CHEMICALS.

OUR Extra Standard Granulated is absolutely Pure and has no Superior.

N. B.--Please note our brand, “WOODSIDE” and do not confound us with other firms.

STORAGE--Bond or Free

Warehouse Receipts Issued.

CASH ADVANCES MADE ON ALL KINDS OF MERCHANDISE.

WILLIAM HARDER,

Successor to J. M. Davison & Co.,
54 and 56 Wellington Street East.

FEARMAN'S FAMOUS ENGLISH BREAKFAST BACON

Mild, Sweet,
Delicious Relish.

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

YOUR STOCK

Is not complete

without a full line of

**Munn's
Boneless
Codfish.**

There is no nicer or choicer material packed anywhere.

Be sure and send your orders for this ECONOMICAL and CONVENIENT article of food.

Packed in 2 lb. bricks.

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

We have also on hand

Thick Codfish Steak,
packed in 100 lb. Boxes.

BUY THE BEST.

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

GANONG BROS.,

MANUFACTURERS OF THE



ST. STEPHEN, N.B.

CHOCOLATES.

There is no other Blacking for sale in Canada equal to

P. G. FRENCH BLACKING.

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

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

E. BROWN & SON'S

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

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

WHERE THE JOKE COMES IN.

Teacher (of class in physiology)—“What do we know of the discovery of trichinæ?”

Pupil (who hadn't studied the lesson)—“They had existed before the flood.”

“Before the flood? How do you know that?”

“They were saved in the ark with Ham.”

The internal organism of the traveling man should be a mixture of mule, ostrich, and camel. Part mule, that he may be able to sleep on his feet if no better accommodations may be at hand; part ostrich, that he may be able to eat and digest any thing set before him; and part camel, that he may, if necessary, go a long time between drinks.—Ex.

The council of the St. John (N.B.) Board of Trade have adopted a resolution that Parliament be requested to re-enact the insolvency law of 1875, as amended in the subsequent year, with certain changes. The changes suggested are the addition of provisions for settlement by composition as in England; that an official assignee be always taken, and that the release of the debtor be made more difficult than formerly, where the amount paid is less than 50 cents on the dollar.

Every line of goods embodies a history and a science worth years of study to understand.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

BUSINESS CHANCES.

HONEY—COMB OR EXTRACTED—WE ARE handling large quantities, and supplying grocers in all parts of the Dominion. **Gold & Co., Brantford, Ont., Bee Keepers' Supplies.**

ESTABLISHED 1841.

W. H. Schwartz and Sons,

Coffees,

Spices,

Mustard.

HALIFAX, N.S.

M. MASURET & CO., LONDON, ONT.

**T
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S**

WHOLESALE GROCERS.

MALLAWALLA

A rich and delicious blend of **INDIAN** and **CEYLON** TEA, in 1 lb. and 1-2 lb. packages.

CORONET

A splendid **BREAKFAST TEA**, in 20 lb. Boxes.

ASK TO SEE OUR LOW PRICED TEAS, Some Excellent Values.

— WRITE FOR SAMPLES. —

LONDON STONWARE POTTERY WORKS.**BEST VALUE.**

Butter Pots, or Crocks.

MILK PANS, &c.,

7³/₄ Cents per Gallon.

Quality and Finish still unexcelled. Write for what you want and send for fully Illustrated Descriptive Catalogue and Prices.

GLASS BROS. & CO.,

LONDON, ONT.

PICKLING VINEGAR.



T. A. LYTLE & CO.,

Bonded Manufacturers,

124-128 RICHMOND ST. W.,

TORONTO.

**CANADA PATENT
BRUSH CO.,
WINDSOR, ONT.**



OUR BRUSHES ARE Good Sellers, Cheap, Durable.



OUR WHISKS ARE Neatest and Best Sellers in the Market.

All grades of Brooms at Reasonable Prices.

WRITE FOR QUOTATIONS.

COMBINES!

One of the best is the combination of Coffees, Cream and Granulated Sugar which forms Condensed Coffee "Reindeer Brand."

The popularity of this combine is growing rapidly. Unquestionably the best brand of Cond. Milk is the well-known reliable "Reindeer Brand."

The Truro Condensed Milk and Canning Co., (Limited.)
Truro, N. S. Manufacturers.

**Cowan's
HYGENIC COCOA.
ROYAL NAVY ROCK
CHOCOLATE.**

These standard preparations are kept by all first-class Grocers.

Ask For Them.

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

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

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

We are open to accept one or two more Agencies of first-class houses, either at Halifax or Kingston. We have a good connection and splendid storage facilities.

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



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

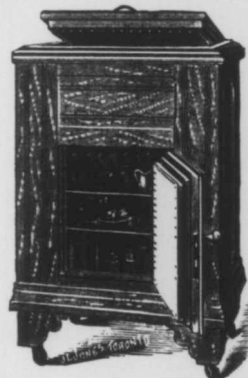
C. T. HEISEL,
36-38 Lombard St.
TORONTO.

HARRY HARMAN'S NOVELTY PAMPHLET.

A new and useful illustrated pamphlet, entitled "Catching Ideas for Window Displays." The information given in catchy ideas, comprises useful suggestions adapted to meet the wants of all lines of business, and devoted especially to the latest and best ideas on window dressing and store decorating, fully explained; in fact, it is full of valuable information. Some Easter Designs. On receipt of 75 cents, the "Novelty Pamphlet" will be sent, prepaid, including a box of Harman's Window Pane Cleaner to any address in the United States, Canada or Mexico.

HARRY HARMAN, Window Dresser and Decorator, P. O. Box, 113 Louisville, Ky.

Grocer Refrigerators.



Manufactured by
KNOWLES & NOTT,
Write for Catalogue. BRANTFORD, ONT

The Old Established Brand

MONSOON
OF PURE INDIAN TEA

Continues to give universal satisfaction.
Send for trade quotations and samples.

WE HAVE THE LARGEST STOCK OF
INDIAN TEAS IN CANADA.

STEEL, HAYTER & CO.,
Growers' and Importers,
Toronto, London, Eng., and Calcutta.

BRUNNER, MOND & Co.,
LTD.,

Northwich, England.

CRESCENT BRAND.



Manufacturers of

**BICARBONATE
OF SODA,**

REFINED AND RECRYSTALLIZED.

The Purest and Cheapest in the Market.

SODA CRYSTALS

OF THE FINEST QUALITY,

In 1-2 and 3 Cwt. Drums,
and
400 lb. Casks-Net Weights.

Orders for direct importation from
the Wholesale Trade only.

WINN & HOLLAND,
MONTREAL,

Sole Agents for the Dominion of Canada.

**\$150.00
IS
YOURS.**

In order to make the merits of "Barm" Yeast more widely known we offer the following prizes in **SOLID CASH.**

150 dollars to the first wholesale traveller who sells 500 boxes.
100 " " second " " " "
50 " " third " " " "
10 " to every traveller who sells 100 boxes during March and April.

The money has been deposited with THE CANADIAN GROCER who will pay the amounts to the winners when satisfactory evidence of sales is furnished to them.

TELEPHONE 1920. The "Barm" Yeast Manufacturing Co., 35 Wellington St. East, Toronto.



Tomato Soup.
Fancy Soup.

"SNIDER'S"
THE STANDARD OF EXCELLENCE,
Absolutely Pure.

For sale by all leading Wholesale Grocers.

CANADIAN AGENTS:
WRIGHT & COPP,

40 Wellington St. E., Toronto



Tomato Catsup.
Chili Sauces.

Don't Forget

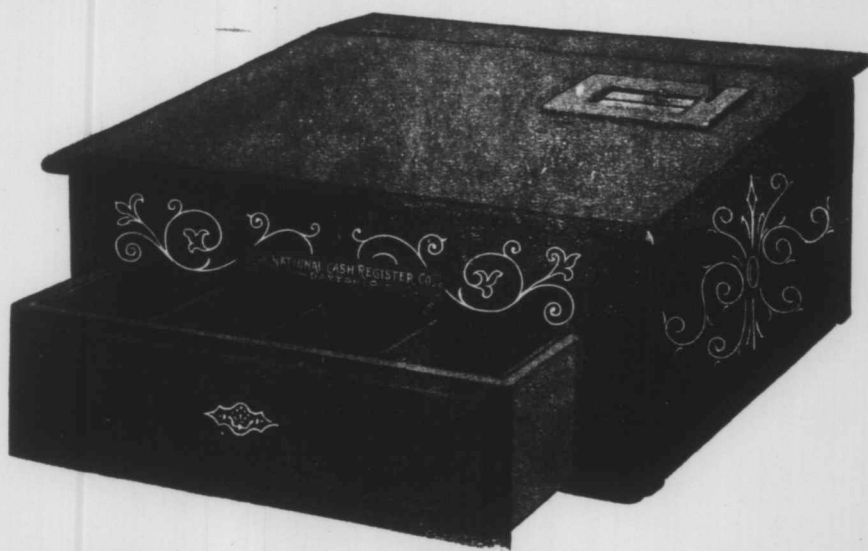
That although we make MATCHES, INDURATED WARES, WOODENWARE, Etc., Etc., we are always in the market to supply

Toilet and Tissue Manillas,
MANILLAS AND BROWN WRAPPINGS,
all sizes and weights, TEA, NEWS and other

TORONTO BRANCH: 29 Front St. West.

THE E. B. EDDY CO.,
Hull, Canada.

PAPER.



WE MANUFACTURE
Autographic Registers.

PRICES:
Regular - \$15.00
With Combination Till \$20.00

Send for Circulars.

THE NATIONAL CASH REGISTER CO.,

OFFICE: 63 King St. W., TORONTO.



WHEN A STRENGTH-GIVING FOOD IS NEEDED
Always Use



AGENTS FOR

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

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

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Mar. 24, 1892.

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

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

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

BAKING POWDER.



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



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



Dime cans, 4 case	30 95
4 oz " 3	1 40
6 " " 3	2 00
8 " " 3	2 60
12 " " 1 to 4	3 90
16 " " 1 to 3	5 00
2 1/2 lbs " or 1	12 00
4 " " or 1	18 25
5 lb " " or 1	22 75
10 " " 1/2	44 00

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

Per doz

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

COOK'S FRIEND.

(In Paper Packages.) Per doz

Size 1, in 2 and 4 doz boxes	\$2 40
" 10, in 4 doz boxes	2 10
" 12, in 6 " "	80
" 12, in 6 " "	7c
" 3, in 4 " "	45
Pound tins, 3 oz in case	3 0c
12 oz tins, 3 oz in case	2 40
5 oz tins, 4 " "	1 10
5 lb tins, 1/2 " "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
" 1/2 lb, 4 " "	1 30
Ocean Wave No. 1, 2 " "	1 90
" 1 lb, 2 " "	2 2c
" 5 lb, 1/2 " "	9 60

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

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

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" 1/2 " "	2 10
" 1/4 " "	1 10
Spanish, No. 3	4 50
" 5	8 00
" 10	9 00
Japanese, No. 3	4 50
" 5	7 50
Jaquot's French No. 2	3 00
" " 3	4 50
" " 4	8 00
" " 5	10 00
" 1-gross Cabinets, asst.	7 50

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

Royal Black Lead, per gross	\$1 80
F. F. DALLEY & CO. Per gross	
Silver Star Stove Paste	9 00
Packed in fancy wood boxes, each box contains 3 doz.	

BLUE.

Reckitt's Pure Blue, per gross

TELLIER, ROTHWELL & CO'S.

Parisian Square Blue, per lb.

13 to 14c

CORN BROOMS.

CHAS. BOECKH & SONS, per doz

X Carpet, 4 strings, net	\$3 60
2 " 4 " "	3 90
3 " 3 " "	2 95
XXX Hurl 4 " "	2 90
1X " 4 " "	2 65
2X Parlor 4 " "	2 50
3 " 3 " "	2 25
4 " 3 " "	1 85
5 " 2 " "	1 50
Warehouse 4 " "	3 25
Ship 4 " "	4 00
1 Cable 2 wire bands, net	3 25
2 " 3 " "	4 00

CANNED GOODS.

Apples, 3's	Per doz \$1 00
" gallons	\$1 25
Blackberries, 2's	2 00
Blueberries, 2's	1 10
Beans, 2's	1 00
Corn, 2's	1 05
" Special Brands	1 30
Cherries, red pitted, 2's	2 25
Peas, 2's	1 10
Pears, Bartlett, 2's	1 75
" Sugar, 2's	1 50
Pineapple, Baltimore	2 40
" Bahama	2 90
Peaches, 2's	2 10
" 3's	3 00
" Pie, 3's	1 60
Plums, Gr Gages, 2's	1 75
" Lombard	1 75
Damson Blue	1 65

Prices current, continued.

PETROLEUM.

1 to 10 bbl lots Toronto...	Imp. gal	
Canadian		\$0 15
Carbon Safety		0 17 0 18
Canadian Water White		0 20 0 22
Amer'n Prime White		0 23
" Water White		0 24 0 25
Photogens		0 27 0 00

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.

BRYANT, GIBSON & CO'S. TORONTO PICKLES.

John Bull, mixed, in bulk		\$0 45
Chow Pickle, in bulk		0 50
" mixed and Chow Chow		1 90
" mixed and Chow Chow		
pts		2 15
John Bull, mixed and Chow		
Chow qts		3 40
John Bull, mixed and Chow		
Chow, 16 gal		1 90
Horse Radish, bottles, per doz		2 20

THE T. A. SNIDER PRESERVE CO., (Wright & Copp, Toronto, Agents.)

Home Made Tomato Catsup, qts		6 00
" " " pts		3 50
" " " 1/2 pts		2 00
Chili Sauce		4 50
" " " 1/2 pts		3 25

SOUPS (in 3 lb. cans).

Tomato		3 50
Fancy—Chicken, Mock Turtle, Cream of Corn, Pea, Celery,		
Asparagus		4 50
Fancy—Chicken Gumbo, Ox Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne		
Vermicelli, Vegetable		4 25

SAUCES.

John Bull, kegs, per gal		1 25
" 1/2 pt bottles, per doz		1 25
" 1/4 pt bottles, per doz		1 00
(according to quantity) 90c. to		
Devonshire Relish, kegs, per gal		1 75
" 1/2 pt bottles,		
per doz		1 25
Niagara Tomato, kegs, per gal		1 25
" Reputed pts		1 25
Raspberry Vinegar, per doz		2 25
Raspberry Syrup and Vinegar		2 25

Terry's Candied Peels.	c. p. peel	
Lemon, 7 lb. boxes		6 71
Orange, "		4 51
Citron, "		5 1
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		3 25
" " " quarts		6 00
Harvey Sauce-genuine—hlf. pts		3 25
Mushroom Catsup " "		2 25
Anchovy Sauce " "		3 25

PRODUCE.

DAIRY.

Butter, creamery, rolls	\$0 24	\$0 26
" " tub.	0 22	0 24
" dairy, tubs, choice	0 16	0 20
" " " medium	0 12	0 15
" " " low grades to com	0 10	0 12
Butter, pound rolls	0 17	0 18
" large rolls	0 15	0 17
" store crocks	0 15	0 17
Cheese	0 11 1/2	0 12

COUNTRY

Eggs, fresh, per doz	0 11 1/2	0 12
" limered	0 90	1 25
Beans	0 90	1 25
Onions, per bbl	2 25	2 75
Potatoes, per bag	0 33	0 40
Hops, 1890 crop	0 11	0 13
" 1891 "	0 18	0 25
Honey, extracted	0 70	0 80
" section	0 12	0 16

PROVISIONS.

Bacon, long clear, p lb.	0 71	0 08
Pork, mess, p. bbl	13 00	15 00
" short cut	16 00	16 50
Hams, smoked, per lb.	0 10 1/2	0 11
" pickled	0 09 1/2	0 10
Bellies	0 08 1/2	0 09 1/2
Rolls	0 08 1/2	0 10 1/2
Backs	0 10 1/2	0 11 1/2
Lard, Canadian, per lb	0 09 1/2	0 10 1/2
Hogs	5 75	6 00
Tallow, refined, per lb.	0 05	0 05 1/2
" rough,	0 02	0 02

RICE, ETC.

Rice, Aracan		3 1/2 4c
" Patna		4 1/2 5 1/2
" Japan		5 5 1/2
" extra Burmah		3 1/2 4

Grand Duke	6 71	7 1
Sago	4 1/2	5 1/2
Tapioca	5 1/2	6 1/2

SPICES.

GROUND.	Per lb.	
Pepper, black, pure	\$0 12 1/2	\$0 15
" fine to superior	10	18
" white, pure	20	28
" fine to choice	20	25
Ginger, Jamaica, pure	25	27
" African	18	18
Cassia, fine to pure	18	25
Cloves	14	25
Allspice, choice to pure	12	15
Cayenne	30	35
Nutmegs	75	1 20
Mace	1 00	1 25
Mixed Spice, choice to pure	30	35
Cream of Tartar, fine to pure	25	37

STARCH.

EDWARDSBURG STARCH CO. LIMITED		
MONTREAL.	c. per lb	
No. 1 White, 4 lb cartons		4 1/2
Canada Laundry		3 1/2
Silver Gloss, crates, 6 lb. boxes		6 1/2
Silver Gloss, 1 lb chromos		6 1/2
Satin, Starch 1 lb chromos		6 1/2
No 1 White, barrels & halves		4 1/2
Benson's Canada Prepared Corn		6 1/2
Canada Corn		6
Rice Starch, 1 lb.		8 1/2

BRITISH AMERICA STARCH CO BRANTFORD.

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

KINGSFORDS OSWEGO STARCH.

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

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

ST. LAWRENCE STARCH CO'S

Culinary Starches—		
St. Lawrence corn starch		7
Durham corn starch		6 1/2
Laundry Starches—		
No. 1, White, 4 lb. Cartons		4 1/2
" " Bbls		4 1/2
" " Kegs		4 1/2
Canada Laundry		3 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		6 1/2
Ivory Starch in cases of 40 packages		\$3 00

SUGAR.

Granulated, cane 15 bbls or over		4 1/2
Paris Lump, bbls and 100 lb. bxs		5 1/2
" " 50 lb. boxes		5 1/2
Extra Ground, bbls		5 1/2
" " less than a bbl		5 1/2
Powdered, bbls		4 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

SALT.

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

SYRUPS AND MOLASSES.

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

KINGSFORD'S

OSWEGO

STARCH



PURE AND SILVER-GLOSS CORN STARCH

FOR THE LAUNDRY! FOR THE TABLE

THE STANDARD OF EXCELLENCE ABSOLUTELY PURE

FOR SALE BY ALL LEADING JOBBERS IN CANADA

T. KINGSFORD & SON,

OSWEGO, N.Y.

— THE —
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.

THE CANADIAN GROCER

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 Corner Hastings and Granville Streets, one block
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Vancouver, B.C.
 INSLEY & EDWARDS,
 Proprietors.

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 BANFF, N.W.T.
 Special apartments for invalids. Bath houses
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 tendants. The best of accommodation for Travel-
 ers. Rates, \$2.00 and \$2.50.
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 Medical Director Prop.

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 Strictly first-class. Headquarters for Commercial
 Men. Large sample rooms.
 H. A. PERLEY, Prop.

- Queen's Hotel -
 MOOSOMIN, N.W.T.
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 Four large sample rooms.
 WM. CLEVERLY Prop.

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 RAT PORTAGE, ONT.
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 LOUIS HILLIARD, Prop.

The Clarendon Hotel,
 Winnipeg, Man.
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 Best sample rooms west of Winnipeg. Strictly
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 WM. NEVINS, Prop.

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

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HIGH GRADE COFFEES,
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 Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.
RELIABLE ROASTING BY PATENTED PROCESS. :: TORONTO.

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The leading Grocers are now selling the

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ROYAL DANDELION COFFEE

And find it one of the best lines they carry.

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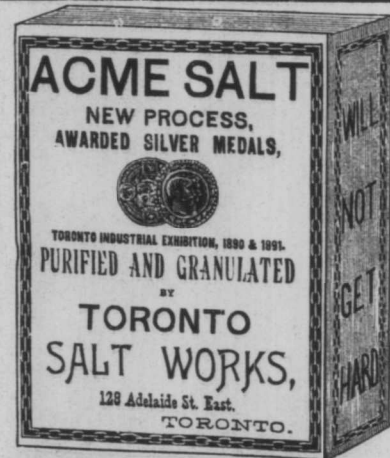
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Dealers in all kinds of Table, Dairy, Meat Curing, Barrel and Land Salts.
The "Acme" Table Salt (new process) will not get damp or hard.
Two Silver Medals, at Industrial Exhibition, Toronto, 1890, for our "Acme" Table Salt and our "Star Brand" Dairy Salt.



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Is Stronger and More Economical
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It Does Not Stain the Linen.

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IN 1 POUND FLAT TINS.

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Do you handle these goods?

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

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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

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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.

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MARTIN BROS.,
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