

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$2.00 PER YEAR

VOL. V.

TORONTO, AUGUST 14, 1891.

No. 33

FINE GOODS OUR SPECIALTY.

MADRE E' HIJO (7 SIZES)

Registered.



Fac-Simile of Package.

CAUTION:

BENSON'S CANADA PREPARED CORN

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

EDWARDSBURG STARCH CO.,

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

MUNGO CIGARS, EXCEPTIONALLY FINE.

EL PADRE AND CABLE.

H. A. NELSON & SONS

MANUFACTURERS

AND

Wholesale Dealers

-IN-

BROOMS

AND

WHISKS,

Brushes, Woodenware,

Baskets, Cordage,

Grocers' Sundries.

MONTREAL,

TORONTO.



ASK FOR

MOTT'S

DUNN'S BAKING POWDER

THE COOK'S BEST FRIEND

Largest Sale in Canada.

Taylor, Scott & Co.

TORONTO.



Retail Price, 25c.

For sale by all first-class grocers

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

BRYANT, GIBSON & Co.,
TORONTO,
Manufacturers of



This is a facsimile of our bottles.

"Worcestershire Sauce," "Yorkshire Sauce"
"Devonshire Relish" Raspberry Vinegar, Eva-
porated Vegetables, Chocolates, Cocos, Confectionery.

W. BOULTER & SONS,
PICTON, ONT.

PACKERS OF THE CELEBRATED



Canned Fruits and Vegetables.

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

Bay of Quinte
Canning Factories.

Head Office, PICTON. Branch, DEMORESTVILLE.

LEONARD H. DOBBIN,
Commission Merchant,

Representing the chief Lobster Canneries of the Dominion.

1891 packs now offering.

Send or Quotations.
Fraser Building St. Sacramento St.,
MONTREAL, P.Q.

WHY Do 75 per cent. of our Canadian Cannery
buy their labels and other lithographic
work from

The Sabiston Litho. & Pub. Co.?

BECAUSE They have the largest corps of skilled Artists in the country.

BECAUSE They have the best machinery.

BECAUSE Their equipment is more complete than any other Litho. house in the country, and

BECAUSE They turn out the most satisfactory work.

This Company occupies 4 flats of the GAZETTE building, in Montreal, equal to a floor space of 35,000 square feet.

The business was commenced a little over 3 years ago by A. Sabiston and from the smallest establishment at that time has grown within the above period to be the largest of its kind in the country. This fact speaks for itself.

Before placing your orders for lithographic work, see what

The Sabiston Litho. & Pub. Co.

can do for you. Address all communications to

A. Sabiston, Man. Dir. Sabiston Litho. & Pub. Co., MONTREAL

How is your stock of Soap ?

Seourine

Soap

Is right and yields Profitably.

ARMITAGE & CO.,

22 Bay St.

Manufacturers, TORONTO, CANADA.

SPANISH
BLACKING
THE
KING OF
BLACKINGS.

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. V.

TORONTO, AUGUST 14, 1891.

No. 33

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

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

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

SPECIAL TO OUR READERS.

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

The merchant who has good store help ought to congratulate himself, for in that he possesses a most powerful auxiliary for the doing of a successful business. The instances are numerous enough where men in trade have made money in spite of their own business incapacity, and because of the fidelity and capability of employes. There are a great many men to-day in the forefront of commerce who laid the foundations of their eminence in the conscientious discharge of their duty to others in whose service they were. We know of stores which do what may truly be termed a clerk-made business. There is no denying the fact that the part the clerk can play in building up an enduring trade for his employer is a very large one. It is according to the extent to which a clerk is instrumental in enlarging or confirming the scope of the business his employer does, that his rating as a good, indifferent or bad shop assistant should be. By that test he should stand or fall.

* * * *

But in these times the maximum benefit is rarely got out of clerk service. There is less to assist the enthusiasm and loyalty of clerks in their employers' interests, to develop their

business powers or to select the fittest men for the calling. Undoubtedly there is to-day behind the counters of Canadian stores a large number of shop salesmen who are the peers of the very best, but these are the exceptions. There is another but much larger number of clerks who are not the fully equipped men they should be, and not by any means the men they would have been were they employed in similar positions some years ago or in old country stores. There is too little in life behind the counter to induce the best raw material to take to it on a very large scale nowadays. There are young men now engaged as street car drivers who left the ranks of salesmen to accept that position. And they were not driven out by better men. Their places were taken by worse men, if willingness to accept lower pay be taken as an acknowledgment of inferiority. The men who left the stores to become street car drivers did so because they could make more money as street car drivers. They are good drivers as they would have been good clerks.

* * * *

The shop salesman is becoming, like many another of the best adjuncts of sound business, a sacrifice to the spirit of competition by which trade is possessed. Profits are little more than nominal, adulterated and inferior goods are eagerly taken up, every device whereby prices can be let down is studied. Business is increased, the labor of the shop assistant increases in direct proportion, while his rate of pay declines from the standard of sounder times accordingly. Small pay cannot purchase a high quality of service. Boys and girls consequently have to be taken to fill places that men experienced in business and skilled in human nature ought to occupy. And when these boys become men, when they ought to be ready trained shop hands, they usually betake themselves to some other occupation where their service will find better pay.

Manual labor, though less, attractive is usually more remunerative, and several take to it in preference to salesmanship.

* * * *

The clerk is not only underpaid, but he is not nowadays trained in so healthy a school as he was years ago. His calling is a less dignified one, and for the reason that the whole bent of his training is to perfect him in the one art of persuading customers to believe in the incomparable cheapness of his prices. He has to make prices appear lower than those of others, rather than to know how to gain a customer's confidence and attach trade for future years. This does not tend to bring out his best parts as a business man any more than the meagre pay he receives tends to bring the best men into the work. The solid, personal qualities and business practices that are guarantees of genuineness and fair-dealing are the valuable elements in a clerk, and the ones it pays to give a good salary to keep. Brains, integrity, experience, tact and industry have still a market, even if the salesroom does not afford it, and to that market the best material will take itself. There are merchants who pay good salaries, and their wisdom is approved by its results.

* * * *

The retail grocers cry out against the wholesale grocers that the latter are so hedging themselves round that retailers have no chance to make their way into wholesale circles. The clerks have at least equal reason for exclaiming against the retailers that the latter are placing all the obstacles they can in the way of the clerks becoming master-traders. And if the ranks of the master-traders are not to be recruited from the ranks of the clerks, whence are they to be recruited? Are the farms and workshops to be the training schools of the merchants who are to succeed our present storekeepers? One reason why trade has got into its present unsatisfactory state is

that too many traders have not had the benefit of a good training as clerks. Let the clerks be well paid and they will make ample return. They can easily be made one of the strongest mainstays of business. It is conceivable that clerks should organize upon the cardinal principle not to work for price-cutting employers. It would be a good way to establish a fund in retailers' profits for the adequate payment for employees' services.

WHOLESALESMEN WHO RETAIL.

The complaint which appears over the signature "Country Merchants" on another page is not the first one which has reached us upon the same subject within the past few days. Accusations equally express in their reference to actual transactions or overtures for business, and no less explicit in their indication of the source of this wholesale competition with retailers have been rather numerous of late. They are too numerous and circumstantial, and too well authenticated for it to be probable that any mistake has been made. We therefore feel warranted in bringing the matter before the attention of our readers, and publish the last communication upon the matter which has reached us.

The re-appearance of the question of wholesalers dealing with consumers is rather startling. It was thought to be a dead and buried issue. It seems as if the hand had gone back a decade on the dial of time to bring us into the presence of the old question which the protests of the retailers were supposed to have forever laid. The protests of the retailers were nothing more than statements of the indefensible unfairness of the practice which certain wholesalers followed in cultivating direct trade with retailers. It was because they were convinced of its unfairness that the wholesalers in question abandoned it. That fact itself is more significant, and more strongly condemns the practice than any amount of argument. The reasons why the practice ought to be decried are manifest enough, but the action of the wholesalers with reference to it makes it a matter of supererogation to set forth those reasons. It is repugnant to the moral business sense.

If a retail trader has a constituency of custom it is no preserve of his. He has no preferential claim upon it, no vested rights in it, aside from what he is able to establish by his business address, probity, etc. Any man may come in and open a store in the same

district and carry on business in the same way. There is no poaching about that. But it is another thing when the local trader has to meet the competition of the wholesale house from which probably he buys his goods. Even if the competition introduced by the wholesaler were on equal terms so far as prices were concerned, it would still be a most unfair competition. For, to be worth looking after at all, it would involve the getting a hold of the largest local consumers, the boarding house people, hotel men and contractors. To select from the local retailer's customers the best of them is to do him a grievous wrong, even if his prices are not undermined. To open up the sources of wholesale supply and fill all the retail channels on the one hand; then, on the other, to choke up the outlets of these channels by supplying consumers, can only have the one tendency, which is to extinguish the retailers and beget a nondescript trading class, neither of the wholesale nor the retail species. When prices are lower than those at which retailers can sell, it is plain that the wholesaler who concedes them to consumers, is taking advantage, not only of his long reach as a distributor, but of his power as a wholesaler to put the consumer on the same footing as a retailer. That cannot be too strongly reprehended. It is unjust to the retail trade and most unfair to competing wholesalers, who depend upon the mediation of the retailer to sell their goods.

A singular coincidence pointed out by one correspondent is the fact that the circulars received in his neighborhood have been distributed among people who were formerly the customers of another old offender in this respect. This does not necessarily involve the inference that the list of consumers has been transferred from the former to the present transgressor of the rule that wholesalers shall not sell to consumers, but there has been some curiosity expressed by readers.

An instance of an order shipped a few days ago from another wholesale house in this city to a country milling firm has also been brought under our notice. This is probably typical of a practice not uncommon nor restricted to a house or two. It ought nevertheless to be strongly denounced by the retail trade as an infringement of their rights.

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

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

SUPERCILIOUS WOMEN.

Supercilious women are a nuisance to a general storekeeper. They will go into his store, sample his goods, put him to no end of trouble to take them down and display them, and, after monopolizing a good deal of valuable time and taxing his patience they will turn away in a very contemptuous manner with the remark that they can buy the same quality of goods at a much lower price somewhere else.

They assume to know a great deal more about his business than he does himself. They are greatly given to fault finding and are very hard to please. They will return goods after they have been permitted to spoil, insinuating that the merchant knew they were unwholesome and unfit for human consumption when he sold them. In short, they occasion the average grocer an endless amount of vexation and trouble, and he feels like running and hiding himself somewhere whenever such a woman enters the store. Perhaps no class of men receive more scoldings during the year than the grocer and market-man. He gets used to it after awhile and does not mind it, at least to an extent that keeps him awake nights.

A grocer once said that the two women who gave him the most trouble were a woman who wanted something he didn't have in stock and another woman who could not make up her mind what she wanted. They rarely came into his store without going away dissatisfied, and no matter how courteous, agreeable or patient he attempted to be in waiting upon them, he found it utterly impossible to please them. They made his life a dreary burden; a cold chill was sure to creep up his spine whenever he saw them coming. Probably there are few storekeepers who have not had more or less experience with women of this character. Some of our correspondents have detailed their experiences with such people in an amusing manner. They have undoubtedly made it very difficult for many men to be successful storekeepers and consistent Christians.

We never knew of but one case in which a storekeeper "got even" with a woman of this character. It is related that a somewhat supercilious female once walked into the establishment of a well-known grocer and market-man, and picking up a large lobster which lay upon the counter, held it up to her nose with the offensive remark, "It smells, sir." Suddenly the offending crustacean, which was alive and very active, fixed its claws upon the prominent proboscis of its inquisitor, who, with a scream of affright, allowed it to slip from her hand. As it hung dangling from her nose, the good-natured but unsympathetic grocer blandly inquired, "Does it smell offensive to you now?"

But it is not often that the retailer has such an opportunity of repaying the indignities heaped upon him by supercilious customers; yet there is occasionally a humorous as well as a serious side to the retail grocery business; and we imagine that there could be nothing more satisfactory to the average retailer than some unexpected incident which tends to take the superciliousness out of a woman who constantly worries him.—Criterion.



DIRECT WHOLESALE TRADE WITH CONSUMERS.

To the Editor CANADIAN GROCER.

DEAR SIR,—We notice that your paper contains the advertisements of a great many of the very best houses in the wholesale grocery trade, but we fail to see that of a party in whom we at present are much interested.

We write in the hope that you or some of your readers can give us some information, and at the same time inform our brother merchants what we know of him.

His name is F. W. Humphrey, of 64 Front street east, Toronto, and in his circulars addressed to consumers he styles himself "Importer and wholesale grocer."

We would like to know the opinion of grocers on a couple of points in connection with these circulars. In the first place, is it an honorable way of doing business for a man who has the advantage of jobbers' prices, gained through being a wholesaler, to offer to sell to consumers at prices which we, dealing with one of the most reputable firms in Canada, cannot buy underneath—in fact the best quoted wholesale prices?

Again, if this styling of "Importer and wholesale grocer" be a figure of rhetoric, could any retail merchant in your city, buying on the most advantageous terms, afford to offer, delivered free at Gravenhurst, extra bright sugar at 4½c., P. of W. tobacco at 51½c., Brier at 55c., Myrtle Navy at 61c., Japan rice at 5c., tapioca at 6c., and sago at 5c.?

We have a circular sent to one of our customers offering these, as above. We only mention a few quotations.

We have before us THE CANADIAN GROCER of 7th inst. and we see no quotations there that would justify a retail grocer in asking his tailor to trust him for a suit of clothes while he was selling goods at above figures.

We have read many articles in your paper containing advice and information to retail merchants. We believe there are many who would be glad to have you take up the subject of wholesalers supplying consumers.

Yours truly,
COUNTRY MERCHANTS.

COURTESY TO TRAVELLERS.

WIARTON, ONT., August 11, 1891.

J. B. McLEAN, ESQ., Toronto.

DEAR SIR,—Enclosed find P. O. order for \$2 in renewal of my subscription to THE CANADIAN GROCER. I have watched with a great deal of interest the growth of your paper, which is now acknowledged to be the best in Canada. Your editorial and market columns are replete with information, and your selections from leading American papers are always good. By the way, I sometimes think the wholesale prices you quote are just a little below the mark, at least it sometimes happens that they are below what I am at liberty to sell at, but as your paper is published particularly in the interests of the retail trade, I suppose it is commendable to err on the right side, or in the interests of your customers, but the trouble is the prices quoted on some things occasionally show no margin at all, and the average storekeeper is willing to swear that you are right. However, I must say that you are nearly always correct; also that you have been remarkably successful in forecasting the markets. In your issue of July 31st, you ask: "Is the salesman your friend?" Then follows an article which I entirely agree with. I am sure I but echo the sentiments of all travellers when I say that the merchant who receives us kindly and courteously is the one who gets any favors we have to offer in the way of goods or prices. I think the majority of merchants recognize this. It is a pleasure to call on some merchants, even if they do not buy from us, they have a faculty of sending us away feeling quite happy, but I am free to admit that we feel happier when we have the order booked, especially if we had counted upon it. There are some merchants who are discourteous and ungentlemanly in their manner. Happily the number is few. Such men only get the common 'vittles'; they do not get the 'dessert,' but what they deserve. Certainly the most successful merchants are those who are polite and courteous in all their intercourse. I scarcely think it possible that a man can make a permanent success of store-keeping who fails to observe those rules.

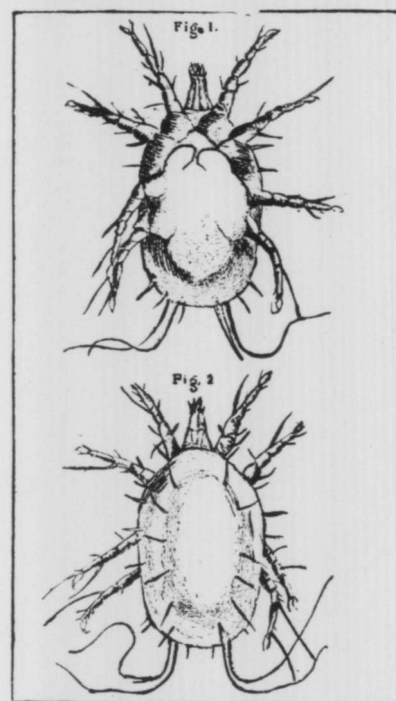
Yours truly,
F. W. VANLAVEN,
of Stuart Harvey & Co.

A misprint occurs in a paragraph which appeared in last week's issue. It was that in which P. J. Wall, a London grocer, was said to be in financial difficulties. The name should have read P. J. Watt. What makes the error an unfortunate one is the fact that there is a London grocer whose name is Wall, Mr. C. J. Wall, whose financial standing is unquestioned. We apologize to Mr. Wall for an apparent reflection upon his solvency.

WHAT ARE RAW SUGARS ?

Professor Cameron, public analyst of the city of Dublin, who has examined samples of raw sugar, states that they contained great numbers of disgusting insects, which produce a disgusting disease. Their shape is very accurately shown in the accompanying figures, magnified two hundred diameters, Fig. 1 is the under side and Fig. 2 is the upper side. His description is as follows:—

"The *Acarus sacchari* is a formidably organized, exceedingly lively, and decidedly ugly little animal. From its oval shaped body stretches forth a proboscis terminating in a kind of scissor, with which it seizes upon its food. Its organs of locomotion consist of eight legs, each jointed and furnished at its



extremity with a hook. In the sugar, its movements from one place to another are necessarily very slow, but when placed on a perfectly clean and dry surface, it moves along with great rapidity."

He adds that "the number of *Acari* found in raw sugar is sometimes exceedingly great, and in no instance is the article quite free from either the insects or their eggs." "Muscovado, as it comes from the colonies, should never be used."

He further says: "The *Acari sacchari* do not occur in refined sugar of any quality, because they cannot pass through the charcoal filters of the refinery, and because refined sugar does not contain any nitrogenous substance upon which they could feed."

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

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

MONTREAL GROCERS' PICNIC.

Everyone pronounced the Montreal grocers' picnic, of the 5th inst., the best ever held, and rightly so because there was a tangible improvement on the pic-nics of former years. It is a recognised fact that the grocers' pic-nic is the pic-nic of the year, and this one was a more decided success than its predecessors. The grocers' never do things by halves; all went to Berthierville with the firm intention of enjoying themselves, and none were discoverable who did not fully carry out this intention.

At eight o'clock a train consisting of eight coaches and a baggage car, left Dalhousie station with about 600 persons on board, under the charge of Mr. Ibbotson, outside passenger agent of the Canadian Pacific Railway. Another train followed in about half an hour with an equal number on board. Berthierville was reached about eleven o'clock, and in a few minutes afterwards everyone was making himself at home in the Manor grounds. It is in keeping with the fitness of things that those who stand between the city and starvation should be well fed themselves, and if the multitude of fat baskets and hampers that were carried up to the grounds is any criterion, all fared well.

The Manor grounds, or Cuthbert grove, as they are sometimes called, are well suited for pic-nicing purposes, the only drawback being that they are a little too distant from the city. Many historic associations are connected with them in regard to the early history of the country, they being the seat of Berthier seignior, which came into the possession of the Cuthbert family in 1765. The ruins of the old Manor house are still to be seen in the midst of the grounds, and near by is the first Protestant chapel built in Canada. It is of stone and still in a good state of preservation. The builder was the Hon. James Cuthbert, who erected it in 1785 to shelter the remains of his wife. The magnificent elm and butternut trees of the old park provide grateful shade, and the lawns and drives are suitable for games and sports of all kinds. The park is situated on the banks of a placidly picturesque stream, flowing into the St. Lawrence, called the Boyonne, and is about two miles from the town proper. The river provides splendid facilities for boating, being deep and sluggish. Several steam yachts were on hand to carry the pleasure-seekers to the town, and carriages were on hand for the same purpose, the drive to the town being quite pretty. The town is pretty, but it is open to the same objection as most French-Canadian towns—narrow streets. Soon after the arrival on the grounds baskets were spread and the contents discussed with appetite. A large tent was erected on the grounds, where lunch was served to the members of the committees and others. Messrs. Hall & Scott were the caterers. It was a good lunch and was well appreciated. After-

wards a short list of toasts was ably discussed. The president, Mr. Edward Elliott, occupied the chair and the vice-chairs were ably filled by Mr. Stanislas Demers, vice-president, and Mr. A. D. Fraser, honorary secretary. Among those at the tables were Ald. Rolland, Gauthier, Brunet, M.L.A., and Savignac. Letters of regret at being unable to attend were read by Mr. Fraser from Hon. J. A. Chapleau, Mr. J. J. Curran, Q.C., M.P.; Hon. L. O. Taillon, Ald. Cunningham and Ald. Stevenson. Mr. Fraser submitted the toast of "Our guests," which was ably responded to by Ald. Rolland, Mr. George Wait and Ald. Jeannotte. "The Town of Berthierville" called ex-Mayor Tranchemontagne, Mr. McConnell and Ald. Savignac, of Montreal, to their feet, and each made a pleasing speech. "The Grocers' Association" was responded to by Ald. Gauthier, Mr. Laporte, Mr. John Robertson, and Mr. Fred Hughes, president of the Dominion Commercial Travellers' Association. "The Press" and "The Ladies" were responded to by Mr. E. H. Tellier, editor of the Courier, of Louisville, and Mr. Charbonneau, of La Presse.

This part of the programme finished, the sports and games were entered into with zest. The list of events—27 in all—was rather lengthy, however, and there was scarcely time to carry it out.

Under the guidance of Mr. Montague a number of the guests paid a short visit to the defunct beet root sugar factory in the evening and were shown through it. Afterwards the town was visited, and many of the picnickers enjoyed the hospitality of Mayor and Mrs. Lamarche at their pretty residence overlooking the Berthier river. About 7 o'clock the early train left and arrived in the city about 10 o'clock. The other train was over an hour later in reaching the city. Everyone was tired, but not sorry for it, for they had all spent a good time.

The Victoria Rifles band, Blasis' orchestra and two Highland pipers provided plenty of beautiful music during the day. The dancing pavilion was well patronized.

LONDON GROCERS' PIC-NIC.

On the 5th inst., promptly at one o'clock, headed by the Seventh Band, the London grocers' procession started from the Market Square. It was one of the prettiest and most novel parades ever seen in London. Fully 60 rigs were in line, in the decoration of which artistic genius had been applied most happily. The inscription on one of the unembellished vehicles was witty and caused amusement. "Business brisk; no time to decorate," was the way it read. Some of the ornamentations were elaboratively handsome. One enterprising merchant had four little girls in his rig partaking of afternoon tea from a well-set table. Another had a minstrel on board playing a guitar, and a third a canine, elegantly clothed, shaded

with an umbrella, and perched at a lofty height. With so much evidence of taste and pretty effect it would be invidious to make individual mention.

Upon arrival at the scene of action the gaily festooned rigs paraded around the race track and made a charming appearance. Judges Dr. Gardiner, J. W. Jones and John Fairgrievs experienced a great deal of difficulty in awarding the prizes for the best turnout with so much excellence to decide upon, but finally A. Tytler, J. N. Tamlin, F. Barnard, Ferguson & Co. and H. Winder, were announced as possessors of the best ornamented vehicles.

It is calculated that with the late additions, the grand stands have a seating capacity of over 7,000. They were all jammed and many could not gain admittance: This gives some idea of the size of the gathering, which amounted to about 8000. The chief interest, however, centered in the athletic events, and a programme of length, variety and unsurpassed merit, was provided for the assembled thousands, and carried through expeditiously. The prizes were valuable enough to bring out a plenitude of competitors and give the successful ones reason to rejoice. The contests were all interesting, chief among them being the grand chase for the greasy pig, the obstacle horse, ladies' and fat men's races, and the Irish jig and hornpipe dancing. Following is a complete list of events and prize-winners:

- Young men's race, 100 yards—1 Gibbons, 2 Garvey, 3 O'Dell.
- Sack race, 100 yards—1 Altman, 2 Tierney, 3 Gatecliffe.
- Fat men's race, 100 yards—1 Trebilcock, 2 Horner, 3 Woods.
- 200-yard race, open to all amateurs—1 Young, 2 Beling, 3 O'Neill.
- Drummer's race, 150 yards—1 Markle 2 Hurley, 3 Rolston.
- Comic song—1 Bowler, 2 Butt.
- Egg race, 100 yards, 10 eggs—1 Little, 2 McCarley, 3 Millie.
- Single ladies' race, 100 yards—1 Rebecca Sharp, 2 Witty Towser, 3 Ettie Drew.
- Sack race, 100 yards—1 Croden, 2 Tierney, 3 McCormick.
- Married ladies' race, 100 yards—1 Mrs. Evans, 2 Mrs. Stinson, 3 Mrs. McDonald.
- Married men's race, 100 yards—1 Barnard, 2 Osborne, 3 Mossop.
- Egg and spoon race, 50 yards and return—1 McCurly, 2 Gillett, 3 Branton.
- Irish jig, open to all—1 Mrs. Gilligan, 2 Jackie Butts.
- Catching greasy pig—Tierney.
- Frog race, 100 yards—1 Young, 2 Altman, 3 Brown.
- Three-legged race, 100 yards—1 McCormick and Croden, 2 Mossop and Hurley, 3 Maxwell and Lee.
- Obstacle race, 100 yards and return, 10 obstacles—1 Fitzmaurice, 2 Lee, 3 Young.

Half-mile race, open to all amateurs—1 Little, 2 Watson, 3 Millie.

Bicycle race, 1 mile—1 McCormick, 2 Edwards, 3 Gould.

Quoiting match, for grocers, grocers' sons or employes—1 Lewis, 21; 2 R Robertson, 17.

Hornpipe, open to the world—1 Wilson, 2 Templeton.

Catching greasy pig—Parry.

Quoiting match, for outsiders—1 Errington, 31; 2 W. Bell, 19.

Shoe race—Jimmie Jupp.

The one mile trotting race for horses which had been driven for three months in delivery wagons was an exciting one. There were five entries, Wood's "Wellington Star," Gourd's "Maud," Winder's "Nellie," Thornton's "Gipsy" and Barnard's "Maud B." "Wellington Star" won in two straight heats, "Maud" was second and "Nellie" third. The time of the winner in the second heat was announced on the board as 2.08. The record was considered "remarkable" by the crowd.

The half-mile running race, for horses owned by grocers' at least three months previous to race, was very entertaining. R. S. Copeland's horse won easily, with Murphy's second and Shea's a good third.

Thos. Hutchinson was starter, and J. W. Jones, H. Dreaney and R. Hueston the judges in the horse races.

A special 50 yard race for grocers over 50 years of age was won by R. S. Copeland, the prize being a gold-headed cane.

Among other interesting events was a baseball match between the north and south sides of Dundas street, viewed by a large crowd of spectators. Score:

NORTH SIDE.			SOUTH SIDE.		
	R.	H. E.		R.	H. E.
Self.....	1	1 2	Trebilcock..	1	1 1
Osborne ...	2	0 0	Croden.....	2	1 0
Donaghy ...	1	1 0	Lewis.....	1	0 0
Jeffrey.....	1	0 0	Ferguson...	0	0 0
Connor.....	0	0 0	Dunkin....	1	1 0
McGuffin...	0	0 1	Paul.....	0	1 2
Wilson.....	1	2 0	Belton.....	0	0 1
Loveless...	1	0 0	Kussell....	0	0 0
Ryan.....	2	1 0	Bright.....	1	0 0
Totals....	9	5 3	Totals....	6	4 4
				R.	H. E.
North.....	0	0 2	7	9	5 3
South.....	1	1 3	1	6	4 4

Batteries, Osborne and Self, Trebilcock and Paul; earned runs, South 1, North 2; passed balls, Paul 3, Self 7; wild pitches, Trebilcock 4; left on bases, North 2, South 2; official scorer, Frank Lilley; umpire, Jesse Symonds.

The Seventh Band added much to the general enjoyment of all by the rendition of their favorite selections.

F. Saunders, F. Evans, Dr. Gardiner, G. Belton and H. Dreaney acted as judges in the athletic sports to the entire satisfaction of all concerned.

The managing committee, who are worthy of great praise, included A. McCormick, president; W. H. Ferguson, vice-president; John Scandrett, treasurer; E. Sutton, secretary.

DETAILS.

To most men details are irksome, and that is probably the chief cause for the failure of the many and the success of the few. The mastery of any subject, profession or calling is impossible without a thorough grasp of details. The want of a shadow may spoil a picture otherwise perfect; failure to know a road, or to post a sentinel may lose a battle; that twice one are two must be learned before difficult mathematical problems can be solved. And yet how we rebel against the application and energy demanded in the acquisition of rudiments or details! Now and then we meet a man who is called a "born genius," and yet the world's history and our experience teaches that the so-called genius is master by dint of hard work and application. For instance, Edison.

Plain as is the fact, conscious as we are of its truth, we are painfully conscious of an inward rebellion against detail. It is easier to jump at a conclusion than to reach it by reasoning. We aim to "get rich in a hurry," rather than patiently work, save and acquire. And all the time there is before us the practical demonstration that the leaders in all the walks of life have won their honors by dint of patient toil, slow but steady growth. Successful merchants are not born great, but have acquired greatness because of their mastery of the little things, the obnoxious, wearisome, worrying, incessant, provoking details.

Unfortunately there are many who think they can become merchants without previous training. They claim that "any one can sell goods," utterly oblivious that buying as well as selling is an art; that experience is a school, that training is discipline, that there is a business alphabet to be acquired, failing which there can be no progress, no success. Such soon come to grief, their numbers swelling, far too fast, the long list of bankrupts.

There is another class, and we regret their large numbers; those who have had their early training and experience, and still neglect—details. They work, and work hard, year in and year out, and never forge ahead. We recall those who have been in business in one locality for ten, twenty, and even forty years, and are no better off, if as well conditioned, as when they started. They have ignored details. Year after year rolls away and no inventory is taken. Goods are bought and received without the thought of checking them off by the invoice to see if all that is to be paid for has come to hand, or whether the count, weight, measure or gauge is correct. They are utterly oblivious of what margin of profit they are getting; the relation of the expense account to gross profits; the proportion of the sale of any one article to all goods in stock. Railway charges and classifications are not examined to see if freights are properly adjusted. There is no well defined system of

keeping accounts. The stock is poorly arranged and no means adopted to check the accumulation of old stock or avoid being overstocked. There are leaks innumerable, for there is no check upon the cash, nor upon goods sold upon credit to see if they are properly charged; the clerks are unrestrained, and there is pilfering and waste at every turn and all the time.

The only remedy for these ever present evils is in a thorough mastery of detail. That it is possible to cover every feature of a business by a thorough system has been practically demonstrated over and over again. Next week we will present the history of a large general store, where there is an almost perfect supervision of details carried so far as to keep an account with each of nearly 1,200 articles kept in stock, besides analyzing the class of customers served. Elsewhere in this number we reproduce from a Western contemporary an article, "Make a Profit," which is in thorough harmony with our oft-repeated views and which is of direct interest in connection with details.

Unless a man is master of his own business the business will master him. Ruin and mortification are the rewards of inattention to the minutiae of life's work.—American Grocer.

PUSH NEEDED IN BUSINESS.

It is an assured fact nowadays that if you intend to make money you must take hold of something; you must devote your work, your time, your skill, your experience and whatever money you have to something. To very few indeed does a fortune come by merely waiting for it. And these fortunes themselves are the results of previous years of labor.

Caution is indeed a great thing in investment, but, as in everything else, there can be too much of it. The man who is too cautious in his business policy runs a greater risk of being ruined by missing golden opportunities than one who is seemingly reckless in his undertakings. Conservatism of the genuine sort should be the characteristic of every legitimate business man; aggressiveness, however, in any line of commerce, enlarges to a thousand fold the possibilities of success, while at the same time permitting of the employment of conservative methods.

Gambles in trade or in any other sphere of activity generally come to grief. The genuine business man is a speculator; he is no gambler. He takes risks, but they are warranted by the necessities of his enterprises. He, also, often comes to grief, but his ruin only emphasizes the mistakes that should be avoided by others.

Any man who wishes to invest has lots of good chances. But we must act; and by rightly acting he will win.—Journal of Finance.

THE MIDDLE-MAN IN TRADE.

The statement will not be disputed that in marketing the great bulk of manufactured products the producer to-day deals directly with the consumer. Exceptions will be found in the case of food products and articles intended for personal use, or for domestic purposes, but even here the producer is brought closer to the consumer than was once the case, as sales are made largely from the factory to the retail store. The middle-man, whether he be a jobber, a broker or a commission merchant, has been overshadowed and shorn of his importance by the multiplication of factories and their distribution over a much wider area. It is easy and perhaps natural to deduce the broad inference and the tendency in trade is to the gradual extinction of middle-men. This idea is encouraged to a great extent by the huge growth of direct trading, and the apparent confinement of the middle-men within certain limits. It is however, encouraged fully as much by one's own inborn preference or prejudice, which leads him to endeavour to buy from "first hands" whenever possible, and to avoid paying a profit to any others who are merely in the line of distribution. Even the middle-men themselves always seek principles when they desire to make purchases. The complete extinction of the middle-man is the dream of a very large class of people, with whom "the wish is father to the thought."

And yet with the apparently steady progress toward closer relations between producer and consumer, it is unmistakable that middle-men occupy a position of permanence. Better qualifications are of course necessary now than the mere possession of capital and business connections. The business man who to-day ventures to stand between the manufacturer and the retailer and extract a profit from what trade he can divert through his own hands needs to be blessed with a keen insight into methods and processes and channels of trade, as well as the power of foresight with regard to the operation of current commercial influences. There are men in the iron trade to-day who are able to conduct a large business in which they derive profit from merely buying and selling and are neither manufacturers nor distributors. It is sometimes gratuitously assumed by those who buy from them that such middle-men are unnecessary and are in fact a weight on legitimate trade. In one sense they are a weight, but it is in the sense of a balance weight, in which case they are most useful to sellers. Take, for instance, the dealers in old railway material, who form an important class of middle-men. When the mills are supplied with such stock or hesitate to take in more, the dealers are very useful to the railroads, and will often take risks of an unfavorable turn in the market that a consumer would by no means care to assume. It is possible that this

function is not specially agreeable to consumers, but it certainly must be to producers or sellers, who also have a right to be considered as parties to a transaction.

Middle-men make themselves of value in both directions—to manufacturers or producers, as well as to retailers or consumers—and they will never become extinct, even if all manufacturers combined against them to avoid paying commissions on sales, and if all consumers endeavored to go as nearly as they could to "first hands." The bright wits of the born traders who take up the avocation of middle-men will find openings for themselves, and they will extract profits in spite of the unfriendliness of one side or the undisguised hostility of the other.—Iron Age.

A SUGAR WAR.

"Granulated sugar sold Tuesday for the lowest price at which it ever has been offered in the history of the sugar business. It was offered by the Spreckels Philadelphia Company at 4 cents a pound, with a 2 per cent discount for cash. In the absence of H. O. Havemeyer, the President of the Sugar Trust, who was attending his father's funeral a few days ago, the Spreckels Company made a reduction in the price of this quality of from 1 cent to 1 1-16 cents a pound. Mr. Havemeyer did not return to the office of the trust until Monday, when he saw the Spreckels reduction, and made a further cut in the price of one-eighth of a cent a pound. On Monday afternoon Spreckels went another sixteenth of a cent below the trust rate, and Tuesday morning the Havemeyers made an equal cut. Tuesday afternoon Mr. Spreckels authorized the sale of granulated sugar at 4 cents a pound, with a 2 per cent reduction for cash, equivalent to 3.92 cents per pound. When the business day ended, Mr. Spreckels was still offering the lowest rate. Whether or not the trust people will make a further reduction depends wholly on whether they think more of a high profit than they do of defeating their most bitter antagonist.

From the above, which appeared in the Boston Journal on Wednesday, a wrong impression of the true state of affairs might easily be obtained; as well as the statement of the Herald on Wednesday morning, which said that Spreckels is after the Trust with a sharp stick. The actual facts of the matter are as follows:—The Franklin Sugar Refinery—Harrison, Frazer & Co.—of Philadelphia, it seems, had accumulated a large surplus of sugar, and were overloaded. This concern is an independent refinery and is not in the Trust. Thinking it would be money in their pockets to unload their surplus of sugar even at a low price rather than carry it at a cost, they began to offer at cut rates. As a result the Trust, wishing to head off Harrison, Frazer & Co., selected Spreckels, because his refinery is right on the same stamping ground, so

to speak, that is, in Philadelphia, where Harrison, Frazer & Company are located. Spreckels' refinery, although the public are not generally aware of it, is a part and parcel of the trust, and has been since Spreckels formed a stock company, when Havemeyer was the heaviest buyer of the stock. So this cutting between the Trust and Spreckels was an understood thing, a move to head off Harrison, Frazer & Co. The prices declined until Harrison, Frazer & Co. stopped cutting, which they did because they could not afford to sell their sugar and follow trust cut rates. They had better hold it. The market is stronger to-day; and the exact variation in the last three days will be seen by our sugar card.

The Standard Sugar Refinery here followed the trust, of course, and as a result were able to unload a large amount of sugar, as the grocers nearly all bought heavily while the lowest cut rate lasted. The market is already stronger, now that the refineries have made up their minds that it is better for them to carry their sugar than to unload at such a low price. The trade here is not at all anxious to see sugar back at 4 cents; still, it is probable that the trade will not see a normal market until the next new sugar comes to hand about next December.—N. E. Grocer.

THE SALMON OUTLOOK.

Advices from the Fraser River, of the most reliable description, are by no means of a favorable character. It appears to be beyond all question that the salmon pack will be small, and that the results will be a source of disappointment and loss to all concerned. This loss will not only be entailed by the comparative idleness of the plant with which the canneries are supplied, but considerable quantities of cans, cases and other material already prepared will be required to be held over. The canner will undoubtedly be a sufferer, inasmuch, as a rule, he is not accustomed to carry over stocks of fish, and cannot benefit by the advance; but the middleman and the dealer will hardly fail to be advantaged, as the value of their stocks must be materially enhanced. They have been mostly laid in at a comparatively low figure, and must go up, the difference enuring to the holder, who is likely to make a good thing out of it. There is one mistake to be guarded against, and that is that should there be a late run—of which there appears to be some probability—the canners, with a view to utilizing their material and employing their hands, may use every endeavor to make up for lost time, and catch and pack all the fish that is possible for them to do. This would hardly be good policy, as it would tend to keep the market in a demoralized state, and to continue the existing unsatisfactory condition of the trade, which a little waiting would in all probability be the means of resuscitating. There are many packers who feel gloomy and look gloomy, too. Let them look ahead and make up their minds to build upon the future.—B. C. Commercial Journal.

PENINSULAR SAENGERFEST.

The 11th celebration of the above will be held in the City of Hamilton this month, commencing 18th, ending 21st. We shall be pleased to see our customers and their friends. Our private office will be at your disposal and letters and telegrams can be sent in our care.

LUCAS, PARK & CO.,

Telephone 447

71 McNab St. North, Hamilton, Ont.

Special Notice to Grocers.

GENTLEMEN :—

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

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

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.

DURABLE PAILS AND TUBS.



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

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

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

LOCKERBY BROS., WHOLESALE GROCERS, 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,

NO TRAVELLERS ON THE ROAD.

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

Seasonable Goods for Camping and Picnic Purposes.

CUNNINGHAM & DE FOURIER CHOICE CANNED GOODS :

Camp Pies. Wild Boars' Head.
Irish Sausages. Potted Meats and Game.
Sardine, Anchovy and Bloater Paste.

Every first-class Grocer should have the above goods in stock.

CAVERHILL, ROSE, HUGHES & CO., Montreal.

BEST GOODS IN THE MARKET.

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

PUT UP BY THE MOFFATT PACKING CO.,
MONTREAL.





"EMPIRE" TOBACCO.

HOW TO SUCCEED AS A GROCER.

A writer in the London Grocer says: "I served my apprenticeship, as you know, to the grocery business, and since then I have worked for four years as an assistant in the co-operative stores. I am now 25, and earn precisely that number of shillings per week. What do you advise me to do? I see no prospect of becoming anything more than head assistant at 30s. per week if I stay here all my days, and I must frankly confess the thought of it appals me, for I started life with some ambitious hopes.

"I haven't capital to start on my own account, unless in a very small way, and in these days of big firms and co-operative stores the small beginner has no chance, unless he can take over some prosperous old-established business; and such a business is not a drug in the market just now. What can I—what ought I do?" So wrote a friend to me the other day.

Everyone at all acquainted with the subject would admit that my friend's case is only one among very many Thousands of young fellows who have spent three or four years as apprentices to the grocery, drapery or similar trade find themselves in similar circumstances when they have reached man's estate. It is not too much to say that every youth, when first he dons an apron and stands behind a counter, pictures himself at 25, if not earlier, either as the manager to some big firm or the proud proprietor of a shop doing a good business, behind which is a comfortably furnished house—a nest for a wife and prospective family—and, may be, the majority of the town in prospective. But in how few cases are these dreams realized! Twenty-five finds the dreamer still an assistant, for even if he can command a little capital, if he has a modicum of prudence, he fears to embark with it on the troublous seas of competition.

Hardly anyone will gainsay the fact that competition is so fierce that a small business, that is not old-established, has not the ghost of a chance of success. One outcome of competition is the great increase of joint-stock methods of trading. Co-operative stores, the rapid development of the parcel post system of trading, and the multiplication of such firms as John Smith & Co.—with their central establishment in some large town and fifty branch shops in the district round, and who can spend hundreds on advertising—render it sheer lunacy for a man with small capital to start a new business on the old method; for, of course, the big firms can buy largely, and as a consequence, completely undersell the struggling new beginner.

True, if a new shop is opened and the proprietor announces that he will give credit he will not lack customers; but anyone with a grain of sense knows that to start a business on the credit system is the very broadest and easiest path to the bankruptcy court.

Summing up what I have already said, it amounts to this: Firstly, that without a young man does embark in business on his own

account while young, unless extraordinary circumstances intervene, he must content himself with an assistant's office—and wages—all his life. Secondly, big firms and co-operative enterprises render it almost impossible for a small new business, conducted on conservative lines, to succeed. Thirdly, to start with the credit system is madness.

What then do I advise: I cannot give my advice in better form than by quoting in full the letter I sent to my friend, in reply to the one quoted above.

"Dear G.—I sympathize with you in your difficulty, and will express my sympathy by giving you the best advice in my power. Firstly, close your career as assistant as soon as possible.

"You have, I understand, £100 of your own, and you can borrow enough from your father to take a small business. I know a business, established fifteen years, which you could purchase complete for £300 to £350. Little trade is done in the town proper, but a fair amount is done in the villages round. With energy you might make £2 or £3 a week clear.

"But my recipe for success is this: Make one certain article—an article of your own manufacture, if possible—your specialty. Let it be a genuine article, not rubbish. You will find even in these days of sham and chicanery, that honesty pays.

"Set this article out permanently and call your customers' attention to it. Have circulars printed and sent round the district asking the people to try it, and advertise its merits in the local paper. If it be good there will soon be a demand for it. Set aside the profits you make from it in order to advertise in your county, especially the larger towns in the county. Offer it to the tradesmen in your district at special rates. When you have established its reputation and created a demand for it in the country, spend the profits in spreading forth its virtues over the length and breadth of the land.

"This is a recipe that, providing the article has any merit and you advertise judiciously, cannot fail. You hardly need to be told that the proprietors of certain pills and soaps began at the foot of the ladder and adopted similar methods to those I advise. But let me give you an instance of the success of this method with which I am personally acquainted, and which I can vouch for, as it happened, or rather is happening, in this town.

"Mr. H. is a grocer who five years ago did just enough business to keep his head above water—a slight diminution of business and he must have gone under. Just then he began, in a small way, the making of an article which I will call pork pies (near enough to the real article for the purpose of illustration). There was no doubt but that the pies were good, made with scrupulous cleanliness, and of the very best materials. They soon acquired a name in the district, and then H. sought a larger constituency. He advertised in the papers of two large towns some fifty miles distant, and occasionally acted as his own commercial traveler. I will not trouble you with further details; sufficient to say that he now employs a dozen hands solely for the pie trade, he has laid down machinery, and last Christmas made and sold nearly two tons of pies. The grocery department is also growing, and H. is on the high road to fortune. That is just the method I wish you to adopt, and I am confident that if you do so your efforts will be crowned with a like success."

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

ALL GROCERS SHOULD SELL
THE
**Royal
Dandelion
Coffee**

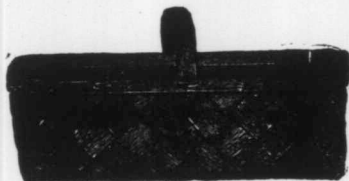
Manufactured by
**ELLIS & KEIGHLEY,
TORONTO.**

M. LEFEBVRE & CO.



Established 1849.
**COLD, SILVER
—AND—
BRONZE MEDALS**
20 1st prizes.
Reg. Trade Mark.
MICHEL LEFEBVRE & CO'Y
Manufacturers of
Lion--L--Brand
Pure Vinegars, Mixed Pickles, Jellies, Jams,
Preserves.
Montreal, P.Q.

P. DOTY & SON,
(Successors to W. B. Chisholm)
MANUFACTURERS OF



1, 2, 3 bushel graft and root
baskets.
1, 2, 3 satchel lunch baskets
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery bas-
kets.
Fruit package of all des-
criptions.

OAKVILLE ONT.

**SOMETHING NEW!
A GREAT TREAT.**

Fresh Cod
TONGUES

In 1 lb. Tins.
This is the Delicacy of the Season.

Pronounced by connoisseurs far ahead of
oysters.

A GREAT LUXURY.

Apply to
EBY, BLAIN & CO., Toronto.
STEWART MUNN & CO., Montreal.
JAS. TURNER & CO., Hamilton.
LUCAS, PARK & CO.,
Send for Samples.



**STUART,
HARVEY & Co.**
Importers and

WHOLESALE GROCERS

A Large and Well-Assorted Stock of
Teas, Sugars and General Groceries

HAMILTON, ONT.

FOR THE
HOME, PICNIC,
CRUISE, or CAMP

The "STAR BRAND" delicious
HAMS & BACON

CAN BE HAD FROM ALL THE
BEST GROCERS

F. W. FEARMAN,
Hamilton, Ont.

E. Lazenby & Sons,
18 Trinity St., London, S.E.
SOLE PROPRIETORS OF

Lazenby's Harvey Sauce,

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

For full Price List on application to

A. P. TIPPET & CO.,

1 Wellington St. E., Toronto.
or St. JOHN, N.B.



Just one year ago Ram Lal's Tea was placed on the Canadian market.



**Ram Lal's
PURE
INDIAN TEA**

GUARANTEED ABSOLUTELY PURE
AS MANUFACTURED ON THE
GARDENS IN INDIA.

Sales to date amount to two
thousand five hundred chests
which proves to the grocer
that Ram Lal's is the favor-
ite blend of pure Indian pack-
age Tea.

JAMES TURNER & CO., - - **Hamilton.**
WHOLESALE AGENTS.



Mr. E. L. Body, late of the Hudson's Bay Co., Vancouver, B.C., is starting in business with his brother in Brantford, Ont.

The Ontario Canning Company has received the gold medal for canned goods awarded at the Jamaica exhibition.

Mr. Samuel Taylor, grocer, Moncton, N.B., has removed from his old stand to the corner of Main and Robinson streets.

H. C. Hamelin, having decided to close his general store at Glen Robertson, is now removing the stock to Vankleek Hill.

The St. Thomas City Council has repealed the grocers' early closing by-law at the request of 23 leading grocers of the town.

Mr. Job Hainsworth has bought out the grocery store of Mr. Cowan, on Montreal Street, Sherbrooke, Que., and will carry on the business.

A process has recently been discovered for making flour of bananas; chemical experiments show that this flour contains more nutriment than rice.

The other evening Mr. Alex. W. McLean, manager of the Kingston vinegar works, was married to Miss Georgina Beaton, daughter of the late William Beaton.

Mr. R. Chapman has opened up a neat grocery store on St. Paul street, opposite the Methodist church, in St. Catharines, Ont. The stock is most complete.

Mr. Kennedy, for some time traveller for Gunn & Company, wholesale grocers, Kingston, Ont., has been appointed traveler for a Minneapolis house, and has left for that city.

Messrs. Lucas, Park & Co., of Hamilton, report their sugar stock well assorted, and supply quite equal to demand. Their Jamaica and Demerara goods are pleasing everyone.

The retail grocers of the upper town, of Quebec, commencing from Monday last, will close their establishments every evening, except Saturdays, at 8 o'clock, for a season.

Geo. F. Campbell, grocer, of Cornwall, Ont., leaves next week to accept a position as traveler for Fairbairn & Co., lard refiners, Montreal. His store will be taken in charge by his brother John.

Mr. John White, general merchant, Oak Lake, Man., bought the "Campbell estate hardware store," and will have the building moved back to make room for his new store. The dimensions of the new building will be 25 ft. x 40.

A young man named Ellis Hayden, employed by T. B. Escott & Co., wholesale grocers, London, Ont., was drowned in the

river near Saunby's mill while bathing. Deceased was a nephew of Rev. J. E. Lanceley, of Toronto.

H. A. Nelson & Sons have got out their new catalogue. It covers the whole extensive range of the house's manufactures and wares. It is finely illustrated, is well arranged and has a full index at the back. Every member of the trade should obtain a copy.

The vinegar business of Whitney & Co., grocers, Brantford, is now in the hands of Mr. W. Wilson, Toronto, he having bought out that firm's stock and good will. Mr. W. M. Ismand is on the road for Mr. Wilson, and finds the change a healthy one for the volume of business.

Robert B. Jones, an old Hamilton boy, now head of the firm of R. B. Jones & Co., general merchants and importers, of Guayaquil, Ecuador, S.A., was in Hamilton the other day, visiting his uncle, Samuel McNair. Mr. Jones has just returned from a three months purchasing tour in Great Britain, France and Germany.

Mr. John McColl, traveler for Messrs. J. & J. McAdam, has purchased the grocery business of Messrs. Waddell Bros., St. Thomas, Ont., corner Talbot and Hiawatha streets, and will take possession on the 2nd of September. Mr. McColl will be succeeded by Mr. G. A. Gordon, late of the Ideal Manufacturing Co.

It was moved at a recent meeting of the St. John, N. B., board of trade, that the president of the board be requested to confer with the mayor as to the advisability of changing the general pay day to Friday, with the view of having a general half holiday on Saturday afternoons, during summer months. This was carried unanimously.

John C. Cole, grocer, Woodstock, Ont., met with a serious accident the other afternoon. He took his team to deliver some goods to a customer and on driving into the yard the horse became restive and unmanageable, and in his efforts to restrain the animal, Mr. Cole was thrown down. The result was that he received a bad fracture of the right leg, which is broken in two places.

WHY CO-OPERATIVE STORES FAIL HERE.

Distributive co-operation has been, perhaps, brought before the public most prominently through the success of the so-called co-operative stores in England, says B. F. Thurber in the July North American Review, but such stores, strange to say in this country have not been a success, although other forms of co-operation here have succeeded admirably. The reason, however, is probably found in the different conditions. In England the retail trade had grown into a system of long credits. Many landed proprietors and others received their incomes only at long

intervals, and this led retail merchants into the habit of selling a large portion of their trade on long time, which inevitably resulted in considerable losses from bad debts; so the dealers had to raise their margins of profit upon all their customers to a point which would still leave a living. This was virtually making the cash-paying customer support the customer who did not pay at all; and when this abuse became extended the persons with fixed incomes who paid their debts naturally objected, and the result was the formation of societies for co-operative distribution on an economical cash basis.

THE MAN BEHIND THE COUNTER.

This individual has it in his power to create or destroy trade, and it is for that reason why every employer should exercise the closest scrutiny as to the character of those they employ, particularly as to the temperament and disposition of employees. A man may be an early riser, attentive to business, industrious and sober, and yet a most undesirable salesman. One of the most important matters to be taken into consideration when employing a salesman, is whether or not he is good natured and obliging. If he lacks these two very essential qualifications, then he lacks the principal ingredients that go to make up a successful salesman. The disobliging sour-faced and ill-natured clerk will wreck any business, if he is employed long enough; and all the advertising in the world will not help matters. If there is one thing more than another that irritates and annoys, it is to be waited upon by an ill-natured clerk. One such experience is enough for the average person, when they invariably go elsewhere for supplies. The majority of persons will never say anything or make any complaint, but they transfer their patronage elsewhere just the same. This is usually a very effective remedy, and a satisfactory one. This is forcibly illustrated with the traveling salesman, who will always give a hotel the "go-by," if not "boy-cott" it, and all on account of a surly, impertinent specimen of humanity behind the hotel desk as an excuse for a clerk. It is a safe plan to always avoid the disobliging clerk, to the extent of withdrawing one's patronage from the store where he is employed. Anyone who would knowingly employ or retain in his employ one of those miserable creatures, is not deserving of success.—Grocers' Monthly Review.

STORAGE FREE AND IN BOND.

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

BLAIKLOCK BROS, Agents,

17 Common St., MONTREAL.

One Trial Will convince you that the "MALLAWALLA" blend of Pure Indian and Ceylon teas is something delicious and a sure favorite with black tea drinkers, 1 lb. and 1-2 lb. tin foil packages, 50 lbs. in a case. If you want the best buy "MALLAWALLA."

DIAMOND BAKING POWDER in ¼, ½ and 1 lb. tins is more satisfactory and nets you a better profit than any first-class powder on the market.

Merit tells, "Wherever sold it has been a repeater." Have you tried it?

W. H. GILLARD & CO.,
WHOLESALE GROGERS, HAMILTON, ONT.,
 Agents for Canada.

ORIENT MILLS.
SINCLAIR, HOOD & CO.,
 (SUCCESSORS TO W. A. BRADSHAW & CO.)
 Importers and Manufacturers of
 Coffees,
 Spices,
 Mustards,
 CREAM OF TARTAR, BAKING POWDERS,
 FLAVORING EXTRACTS, ETC.
 48-50 Lombard Street, 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.

JAMES E. BAILLIE,
PORK PACKER, TORONTO.

Hams, Breakfast Bacon Rolls.



GANONG BROS.,

ST. STEPHEN, N.B.

MANUFACTURERS OF THE



CHOCOLATES.

N. K. FAIRBANK & CO.,

COMPOUND



REFINED LARD.

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

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



Although fruits are scarce and high, price same as last season, \$13.50 per gross net.

Packed in ¼ and ½ gross cases.

Ask your wholesale grocer for it.

Sole manufacturer for Canada.

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

GEO. MATTHEWS

-PACKER and CURER.-



PURE LEAF LARD A SPECIALTY.

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



TORONTO MARKETS.

TORONTO, August 13, 1891.

GROCERIES.

Trade, like history, repeats itself, and is now going through its usual August experience. In the dog-days and sultry weather trade cannot but languish. It is surely at the minimum of dulness now in all lines but sugar, and sugar is no longer the exciting commodity that it was. The prospects for the fall's trade are now engaging attention. The question, "How are the crops in your part of the country?" is asked of every fresh arrival from rural districts, and is not a mere formula either. There is very deep interest in the question, and the answer pleases or disappoints very appreciably. The general run of the reports from the country is exceedingly hopeful, and it is already beginning to inspire trade with a sanguine feeling. Crops are good both here and in the North-West, and if their appearance does not belie them and their promise be not frustrated, there will be the material in the country for the basis of a big exchange for the next year.

CANNED GOODS.

There is little excitement attending the opening market for the new pack. Retailers are inquiring and placing orders as well, but there is no impetuous eagerness to secure stock. Evidently the situation is not considered to have sufficiently outlined itself, and is too much enveloped in the mists of possibility for buyers to be sure of it. Last year at this time there was more business booked than there is now, but it could scarcely be owing to more pronounced features being discernible. And the early bird got the worm too last year. Opening prices have nothing discouraging about them, but the disposition seems to be to hang back. This means that jobbers will have a large share of the gains or losses that the near future may bring forth than they had a year ago, the early buying of the retailers having put the latter in for a large proportion of the benefit which an advance brought to the pockets of holders. The tomato crop has every appearance of being a good one, if its promise does not miscarry. The weather for the development of plant and fruit has been the very best that mere growth could be favored by. It has been cool and sufficiently moist. And now the weather we are having in August seems to be admirably suited to the ripening stage of the vegetable. Heat and a few showers ought, if there is no frost, to bring one of the largest crops to the hand of the packer that we have seen for some years. Corn is also expected to be a good crop, and a full pack of peas is believed to have been realized. New pack vegetables are unchanged at \$1.05 to \$1.10.

The salmon pack cannot yet be weighed and measured. The situation is so far only the resultant of conflicting reports concerning the run, with, it must be owned, the bulk of testimony on the side of a short run. Private advices from the Pacific coast on Saturday are as follows: "At Alert bay and Nass river the run is an entire failure, and there is no chance for more fish from these waters.

Skeena river and River's Inlet have a fairly good run, but it is not up to that of a year ago. The pack on the Skeena up to the 22nd July averages from 8,500 to 9,000 cases to each canner. The run was very heavy for two days, then it fell off entirely and may improve later. The run on the Fraser is still poor, and so far cannery have only one-third of the fish they had at the same date a year ago. Summed up, the pack of British Columbia must be very far short of last season's."

New Crown lobster are on the market to sell at \$2.25.

The British Columbia journal of the 4th inst. says:—

There was an improvement in fishing in the Fraser for a few days last week, but it has dropped off again, and the catch continues light. Reports by SS. Islander, from the North, are very favorable. It is stated that the Standard Canning Co. have put up over 10,000 cases; Cunningham, Port Essington, over 10,000 cases; R. Cunningham & Son, Lowe Inlet, 4,000 cases; and the Wannuck Packing Co., Rivers Inlet, 10,390. The run in the Skeena is very good, but the Naas, at last accounts, is a failure.

An Astoria, Or., dispatch of July 30th, says: "The heavy shortage in the 1891 salmon pack bids fair to be much less than has been predicted, and if the August catch comes anywhere near that of the past ten days, the pack will be about the same as last year. Cannery men estimate the pack at the present time at from 20,000 to 60,000 cases short of that of a corresponding period last season, a majority of the cannery stating that the shortage will not exceed 30,000 cases. The light pack at the Cascades has been the prime factor in causing this shortage, as it is said to be 65,000 cases short of last season. Last week the run was very good, and some of the gill-net men reported as high as 118 fish in a single night, but this run has slacked away again, and many boats came in to-day with but three or four fish. The high boat for season so far known, has in but 1,600 fish, and many boats have not 500.

COFFEE.

Good Rio coffees are not too plentiful. The demand runs after such coffees and finds the market lacking in certain of the finer grades. Prices are firm, green Rio quoting from 21 to 22½c., with 20c. the lowest point for Java and 32c. for Mocha.

DRIED FRUIT.

The quantity of Valencia raisins on hand appears to be large, and a good proportion of it is low grade stock. It is improbable that the market will be bare to receive new crop stock, unless purchasing becomes more active than it is at present. Prices still favor buyers, running from 4½ to 6c. Currents are firm. There is no marked improvement in the demand, that continuing to be fairly good. Prices are unchanged. Barrels are 6¼ to 6½c., and half-barrels 6¾ to 6¾c. for Provincials. Prunes are dull and weak at 6¼c. upwards for cases. Dried fruits are perhaps receiving less attention because of the large yield of native fruits.

NUTS.

The nut trade offers little matter for comment. It is a very quiet trade just now, and in seasonable lines stocks are full. Prices are unchanged.

RICE AND SPICES.

Rice goes out at a moderately active rate, with no change in prices. Japan continues to be in few hands. In spices the trade is

quiet yet. Cloves have been the object of considerable cutting since the last shipment arrived, some dealers going as low as 12c. This price is exceptional and abnormal, however. The ruling range is 15 to 25c.

SUGAR.

The same hot haste and enforced delay that were features of the business in granulated sugar for several weeks have now given place to a normal state of things. Nearly all the contracts undertaken in June and July are now filled by the jobbers who are free to attend to the demand which springs from current wants. Orders for immediate shipment are not longer put at the tail of a long procession of big orders taken a month or six weeks ago. They receive in most cases prompt attention. Granulated is unchanged at 5c. for quantities of not less than 15 barrels and 5½c. for smaller quantities. The market in New York gave way towards the close of last week, but recovered on Monday and brought the price up to 4¼c. This market made no corresponding changes, but remained firm at the prices quoted, but is now all the firmer of course on account of the advance of New York granulated and of raw. Yellows here are easier. There are no N. B's., but the lowest branded is down to 4c. The stock on the market is large, while the demand still preponderates for granulated. Yellows are weaker accordingly. Raws are selling at 3¾ to 4c. for Trinidad and 4¾ to 4½c. for Demeraras.

SYRUPS AND MOLASSES.

The trade in syrups is light, the demand being a small matter and the stock still being limited to medium and bright grades, which are unchanged in quotation. Local business is dull in molasses. The shortage in the West Indies supply is beginning to tell on prices which are firmer at the islands. Trinidad advices are to the effect that the demand is large, prices firm and stock scant. Nearly all the Barbadoes molasses is out of first hands. Only small lots of molasses are available at any of the islands.

A cargo of 800 puncheons of West Indies molasses, consigned to Musson & Morrow of this city, was received from the barque Sabrino, at Montreal, and will be offered for sale in a few days.

CLEMES BROS. :-

We can sell you Lemons
and Oranges right this week.

Write us.

51 Front St. East,
Toronto.

Fine New Ceylon Teas

In 50 lb. Chests.

These Teas are from the Celebrated

Gartmore Estate,

a small parcel of whose teas brought recently
on the London market over \$100.00 per lb.
See London Graphic, Midsummer Number.

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

St. Leon at the top of the Tree at Last.



We have at last obtained for St. Leon the praiseworthy title of being the best Mineral Water known for Uric Acid, Diathesis, Gout, Rheumatism and diseases of the kidneys, including Diabetes, Melitus, and Bright's Disease of the kidneys, when freely used.

The Hotel in connection with the springs opened on Monday, June 15th, with a full and well-equipped staff of waiters, etc., managed by Mr. M. A. Thomas. Take a trip down to the Springs this summer, and enjoy yourself for a month and return home recuperated and feeling like a new person.

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

ALL GROCERS SHOULD SELL
THE

**ROYAL
DANDELION
COFFEE**

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

**TO GROCERS.
SIMCOE CANNING COY'S**

Goods are warranted first-class.

PUSH THEM.

Order through your wholesale
House.

A. HAAZ & CO.,
Bonded Manufacturers of
**Honey Dew, White Wine, Malt and Cider
VINEGARS.**
74 Bagot Street, - Kingston, Ont.



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

IS A BOOK

Which will secure to you a larger profit than you are at present making,

Which will secure an increasing trade,

ANY USE TO YOU ?

THE 26 SPECIMEN BLENDS contained in "Tea and the Science of Blending" will show you how this may be done.

Criticised most favorably by THE CANADIAN GROCER and countenanced by the largest Manufacturers and leading Wholesale Houses in Canada.

R. S. McINDOE, 24 Front St. E.,

PRICE 1.00.

TORONTO.

REFERENCE : The Wholesale Grocery Trade of Toronto.



Seasonable Goods.

The Celebrated "Reindeer Brand" Preparations : "Condensed Milk" "Condensed Coffee" and "Condensed Cocoa" are admirably suited for Picnics, Holiday Excursions, &c., &c.

Sold by First-Class Grocers everywhere.

The Truro Condensed Milk and Canning Co., Ltd.,
Manufacturers,
Truro, Nova Scotia

James Lumbers

Wholesale Grocer,

67 FRONT STREET EAST,

TORONTO, ONT.

MARKETS—Continued.

TEAS.

There is more activity in the tea market, but business is not yet up to the level of the usual activity at this season. Prices are easier than they were a year ago, owing to the fact that there are more consignees on this market and that there are also more shippers. The lowest grades of Japan are looked for, and are expected to sell well. The first shipment of Northern Congou reached this market last week. They will sell at from 25 to 50c. Some new Nagasaki Japans came in at the beginning of the week. They quote at 18 and 20c.

PETROLEUM.

The market is in the same dull condition that it was in a week ago. Prices are unchanged, Canadian continuing week at 15 to 16c.

The Petrolia Advertiser reports: Petrolia crude \$1.34½ per bbl.; Oil Springs crude \$1.34½ per bbl. The oil market at this particular season of the year is very quiet, transactions being very few. Yesterday there were no deals whatever, and consequently no change in the price. The drill continues active, and several small wells have been struck since our last report. Not until the close of the present month or beginning of next may we look for any material change in prices. Refined keeps about the same, and will likely do so until next month, viz.: 12¼ to 12½c.

DRUGS AND CHEMICALS.

The summer trade has been a much smaller one than dealers looked for, cool weather being the chief drawback. This week's trade has been rather better than its predecessors of the past month and a half. Carbolic acid is easier from 35 to 45c., as is insect powder also at 35 to 45c. There are no other changes.

BUTTER AND CHEESE.

The supply of good dairy tub butter is falling off with warmer weather and the continuance of easy prices. There is no interest rest taken in this market upon export account, as prices are still on an easier basis in the United States, and there is little disposition among country holders to sell in the present state of the market. There is a considerable quantity of butter here, but it was purchased sometime ago. Those who have to depend upon the current supply are not well stocked. Commission men are doing next to nothing in dairy tub, and no transactions in creamery tub have been reported. The arrivals of pound rolls are somewhat shorter. Dairy tub is 14 to 15c., with the latter price more commonly paid than it was a week ago. Pound rolls are 15 to 16½c., and in some cases 17c., while there are a few large rolls at 14 to 15c. Creamery tub is 19c., and rolls are 20 to 21c.

Cheese remains firm, and in comparatively active demand at 9¼ to 9¾c.

COUNTRY PRODUCE.

BEANS—The demand is pretty well spent, as well as the supply. Prices are \$1.70 to \$1.80.



Do you keep SURPRISE SOAP in stock for those who want it?

The St. Croix Soap Mf'g Co.,
St. Stephen, N. B.

Branches:

MONTREAL: 17 St. Nicholas St.

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

DRIED APPLES—Call for no remarks, no trade having been heard of in them. Quotations are still 8½ to 9c.

EVAPORATED APPLES—Quote nominally at 13½ to 14c.

EGGS—Have weakened down to 12 and 13c., with the bulk of the business at 12½c. Hot weather has reduced consumption.

HAY—Receipts are liberal, the remains of the old crop appear to be large and prices accordingly do not go up. Quebec has furnished a considerable proportion of the receipts lately, the United States market being a poor one just now. Prices are \$11 to \$12 for baled hay.

HIDES—are 5c. to 5½c. for No. 1 green, the latter price being paid for steers. Cured are rather dull at 6c.

HONEY—sells slowly at 7 to 10c. for clear and 14 to 16c. for sections.

HOPS—The residue of the 90 crop goes out quietly at unchanged prices, namely, at 35 to 37c. There will be little or none of it left by the time new crop stock is to hand.

POTATOES—The market still rules low, \$1 per barrel being the price most generally holding, though that has been shaded in some cases.

SKINS—are unchanged at 40c. for pelts and 50c. for lambskins.

STRAW—is scarce and unchanged at \$6 to \$8.

WOOL—is dull and plentiful at 18 to 19c.

FISH.

White fish and salmon trout are getting scarce, and have gone up half a cent. The price now is 6½ to 7c. There is some

pickerel in stock, also at 6½ to 7c. There is no pike yet. Lake herring are higher, quoting now at \$1.75 to \$2. Trade is quiet.

GREEN FRUIT.

Hot weather has been beneficial to trade, which on that account comes in for a better report this week. The popular palate is becoming cloyed with the season's other fruits, and some reaction has begun in favor of green fruit. Prices are unchanged. Lemons are weak in New York where there is an accumulation of them. Here they quote at \$4.75 for Massenias and \$4.50 for Palermos. Sorrento oranges are \$4.50. Bananas are \$1.25 to \$1.50.

SMALL FRUITS, ETC.

Red raspberries and red and black currants are done. Black raspberries are 8½c., California plums are \$2.50. Clingstone peaches are up to 75c. a basket, California peaches are \$1.75, Delaware freestones are \$1.50 in half bushel baskets. Bartlett pears are \$3.50 in cases and kegs. United States tomatoes are \$1, while natives are \$1.50 in bushel crates. Apples are \$2.25 to \$2.75 per barrel. Cucumbers are 25c., and are ceasing to be handled by fruit houses. The trade in fruit has been good.

PROVISIONS.

There is as active an inquiry as ever for smoked meats and a more active inquiry and larger business than ever in long clear, which just now is the leading product that is handled in round lots. It will be a scarce article before the season is over, it is in few hands and prices grow firm and advance in

WE ARE BUYING
Dried Apples.
SEND SAMPLES
AND QUOTATIONS

ESTABLISHED 1880.
STANWAY & BAYLEY.
BROKERS
AND
GENERAL COMMISSION MERCHANTS.
44 FRONT ST. EAST. TORONTO.

WE ARE BUYING
Evaporated Apples
SEND SAMPLES
AND QUOTATIONS.

ALL GROCERS SHOULD SELL
THE

**Royal
Dandelion
Coffee**

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

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

T. W. CLARK & CO.,
General Commission and Provision Mer-
chants and Wholesale Dealers in
Dairy Products.

Consignments solicited and business transacted
for Eastern Canada Merchants.
Established 1886.

VANCOUVER, B.C.

References: Bank of British Columbia.

WILLIAM RYAN,
Produce and Commission Merchant,
72 FRONT ST. EAST, Toronto, Ont.

**WANTED,
CHOICE DAIRY BUTTER**

Correspondence Solicited.



All kinds of produce handled. Consign-
ments solicited. Carriers supplied.

J. CLECHORN & SON,
Wholesale Fruits, Fish and Oysters
94 YONGE ST., TORONTO.
ORANGES.

Last car of Florida oranges for the season
just received. Fancy stock. Send for prices
of oranges and lemons. Prices are advanc-
ing daily.

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 Store-
keeper 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.

R. C. MURDOCH AND CO.,
Commission and Wholesale Fruits.

FANCY CALIFORNIA EVAPORATED AND
GREEN FRUITS A SPECIALTY.

Correspondence solicited, and prices on Foreign
Fruits, Figs, Dates, Nuts, etc., furnished on appli-
cation.

29 Church St., Toronto
TELEPHONE 806.

ESTABLISHED 1841.

W. H. Schwartz and Sons,
Coffees,
Spices,
Mustard.
HALIFAX, N.S.

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

For Choice full flavor goods send us a
Sample order.

Jas. Park & Son,
Toronto, Ontario.

The Ontario Produce Co'y.

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

**WANTED!
CHOICE DAIRY TUB BUTTER.**

Apples and Potatoes.

TELEPHONE 2557.

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

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

Correspondence Solicited. Prompt Returns Mad
TELEPHONE 2237.

JNO. A. MOIR,
GENERAL AGENT.

Consignments Solicited.
SPECIALTIES: Canned Goods, Dried
Apples, Evaporated Apples, Codfish.
Quotations and samples sent on applica-
tion. A trial solicited.
41 St. Francois Xavier Sts., Montreal.

LAURENCE GIBB
Provision Merchant,
83 COLBORNE STREET, TORONTO.

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

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

JAS. DICKSON & CO.
26 WEST MARKET STREET,
Provision and Commission Merchants.
Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

Reesor & Rogers,
Produce and Commission Merchants

Solicit consignments of Country Produce
from Storekeepers.

71 Colborne St., Toronto.

Telephone 2291.

Established 1874.

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

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

McLAREN'S



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

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

MARKETS—Continued.

accordance with these facts. Our basis is still a long way below that at which we could import.

BACON—Long clear is $8\frac{1}{4}$ to $8\frac{3}{4}$ c. Several cars have change hands at 8c., and one at $8\frac{1}{4}$ c. Belies are $10\frac{1}{2}$ to 11c., backs 11c., rolls 9c.

HAMS—Are up to $12\frac{1}{2}$ and 13c. for smoked, while a car of pickled changed hands at 11c. The position is very strong.

LARD—Canadian pure is almost literally out of stock. It is $10\frac{1}{4}$ c. in tubs and $10\frac{3}{4}$ c. in pails, while compound is $8\frac{1}{2}$ to 9c.

MESS PORK—Heavy is about out of stock at \$15.50, and short cut is scarce at \$16.50 to \$17.

SALT.

A very good trade is reported, with no variation in quotations. On Tuesday the following sales were made: 2 cars of sacks at 70c., 1 car dairy at \$1.25., and 1 car of barrels at \$1.20.

DRY GOODS.

The general dulness is not less observable in the dry goods than in the grocery trade. The eyes of all are turned towards the fields just now, from which there are hopes of a very large yield to furnish the power for a big fall and winter trade.

MONTREAL MARKETS.

MONTREAL, Aug 13, 1891.

Speaking generally there is little business to note here aside from what is doing in sugar. The fact is supplies of most kinds in grocers' hands are small, and although the enquiry is dull at the moment prospects are in every respect favorable. This is shown by the orders on fall account which is in fact the main business with importers just now, and they claim to have satisfactory orders for fall shipment.

SUGAR.

This market is the principal active one in groceries at present, but refiners are getting further ahead with their orders than formerly. Values generally rule firm, granulated moving steadily at $4\frac{1}{4}$ c. while yellows have a free sale at $3\frac{1}{2}$ c. for good sized lots. There are no raws here to speak of, but the feeling on them is decidedly firm. Advices from New York emphasize this, stating that the refineries there are working full time, and in consequence have to come into the market and pay full prices. Fresh supplies are expected in spot in the course of a couple of days and negotiations in connection therewith are on the basis of $3\frac{3}{4}$ to 4c.

The refineries claim to be out of syrup, but the demand for it is not brisk, the general basis being $2\frac{3}{4}$ to $3\frac{1}{4}$ c.

MOLASSES.

Considerable cutting is being indulged in by the French wholesale houses, and this is unsettling the market. Sales as low as 37c., and in some cases below that are reported, while there is no difficulty at all in securing small lots at $38\frac{1}{2}$ c.

TEAS.

The tea market has been pretty well cleared of all stock worth from 17 to 20c., and a broker who cabled an order for a good round quantity on the basis of 20c. was answered that the order could not be filled. Lower also are not plentiful, and the demand for them is fair.

COFFEES AND SPICES.

The coffee market is very firm under a good enquiry and light supplies. Very little Rio is to be had here values ruling firm at

British Markets.

Having closed out our local business, we are now prepared to give special attention to all lines of

Canadian Produce

in British Markets.

We have a large trade in

Cheese, Eggs, Butter,

and Apples, also

Canned and Evaporated Goods,

Honey, etc., etc.

Liberal advances made on suitable goods.

Correspondence Solicited.

IMPERIAL PRODUCE CO'Y.,

OF TORONTO, LTD.,

69 Front Street East, Toronto.

$20\frac{1}{2}$ c. while Jamaica stock is practically exhausted. Cable advices point to continued high prices, and a recent one from London to an importer here stated that Rios had advanced 6d and that the very inside figure was 88s. for 100 bag lots. Spices continue dull with nothing particular to say. Some jobbing sales of Pepper have occurred on the basis of $8\frac{1}{2}$ to 10c.

RICE.

There is a fair business doing in this article while values rule shady and unchanged. We quote Patna \$4.50 to \$5, Choice \$4.25 to 4.50, Standard 3.90, and off grades 3.50 in car lots.

DRIED FRUIT.

Business has continued quiet in dried fruit and as a result there are no changes to note. Supplies here in first hands are generally light however, and the market has a firm tone while the conditions point to a good business in the fall. Currants are, if anything the scarcest article, and stocks in first hands are light, while values are correspondingly firm. No prime stock could be moved under $6\frac{1}{4}$ for jobbing lots and we quote $5\frac{1}{2}$ to $6\frac{1}{4}$. Rasins rule the same at 4 to $4\frac{1}{4}$ c.

GREEN FRUIT.

With large arrivals of new green fruits of a seasonable kind attention is solely devoted to such descriptions. As a result staple lines of green fruits are quiet on the whole, but the hot spell has led to a good movement in lemons. Prices are easy, however, at \$3.50 to \$5, while oranges are unchanged. Pineapples are offering somewhat higher at 15 to 20c., and bananas are unchanged.

CANNED GOODS.

This market is on the quiet side, but there has been some business in lobsters for round lots at $6\frac{1}{2}$ c. Mackerel run from \$1.10 to

\$1.20, and salmon are 10 to 15c. per case higher with orders small. Sardines rule higher under the expectation of a small pack. In fruits and vegetables tomatoes are the chief feature. Contracts have been made as low as 95c. from first hands, but this week the best basis is $97\frac{1}{2}$ c. to \$1 for round lots from first hands for new pack.

SEASONABLE FRUIT.

Receipts of seasonable fruits to-day were large and the market has ruled generally steady, prices being the same as they were a week ago. Canadian peaches are perhaps the only line which show any change. They have been arriving freely, and the hot weather has not been conducive to good condition. They got out slowly at 50 to 70c. a basket. Arrivals of Southern States and California stock are free but the movement is good. New York State pears range from \$5 to \$5.50, and Southern peaches sell from \$2 to \$2.25 per barrel. California pears are at \$2.75 to \$3.25, peaches \$1.75 to \$3, and plums \$1.75 to \$2. Native apples sell at 20 to 40c. per basket, early harvest \$2 to \$2.25 per barrel.

HOPS.

There is little to report in the way of business about the hop market, and supplies of 1890 on spot, aside from what is in consumers hands, are practically exhausted. In fact we know of only a few small lots for which 20c. is asked but no sales have transpired recently. The fact is all the large brewers have, as we said last week, supplied themselves from New York at the time of the scare and the figures they paid were considerably above present values. With regard to the growing crop reports are contradictory but do not show any material change. On the whole the plants seem to be as well forward as they were last year at this time and some new crops may be expected in the course of a month if not before then. No negotiations in connection with early varieties are mentioned, but we may have some to report before the end of the present month.

PROVISIONS.

The provision trade does not show any particular change from the conditions of a week ago. Values may be repeated:—Canadian short cut, per barrel is quoted at \$17.00 to \$17.25; mess pork, western, per barrel \$15.25 to \$15.75; short cut, western, per bbl \$17.00 to \$17.25; hams, city cured, per pound $10\frac{1}{2}$ to $11\frac{1}{2}$ c.; hams, canvassed, per lb 0 00 to 0 00c.; lard, Canadian, in pails, $8\frac{3}{4}$ to 9c.; bacon, per pound, 9 to 10c.; lard, com., refined, per lb, $7\frac{3}{4}$ to 8c.

EGGS.

It has been an essentially steady egg market that has prevailed since our last report. Supplies have been kept in proper shape by a fair demand and there is no change in values. Caudled stock is moving out well at 13 to $13\frac{1}{4}$ c. sales of 50 case lots being made at the outside, while the range for ordinary grades runs from $12\frac{1}{2}$ to 13c.

BUTTER.

It is simply a repetition of an old threadbare matter to repeal the butter market. Holders are holding July creamery for fancy figure, which it is impossible to realize and the same applies to dairy stock. The sooner they realize that there is a limit to everything the better for the market. It is quite true that some extreme figures have been made, but to think that all stock will make such prices is fallacious. There are always buyers who will pay the price for an article, but such figures are not a criterion. It will be well, therefore, for Smith to think seriously

**GROCERY AND LIQUOR STOCKS
FOR SALE.**

I have instructed W. Y. Brunton, Auctioneer, to sell en-bloc at a rate on the dollar per inventories, at his rooms, London, Monday, 17th August, at 2 o'clock, the stocks of P. J. Watt, grocer, of London, comprising :-

Parcel 1. General stock of groceries	\$4953 30
Horses and Chattels	405 00
Shop Fixtures	72 00
Shop Furniture	739 35

\$6169 65

Parcel 2. Liquors in Bond free of duty	\$1616 83
General Liquor Stock	5890 10
Shop Furniture	238 25

\$7745 18

Terms—For each stock ¼ cash \$200.00 at time of sale, balance 2, 4, 6, month's notes with interest at 7 per cent. satisfactorily secured. The stocks will be offered separately or together as desired.

This is one of the best businesses in London, the receipts having reached \$70,000 per annum, presents a first-class opening to enter on an established business. Stocks and Inventories can be seen on premises.

FREDERICK H. LAMB.

Hamilton, Aug. 5th, 1891.

Dont' Fail to Get

—A BOX OF—

**Adams' Monte Cristo
CHEWING GUM.**

Each box contains a brilliant ring which is set in the latest Parisian style.

Be sure to ask your Jobber for it.

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

BROKERS

—AND—

**COMMISSION MERCHANTS
IN CANADA**

Open to receive an agency for a British House not now represented here, give references.

Address, J. B., care this paper,

Brantford New Mills.

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

Yours, etc.,

J. & R. ROBSON,

Brantford, Ont.

**Dominion Mills,
LONDON, ONT.**

HEADQUARTERS FOR

OATMEAL

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

Write for Samples and Prices.

GARTLEY & THOMSON,

308 to 311 Talbot St.

GOLDEN BRAND

CANNED

FINNAN HADDIE

Are put up in flat and tall tins.

Quality guaranteed.

AGENTS,

H. W. NORTHRUP & CO.

South Wharf, Saint John, N. B.



"KENT BRAND"

Canned Goods
and
Fine Mixed Pickles

—ARE—

The Standard Goods.

If your wholesale grocer does not handle these goods write direct to

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

N. WENGER & BROS.,

AYTON, ONT.

- - MILLERS - -

(Hungarian Process)

BRANDS :

KLEBER, MAY BLOSSOM.

AGENTS :

J. L. SMITH & SON, - Montreal.

EPHRAIM ERB, - Halifax.

HODD & CULLEN

Roller Millers.

FLOUR

Manufactured "Hulgarian" System.

Our brands are

Classic,

Anchor,

White Frost,

Challenge,

Diadem,

Strong Bakers.

Heavy dealers in

Oats,

Oatmeal,

Beans,

Peas.

Middlings,

Bran.

Quotations by wire.

Address,

STRATFORD, ONT.

EMBRO

OATMEAL

MILLS.

D. R. ROSS,

EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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



MONTREAL Markets Continued.

before he refuses a good bid because "Jones up the road" has made a fancy figure. The season is now well advanced and it is worthy of holders' serious consideration whether a large stock of early makes is advisable when the demand always runs, as it invariably does in the fall, to late made stock. The majority of them have had a dear bought experience in this respect, and should accept fair prices now which are at least 3c. better than the figures realized at the same period last year, which is profit enough for anyone. At the appended quotations report business possible for all goods, but it is a thankless task apparently to find sellers: Creamery 18½ to 19½c, Townships dairy 16 to 18c, Morrisburg and Brockville 16 to 17c, Western dairy 14 to 15c.

CHEESE.

The market opens the week with a harder feeling in response to the firmness shown at the different country boards on Saturday. Stock here is very scarce and holders are correspondingly firm, while there is a decided hunger for cheese and sales have occurred at extreme values. In fact white could not be touched when quality is a consideration under 8¾c., and finest colored is stiff at 8½ to 9c. Shippers talk of want of encouragement from the other side, but the course of the market makes it evident that there is a steady call for stock at ruling values. Finest colored 8½ to 9c., finest white 8¾ to 8¾c., fine 8½ to 8¾c., medium 8¾c., cable 44s.

GRAIN.

There is only a small local demand for oats, other grains being dull and crop reports have an easy effect on the former, prices being lower. The stocks in store compared with those of a week ago show a decrease of 32,063 bushels of wheat, 300 bushels of corn, 557 bushels of oats, 4,067 bushels of barley, and an increase of 651 bushels of oats. Compared with the corresponding date last year there is an increase of 150,023 bushels of wheat and a decrease of 77,379 bushels of corn, 81,034 bushels of peas, 12,517 bushels of oats, 17,243 bushels of barley and 486 bushels of rye. We quote:—No. 2 hard Manitoba, \$1.05; to \$1.07; No. 3 do., 97c; No. 2 Northern, 96 to 97; feed do., 70c; peas 90c. per 66 pounds in store; 91c. afloat; Manitoba oats; 41c. Upper Canada do., 42c. per 34 pounds; corn, 75 to 80c. duty paid; feed barley, 55c.; good malting do., nominal.

FLOUR AND MEAL

There is little change in the flour market, with only a hand to mouth movement to note. Values, however, generally rule steady, and it is anticipated that there will be heavy consignments across the water from stocks of Manitoba flour at present in store here which may help the market. The stock in store for the past week shows a decrease of 4761 bbls. compared with a week ago, and 4111 bbls. compared with a year ago. Patent spring \$5.25 to \$5.50 patent winter \$4.25 to \$5.45; straight roller \$4.80 to \$4.90; extra \$4.50 to \$4.60; superfine \$4.00 to \$4.10; city strong bakers' \$5.25 to \$5.00; strong bakers' \$5.00 to \$5.20. Oatmeal standard, per bag \$2.85 to \$3.00; oatmeal granulated \$2.85 to \$3.00; oatmeal, rolled \$2.85 to \$3.

HALIFAX MARKET QUOTATIONS.

(Wholesale Selling Rates.)

HALIFAX, Aug. 13, 1891.

BREADSTUTFS.—There has been no material change since our last report excepting in the American markets which have advanced. The Canadian millers are trying to

make all they can out of their old stock, their stock of old wheat is small, and it will be some time before the new wheat is harvested and fit to use.

Manitoba highest grade patents, \$5.75 to 6.00; High grade patents, \$5.30 to 5.40; Good 90 per cent Patents, \$5.20 to 5.30; Straight grade, \$5.00 to 5.10; Superior extras, \$4.85 to 5.00; Good seconds, \$4.55 to 4.65; Graham flour, \$4.90 to 5.10; Oatmeal, \$5.65 to \$5.75; Oatmeal rolled, \$6.00 to \$6.15; Rolled wheat, \$5.50; Wheat bran per ton, \$20 to 21; Middlings \$27.50 to 28; Cracked corn, \$35; Ground oil cake, \$34 to \$35; Moulee, \$30; Split peas, \$4.40 to \$4.50; White beans per bushel, \$1.80 to 2; Pot barley per barrel, \$3.90 to 4.10; Canadian oats, choice quality, 58c. to 60c.; Hay per ton, \$11.75 to 13.

SUGAR.—Although the demand for refined sugars is still unsatisfied, refiners throughout Canada are still gaining ground, and it will not be long before they are in a position to render prompt execution of all orders. In the raw article there is no radical change.

Cut loaf, 5½c.; Granulated, 4¾ to 4¾; Circle A, 4½c.; White extra C, 4¼c.; Standard, 3¾c. to 4c.; Extra yellow C, 3¾c.; Yellow C, 3¾c. to 3¾c.

MOLASSES.—Quotations remain about the same:

Barbados, 40c.; Demerara, 35 to 38c.; Diamond N. 48c.; Porto Rico, 37 to 38c.; Trinidad, 34 to 35c.; Antigua, 38 to 44.

FISH.—There is nothing new to note regarding the local fish trade. New fish continues to come in slowly, but bait, though still scarce, is in a slightly increased supply, so that it is to be expected that more fish will be taken and will soon be brought here.

Hard C. B. \$5, ex vessel; Western Shore, \$4.50.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., Aug. 12, 1891.

We do not notice any material change in our markets since last week. Business shows some improvement, and the prospects are encouraging. There has been a slight advance in sugar, and flour shows signs of stiffening in price. Salt also is higher, while molasses acts very much as if it were on the verge of lower prices.

FLOUR—There is a good steady demand with all jobbers. Prices remain unchanged, but holders do not seem as anxious to sell as they were a few weeks ago. The stocks in certain brands such as Goldie's Star are down. We quote: Manitoba \$5.95 to \$6.10, High grade family \$5.50 to \$5.60 Medium patents \$5.20 to \$5.35.

CORN MEAL—There has been a little improvement in the corn meal market, a good healthy demand and prices firm at \$3.30 to \$3.40.

OATMEAL—No change to note. Stocks are being gradually reduced, while the prices are about the same as last quoted.

SUGAR—The price of sugar at the refineries has advanced a fraction since our last, and some jobbers are getting the higher price, especially for granulated, which is quoted at \$4.65 to \$4.75. Yellows are without much change. Our market is well supplied with all grades.

MOLASSES—Only a limited quantity is selling, and that at lower prices than for a few weeks, while the indications are for a further decline. Barbadoes is quoted 36 to 37c.

FISH—Smoked herring have advanced some since last quoted, and sell readily at 12 to 14c. per box. Dry cod, large, are in good demand at \$4.40 to \$4.50, medium \$3.60 to \$3.70, pollock \$1.60 to \$1.75, pickled herring (bay) \$1.50 to \$1.65 [per half brls.

NOTE.

Some of the retail grocers, who do not approve of the Friday half holiday, are endeavoring to get all to close at 7 o'clock, every evening, except Saturday. They meet to decide, and from what can be learned have been very successful in their canvass.

THE MAN WITH THE BOYS.

"Your Uncle Solomon" in the Grocers' Monthly Review, offers the following advice to "the boys": Be patient and industrious, and, above all things, do not become possessed with the idea that your employer cannot get along without your services. This is a mistake, and oftentimes a fatal one, that is made by many who are otherwise good salesmen. None of us know it all, and there are none of us whose services are so valuable but that we could be dispensed with, and upon short notice, too. Did you ever, gentle reader, cast a pebble into the placid waters of a mill stream? If so, then you may have noticed that the pebble at once disappears from sight, without so much as disturbing the smooth surface of the water. A circle or two may be effected, but it is all

Commercial Travellers.

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

BREADMAKER'S DRY HOP YEAST

Makes light white, wholesome, and delicious Bread.

For sale by all wholesale grocers, at \$1 per box.

Manufactured by

THE BREADMAKER'S YEAST CO.,

TORONTO, ONT.

A. H. BADGEROW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar Manufacturing Co.,

79 and 81 Jarvis St., Toronto

Highest award, Toronto Exhibition.

DAVIDSON & HAY

**Wholesale Grocers,
36 Yonge Street,
TORONTO, ONT.**

CLOVER LEAF LOBSTERS.

Owing to storms on the Coast and attacks of the warships along the treaty shore we have only been able to secure half the quantity required of the above celebrated brand of canned lobsters. Prices are necessarily higher than last season but quality is unequalled. One car just arrived.

Sloan & Crowther

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

-RAW SUGARS-

Grainy and good color.

SAMPLES ON APPLICATION.

H. P. ECKARDT AND CO

**Wholesale Grocers,
3 FRONT ST. EAST, TORONTO.**

Thos. KINNEAR & Co

**Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,**

AGENTS FOR

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

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

47 Front St. E., - TORONTO.

WARREN BROS. & BOOMER,

IMPORTERS

AND

WHOLESALE GROCERS,

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

**SUGARS, COFFEES AND TEAS,
SPECIALTIES.**

EDWARD

ADAMS & CO.

ESTABLISHED 1846.

**Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,
TOBACCOS.**

95 & 97 Dundas St., London, Ont.

BALFOUR & CO.,

IMPORTERS OF TEAS

—AND—

**WHOLESALE GROCERS,
HAMILTON.**

WESTERN ONTARIO AGENTS FOR

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

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

SMITH & KEIGHLEY

Wholesale Grocers and Importers of

**TEAS,
COFFEES,
SUGARS,**

and General Groceries.

Canned peas, 1891 pack now in stock, first of the season. Write for quotations. Letter orders promptly attended to.

9 Front St. E., Toronto

Rice and Valencia Raisins.

To the Trade.

We offer

1000 Boxes Valencia Raisins,
2300 Sacks of Rice.

Write for quotations.

N. QUINTAL & FILS,

WHOLESALE GROCERS,

**274 St. Paul Street,
MONTREAL.**

Grocers and

Tea Blenders

If you wish a sample of our Celebrated Ceylon Tea

"CORONET BRAND"

drop us a card, we will forward at once.

J. W. LANG & CO.,

**Wholesale Grocers,
TORONTO.**

PERKINS, INCE & Co.,

41 and 43 Front St., Toronto.

IMPORTERS.

Just to hand:

NEW JAPANS

Our first shipment of new season's garden picked Japan Teas arrived this week.

Send for samples and quotations.

J. F. EBY.

HUGH BLAIN.

PICKLING SPICE.

Whole Mixed.

FRESH GOODS FINELY BLENDED

—FOR—

Pickling Purposes.

ORDER EARLY.

EBY, BLAIN & Co.,

Wholesale Grocers,

FRONT AND SCOTT STS. TORONTO.

over almost immediately. Where's your pebble? It is at the bottom of the stream, unnoticed and forgotten. It is out of sight, out of mind here. And so it will be with you when you get to that point where you imagine you are a bigger man than the boss, and that he cannot get along without you. He can get along without you, and with a double quick motion. So, therefore, it behooves you to go slowly and mind your p's and q's.

A successful salesman must necessarily know a good deal, but he does not want to know too much. Such a large fund of knowledge as the latter usually proves fatal, and the disease is very rapid in its progress. Concede that your employer, if only for the sake of making things pleasant, knows more than you do. It is a little thing, but it counts, for it is apt to please your employer and inspire within him a bit of confidence in your discriminating sense and acumen.

Next, obey orders, especially when those orders are mandatory and allow of no discretion on your part. Do as you are told to do; the boss is guiding the canoe, not you. You are only one of the paddles, not even the hull; the boat will float and get along even though one of the paddles runs foul or gets lost. That's you.

The next thing in order is—understand your business well and thoroughly, and talk business during working hours only. Get plenty of sleep, and have lots of fun, but let them come in the following order: sleep, business and then fun.

Don't get drunk, and don't abuse your stomach with mean liquor. If you feel that you must have a drink, take one, but let it be the proper stuff, and take as little as you can. A little liquor goes a long way with the right kind of a salesman. You are better off without it.

Don't treat your customers with the view of making a sale. The man who must be treated in order to get his business is not worth having as a customer. And besides, you are ruining your stomach and destroying your digestion, which is a pretty poor piece of business in itself.

Don't swear. You will find that a good many of your customers or contemplated customers are churchmen, and they do not take kindly to oaths. If you find that you must swear, then wait until you get back to the hotel, and if the steak is bad, you are at liberty to let go at the cook. But it is better not to swear at all. It is just so much steam wasted in a bad cause.

Mind the expense account. The boss foots the bills, of course, and it is awful clever of him to do it, and never say much if anything about it. But then, maybe the

boss is thinking, and it is not always a safe investment to bet money on what the boss is thinking about. You are liable to get fooled some day. Better keep down the expense account so that you will always have such a nice boss. The boss will appreciate it.

Never run down your competitor's goods. That's bad business, young man, and it is not going to help the sale of your own merchandise. Praise your own goods, and mind your own business. Stick a pin in this, and make a note of it.

Tell the truth, and tell the liars to go to the D—. But then, they'll get there without your telling them.

Don't oil your hair, and keep your nails clean. These are sure signs of a gentleman.

Never boast of how wicked you have been, for you might have a relapse.

Smoke not cigarettes, if you would be known as a man of brains. Young men with brains don't smoke cigarettes.

Don't use cologne. This is bad form, and it often raises a bad smell.

You should not get yourself up too pretty. Somebody might steal you. "Neat, but not gaudy," as the monkey said when he painted his tail sky blue. Blue may be a good color for a cravat, but it would hardly do to decorate a "biled shirt" with. Avoid loud colors, and don't eat onions.

Do not expectorate on the floor and expect your host to wipe it up and call you a gentleman.

If you should be so unfortunate as to have "hocked" your jewelry for the sake of a

little loan, don't, in a fit of absent-mindedness, pull out one of these tickets in place of a business card. Such a little thing as this might injure the standing of your house, and tend to bring you your letter of recall.

Don't write to your best girl on the firm's paper. It's apt to get you into trouble.

It is not wise to spoon with too many girls in the same town, particularly if any of your customers have nice daughters who like attention. Business first, boys.

You must not tackle the boss too often for an increase of salary. He might get weary, and you might get fired. It is well to put a high valuation on your services, but be careful and take off a liberal discount when you are talking with the old man. He has a little idea of his own what you are worth, and you do not want to outfigure him any more than you can help.

Deal in facts, but when dealing in figures of the imagination, make it millions; but sell for cash all you can just the same. Cash is always an available asset. Money talks.

Don't quote Scripture at the same time you are selling a man a bill of goods. He may not like it. It is not every man you meet who appreciates your good intentions expressed that way. Better leave the Scripture out during business hours, and you are likely to sell more goods. You can't get a good profit out of a man by filling him up with texts from the Bible. The man will get on to you, young fellow, and he will smite thee and call thee Pharisee.

Monkey not with the band wagon. In other words, avoid ye ballet and ye concert hall, for they are a delusion and a snare. The path that leads their way turns short off from the road that leads to glory and renown.

Lastly, look out for the red-headed girl and the locomotive. There is danger in both.



GOLD

MEDAL

AWARDED

DELHI CANNING CO.,

Jamaica Exhibition.

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

Delhi Fruit and Vegetable Co.,

FACTORIES: DELHI AND NIAGARA.

CLEVELAND'S BAKING POWDER yields best profit to the grocer,
and of such a superior quality

that a customer gained is always retained.



Let us have Peace !!!

In all families, by using
"Barm" Yeast.

No disappointments, no failures.
Up to the mark every time.

Ask your Wholesale Grocer for a box,
Or send direct to the Factory.

THE BARM YEAST MFG. CO.,

TELEPHONE 1920.

35 Wellington St. E., Toronto.

Cowan's Soluble Cocoa

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

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

Samples free. Correspondence Solicited.

J. A. Mathewson. S. J. Mathewson.
W. B. Mathewson. J. A. Mathewson, Jr.
Established 1634.

J. A. MATHEWSON & CO'Y, IMPORTERS and WHOLESALE GROCERS.

Goods from First and Best Markets. Quality warranted. Full assortment. New Crop Japan Teas have arrived in quantity. Fine assortment and quality desirable. Orders carefully and promptly attended to.

Have claimed, and do claim, freedom to buy and sell anywhere without interference or hindrance from any quarter. No commercial or personal slavery.

202 McGill St., MONTREAL.

WRIGHT & COPP,

40 Wellington St. East, Toronto.

REPRESENTING

St. Croix Soap Mfg Co., "Surprise" Soap.
Van DerVeer & Holmes' Biscuits, New York.
E. C. Hazard & Co., Shrewsbury Tomato Ketchup, etc.
Day & Martin's Blacking, Russet, Cream, etc.
Bryant & May's Safety, Wax and Parlor Matches
T. D. Millar's Royal Paragon Cheese.

Correspondence Solicited.

TELEPHONE 2662.



BUY ONLY
THE BEST

THE GAIL BORDEN Eagle Brand Condensed Milk

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

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

M. J. Woodward & Co., PRODUCERS OF CRUDE,

Manufacturers of

Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &C.

PETROLIA, - ONTARIO.

JACQUAND FRENCH BLACKING



PRICES

In cases of 6 gross each, assorted if necessary.

No.
2—\$2 00 per gross.
3—3 00 "
4—4 00 "
5—6 00 "

5 per cent. discount cash.

DAVID REA & CO., - 30 Hospital St.
MONTREAL.

DO
YOU
SELL

"Peerless" Washing Compound.
There is nothing equal to it. It will pay you a handsome profit. Your customers will like it. Address

Pure Gold Manufacturing Co.,
31 Front Street East, Toronto.

Todhunter, Mitchell & Co.

DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

:: TORONTO.

ELLIOTT, MARR & CO., IMPORTERS OF TEAS,

—AND—

Wholesale Grocers, LONDON, ONT.

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.

A LARGE SUPPLY OF PRINTED TOILETS

In Lily and Fruit Decorations.

Assorted colors now on hand.

Best value in the market.

Customers, in order to secure selection, would do well to place their orders at once.

R. TEW & CO.,

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

10 FRONT ST. East,

(Adjoining Board of Trade Building.)



SALES MADE OR PENDING.

The stock of P. J. Watt, London, is advertised to be sold by Auction on Monday Aug 17th. at 2 o'clock.

PARTNERSHIPS FORMED AND DISSOLVED.

Grant & Bucknell, commission merchants, Winnipeg, have dissolved, Mr. Bucknell continuing.

Robert Orr, general merchant, Wingham, Ont., has admitted John H. Hiscocks as partner, under the style Orr & Hiscocks.

Rupert Pratt and E. S. Collins, have registered a partnership as general merchants, in Wolfville, N.S., under the style, Pratt & Collins.

John Hunter & Son, the well-known grocers, corner James & Barton streets, Hamilton, have dissolved partnership, Mr. Hunter, sen., retiring. The business will be continued by William T. Hunter, who has been in partnership with his father for some years.

REMOVALS AND DEATHS.

Bonnell Bros., general merchants, Walters Falls, Ont., have been succeeded by F. N. Kirkham.

James Ellard & Co., general merchants, New Westminister B. C., have sold out to J. W. Harvey.

L. M. Hobbes & Co., wholesale liquor dealers, Nanaimo, B. C., have sold out to McKinnel & Cole.

W. & G. Wolfenden, grocers, New Westminister, B. C., have been succeeded by Wolfenden & Annandale.

FIRES.

Bowes & Bissonnette, general merchants Parham, Ont., are burnt out. Partially insured.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

George Bertrand, grocer, Montreal, has assigned.

Edward Babin, grocer, Moncton, N. B., has assigned.

O. Panze, general merchant, L'Epiphanie, Que., has assigned.

N. C. Lemyre, general merchant, Maskinonge, has assigned.

Elie Lachance, general merchant, St. Praxede, Que., has assigned.

McLeod & Stewart, grocers, Charlottetown, P.E.I., have assigned.

Benj. Bache, grocer, Toronto, has assigned to Campbell & May, Toronto.

Wm. K. Fisher, grocer, Toronto, has assigned to Thos. Tyler, Toronto.

Marshall A. Smith, general merchant, Summerfield, N. B., has assigned.

G. N. Ferrier, dealer in fruits and vegetables, Toronto, has compromised.

Joseph Rosart, fruit dealer, Hamilton, Ont., has assigned to Arch, McKellar.

W. A. & J. W. Sherwood, general merchants, Bristol, N. B., have assigned.

Samuel Russell, general merchant, Millerton, N. B., is offering to compromise.

J. C. Lapointe, general merchant, St. Jerome, Que., is offering to compromise.

A. M. Spafford, grocer and liquor dealer, Trenton, Ont., has assigned to John Taylor.

Nesbitt Bros., liquor dealers, Woodstock, Ont., have assigned to Walter Anderson, Hamilton.

Thomas Thomson, general merchant, Buttonville, Ont., has called a meeting of his creditors.

Wm. D. Taylor, general merchant, Maple Valley, Ont., has assigned to T. H. Lamb, Hamilton.

J. R. Mader & Co., general merchants, Newmarket, Ont., has assigned to J. D. Ivey, Toronto.

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

"One man of genius in 97 thousand 4 hundred and 42 men of ordinary business talent, is just about the right proportion for actual business."
—JOSEPH BILLINGS.

GURD'S

Ginger Ale is guaranteed Superior to all others. Orders promptly attended to.

GENERAL STOREKEEPERS
Who deal in Dry Goods
Should Subscribe for
THE DRY GOODS REVIEW
It will keep you informed on all important questions of the day affecting the Dry Goods and allied trades.
THE DRY GOODS REVIEW, TORONTO
THE J. B. McLEAN CO. (LTD) PUBLISHERS.

How
Would
This
Strike
You ?



When you next place an order for groceries do not fail to include a box or two of SYDNEY GIBSON'S COCOA, or send order direct to

GIBSON & GIBSON, Toronto.

Bond or Free

Warehouse Receipts Issued,
Negotiable anywhere

R. CARRIE,
Front St. E. Toronto.

90W

STORAGE

The Hot Weather is weakening !



is strengthening.

Keep up your Strength by taking it regularly.

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

AGENTS FOR

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

LEONARD BROS.,

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

Celebrated Boneless Codfish
(from new fish)

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

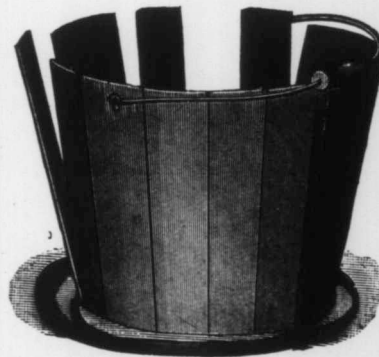
SEND FOR QUOTATIONS.

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

Robertson, Thompson & Co.,
GRAIN, FLOUR,
Produce and General Commission,
185 NOTRE DAME ST., EAST,
P.O. Box 615. WINNIPEG.

Correspondence solicited from Merchants and Manufacturers desirous of introducing their goods in Manitoba and the Northwest Territories.

CATCH ON !

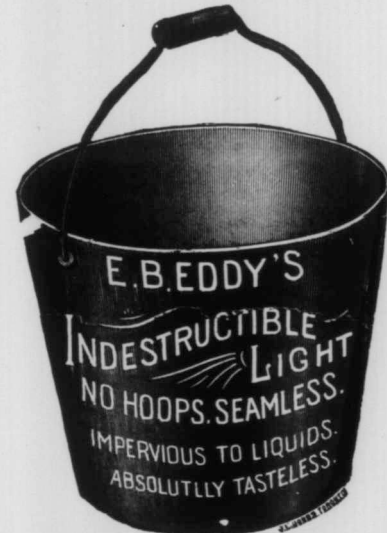


The Old Wooden Bucket.

The Neatest, most Durable, most Attractive and very Best Ware in the Market! The Cheapest because the most Durable!

These Superior Wares are moulded in one piece from wood fibre. No hoops. No joints. Cannot leak, shrink, swell or water soak. Will not taint milk or other liquids. Proof against hot and cold water, kerosene oil, benzine or naphtha

If your Wholesale Grocer does not keep these wares in stock, apply direct to the sole owners of the Patents and sole Manufacturers in Canada.



E. B. Eddy's Indurated Fibre Pail.

THE E. B. EDDY MFG. CO.,
HULL CANADA

Queen's Hotel,
WINNIPEG, MAN.

First-class in every respect.

JAS. O'CONNOR, Prop. FRED. SPRADO, Mgr.

“ MONSOON ”

Is the Registered Trade Mark of the

PURE INDIAN TEA

That has become such a favorite.

These Teas have had a Three Year's Test.

Particulars on application to
STEEL, HAYTER & CO.,
Growers and Importers,
11 & 13 Front St. E. 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,

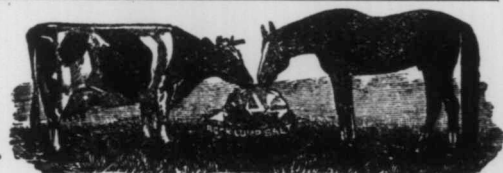
St. Johns, P.Q.

PURE ROCK SALT

FOR
Cattle and Horses.

TORONTO SALT WORKS,
128 Adelaide Street East

Sole Agents for
RETSOF MINING COMPANY.
Write for Quotations.



ALL GROCERS SHOULD SELL
THE

ROYAL
DANDELION
COFFEE

Manufactured by

ELLIS & KEIGHLEY,

TORONTO.

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

CUT SMOKING :

OLD FLAG.
GOLD FLAKE.
HAND MADE.

FINE CUT CHEWING :

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

MANUFACTURED BY

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

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Aug. 13, 1890.

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
2/4 lb. " 2 20
1/2 lb. " 2 80
12 oz. " 4 25
1 lb. " 5 50
5 lbs. " 25 50

Per doz
Dunn's No. 1, in tins 2 00
" 2, in tins 75
Cook's Gem, in 1 lb pkgs \$1 75
" 7 oz 85
" 2 oz 40
" 5 lb tins 65
" bulk, per lb 12
Per doz
Empire, 5 dozen 4 oz 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
" 2, in 6 " 2 10
" 12, in 6 " 75
" 3, in 4 " 45
Pound tins, 3 oz in case 3 00
12 oz tins, 3 oz in case 2 40
5 oz tins, 4 " 1 10
5 lb tins, 1/2 " 14 00
Ocean Wave, 1/2 lb, 4 doz cases 75
" 1/2 lb, 4 " 1 30
" No. 1, 2 " 1 90
" 1 lb, 2 " 2 20
" 5 lb, 1/2 " 9 60

BISCUITS.

Per lb
Arrowroot \$0 11 1/4
Abernethy 9
Ginger Nuts 11 1/4
New York Fruit 15
People's Mixed 11
Pilot Family 6
Snowflake 11 1/4
Niagara 15
Soda 21
" 3 lb " 11 1/4
Sultana 7
Oyster crackers 9 1/2
Milk biscuit 6 1/2
Butter crackers 11 1/4
Tea 9
Wine 9
Wine, sweet 9

BLACKING.

Day & Martin's, pints, per doz \$3 20
" " " " 2 10
Spanish, No. 3 1 10
" " 10 9 00
EDWARDS, CATCHPOLE & CO'S
No. 1 per gross 9 00
No. 2 do 4 50
No. 3 do 3 60
JACQUAND FRENCH BLACKING.
No 2 per gross 2 00
No 3 3 00
No 4 4 00
No 5 6 00

BLACK LEAD.

Reckitt's Black Lead, per box 1 15
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz., or 1/4 gro., 4 oz.
TELLIER, ROTHWELL & CO'S
Royal Black Lead, per gross \$1 80
F. F. DALLEY & CO.
Silver Star Stove Paste Per gross 9 00
Packed in fancy wood boxes, each box contains 3 doz.
EDWARDS, CATCHPOLE & CO'S
Crown Polish, No. 1, per gross 9 00
" " No. 2, " " 4 80

BLUE.

Reckitt's Pure Blue, per gross 2 10
TELLIER, ROTHWELL & CO'S
Parisian Square Blue, per lb. .13 to 14c
BROOMS. Per doz
Carpet, 4 strings 2 90
X Parlor, 2 " 2 65
Louise, 3 " 2 65
1 Gem, 4 " 3 25
" 3 " " 2 65
" 2 " " 2 20
" 1 " " 1 95
O Hurl, 4 " 2 65
" 3 " " 2 35
" 2 " " 2 05
" 1 " " 1 70
OK " " 1 35
Hvy Mill 4 " 3 70

CORN BROOMS.

CHAS. BOECKH & SONS, per doz

X Carpet, 4 strings, net \$3 20
" 2 " 4 " " 2 90
" 3 " 3 " " 2 65
XXX Hurl 4 " " 2 60
1X " 4 " " 2 40
2X Parlor 4 " " 2 25
" 3 " 3 " " 1 95
" 4 " 2 " " 1 70
" 5 " 2 " " 1 30
Girls " 2 " " 1 50
Railway 4 " " 3 00
Ship 4 " " 4 00
2 Cable 2 wire bands, net 4 00
" 3 " 3 " " 4 00
1 Hearth 2 strings, net 1 75
" 2 " 2 " " 1 50
" 3 " 1 " " 1 20
" 4 " 1 " " 1 30

CANNED GOODS.

Per doz
Apples, 3's \$1 15
" gallons 3 25
Blackberries, 2 2 00
Blueberries, 2 1 25
Beans, 2 0 95
Corn, 2's 1 10
" Special Brands 1 30
Cherries, red pitted, 2's 2 25
Peas, 2's 1 12 1/2
Pears, Bartlett, 2's 2 00
Pineapple, Baltimore 1 70
" Bahama 2 40
Peaches, 2's 2 40
" 3's 3 50
" Pie, 3's 1 60
Plums, Gr Gages, 2's 2 00
" Lombard 2 00
" Damsen Blue 1 90
Pumpkins, 3's 0 90
" gallons 3 00
Raspberries, 2's 2 45
Strawberries, choice 2's 2 25
Succotash, 2's 1 50
Tomatoes, 3's 1 55
Finnan haddies 1 50
Lobster, Clover Leaf 2 10
" Other brands 1 25
Mackerel 1 40
Salmon, 1's 1 10
" white 1 10
Sardines Albert, 1/2's tins 1 04
" 1/4's " 1 18
" Martiny, 1/2's " 1 10
" 1/4's " 1 18
" Other brands, 9 1/2, 11, 16, 19 23, 25
P & C, 1/2's tins 33, 36
" 1/4's " 61, 8
Amer, 1/2's " 9, 11

JAMS AND JELLIES.

Jams.
Gooseberry
Strawberry
Black Currant
Red Currant
Green Gage
Apricot
Raspberry
Damson
Plum
Red Currant and Raspberry
Jellies. Red Currant, 1 lb. white \$2.75
Black Currant, 1 lb. white 2.75
DELHI CANNING CO.
Jams assorted, 1's 2 35
Jellies, 1's 2 25



CANNED MEATS.

Comp. Corn Beef 1 lb cans \$1 70
" " 2 " " 2 80
" " 4 " " 5 00
" " 6 " " 8 75
" " 14 " " 20 00
Minced Collops, 2 lb cans 2 80
Roast Beef 1 60
" 2 " " 2 75
" 4 " " 5 85
Par Ox Tongue, 2 1/2 \$5 50
Ox Tongue 8 25
Lunch tongue 5 75
English Brawn, 2 " 2 75
Camb. Sausage, 1 " 2 50
Soups, assorted, 1 " 1 35
" 2 " " 2 25
Soups & Bouilli, 2 " 1 80
" 6 " " 4 50
Potted Chicken, Turkey, or Game, 6 oz cans 1 50
Potted Ham, Tongue or Beef, 6 oz cans 1 35
Devilled Tongue or Ham, 1/2 lb cans 1 35
Devilled Chicken or Turkey, 1/2 lb cans 2 25
Sandwich Ham or Tongue, 1/2 lb cans 1 50
Ham, Chicken and Tongue, 1/2 lb cans 1 50

MINCE MEAT.

BRYANT, GIBSON & CO'S—TORONTO.
Mince Meat, 1/2 gal glass jars, \$9 50
Ditto, 25 and 40 lb pails, per lb. 12 1/2c
J. H. WETHEY'S—ST. CATHARINES.
Condensed, per gross, net \$13

CHEWING GUM.

ADAMS & SONS.
Tutti Frutti, 36 5c bars \$1 80
Bo-Kay (new) 150 pieces 1 00
Sappota, 150 " 1 00
Magic Trick, 115 " 0 85

ALWAYS ORDER

RECKITT'S BLUE.

Prices Current, Continued—

Black Jack,	115 pieces	0 85
Red Rose,	115 "	0 85
Sweet Fern,	230 "	0 85
Adams' N.Y. Gum,	200 "	0 50
Caramel Tolu,	72 "	0 40
New Fruit Asst.,	115 " new	0 75
Fuzzle Gum	115 "	0 75
Oolsh	115 "	0 75

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO.S.

Chocolate— Per lb.

French, 1/4's	6 and 12 lbs.	0 30
Caracas, 1/4's	6 and 12 lbs.	0 35
Premium, 1/4's	6 and 12 lbs.	0 30
Santa, 1/4's	6 and 12 lbs.	0 26
Diamond, 1/4's	6 and 12 lbs.	0 24
Sticks, gross boxes, each		1 00

Cocoa, Homoeopatic, 1/4's, 8 & 14 lbs

Pearl	12 & 18 "	25
London Pearl	12 & 18 "	22
Rock	12 & 18 "	30
Bulk, in bxs		18

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.)

Mott's Broma	per lb	30
Mott's Prepared Cocoa		28
Mott's Homoeopatic Cocoa (1/4's)		32
Mott's Breakfast Cocoa		46
Mott's Breakf. Cocoa (in tins)		40
Mott's No. 1 Chocolate		35
Mott's Breakfast Chocolate		48
Mott's Caracas Chocolate		20
Mott's Diamond Chocolate		22
Mott's French-Can. Chocolate		20
Mott's Navy or Cooking Choc.		26
Mott's Cocoa Nibbs		30
Mott's Cocoa Shells		5
Mott's Vanilla Chocolate stick	22 & 24	
Mott's Pure Confec. Chocolate	22 & 24	
Mott's Sweet Confec. Choc.	21 & 30	

COWAN COCOA AND CHOCOLATE CO.

Cocoas—

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

Chocolates—

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

WALTER, BAKER & CO.'S

Chocolate—

Prem'um No. 1, bxs. 12 & 25 lbs each	40
Baker's Vanilla in bxs 12 lbs each	52
Caracas Sweet bxs 6 lbs each, 12 bxs in case	35
Eagle, sweet & spiced, bxs 12 lbs each	33
Vanilla Tablets, 416 in box, 24 bxs in case, per box	3 65
Spanish Tablets, 100 in box, 12 bxs in case	3 00
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes, 12 lbs each	25
Grocers' Style, in cases 24 boxes, 6 lbs each	25
48 Fingers to the lb., in cases 12 bxs 12 lbs each	25

48 Fingers to the lb., in cases 24 bxs 6 lbs each	25
Cocoa—	
Pure Prepared boxes, 12 lbs each	40
Cracked, boxes, 20 lbs each, 1 lb and assorted papers	32
Cracked, in bxs, 12 lbs., each, 1/2 lb. papers	32
Cracked, in bags, 6, 10 & 25 lbs each	32
Cocoa and shells, 12s and 25s.	30
Breakfast Cocoa—	
In bxs, 6 & 12 lbs., each, 1/2 lb. tins	45
In boxes, 12 lbs., each, 1 lb. tins, decorated canisters	45
Broma—	
In boxes, 12 lbs., each, 1/2 lb. tins	40



GIBSON & GIBSON'S

Sydney Gibson's Cocoa, 1/4's	per lb 0 30
Dr. Clarke's Cocoa, 1/4's and 1/2's, tins	0 45
Soluble Cocoa bulk in boxes	0 18
Prepared do	0 22
Sydney Gibson's Chocolate, 1/4's and 1/2's	0 30
Gibson's Rock do 1/2's	0 28
Dr. Clarke's do 1/4's	0 30
Confectioners' Pure Chocolate 10 lb. blocks	0 30
Vanilla choc. sticks, per gross	1 00
Gibson's Icina, 1/2, 2 doz. in case	1 25
Gibson's Icina, 1 lb 2	1 25

COFFEE.

GREEN

Mocha	c. per lb. 32, 35
Old Government Java	30, 33
Rio	21, 22 1/2
Plantation Ceylon	29, 31
Porto Rico	24, 26
Guatemala	24, 26
Jamaica	22, 23
Maracaibo	24, 26

WHOLE ROASTED OR PURE GROUND.

ELLIS & KEIGLEY'S

Java	c. per lb 33, 34
Java and Mocha	34, 36
Plantation Ceylon	35
Arabian Mocha	37
Santos	28, 28
English Breakfast	16, 24
Royal Dandelion in 1 lb tins	26

TODHUNTER, MITCHELL & CO.'S

Excelsior Blend	33
Our Own	31
Laguayra	29
Mocha and Java	32, 33
Java, Standard	33
Old Government	30, 32
Arabian Mocha	36
Santos	28

J. W. COWAN & CO.

Standard Java in sealed tins, 25 and 50 lbs	36
Standard Imperial in sealed tins, 25 and 50 lbs	32
Standard Blend in sealed tins, 25 and 50 lbs	33
Ground, in tins, 5, 10, 15 and 25 lbs	20, 30
Say's Parisien, in 1/2 and 1 lb tins	30

EXTRACTS.

Dalley's Fine Gold, No. 8, per doz.	\$0 75
" " " 1, 1 1/2 oz.	1 25
" " " 2, 2 oz.	1 75
" " " 3, 3 oz.	2 00

FLOUR AND MEAL.

Flour, Manitoba Patent	per bbl. 5 55 5 65
" Ontario patents	4 75 5 25
" Straight Roller	4 40 4 50
" Extra	3 85 3 90
" Low grades	2 00 3 75
" Strong bakers'	5 25 5 55
Oatmeal, standard, bbls	5 10
" granulated,	5 25
" rolled	5 25
Rolled Oats	5 25
Bran, per ton	15 75 17 00
Shorts	19 00 20 00
Cornmeal	4 00 4 40

GLASSWARE.

TAYLOR, SCOTT & CO.

Lamp Chimneys, O.	e. per doz 32
" " A.	35
" " B.	45

GRAIN.

Wheat, Fall, No. 2	1 02 1 03
" Red Winter, No. 2	1 02 1 03
" Spring, No. 2	0 97 0 98
" Man Hard, No. 1	
" " No. 2	1 08
Oats, No. 2, per 34 lbs.	44 45
Barley, No. 2, per 48 lbs.	50 51
" No. 3, extra	55 56
" No. 3	48 55
Rye	80 81
Peas	70 75
Corn	70 70

FLUID BEEF.

JOHNSTON'S, MONTREAL.

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

FRUITS.

FOREIGN. c. per lb.

Currants, Provincial, bbls	6 1/2, 6 3/4
" " cases	6 1/2, 6 3/4
" Filistras, bbls	6 1/2, 6 3/4
" " cases	6 1/2, 6 3/4
" Patras, bbls	6 1/2, 7
" " cases	7, 7 1/2
" Vostizzas, cases	8, 9 1/2
" 5-crown Excelsior (cases)	9 1/2, 10
" " cases	9 1/2, 9 3/4
Dates, Persian, boxes	5 1/2 6
Figs, Elemes, 14 oz., per box	12 1/2 13
" 20-lb "	15 16
" Seven-Crown	18 18
Prunes, Bosnia, bags	6 1/2, 7 1/2
" " cases	7 1/2 8

Raisins, Valencia, off stalk	4 1/2 6
" Selected	7 1/2 8
Layers	8 1/2 9
Raisins, Sultanas	16, 18
" Eleme	7 1/2 8

London layers	2 70 3 00
Loose muscatels	2 35 2 75
Imperial cabinets	3 25 3 50
" qrs. flat	1 00
Connoisseur clusters	4 00 4 25
Extra dessert	4 75 5 00
" qrs.	1 50
Royal clusters	6 00 6 50
Fancy Vega cartoons	2 75
Black baskets	4 00 4 25
" qrs	1 30 1 35
Blue " qrs	4 75 5 00
" " qrs	1 50 1 60
Fine Dehesas	7 00 7 25
" qrs	2 00 2 25
Lemons, Palermos	4 50
" Messina	4 75
Oranges, Floridas	7 50
" Rodis	7 50
" Sorrentos	4 50

DOMESTIC.

Apples, Dried, per lb	0 06 0 09
do Evaporated	0 13 0 14

HAY & STRAW.

Hay, Pressed, "on track	11 00 12 00
Straw Pressed,	5 00 7 00

LARD.

"FAIRBANK'S" REFINED COMPOUND.

In Butter Tubs	0 08 1/2
Fancy "	0 09
3-hoop pails	0 09 0 09 1/2
60lb. cases of 3lb. 5lb. and 10 lb. tins, per lb	0 10

MUSTARD.

ELLIS & KEIGLEY'S.

Durham, Fine in 1/2 and 1 lb tins	25
" Fine, in 1 lb jars	22
" Fine, in 4 lb jars	70
" Ex. Sup. in bulk, per lb	30
" Superior, in bulk, per lb	20
" Fine,	15
COLMAN'S AND KEEN'S	
In 4 lb jars	75
In 1 lb jars	25
D. S. F., in tins, per lb	41
" in 1/2 lb tins	42
" in 1/4 lb tins, per lb	44
D. F. in 1/2 lb tins, per lb	26
" "	28

NUTS.

Almonds, Ivica	per lb. 14 15
" Tarragona	15 16
" Fornigetta	
Almonds, Shelled Valencias	Jordon 45, 55
Brazil	12 13
Cocoanuts, per 100	6 00
Filberts, Sicily	11
Filberts, Oblong	11 11 1/2
Peanuts, roasted	12, 13
" green	9 10
Walnuts, Grenoble	17 18
" Bordeaux	12, 13
" Naples, cases	
" Marbots	13 1/2
" Chilis	12 13

PICKLES & SAUCES.

BRYANT, GIBSON & CO'S. TORONTO

PICKLES.

John Bull, mixed, in bulk	\$0 45
" Chow Pic'le, in bulk	0 50
" m'xed & Chow Chow	1 90
" Mixed & Chow-Chow pts	2 15
" Mixed & Chow-Chow qts	3 40
" " 16g.	1 90
Horse Radish, bottles, per doz	2 25

JAMS

THE TORONTO BISCUIT AND CONFECTIONERY CO., 7 Front St. E.,

Toronto, have decided to put up only positively pure jams. We are convinced the public will appreciate this and be willing to pay a trifle more for pure than adulterated goods. Send Sample Order and note quality. Put up in 1 lb. glass jars, 5 and 10 lb. tins and pails.

KNOX, MORGAN & CO.,

Wholesale Dry Goods Importers,

HAMILTON, - - - ONTARIO.

FLANNELETTES.

We can offer you a drive in these SEASONABLE GOODS, having cleared 1,500 pieces of DESIRABLE COLOURINGS.

Price 7 3-4c. usual terms. Samples on Application. General Stock fully assorted.

Prices current, continued—

GLOBE TOBACCO COMPANY. CUT SMOKING TOBACCO.		Per lb.
The Old Flag, 1/2 lb. in 5 lb. boxes	70c	
" " " 1 lb. Fancy Tins	70c	
" " " 1-10, 5 lb "	41c	
Gold Flake, 1-5, 6 lb boxes	70c	
" " " 1-10, 5 lb "	70c	
" " " 1-10, 5 lb "	80c	
" " " 1 fancy tins	70c	
" " " 1 " " "	41c	
" " " 1 " glass jars	77c	
Hand Made, 1-5, 6 lb boxes	65c	
" " " 1-10, 5 lb "	68c	
" " " 1 fancy tins	68c	
" " " 1 " " "	49c	
" " " 1 " glass jars	75c	
GRANULATED SMOKING TOBACCO.		
Uncle Tom, 1-5, 6 lb boxes	45c	
" " " 1-10, 5 lb "	45c	
LONG CUT SMOKING TOBACCO.		
Wig Wag, 1/2, 6 lb boxes	41c	
" " " 1-5, 6 lb "	43c	
" " " 1-10, 6 lb "	45c	
FINE CUT CHEWING TOBACCO.		
Golden Thread, 5 & 10 lb pails	95c	
Globe, " " " "	90c	
Victoria, " " " "	75c	
High Court, " " " "	70c	
Jersey Lilly, " " " "	65c	
Golden Thread, 1-16 " Foil in 1/2 gro.	9 05	
Solace, " " " " Foil in 1/2 gro.	6 05	
boxes, per gross	6 05	
CIGARS—S. DAVIS & SONS, Montreal.		
SIZES. Per M.		
Madre E' Hijo, Lord Lansdowne	\$80 00	
" " " " "	60 00	
" " " " Bouquet	60 00	
" " " " Perfectos	85 00	
" " " " Longfellow	85 00	
" " " " Reina Victoria	80 00	
" " " " Pils	55 00	
El Padre, Reina Victoria	55 00	
" " " " Reina Vict., Especial	50 00	
" " " " Conchas de Regalia	50 00	
" " " " Bouquet	55 00	
" " " " Pils	50 00	
" " " " Longfellow	50 00	
" " " " Perfectos	50 00	
Mungo, Nine	35 00	
Cable, Conchas	30 00	
Queens	29 00	
Cigarettes, all Tobacco	7 00	
" " " " Cable	11 00	
" " " " El Padre	11 00	
" " " " Mauricio	15 00	
DOMINION CUT TOBACCO WORKS, MONTREAL.		
CIGARETTES. Per M.		
Athlete	\$7 50	
Puritan	6 25	
Sultana	5 75	
Derby	4 00	
B. C. No. 1	4 00	
Sweet Sixteen	3 50	
CUT TOBACCOES. per lb		
Puritan, 1/2 pkg., 5 lb. boxes	70	
Old Chum, 1/2 pkg., 5 lb. box	70	
Old Virgin, 1-10 lb pkg., 10 lb boxes	62	
Gold Block, 1/2 lb pkg., 5 lb boxes	70	
CIGARETTE TOBACCO.		
B. C. N. 1, 1-10, 5 lb boxes	83	
Puritan, 1-10, 5 lb boxes	85	
Athlete, per lb.	1 15	
SOAP.		
Ivory Bar, 1 lb. bars	5 1/2	
Do. 2, 6-16 and 3 lb bars	5	
Frimrose, 4 lb bars, wax W	4 1/2	
" " " " "	4 1/2	
John A. cake, wax W. per doz	42	
Mayflower, cake, " "	42	

Gem, 3lb bars per lb.	3 1/2
" " 13 oz, 1 and 2 lb. bars	3 1/2
Queen's Laundry, per bar.	5 1/2
Pride of Kitchen, per box	2 75
Sapolio, 1/2 gross boxes	3 25
" " per gross, net cash	12 00
TOILET SOAP.	
TAYLOR, SCOTT & CO.	
per doz.	
Baby's Own, 1/2 doz boxes	\$1 25
Our Boys, " "	1 25
Sea Foam, " "	75
London Bouquet, 1/2 " "	60
Oatmeal, " "	85
" " " "	60
Paris Assorted, 1/2 " "	0 75
Albert Oatmeal bar, 2 doz. boxes	0 75
White Castile bar, 2 doz. boxes	0 75
per gro.	
Fatherland, 1/2 doz boxes	5 00

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

per case.		Single cases
Matches, 5 case lots		
Parlor	1 70	\$1 75
Telephone	3 90	4 00
Telegraph	4 10	4 20
Safety	4 30	4 30
French	3 80	3 75
Railroad (10 gro. in case)		
Single case and under 5 cs.	\$4 00	
5 cases and under 10 cases	3 90	
Steamship (10 gro. in case)		
Single case and under 5 cs.	3 80	
5 cases and under 10 cases	3 70	
per doz.		
Mops and Handles, comb.	1 25	
Butter tubs	\$1 60 \$3 20	
Butter Bowls, crates ast'd	3 60	

CLOTHES PINS.		per box
5 gross, per box		0 75
4 gross, " "		0 85
6 gross, " "		1 20
CHAS. BEECH & SONS.		
per box		
5 gross, single & 10 box lots	0 75	0 80
Star, 4 doz. in package	0 85	1 25
" " " " cotton bags	0 90	

INDURATED FIBRE WARE.		per box
1/2 pail, 6 qt.		\$4 00
Star Standard, 12 qt.		4 50
Milk, 14 qt.		5 50
Round bottomed fire pail, 14 qt.		5 50
Tubs, No. 1		15 50
" " " "		13 25
" " " "		11 00
Nests of 3		3 40
Keelers No. 1		10 00
" " " "		9 00
" " " "		8 00
" " " "		7 00

Milk pans	3 25
Wash Basins, flat bottoms	3 25
" " " " round	3 50
Handy dish	3 75
Water Closet Tanks	18 00
DURABLE PAILS AND TUBS	
WM. CANE & SONS, MANUFACTURING CO NEWMARKET.	
per doz.	
Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish.	3 25
No 1 tubs	9 50
No 2 " "	8 50
No 3 " "	7 50

BARM YEAST.		per box
3 doz. 5c. packages, in boxes		1 00
3 doz. 10c. " "		1 95
1/2 " 10c. and 3 doz. 5c. packages		2 00
in assorted boxes		2 00
"OUR NATIONAL FOODS."		
pkg. doz		
Desiccated Wheat	4 lb.	\$2 35
" " " " Rolled Oats	4 "	2 35
Snow Flake Barley	4 "	2 35
Desiccated Rolled Wheat	3 "	2 35
Buckwheat Flour, S. R.	4 "	2 25
Prepared Pea Flour	2 1/2 "	2 00
Baravena Milk Food	1 "	3 53
Patent Prepared Barley	1 "	2 00
Patent Prepared Groats	1 "	1 50
Gluten Flour	4 lb.	3 00
Farina, very choice	1 1/2 lb.	1 40

HARDWARE, PAINTS AND OILS.		
CUT NAILS, from Toronto:		
10 dy. to 60 dy.		2 20 2 30
8 dy. and 9 dy.		2 65 2 70
4 dy. to 7 dy.		2 90 2 95
3 dy.	C.P.	3 95 4 00
3 dy.	A.P.	3 45 3 50
HORSE NAILS:		
" " " " 50 and 10 per cent. to 60 from		
HORSE SHOES:		
From Toronto, per keg		3 60 3 75
SCREWS: Wood—		
Flat head iron 7 1/2 p.c. dis		
Round " " 7 1/2 p.c. dis.		
Flat head brass 7 1/2 p.c. dis.		
Round head brass 70 p.c.		

WINDOW GLASS: [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.]		
1st break (25 in. and under)		1 45
2nd " (26 to 40 inches)		1 35
3rd " (41 to 50 ")		3 40
4th " (51 to 60 ")		3 70
5th " (61 to 70 ")		4 00
ROPE: Manila	0 14	0 14 1/2
Sisal	0 10 1/2	0 11
BINDER TWINE:		
Crown Brand (from factory)		11
Red Cap		12
Blue Ribbon		14
Silver Composite		9
AXES: Per box, \$6 to \$12.		
SHOT: Canadian, dis. 7 1/2 per cent.		
HINGES: Heavy T and strap	0 4 1/2	0 5
" " " " Screw, hook & strap	0 3 1/2	0 4 1/2
WHITE LEAD: Pure Ass'n guarantee ground in oil.		
25 lb. irons.	per lb	5 1/2
No. 1	"	5
No. 2	"	4 1/2
No. 3	"	4

TURPENTINE: Selected packages, per gal		
Canadian		0 56 0 57
Caroon Safety		0 17 1/2 0 18
LINSEED OIL per gal, raw		0 68
Boiled, per gal.		0 65
CASTOR OIL: Best per lb.		0 09 0 09 1/2
GLUE: Common, per lb.		0 10 0 11

PETROLEUM.		
F. O. B. Toronto	Imp. gal.	
Canadian		0 15 0 16
Caroon Safety		0 17 1/2 0 18
Canadian Water White		0 20 0 22
Amer'n Prime White		0 23 0 24
" " Water White		0 25 0 20
Photogene		0 27 0 00

DRUGS AND CHEMICALS.		
Alum	lb	\$0 02 \$0 03
Blue Vitriol		0 06 0 07
Brimstone		0 02 1/2 0 03 1/2
Borax		0 13 0 14
Camphor		0 75 0 80
Carbolic Acid		0 35 0 45
Castor Oil		0 11 1/2 0 12 1/2
Cream Tartar		0 30 0 31
Epsom Salts		0 01 1/2 0 02
Paris Green		0 16 0 17
Extract Logwood, bulk	boxes	0 13 1/2 0 14
Gentian		0 15 0 17
Glycerine, per lb		0 18 0 20
Hellebore		0 16 0 17
Iodine		5 50 6 00
Insect Powder		0 35 0 45
Salpetre		0 08 1/2 0 09
Soda Bicarb, per keg		2 50 2 75
Sal Soda		1 00 1 25
Madder		0 12 1/2

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

FISH.		
Pickered	per lb	
Pike	do	
White fish		0 06 1/2 0 07
Salmon Trout		0 06 1/2 0 07
Lake herring		1 75 2 00
Pickled and Salt Fish:		
Labrador herring, p. bbl		5 75 5 50
Shore herring		4 50 5 50
Salmon trout, per 1/2 bbl		4 25 4 50
Dried Fish:		
Codfish, per quintal		5 25 5 75
" " cases		5 00 5 50
Boneless fish	per lb	0 04
Boneless cod		0 06 1/2 0 08 1/2
Smoked Fish:		
Finnan Haddies	per lb	0 07 1/2 0 08
Blotters	per box	1 00 1 50
Digby herring		0 16
Sea Fish:		
Haddock	per lb	
Cod		
B.C. salmon		0 16

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

NO BLUEING -

Material whatsoever is used in the manufacture of

OUR GRANULATED.

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

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

Redpath

CERTIFICATES OF STRENGTH AND PURITY.

OFFICE OF THE PUBLIC ANALYST,

MONTREAL, September 9th, 1887.

To the Canada Sugar Refining Co., Montreal :

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

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

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

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

CHEMICAL LABORATORY, MEDICAL FACULTY, MCGILL UNIVERSITY.

MONTREAL, September 9th, 1887.

To the Canada Sugar Refining Company :

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

Yours truly,

G. P. GIRDWOOD.

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 Speciality.

WRITE FOR QUOTATIONS.

:- HOW TO SELL GOODS :-

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

GROCER PUB. CO.,
6 Wellington St. W., Toronto.

TRAVELLERS' GUIDE

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

THE COLONIAL,
New Westminster, B.C.
Headquarters for Commercial Travellers. Fine
Sample rooms. First-class in every respect.
GEO. B. RAYMOND, Proprietor.

THE WINDSOR.
Regina, Assa.
First-class Family and Commercial Hotel.
Good sample rooms. Livery in connection.
MRS. DOIG, Proprietress.

THE SANITARIUM
BANFF, N.W.T.
Favorite Western Summer Resort. The best of
accommodation for travellers.
B. G. BRETT. H. RANSFORD,
Medical Director. Mgr.

Grand Pacific Hotel
KAMLOOPS, B.C.
The leading hotel in the city. Sample rooms
convenient to stores, provided for commercial
men
CREEDEN & SMITH, Props

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

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

LELAND HOUSE,
Graduated Prices. Recently furnished.
W. D. DOUGLAS & CO., Proprietors. ==
The finest hotel in the Northwest. Pure spring
water. Corner Main and Albert Sts.
City Hall Square, WINNIPEG, MAN.

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

The Algoma House.
PORT ARTHUR, ONTARIO.
Beautifully situated, fine sample rooms. Special
attention and accommodation for travel-
ling men
MERRILL & HODDER, Props.

PATERSON HOUSE,
OWEN SOUND, ONT.
One of the best appointed houses in Ontario,
situated in the business centre of the town. All
modern improvements. Headquarters for com-
mercial men
A DUNCAN, Prop

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

It is well-known

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

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

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

- STORAGE -

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,
TORONTO

JOHN TAYLOR & Co's
WHITE ROSE
AND
LILAC BLOSSOM
PERFUMES.

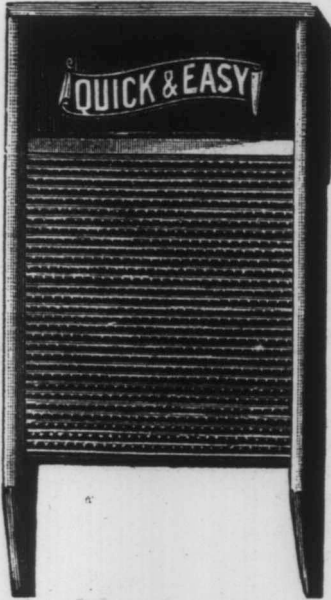
ORDER
IVORY BAR
SOAP

"Quick and Easy"

IS THE BEST

WASHBOARD

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



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

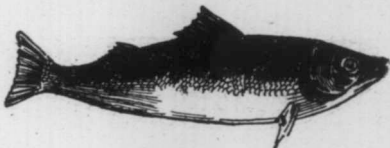
T. G. Williamson & Co.,

COMMISSION MERCHANTS.
TEAS, COFFEES, FRUITS, SUGARS, ETC
42 Front Street East,
TORONTO, ONT.

ORDER A CASE OF

OCEAN WAVE BAKING POWDER

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



Fraser River Salmon

"ROYAL"
- AND -
"BRITANNIA"

Brands of canned salmon are the finest packed in British Columbia. The canneries being situated at the mouth of the Fraser River are in a position to pack their fish fresh from the boats.

BELL-IRVING & PATERSON,
AGENTS,
Vancouver and New Westminster, B.C.

STAR FIRE LIGHTER.
No kindling. No Coal Oil.
Retail 3 cakes of 6 squares each for 5c. One square lights a fire without coal oil, etc.
Each gross box contain 36 free samples and advertising matter. See our prices.
Ask your wholesaler for them.
STAR MFG. CO., London.

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.

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

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

SAW YOUR
ADVERTISEMENT
IN THE
CANADIAN GROCER.

When writing to our advertisers please enclose the above

- PARISIAN - BLUE!

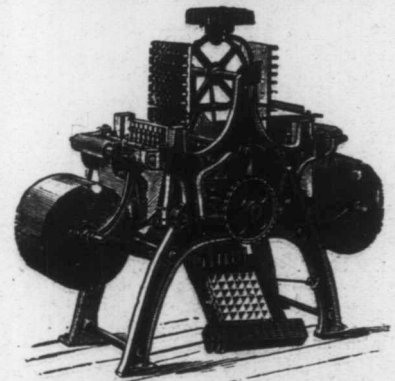
Is Stronger and More Economical
THAN ANY OTHER BLUE.

It Does Not Stain the Linen.

TELLIER, ROTHWELL & CO.

Northumberland Paper and Egg Case Co.

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



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

To Subscribers.

Those wishing to keep their copies of THE GROCER in good condition, and have them on hand for reference, should use a Binder. We can send by mail A STRONG PLAIN BINDER for 75c., postage prepaid.

These Binders have been made expressly for THE GROCER, and are of the best manufacture. The papers can be placed in the Binder week by week thus keeping the file complete. Address—

THE CANADIAN GROCER,
6 Wellington St. W., Toronto.

ESTABLISHED 1856.

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

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

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

If your wholesale grocer does not keep them write direct to

MARTIN BROS.,

Mount Forest, Ont.

Oats and Feed a Specialty.

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