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THE CANADIAN GROCER
 & GENERAL STOREKEEPER

PUBLISHED WEEKLY
 \$2.00 PER YEAR

VOL. VI.

TORONTO, JANUARY 22, 1892.

No. 4

FINE GOODS OUR SPECIALTY

MADRE E. HIGO (7 SIZES)

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 "Challenge" Prepared Corn } For Cooking.

LILY WHITE GLOSS.
BRANTFORD LAUNDRY. } For Laundry Use.

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

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 —FOR—
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GUARANTEED
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TORONTO.



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MOTT'S

**DUNN'S
 BAKING
 POWDER**

THE COOK'S BEST FRIEND
 Largest Sale in Canada.

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 TORONTO.



Retail Price, 25c.

For sale by all first-class grocers

MUNGO CIGARS, EXCEPTIONALLY FINE.

EL PADRE AND CABLE.

ALL-TOBACCO CABLE AND EL PADRE CIGARETTES.

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Manufacturers of



This is a facsimile of our bottles.

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

DURABLE PAILS AND TUBS.

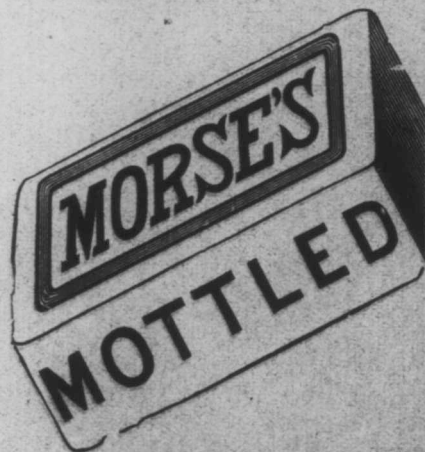


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The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

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

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



**DALLEY'S
FROST PROOF INK.**

2 OZ. CONE BOTTLES

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

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

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

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A FULL LEAD

Glass Chimney.

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GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers,
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for Design

or Workmanship.

Done up in
One-Half Gross Cases.

**Licorice
Lozenges.**

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YOUNG & SMYLIE,
Brooklyn, N.Y.

These goods can be obtained from any of
the leading First-class Houses
in Canada.



PUBLISHED
WEEKLY
\$200 PER YEAR

THE CANADIAN GROCER

& GENERAL STOREKEEPER

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

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J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.
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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 Patrons want cheap goods. Are they proceeding in the right way to get them? Here is their argument: There are too many retailers; if we cut off the consumptive demand from one-half or three-fourths of them we shall drive one-half or three-fourths of them out of the trade; prices will be lightened by the reduction in the cost of distribution which will ensue. They reason that the public will get much cheaper goods, prices easing under the removal of the extra profits formerly levied for the support of the people unnecessarily engaged in trade. That is, the fewer the traders are the cheaper the prices will be, an inversion of the law of competition. Monopoly then must be a nursery of cheapness. Of course the Patrons can say that their position is not reducible to the last proposition. Though the number of traders is cut down, yet the profits of those traders are prescribed by the consumers, and thus they point out, is held in check the tendency of relaxed competition to advance prices. But this provision amounts to nothing, and it is childish to put any faith in it. The one thing that the Patrons can control is the

margin of profit that the subservient trader shall be allowed. They cannot control the price, and the more they thin out the ranks of the retailers the more unmanageable will prices become. Have these Patrons so slight an acquaintance with the trade question as not to see that the body of the retail trade exerts, by the very force of its numbers, a powerful downward pressure upon prices? Lighten or remove that pressure and prices will shoot up. The Patrons are constantly crying out against wholesale combines. They would cry out more against them if the retailers' influence did not intervene to modify the prices that combines might be pleased to place on goods.

* * *

As was remarked in a former article, the retailer is regarded by the patrons solely as a seller, and in this character is obnoxious to them. But he is also a buyer and in this relation is beneficial to the consumer. For the retailer in the present circumstances of trade must lose a large share of his profit in the friction of competition. He cannot get what he feels is a reasonable compensation for his services, his outlay and his risk. He knows it is useless to try to force selling prices up to the point he considers profitable. His resource is therefore to force buying prices down. And when an army of retailers are all operating for the same object, and have a wide field of wholesale ground to work on, they cannot help but depress prices considerably below the ideas that wholesalers wish to realize. The buying competition of the retailers benefits consumers as much as the selling competition of the retailers does. The more traders there are in a place the more will they vie with each other to get bargains in the wholesale market, and the more they will prevail, to the great advantage of consumers. Take the Wholesale Grocers' Guild. If there is any body of men in this country that might be credited with the

power to dictate prices, surely it should be. It is strongly organized, its members are pledged and bound to uphold prices and terms, yet that association is very powerfully affected by the retail grocery trade. Would it be, if that trade were extinguished and its place taken by one-fourth or one-fifth the number of agents of consumers? It certainly would not. The disappearance of free local competition would make the Guild the arbiter of prices in a degree that its members never hoped for.

* * *

The Patrons take a very shallow view of the price question. They forget that the retail trade is but one layer, and that the forces that make for large profits do not reside in that layer but in ones below it. The retail trade is really the conservator of easy prices. If it should be abolished—which of course it will not be—there will be an era of high prices for the infatuated people who destroy it. No quicker means could be taken to hasten the reign of unrestricted monopoly. The Patrons' storekeepers will not be on the side of low prices as the free storekeepers are. The former want to get as many dollars out of their 12½ per cent. margin as it will yield them, and the higher the prices the larger sum will that 12½ per cent. amount to. The Patron trader can eke out a little on high cost prices, as the independent retailer can on low cost prices. He will be in the service of Monopoly, which will then have both the wholesale and the so-called retail trade enlisted in its cause. The farmers have now a big advantage, and too many of them are aware of it for the Patron movement to come to much. They perceive that goods are sold at low prices, that ready money is not necessary to get possession of them, and that the war of traders is altogether a great benefit to consumers. They will not surrender this for the mirage that is to be seen through Patron glasses.

"CHEAP CASH STORE."

Time and weather may furrow the front of the wayside trading shop, but they cannot obliterate or erase the motto which describes it as a Cheap Cash Store. Everything else crumbles away before the corroding power of oxygen, but the words which make that sign remain. The board which bears it may scarcely hang together, but the legend seems to give a bond of union to its particles and keeps it from falling to pieces. Such, at all events, seems to be the case. A few decrepit and dilapidated buildings that we know of, once stores but now deserted, still bear aloft that relic of their ancient dignity. The old fossil-like sign on any building is enough to superannuate it. It has done service long enough. It speaks too mournfully of the past. It may be a new sign so far as the adoption of it by a particular store goes, but it has a retrospective effect alike for the middle-aged man and the centenarian. It is time it was dropped. Judged by some of the stories which bear this sign, it would seem that cheapness and cash are about as unsubstantial a basis as sweetness and light to build a business upon. We frequently see the motto upon stores whose trade appears to be in the last stages of decay. There are several stock phrases used in advertising that would be obsolete in any other service in the language, and would long ago have been cast off. This is one of them. A trader should aim to coin phrases for his own use in advertising. If he uses a motto at all, it should individualize his store as much as that upon an escutcheon individualizes the family it belongs to.

The phrase "Cheap Cash Store" does not advertise. In the first place it is too common to be capable of giving a distinguishing character to a store, and it is the object of advertising to give a distinguishing character. In the second place, the phrase does not name anybody, and therein is faulty as an advertising sign. The trader wants his name known and should allow nothing to eclipse that in conspicuousness. The name will connote many things. If the owner has kept that truth in mind he will be always careful in his business practices, that the qualities of honesty, business sagacity, amiability, neatness, etc., may become associated with his name and may be recalled to mind every time his name is seen in print or heard in utterance. In such cases the best advertisement is the name. There is simplicity about it, and there is effect. Of course, not everybody succeeds in making his name a synonym of all the commercial virtues, but all should try to do so. It is a considerable capital in itself, is a good name among your customers. Whatever additions a trader may affix to his sign or put upon his store front, he should always remember to have his name there. We know of an instance in which a storekeeper and his assistant were popularly confused, the principal

being as often taken for the clerk as otherwise. The store lacked a sign with the trader's name on, and what increased the chances for confusion was the greater age of the clerk, his more pleasing address and his prominence in the affairs of the business. His employer rather shunned than courted popularity. When the other man finally started in opposition to him the trade followed the former. The name was lacking in the popular mind to rivet the acquired trade to the original store.

The term "Cheap Cash Store" is as often as not a misnomer. A customer usually finds he pays as high prices as at stores where this sign does not hang, and he can buy as often on credit too as he can buy elsewhere. That is another fault from the astute advertisers stand point, for the successful business man finds it pays to say nothing but what sounds like the truth in his advertisement. When a man gets the name of issuing reliable advertisements he has a great advantage over competitors not so reputed.

THE SPOKEN WORD, THE WRITTEN BOND.

In business experience there is much that is liable to make a man sceptical of human virtue. There are probably as many honorable men now as there ever were, but there are fewer men whose word would be taken as readily as their bond. This is not a paradox: it does not mean that there is less honor, but it does mean that there is more insistence on business form, or more cynicism, or more of both than there used to be. Honor of itself is not accepted as a sufficient security. Business men can scarcely be brought together into union for any purpose unless each individual is bound by an oath, or a forfeit, or both, to assure all the rest that he means to do what he promises. Hardly can a body of retailers in the smallest town agree to observe an early closing hour unless each is satisfied that all the rest are strongly bound by some inviolable moral engagement or some material consideration. The same guarantees are required in the larger matters of commercial concern, and the reinforcements lately introduced into the Guild compact illustrate this. The agreement among the manufacturers to uphold the prices of nails is another evidence of how great the mutual distrust is among men engaged in the same business. Five thousand dollars forfeit and an affidavit are required of each man before his promise to comply with the terms of the agreement is accepted. This makes his fellows independent of his honor. It may be untainted or it may be rotten to the core; there are other interests to secure his adhesion.

If such restraints as an oath and a heavy forfeit will not hold a man, certainly the voice of honor will have little influence over him; on the other hand, a man who will not

keep his word as a point of honor, is worth watching even after he has deposited his forfeit and taken the oath. These securities do not necessarily root the obligation any deeper in the moral nature of a man whose word is worse than his bond, but they make detection a more perilous thing. The right or wrong of a violation of a pledged oath is merely a matter of casuistry for a man who will break his passed word. The money forfeit will do more to keep such men up to their engagements than the moral obligation.

These trade agreements are hard to keep intact it seems upon any other assumption than that every man is a rogue. If the practice of giving wives and children as hostages, for the good faith of the signatories to a trade compact could be legalized, it is probable that it would be brought in requisition for the mutual satisfaction of all the parties to such an agreement. Suspicion, not honor, is the bond of union.

WINDSOR GROCERS' ASSOCIATION.

The annual meeting of the Windsor Grocers' and Provision Dealers' Association was held in the Manning house parlor on Wednesday evening, the 13th inst. There was a large attendance of the members. The secretary's report showed an increase in the membership of five during the half year of the association's existence, till there was now in Windsor, Walkerville and Sandwich, a total membership of thirty-three. The treasurer's report showed the financial standing of the association to be good with a balance on hand. The following are the officers elect for 1892:—President, James F. Smyth; vice-president, John Spiers, Sandwich; secretary, C. G. Davis, re-elected; treasurer, Alex. Black, re-elected; guard, Nelson Stevens. Board of directors: Messrs. Pequegnot, Sandwich; Lajeunesse, Walkerville, and Messrs. Meloche, Hawkins and Chauvin of Windsor. Messrs. Meloche and Chauvin were re-elected to their seat on the board of directors. The board of directors with the five officers of the association form the executive committee and advisory board of the association. They are to meet on Wednesday evening, the 20th inst, at the Manning house and proceed by the 8.30 car to Sandwich, where a business meeting will be held, and the circular sent out from the joint meeting of the Toronto, Hamilton, London, Sarnia, Trenton, Chatham and Simcoe associations in November last at Toronto will be discussed and a report prepared to be laid before a special meeting of the association to be called by the secretary.

Orders have been issued to American express agents in villages and small towns where deliveries are made, to deliver all packages immediately after their arrival. The custom of leaving express packages from late trains in the office over night will thus be abolished. The change has been made on account of recent robberies in small offices.

IMPROVEMENTS IN BOOK-KEEPING

We are accustomed to hear of advances in science, of inventions in manufactures and of improvements in the application of steam and electricity, and yet how startling it is to our old fogy notions when some one gently intimates that book-keeping could be done without books, that is, without bound books. The invoice file is new, yet it has rapidly spread itself over the country, and is now to be found in the office of every well-managed retailer in the Dominion. The card-index is the point in this file which is of greatest importance in application to future improvements. This card-index is used in the system of letter filing now adopted in most large offices. It is also in use in what is called a "petty ledger." This handy little 'book' is like a letter or invoice file with a card-index and ruled sheets, like the pages in a ledger placed between. It is now used for small accounts. The ruled sheet is here illustrated.

○	In Account with	○												
Account opened—		Account closed—												
Total amount—		How settled—												
..... (Perforated line)														
○	In Account with	○												
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	J. P.	Dr.	Cr.											

When the account is to be settled, and not until then, the upper part is filled in (when the account was opened, when closed, amount, and how settled), and the lower part torn off, receipted, and given to the customer. The advantages are obvious. The accounts are easily found by means of the card-index, the entry in the ledger serves for a ledger account and finally is used as a rendered bill, while the stub serves as a summary of the account. To avoid the filling up of the file consequent upon the placing on of new sheets, the stubs of the others remaining, a sheet might be placed at the bottom of the file, marked 'closed accounts,' and the stubs may then be removed, their substance having been transferred to the last sheet. Of course, a stock of sheets must be always at hand to be placed under any letter, whenever those under that letter are all in use or settled.

The extension of some such system to ordinary ledger-keeping has been accom-

plished and can easily be carried into practice by any one desiring to do so. Bound ledgers are bulky and hard to handle, and they fill up rapidly because of the amount of dead matter in them, while the number of accounts in actual use may be small. A great deal of labor is required to change the used accounts to a new ledger when the old one has been filled. The plan described above must be modified to suit a large business, and can be modified to suit any business. Some number of files less than twenty-six may be used, marked A, B, C—D, E—F, etc. Then instead of using the card-index on each file for surname it will be used for Christian names, the account being placed on the particular file that bears the letter with which the surname begins. Every ingenious book-keeper can work out this inexpensive method in book-keeping for himself, and in the way best adapted for the business, the records of which are to be kept. Instead of a 'file' with bent wires operating

with a spring, as has been assumed throughout in this description, a file made of paste-board pockets, lettered properly, with an extra pocket for closed accounts, may be used. In this case the stub may be done away with altogether, and the account, when settled, entered in an appropriate list of 'accounts closed.' It may not be necessary to use the ledger account for a rendered bill, but it may be destroyed when its usefulness, as a summary of the transactions, is passed. A case may be made to hold these ledger files in alphabetical order.

This latter plan has been adopted in principle, but varying in detail, by some of the largest firms in the United States, and the system is well worthy of study and careful thought.

A board of trade, with a membership of 24, has been organized in Oakville. It includes the prominent business men of the place, and is starting under very favorable auspices.

PROFIT IN QUICK PAYMENTS.

The question "Are Quick Payments Profitable?" can only be answered in one way. They certainly are, both to the buyer and to the seller. For the buyer a saving of interest, at a high rate easy to be calculated, and for the seller a prompt settlement of the account. This cancels the risk, besides giving him ready money to use in his business. The interesting part of the question is, however, not whether such payments are profitable, but why we do not find more firms taking advantage of them. This opens up nearly the whole of the very large subject of general credits, if not of the conduct of business. At the present time, I will undertake to discuss only that part of the subject which concerns the reasons why discounts are not more often taken, rather than what is to be gained by so doing.

This, as hinted above, carries with it the discussion of methods of business. Lack of capital is perhaps, more often assigned as a reason for inability to discount one's purchases than anything else, and this, to the man who sees no way of increasing his capital, appears an insuperable difficulty. Those persons, however, who have had the pleasure of seeing a large business grow under their hands from very small beginnings, have learned that there are other ways to practically increase capital without actually having ready cash put in from outside sources. This is, perhaps, the portion of the subject which will prove, if not the most interesting, certainly the most valuable to the ordinary retail merchant. Good collecting--the calling in of funds which have for a long time been locked up in outstanding accounts, perhaps some of them being due from what the merchant is in the habit of considering the best class of trade, and which he fears to make much of an effort to collect from, owing to the danger of incurring ill-will and perhaps losing patronage--good collecting, I repeat, is essential. He should remember that there is no money made on the sale until the account is paid, and that over it stands an interest charge which slowly but surely eats up the profit. Often in this best class of accounts are found those which for one reason or another drop into the lower class, and a fair proportion of them are never paid at all. The nearer the seller, who has not an unlimited cash capital, can arrange to do a strictly cash business himself, the more possible it will be for him to do his buying for cash.

Another method of increasing the ready capital at one's command is by turning old stock into cash. There are few stores, if any, in which goods do not accumulate which are not easy to sell. Changes of styles, broken assortment, to say nothing of actual mistakes in buying, all contribute to this end. A certain amount of stock must necessarily be carried, but no matter how carefully this part of the business is looked after, there are accumulated goods which

originally cost money, but which it is hard to again turn into it. Every dollar of such stock that is sold furnishes the merchant with a dollar with which to buy goods which can be turned in a short time, thus giving him the cash with which to discount new purchases.

Another cell in which is locked up many a good dollar is that of too large a stock. In these days when most of the business is done by travelling salesmen, who are selected in the main, simply for their ability to sell the most goods, it is not always easy to confine one's purchases within the limit originally dictated by the best judgment. Added to this is the demand which every storekeeper has often had from people coming in every day asking for an article which he has not on his shelves. It is easy at such times to think that if the wished-for article were only in his store, an easy sale and sure profit might have been made. Every one of our most successful business men have, however, learned that there are some sales which it is more profitable to lose than to make, very largely because the profit on an occasional transaction is more than compensated for by the interest on the stock of goods which he would be compelled to carry, and from which he would sell only at rare intervals.

These are only a few of the many methods of increasing an active capital which will suggest themselves to the mind of a man who gives the matter careful thought. The reward which comes to the merchant who conducts his business on a cash basis is so ample that it should stimulate an intelligent effort on the part of those who have heretofore thought it impossible to accomplish.—Ex.

A LONG FELT WANT.

What an interesting work on business vicissitudes could be produced annually by either of the leading commercial agencies in this country if it could afford to devote the time to it. Yet it probably would prove a profitable undertaking, provided the right kind of information were gathered. The annual record of failures is published by both agencies, and one at least prepares later in the year a pamphlet giving a list of the chief causes of mercantile insolvency and the percentage of failures due to each. But what is needed in the work that we have in mind is more detailed information regarding the causes of failures. For instance in the list of "incompetents" as given in the pamphlet mentioned, how many of these unfortunates have owed their business ruin to failure to keep a proper set of books, or to ignorance in buying? And how many of the insolvents who give as a reason for failure bad debts or the credit system, should be properly classed as incompetent dealers? Speculation is alleged as the cause of the downfall of a certain percentage of business men—how many of

these, among retail grocers, have suffered from too heavy purchases of "futures" in canned goods and other groceries, or were the speculations of this class of dealers confined to ventures in stocks or "playing horses?" How many business men who fail start in business again, and how many of this number eventually succeed? And how many of this class belong to the retail trade? Do company stores make life a burden for retail merchants in certain sections, or at least does the record of failures in those sections prove that the company is a preventive of success in independent lines? Is the grocery business more hazardous in a pecuniary sense than other branches of the retail trade? Does the percentage of failures in general storekeeping prove that that is a safe or unsafe business for inexperienced men to engage in? These and other conundrums that we have no space for at present await answers. Such a work as we have suggested might yield a good profit to the publishers providing the above questions were answered in its pages.—Merchant's Review.

WHAT CONSTITUTES A SALESMAN.

I have frequently, in the course of a quarter of a century's experience, been asked the question by fathers, wishing to launch their sons in a mercantile career, what constitutes the requisite of a successful retail salesman. The query, like that of the chemical analysis of a glass of water, lager beer, bread, meats, or a hundred other articles of diet, that we all partake of daily, and of which we do not doubt our understanding, is one more easily propounded than precisely answered. There are so many ingredients entering into the grand total of an ideal salesman that an exhaustive category would be equivalent to the task of writing a psychological treatise. Yet in the years of a somewhat close observation I have passed in trade and the views interchanged with others similarly situated, a few deductions may be drawn that will prove of interest and possibly instructive.

It must be premised at the outset that the young man upon entering his business career, must be endowed with common sense and a fair knowledge of language and arithmetic—for with reference to the former it is an axiom that mercantile pursuits develop but never originate, whilst without the latter he is constantly tripping over the stumbling block of mortification.

Equipped with these qualifications, the first aim of every salesman aspiring to ultimate and permanent success is to make a close and careful study of the merchandise he is about to handle in all its details; to have a master knowledge of the property, not only its name and uses, but its composition, its history and merits, so that in presenting and representing it to a customer he can speak with the freedom and mien born of information of his subject and inspire that con-

fidence in his goods he himself possesses. I find that the pre-disposition of a great many young men, after they have acquired a superficial knowledge of their chosen vocation, a very "smattering," so to speak, is to labor under the delusion that they have graduated, and that there is nothing more to learn. The natural consequence follows, when they come in contact with an obdurate or cynical customer and have exhausted the stock arguments that an article is the latest, and it's nice, and good, and cheap; with the exception of being able to transpire there adjectives, their vocabulary is drained, they close up like an oyster, and nine chances out of ten they are "swopped."

It requires energy and assiduous application to keep "posted," but the end justifies the means; and the end is success. As a corollary of the foregoing, a retail salesman must be a good "stockkeeper." Next to a complete knowledge of the composition of your stock is that of its arrangement and location.

This is important at all times, but extremely so in busy seasons. In no place is the truism, "time is money," better illustrated than in a retail store.

Goods so disposed that they can be handled at a moment's notice wonderfully facilitates sales; whereas, on the other hand, if the salesman goes moping around rummaging his stock in search of the required article the lynx-eyed customer receives the impression he can not deliver the goods, or is not "up" in his business—a result equally to be deplored. Keep your stock tastefully arranged, classified and well assorted, giving prominence to whatever you desire to attract particular attention, and when the day of invoice comes you will find your labor well repaid.

Building upon the bed-rock foundations intimated above, the superstructure might be known as the etiquette of the business. This consists of a man's habits, temperament and raiment. Upon such a theme volumes could be written, but this is not the place.

It goes without saying, however, that successful salesmanship and dissipated habits do not go hand in hand. If there is a place on the globe, outside of the pulpit, where a man's brain should be clear, his mind untrammelled, his temper unruffled and his eye clear, that place is behind a retail counter; for no where else is there a more varied or critical audience to humor and please. The midnight hour, the flowing bowl, the deep carousal and the addled brain of the following morning, are not conducive to these conditions. Sooner or later something will "drop," regardless of a man's other qualifications.

Such habits, moreover, have a tendency to beget carelessness as to personal appearance, slovenliness in dress, as well as curtailing the means of procuring good clothes; and as every business man is aware, the appearance of the outer man is a wonderful adjunct to the skilful salesman.

Numberless minutæ upon this almost exhaustless subject suggest themselves to my mind in the way of reminiscences and illustrations of men and occurrences I have met and witnessed, but I will postpone the recital to some future occasion.—E. F. K. in Grocer and Trade Index.

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THE CANADIAN GROCER

5

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R. T. STEELE.

GEO. E. BRISTOL.

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VEGETABLES.**

Complete Assortment

—OF—

Standard Packs.

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than

“DIAMOND”

NONE

as profitable both to consumer
and dealer.

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execution of mail orders. Full
details and quotations promptly
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If you want the best value in
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Prime Salt Fish are scarce; we have a nicely assorted stock; buy
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White Fish, Labrador Herrings, Shelburne Herrings,
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EBY, BLAIN & CO. Toronto.
 PERKINS, INCE & CO. do
 JAMES TURNER & CO. Hamilton.
 EDWARD ADAMS & CO. London.
 CAVERHILL, ROSE, HUGHES & CO., Montreal.
 H. N. BATE & SONS Ottawa.

WRIGHT & COPP,

AGENTS,

TORONTO.

M. LEFEBVRE & CO.



Reg. Trade Mark.

MICHEL LEFEBVRE & COY

Manufacturers of

Lion--L--Brand

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

Montreal, P.Q.

Established 1849.

GOLD, SILVER

—AND—

BRONZE MEDALS

20 1st prizes.



BAR-LOCK TYPE WRITER.

The Best Machine on the Market.

Secures visible writing, permanent alignment,
automatic paper feed and ribbon reverse, great
speed and manifold power, with easy manipula-
tion and control of machine, etc.

A. M. COLQUHOUN,

AGENT FOR

TORONTO AND WESTERN ONTARIO,
TELEPHONE 181.

71 Adelaide St. E., Toronto.



OPINIONS ACCORDANT AND OPINIONS DIFFERENT.

EDITOR CANADIAN GROCER:

DEAR SIR,—Your editorials on the Patrons of Industry, as well as several letters you have published, are very apropos, and the writers deserve the thanks of the mercantile community. Some little time ago the writer interviewed the merchants here, with a view to freeing the market, and there was a good prospect of success, but to-day the feeling is so strong against the Patrons, not of industry by any means, but the patrons of the extinction of mercantile competition, that any attempt to secure a free market would be useless. We are pleased to hear and observe that the more intelligent and far-seeing portion of the farming community entirely disapprove of the Patron arrangement. The well-known lack of success of co-operative stores, and the natural inference that if A's dollar be worth \$1.10 B's is equally valuable, (more especially if he be a larger purchaser than A) whether he be no Patron or the right worshipful master of a Patron lodge, clearly point to a short life for the combination, and the storekeepers who have unwisely agreed to sell to A at 90c. will have to supply B at the same rate, or follow the long, long procession of lapsed merchants.

To change the subject. When you advise grocers to "go out and take orders and drum up new trade," we claim the privilege of protesting against any such degradation of mercantile life, such conditions are a disgrace; the store-circular or newspaper are the reasonable methods and places for extending business, not the residence of the customer, and were this rule rigidly adhered to, it would be much better for the trade in many respects. You must admit the right, not only of every grocer, but of every merchant in every line to go and do likewise. Picture the result. When you say it is worth the grocer's while to follow the example of the fruit pedlar, you give advice which should be repugnant to the feelings of every respectable merchant who reads your article, and we must express our surprise at such ideas appearing in the columns of a paper which we have learned to read with attention and appreciation.

Yours truly,
HAMILTON TEA CO.,
LAING.

[Mr. Laing's approval of our course with reference to the Patrons of Industry movement is encouraging, and we thank him for this and the complimentary words with

which he concludes. We are indebted to him also for being the indirect means of our discovering that we have unwittingly done an injustice to a very highly esteemed contemporary. The article he finds fault with was not one of our own, but was clipped from the New York Merchants' Review, the credit, owing to an unfortunate oversight, not having been allowed to the journal to which it belonged. We beg our contemporary's pardon, and are of the opinion that we will be absolved from any suspicion of having been wilfully guilty of doing it or ourselves such a wrong.

As to the practice of calling upon customers, we approve it as a necessary evil. It appears to be the only way the stationary trader has of protecting himself against the pedlar and the producer. It is because we have seen the utter inadequacy of the law to regulate the peddling trade satisfactorily that we commend to the resident merchant the practice of calling for orders. The encroachment of pedlars last year upon the trade of grocers was unusually large in such commodities, as fruits, fish and potatoes. There is no analogy between such calls as we recommend and those of troublesome fakirs. The grocer has his customers. He does not bore them, but he serves them, by calling upon them. The goods he asks orders for are such as the people have to buy in any case, and if he can anticipate the pedlar and crowd him out, he is rendering his own business a service that should outweigh any damage to his dignity that in a theoretical view of this method of trading would seem to be done. Several of the leading grocers in this city look after business in this way. They are expected by their best customers to do so, who to a large extent hold the grocer responsible for keeping himself informed as to their wants. They consider the matter in his hands. He is retained, as it were, to look after them, and if he does not there is likely to be a little pettishness that ends in the transfer of a customer to some other store. The grocer in such cases calls to look after clearly defined wants that he is depended upon to keep filled.

EDITOR.]

A WORD FOR CLERKS.

Good clerks are proven to have been a contributing source to the success of many merchants. While it is advisable and, in fact, the only safeguard to success for anyone starting in business to conduct the same on such a basis as to limit the expenditures within the income, still it is necessary to conduct the same properly and have the necessary help. Many men have started in the grocery business and have failed for this very reason. It should be taken into consideration that whenever a store is opened, the first and most essential thing is the personal attention of the proprietor. The next is to leave in the store during the absence of th

storekeeper an able and fit representative who in every way is equal as far as the business interests are concerned. Of what benefit will it be to any business to leave a boy there to represent the owner, who can only inform you that "the boss is not in at present; come in some other time?"

Storekeepers should hire at least one competent clerk, who would look to the growth of their business and assist them in building up their trade. It will take but a short time to convince most grocers that they have been laboring under difficulties and disadvantages by not having behind their counters men of sound judgment, instead of boys who are of little use behind the grocery counter. Boys should be hired for the purpose of apprenticeship to give them an opportunity to learn the grocery business, a knowledge of which is very necessary in order to properly conduct the same. Instead of building up a business first and then hiring a clerk, reverse the practice, and it will be found that good clerks will be a great help.

One reason why there are so many stores, and consequently such close competition, is because good men who have been educated and trained in the grocery business cannot find employment, and therefore invest what little money they have in a stock of groceries and launch out as competitors. Whereas, if the generality of storekeepers would turn their attention to hiring able and competent clerks, they would have found employment, and would refrain from entering into competition with others.—San Francisco Retail Grocers' Journal.

A VERY "NEAR" CUSTOMER.

A certain wholesale grocery house here, says the Michigan Tradesman, had a retail customer who buys in such small quantities and acts so penuriously that the house salesmen would as soon see the store invaded by an army of beggars as to be compelled to wait on him. The other day the old fellow dropped in and spent a couple of hours in making his usual selections, including half a dozen cans of a certain kind of canned goods. The latter were placed in his wagon in a case, and a short time afterward the old gentleman appeared at the office with the empty box, when he registered the inquiry: "You pay 5 cents apiece for empty boxes, don't you?"

On being answered in the affirmative, he replied:

"Well, give me the money. You treat your customers to a cigar, too, don't you?"

The cashier smilingly produced a cheap cigar, when the old man paralyzed the office force with the remark:

"I don't smoke, so give me 5 cents instead."

The cashier laughed until he turned red in the face, when he took the old fellow by the arm, quietly informed him that his patronage was not desired hereafter and led him to the door.

TEAS

H. P. ECKARDT & CO.,

Wholesale Grocers and Importers of Teas, **TORONTO.**

GREETING To Our Business Friends.

Thankful for past favors and hopeful for the future, we greet you at the close of 1891, and wish you a Happy New Year.

Very respectfully yours,

The Snow-Drift Baking Powder Co.,

BRANTFORD.

ORDER A CASE OF

OCEAN WAVE BAKING POWDER

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

Cowan's

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

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

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

ESTABLISHED 1841.

W. H. Schwartz and Sons,

Coffees,

Spices,

Mustard.

HALIFAX, N.S.

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

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

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

Canned Salmon, Lobsters, Mackerel and Oysters.

500 CASES!!!

ATLAS BRAND PREPARED BOSNIA PRUNES

--CROP 1891,--

To arrive in the first days of January 1892.

Hudon, Hebert & Cie., Montreal.

We offer to the Trade :

1800 packages Japan Tea.
700 do Black do
700 do Green do

Comprising all grades and qualities.

Send for samples and prices.

L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.

HOLIDAY DELICACIES

Batger's Jams, Nonpareil Jellies and Marmalade.

Cunningham de Fournies Table Delicacies.

Atmore's Mince Meat and Plum Pudding.

Huntley's & Palmer's Biscuits.

Caverhill, Rose, Hughes & Co., Montreal.



Ridgetown is shipping six carloads of pork weekly.

The Consumers' Cordage Company will rush the construction of their factory in Winnipeg.

The stock of Jas. Cunningham, grocer, Clinton, Ont., narrowly escaped destruction by a fire which destroyed the block in which he did business.

The wholesale grocery business formerly carried on by James H. Dunlap, Moncton, N. B., has been purchased by Dunlap & Co. who propose carrying a full line of groceries.

A Company has been organized at Digby, N. S., to breed and ship live lobsters to Boston. They have put \$10,000 into the enterprise, and expect to ship 40,000 lobsters this season.

Mr. M. B. Clemens, who has been local salesman for Messrs. Simpson & Co., of Berlin, for the last half a dozen years, has been appointed Inspector of the Mercantile Insurance Co., Waterloo.

There's some significance in the fact that Mr. Stewart Munn, who handles more fish than any other business man in Canada, received his commercial training in Newfoundland.—St. John's (Nfd.) Evening Telegram.

Mr. A. P. Johnston, L. Booth and H. C. Ellis have started the early closing movement among grocers in Ottawa. They commenced Monday evening to close their shops at 7 o'clock and would like to see other grocers follow.

Robert Bateman, of the grocery firm of Bateman & Sons, Belleville, was married last week to Miss Blanche Fuller, daughter of Charles Fuller, Toronto. The happy couple left Toronto for an extended tour through Western Canada.

Messrs. John S. Pearce & Co., seedsmen, London, Ont., have issued a very tasteful and useful catalogue for 1892. It is exhaustive as a source of information to the intending purchaser. The illustrations are rich and life-like, and must promote buying among gardeners of all degrees of pretension. The classification of the matter is very detailed.

W. H. Rowley, manager of the E.B. Eddy Co., has shaken off the sickness that clung to him for above a month, and has gone to recruit his strength

"Where the remote Bermudas ride
In the ocean's bosom unspied."

There we hope he will find a few weeks' respite from the cares that the big industries at Hull must make press heavy on his brow.

STATESMEN DIFFER.

The following correspondence between Mr. W. A. Munn of the firm Stewart Munn & Co., Montreal, and the Colonial Secretary of Newfoundland has been forwarded to us for publication, and is self-explanatory. Mr. Munn was in St. John's Nfd., at the time of the writing.

ATLANTIC HOTEL, ST. JOHNS, NFLD.
Dec. 30th 1891.

HON. ROBERT BOND,
Colonial Secretary, City,

DEAR SIR,—I now enclose to you a copy of a speech delivered by the Hon. C. H. Tupper, at Toronto, on the 16th inst., and which has had considerable circulation in Canada. Would you kindly favor me with your reply to the following question regarding a statement in the above named speech, and which seems to be the main argument in this speech, and which I believe to be grossly incorrect.

Is he right when he states that in your convention with Mr. Blaine you proposed to shut out Canadian products by placing a discriminating tariff in favor of the United States? If you can give me the statistics of the gross value of the imports and exports between Canada and Newfoundland I will be very pleased, as I intend publishing your reply, and it will disabuse the prevailing feeling that Newfoundland will suffer more than Canada by this tariff fight. Please let me know whether the new tariff which you have lately put in force against Canada will apply to American goods shipped through Canada in bond for Newfoundland. The bulk of the flour trade with this colony is shipped from Montreal, and it will make very little difference to Newfoundland merchants whether the flour is Canadian or American (as they can always be had at the same price) if the goods can only be forwarded by the cheapest route. An early reply will oblige,

Your humble servant,

W. A. MUNN.

Colonial Secretary's Office,

St. Johns, Newfoundland, Jan. 4, 1892.

Sir, I have the honor to acknowledge the receipt of your letter of the 30th ultimo enclosing an extract from what purports to be a report of a speech delivered by the Hon. Charles H. Tupper, the Canadian Minister of Marine and Fisheries, at Toronto, on the 16 ultimo; and asking if the statement contained in said extract is correct. Also, whether the duty at present collected upon Canadian goods will apply to American goods shipped through Canada in bond for Newfoundland.

Referring to the extract aforesaid which is as follows, namely:—"Under the Bond-Blaine negotiations it was proposed to shut out our flour and our products of the Western part of Canada out of that market, and to impose a tariff discriminating in favor altogether of the goods and products of a foreign country, the United States of America." I hesitate to believe that the Hon. Mr. Tupper deliberately asserted that which he knew to be untrue, yet, I can only say that if he did make the statement contained in what purports to be a report of his speech at Toronto on the 16th ultimo, it was contrary to the facts and for which no possible excuse can be forthcoming. "The Bond-Blaine negotiations" did not propose to shut out Canadian flour and the products of the Western parts of Canada from Newfoundland, neither did it propose a tariff discriminating "in favor of the goods and products of a foreign country, the United States of America." When a similar statement was forwarded by the Canadian Cabinet to Her

Majesty's Government as the justification of its unwarrantable interference with the Newfoundland negotiations, this colony at once intimated to the Imperial and Canadian Governments that such a contingency was not contained in the proposed convention or contemplated by the government of this colony. As a member of the Canadian Cabinet the Hon. Mr. Tupper must have been aware of this even if his own interpretation of the "negotiations" had led him into error, hence my unwillingness to believe that he made the untruthful statement that has been attributed to him.

In reply to your query as to the amount of our imports from and exports to Canada, I beg to say that the Blue Book for 1890 gives the imports from Canada as equal to \$2,400,000, and the exports from this colony to Canada as equal to \$600,000.

With reference to American goods shipped through Canada in bond for Newfoundland, the additional tariff to which you refer will not apply to such.

I have the honor to be Sir,
Your most obedient humble servant,
R. BOND, Colonial Secretary.

To Wm. A. Munn Esq., care Messrs. Stewart, Munn & Co., Montreal, Canada.

MONTREAL TRADE NOTES.

Mr. Jas. Strachan, the soap manufacturer, has refused the nomination for St. Lawrence ward.

The sales of leaf and bulk gelatine have been small lately, but it is coming on to the season for it now.

The Edwardsburg Starch Co., hold their annual meeting on the 19th of the month at their office, St. John St.

J. A. Mathewson & Co. say their men are out and doing as well as can be expected, considering the weather.

Messrs. Fraser, Viger & Co. say they are having a big run on game and English and American canned goods.

The Lady Charlotte Gelatine Co. say the sales this year are larger than last. This speaks well for the quality.

French sardines are scarce in this market, and the dealers say the fish do not run nearly as good as last year's catch.

The St. Catherine St. retail grocers' are spreading themselves as regards their windows, and a few of them really do look fine.

Messrs. Lockerby Bros. say their men are doing the best business they have done for some time. This speaks well for their customers.

Lyon Silverman is putting up a nice sauce for the Canadian market, which is really first class. He deserves credit for working it up to such a standard.

Several of the produce dealers have been fined for selling game out of season. The actions were taken out by the Fish and Game Club of Quebec.

The retail Grocers' Association have decided to hold their annual drive and dinner on the 10th of next month, when several of them will drive tandem.

Canned goods are bringing a good price now, and are going up every day, several wholesale houses say they wish they had more of them in stock.

The nominations for President of the Montreal Board of Trade are as follows: Messrs. Robert Archer, Hon. Geo. Drummond, A. F. Gault, E. B. Greenshields. Mr. Archer and Mr. Gault have positively declined to remain in the field.

DO NOT
XEROX

FEARMAN'S FAMOUS ENGLISH BREAKFAST BACON

Mild, Sweet,
Delicious Relish.

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

TO GROCERS.

SIMCOE CANNING COY'S

Goods are warranted first-class.

PUSH THEM.

Order through your wholesale
House.

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.

GROCERS MAKE MONEY BY SELLING THE

EMPIRE BAKING POWDER.

Purity and Strength combined.

ELLIS & KEIGHLEY,
TORONTO



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

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

TO THE TRADE
—IN—
Canned Goods.

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

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

**PURE CONFECTIONERY,
FINEST BISCUITS.**
Manufactured by
J. McLAUCHLAN & SONS,
OWEN SOUND, ONT.

PICKLING VINEGAR.



T. A. LYTLE & CO.,

Bonded Manufacturers,
124--128 RICHMOND ST. W.,
TORONTO.

The Circulation of this paper has increased one-third in the past three months.

Todhunter, Mitchell & Co.

—DIRECT IMPORTERS OF—
HIGH GRADE COFFEES,
Old Government Java Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.

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



THOS. LAWRY & SON,

| PORK PACKERS AND LARD REFINERS. |

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

PURE LARD A SPECIALTY. | **Hamilton, Ont.**



FRY'S PURE CHOCOLATE

ARTHUR P. TIPPET & CO.,

Agents for Ontario and Northwest,
1 Wellington Street East, Toronto.



TWO KINDS

—OF—

Business Men.



WIDE AWAKE

kind buy from the
EMPIRE
because they get goods
that are right and are up
to the times.

Another kind are



FAST ASLEEP

but they are waking up
every day to the fact
that we can give them
goods that will please
them.

We sell direct to re-
tailers. Send for sample
caddy or two.

Empire Tobacco Co.,
MONTREAL.

WHAT BREAKS MEN DOWN.

One of the features of American business life about which men are compelled to think when they have time, says the Galveston News, but of which certainly those who know and feel it most cannot be expected to write, is the irregularity with which the strain of mental and accompanying physical exertion falls upon them. Business comes with a rush and for some months those in positions of responsibility and greatest usefulness are compelled by circumstances to wrestle with figures, facts and circumstances at a rate and during an extended day, the result of which must be to wreck the nerves of the strongest and most determined who undertake to do their duty if in employment, or to keep their heads above water if in the swim for themselves. There is no patent method for reforming this under the actual conditions, but the thought that able men are being worn out too quickly by the system will suggest that where a saving of time can be effected no routine should be adhered to that is not strictly necessary to safety and efficiency. Another thing is that as service becomes more valuable by experience in a place, those whose business which can by care in management be shaped to employ a steady and adequate personnel by the year will gain something in the course of time by making the endeavour intelligently. Other points are that all facilities to bring busy men to and from their places of business are of increasing importance as to saving that time which would be devoted to rest and meals. The motherly housekeeper, also, needs to be aware that upon her devolves no small portion of responsibility for the health of the toiling man. It is business rush and worry that breaks men down more than manual labor ever did. The temperance advocates, too, may stop and think that they have to deal with causes, and that often, indeed, the habit of taking stimulants to success is merely a result of business pressure. On the other hand, enforced idleness is as bad morally, while less injurious in its direct physical results. Overwork and strain fall upon the clerk and bookkeeper as upon the manager, but on the former classes the blight of no work at all is more likely to fall. While apparently small safeguards are all that can at present be practically suggested, it should not be forgotten that safeguards, in appearance small, are often sure and effective. It should be in the power of every reasonable man at least to banish worry; to attend closely to what is presented, decide promptly, press forward serenely and care nothing for consequences while doing what seems best in the time which nature allows for work. A good strong resolution in competently managing men, when they are able to take leisure and save health, to do so, no matter if it costs much in money, would be very wise and would have a wholesome effect in making places for others and in compelling corporations to seek their interest in a reasonable conservation of the health of their capable employees.

LONDON
RETAIL GROCERS' ASSOCIATION.

The regular meeting of the above association was held in Sherwood hall on Wednesday, Jan. 13th, with the President, Mr. W. H. Ferguson in the chair. The meeting opened at 8 p.m.

The minutes of last meeting were confirmed as read.

A communication from a merchant in Melville was read asking what action was being taken by this association respecting the peddling of goods, stating that they had found it a nuisance in that part of the country and thought united action should be taken by the different associations and merchants generally to see that a license fee be imposed, as very few of the pedlars pay taxes or even do statute labor to the extent of more than from \$1.50 to \$5 per year, and license fees are practically evaded.

It was moved and seconded that a reply be sent stating that the different associations were considering the best means to be employed to suppress peddling, or impose a fee equal in proportion to the taxes paid by merchants.

Under the head of "Remarks in the interest of the Association" the Patrons of industry were discussed, some of the members stating that they understood that the patrons had been interviewing some of the grocers of this city asking for tenders to supply them with groceries. It was the feeling of the members present that the patrons should not be sold goods on any different terms than those of general customers, and groceries are already being sold at the closest living profit, and any extra inducement savors of dishonest dealing, generally speaking.

Some other matters of local interest were discussed and disposed of and the meeting closed at 10 p. m. to meet again on Feb. 10th.

Prince Edward County has exported over 100,000 bushels of buckwheat to Germany this season, for which they have received an average price of 50 cents per bushel. This is a handsome return to that county.

The magnitude of the output of the E. B. Eddy Co.'s match factory at Hull would be a good competitive guessing problem, only that it is so large the guesses would all fall on the under side. This factory turns out 27,360,000 matches every day. These goods must have a huge share of the consumption that goes to matches in this country.

At the annual meeting of the shareholders of the Ogilvie Milling Company, held in Winnipeg, the following directors were elected for the ensuing year:—Messrs. W. W. Ogilvie, Shirley Ogilvie, A. T. Ogilvie, and F. W. Thompson. Officers subsequently elected were:—Messrs. W. W. Ogilvie, vice-president; F. W. Thompson, general manager; W. A. Black, secretary. It is understood that the reported results of the business for the past year were highly satisfactory.

BENS DORP'S

MANUFACTURED
AT
AMSTERDAM, HOLLAND.

Is absolutely Pure and Soluble Free from all oil. Requires no cooking. Pleases everyone that tries it. Packed in cases of 12 lbs. each. Price, ¼ lb. cans, \$2.40 per doz.; ½ lb. cans, \$4.50 per doz.; 1 lb. cans, \$8.50 per doz.

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



Compare quality with any others.

ROYAL DUTCH COCOA.

Wholesale by

James Turner & Co., Hamilton.
M. F. Eager, Halifax.
Edward Adams & Co., London.
H. N. Bate & Sons, Ottawa.
Eby, Blain & Co., Toronto.
Whitehead, & Turner, Quebec.
Caverhill, Rose, Hughes & Co., Montreal.
Beckwith, Thompson & King, Victoria, B.C.
SPECIAL PRICES.



It pays to buy the Best.

You can't afford to sell poor goods. Retailers are waking up to the fact and there is an increasing demand for good goods. Kent bottled pickles are sold at a reasonable price and yield a handsome profit to the retailer. Ask your wholesale grocer for them and take no others.

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

JOHN PETERS & CO.,
General Commission Merchants
and Brokers,
Halifax, N. S. and
Kingston, Jamaica, W.I.
Agents for The E. B. EDDY MFG CO.,
HULL, P. Q.

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

JAMES E. BAILLIE,
PORK PACKER, TORONTO.

Hams, Breakfast Bacon Rolls.



GANONG BROS.,

ST. STEPHEN, N.B.

MANUFACTURERS OF THE



CHOCOLATES.

There is no other Blacking for sale in Canada equal to
P. G. FRENCH BLACKING.

If you have not already compared it with others, send to us for a sample—Try it—You will be convinced.
PURE GOLD MANUFACTURING CO.,
31 Front Street East, Toronto.

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



The best and cheapest Mince Meat on Earth. Price reduced to \$12.00 per gross, net.

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

GEO. MATTHEWS

PACKER and CURER of the "Rose Brand"

Hams, Bacon and Lard,

ALL NEW STOCK.

PACKING HOUSES, OTTAWA, PETERBORO' and LINSLEY, ONT



TORONTO MARKETS.

TORONTO, Jan. 21, 1892.

GROCERIES.

The weather has at last taken a spell of decision, and it is to be hoped it will be a steady one throughout the remainder of the winter. With the thermometer down about zero and plenty of snow on the roads there is reason to expect that the movement of grain from farmers' barns to elevators and railway stations will be very general. If the hauling of grain were once more set going over the country, the effect of it upon trade would be immediate and powerful. It may require more than hard weather and snow, however to bring out the grain; prices may have to improve before the farmers will sell freely. But the equivalent of the grain in money would supply the stimulus now wanting in trade, and it is to be hoped that it will soon be circulating. Trade this week has been fully up to expectations. The orders have been more liberal than they usually are at this time of year. Tea continues to be the largest part of the invoices sent out. Otherwise the orders are of a sorting up description. The week has not been fertile of changes. No new stock, except a few prunes, has been received. Prices are of an easier tendency on staples, yellow sugar, currants and Malaga raisins quoting generally lower. There seems to be enough money for fragments as but little grumbling is heard about backwardness in remittance.

CANNED GOODS.

The output has been small. Prices are generally steady at the quotation which has been ruling for a long time, that is \$1.05 for round assorted lots of vegetables. There are brands obtainable, however, at \$1, but strictly first-class goods are quite firm at the higher figure. Peas appear to be as scarce as the evidence of indications now more than a month old has led everybody to suppose they were. Packers have been called upon to forward more, but most of them agree in the answer that they have not a case left. The quotation for peas alone is \$1.10. The prices of all fruits are steady and the trade dull. In salmon and lobster the usual limited business proceeds uneventfully at unchanged prices. There is some rumor of a combine among the salmon canners of the Fraser.

COFFEES.

This market shares very little in the ups and downs of Rio coffee in the large distributing centres. This present week in New York is marked by a continuance of the equal strife for advantages between buyer and seller, and the issue inclines now one way, now the other. Here prices are unchanged and business is small in volume. This applies to all descriptions.

DRIED FRUIT.

Currants are easier, as quotations from outside led buyers last week to expect they would be. Provincials in barrels quote from

as low as 5½c. Valencia raisins range from 5c, for last crop off-stalk goods, selected are from 7c upwards and layers are 7 to 8c. There is more Malaga fruit on the market this week, but it is not divided up, being mostly in the hands of one holder. The prices of it are easier in the more staple descriptions and higher in the choice lines. Figs have not been in much request since the year opened. The stock on hand is a small one. Prunes are being quoted to arrive at 6¾ to 7c for U, the only grade of the Sphinx brand now on the way. Already a few Atlas prunes have been received and are held at the following prices: for A 8½c., for B 8c., for C 7½c., for D 6¾c. Old case prunes are steady at 5½ to 6¾c. There is this year more California evaporated fruit on this market than there ever was before. The prices are: 12½ to 14c for apricots, 12 to 13c for peaches, 12¾ to 14c for nectaries.

NUTS.

The call for nuts is a very light one. A few Grenoble and Bordeaux walnuts are asked for but the parcels moving out are small and not numerous. Prices have eased materially in New York. A very small business is all that can be looked for from this out. Stocks are light.

RICE AND SPICES.

Rice is quiet and featureless. Orders are far apart in the procession of calls for stock, and are for very small parcels. Spices are dull, with quotations standing at points marked last week.

Foreign mail advices just received from Yokohama, says the New York Daily Commercial, note that the occurrence of violent gales which swept over the country when the grain was ripening, has resulted in a disappointment in regard to expectations for the rice crop. The total of the early, middle, and late crops is returned as 34,464,280 koku, and as an average yield is 34,257,000 koku, last year's yield shows an excess of only 206,880 koku, above the average. According to one native paper, the yield for 1891 has been only 31,378,234 koku, a quantity considerably below the average. In consideration of the deficiency in the rice crop of Burmah and other important sources of rice supply, the disappointment in Japan is considered quite important in relation to the international market, as well as in connection with trade prospects in Japan in particular.

SUGAR.

Sugar buying is not at its best these days. The Canadian market is not lacking in firmness, though an easier tone in New York is one of the features of the week. As usual with downward movements in that market the significance attached to this change is the desire to lay in supplies of raw and to bear the market accordingly. Our refiners are steady in their firmness for current prices, and bids for big orders do not affect their quotations materially. Locally, some jobbers go as low as 3¾c. for yellows, others will sell at 3.55c., but the majority want 3¾c. Granulated is unchanged and quiet at 4¾ to 5c.

Willett & Gray, New York, in their Weekly Sugar Statistical say:

Raws—The market has been quiet during the week. There has been no news of importance from any direction to influence it either way. Further reductions in the beet crop are not now looked for as much as they were, and to this extent the market is in favor of buyers. Cuba sugars are also more freely offered, which, taken in connection with the condition of the refined market as to prices, is also in favor of buyers, and a slightly

easier market may result, particularly as values of raws are considerably higher than at the opening of crops last year. The action of the American Sugar Refining Company yesterday, if put into force by purchase of competing refineries, will also have an important influence in keeping raw sugar at low prices.

Refined—The demand not proving sufficient to keep refiners free of accumulation, another break in prices resulted, back to the former low point of 3.92c. net cash for granulated. With centrifugals at 3½c. a loss of 10c per 100 lbs, or 30c. per barrel results to refiners on basis of their report for 1891, given elsewhere in the paper. Buyers can decide as well as we whether this fact has any bearing on the immediate future of refined, taken in connection with what we say about raws. We may add that at the reduced prices the demand for refined increases, and some grades of softs show a hardening tendency.

SYRUP AND MOLASSES.

The week's sales of syrups have amounted to a very good aggregate. The prices rule as low as ever, with stocks well supplied with low-grade United States syrup.

Molasses has also had a comparatively good week of it. In New Orleans molasses the trading has been largest. Values run from 30 to 55c.

TEAS.

Low stocks in the country and good value obtainable from jobbers are causing a marked increase in the orders, both as to the number of them and the quantity of tea they each call for. There has not been for a long time so steady a run of fair-sized sales. Medium-priced teas preponderate in buying favor. A better supply of low grade Young Hyson would promote trade, as for that variety a smart demand is just now heard from. Japans and blacks at 23 to 30c. sell particularly well.

McMeekin & Co., in their notes on Indian and Ceylon teas for the month of December, say:

The offerings of Indian were 109,000 packages, against 103,000 packages in the same month of 1890. The supplies during the

WRITE

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FIGS.
NUTS.
SPANISH
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My price is Seventeen Cents per hundred less than their Combination, and I allow one and one-half per cent. Discount.

JAMES LUMBERS,

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MARKETS—Continued.

first week were fully equal to the demand, and common teas were slightly lower, but the offerings falling off, and a large business being transacted in the country, more spirit was evinced in the biddings at auction. Prices have gradually hardened, and in many cases show a rise of tully 1d. per lb. in the lower grades, and 1d. to 2d. per lb. on good liquoring teas. The sales closed for the year with a very firm tone. The low range of prices has induced buyers in the country to hold more stock than usual, and it is not probable that the market will continue so firm. The quality of the teas offering towards the end of the month shows an improvement, and some specially fine teas from Darjeeling and Assam have realized very full prices. This has also contributed to the improvement in prices, together with the knowledge that we are not likely to receive more for the remainder of the season than last year. The average of public sale prices for the month was $8\frac{3}{4}$ d. per lb., the same price as in November. The imports were 14,416,000 lbs., and the deliveries 9,284,000 lbs., leaving in stock on 31st Dec. 45,496,000 lbs. The offerings of Ceylon were 47,700 packages, against 28,700 packages in the same month of 1890. The demand has continued good throughout the month, and prices have slowly advanced. Pekoe Sou-chongs and Pekoes show a rise of $\frac{1}{2}$ d. per lb., and Broken Pekoes 1d per lb. The average of public sale prices was $9\frac{3}{4}$ d. per lb. for the corresponding month last year. The imports were 4,756,000 lbs. and the deliveries 4,283,000 lbs., leaving in stock on 31st Dec. 13,440,000 lbs. China teas have been more in request, and prices have advanced in sympathy with Indian and Ceylon teas. Java teas are not much in demand, owing to the low range of prices ruling for Indian and Ceylon teas.

PETROLEUM.

The price is steady and the volume of trade about the same as it was a week ago, Canadian refined quoting at 15c. Empties are unchanged at 65c.

The Petrolia Advertiser reports: Petrolia crude \$1.29 per bbl., Oil Springs crude \$1.29. The past week has been very quiet on the crude oil market. The price of crude oil on going to press is \$1.29, two cents lower than over last week's quotations. Refined oil can be purchased all the way from 11 to $12\frac{1}{2}$ c. according to customers and terms.

BUTTER AND CHEESE.

The position of the butter market has been the same for several weeks. Large rolls with pretensions to classification in the highest grades abound, but the majority of them have to be sold at the prices ruling for medium stock. An occasional lot rises to the standard of merit which brings 17c. and 18c., but the representative range for ordinary large roll butter is 14 to 16c. For very choice dairy tub 18c. is easily obtainable. This is very scarce. Really prime butter would develop rather than bring down prices

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if it were to be had in quantities. Low grade stock at 11 to 13c. also commands sale these days, a very considerable quantity having been taken for eastern consumption. The movement of creamery stock continues very limited from this market, though a very considerable revival has been awakened in the English market for both Canadian creamery and choice western dairy.

Cheese is firm at 11 to $11\frac{1}{4}$ c. for fine fall makes. Early summer stock is easy and out of demand at $9\frac{1}{2}$ to 10c.

COUNTRY PRODUCE.

APPLES.—Buyers are not eager for stock either to store or ship at once. There is just at the present time nothing to be made out of exportation. Prices have a wide range on spot, \$1.50 to \$2.50.

BEANS.—There is very little life in the market. A few small parcels sell out at \$1.40 to \$1.50, but \$1.20 to \$1.30 are the prices for car lots.

CRANBERRIES.—Prices are easier at \$7 to \$7.50, with stock plentiful and demand inactive.

DRIED APPLES—Odd small lots are moving into buyers' hands here at 4 to $4\frac{1}{4}$ c. outside, and $4\frac{1}{4}$ to $4\frac{1}{2}$ c. here. The easier market for green is causing a relaxing of the views that prevailed among country holders as to the value of their stock, and offering is freer.

EVAPORATED APPLES—No sales of any magnitude have been reported. Prices are nominal at $6\frac{1}{2}$ to 8c., according to quantity.

EGGS—The market is moderately well supplied with fresh stock at 18c., and limed are plentiful at 14 to 15c.

Game—Rabbits are scarcely salable at 10c. a pair.

HIDES—The hide market makes no progress. Green cows' run from $4\frac{1}{2}$ c. downward from No. 1, with a cent off for each of the two lower grades. Steers' are half a cent higher. Buffs are 5 to $5\frac{1}{4}$ c. on car.

HONEY—Choice extracted is worth 10c, and there are grades as low as 7c. Sections range from 13 to 17c., the uppermost quotation being for very fancy stock.

HOPS—Transactions are rare just now, but the condition of the market warrants sellers in holding out for 18 to 22c., for the various grades now offering.

ONIONS—Are dull and unchanged at \$2.25 to \$2.50 per barrel.

POULTRY—The scarcity of fine stock is a check to trade. Even very common stock, though not in demand, is not accumulating on account of the backwardness of the supply. Good turkeys are worth 10c, geese are scarce at 7 to 8c, chickens are worth 40 to 80c.

POTATOES—Buyers are scarce and sellers quite eager and numerous. Some car lots have been taken at 35c. Out of store lots are 50c and dull at that.

SEEDS—The deliveries this week have been freer as befits the weather we are having. The quantity of alsike in the country is large, but the quality does not rule high. The range of prices is \$6 to \$6.75. Exceptional cases of lower and higher figures are reported. Red clover sells at \$5.50 to \$5.90.

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MARKETS—Continued.

SKINS—Sheepskins now sell on their merit, rather than on their name as sheepskins, the quotation having been pretty uniform for all classes till a dollar was reached. Ordinary good skins are worth \$1, but superior skins range upwards, with inferior skins quoting downward. Calf skins are 5 to 7c.

TALLOW—A very quiet business at old prices—2c. for rough and 5½ to 5¾c. for refined—continues to be done.

WOOL—Nothing has appeared to reclaim this commodity from the dullness in which it has lain for months. Fleeces are 19c., pulled is 21 to 21½c. for ordinary and 25 to 27c. for extra.

DRESSED HOGS AND PROVISIONS.

Sellers are impressing their views upon the market, as prices have gone up for hogs and offerings are far from free. A few cars of selected weights of western hogs have sold this week at \$5.75, and northern selected hogs have been taken at \$5.50. Even these prices do not stimulate offering, the weather now favoring holders. All products are firmer in sympathy with higher prices for the raw material.

BACON—Long clear is firm at 7½ to 7¾c., backs at 10½c., bellies at 10c., rolls at 8¾c.

HAMS—The price has hardened but not advanced, 10½ to 11c. remaining the quotation.

LARD—Pure is 9½ to 9¾c., compound is dull at 8½ to 8¾c.

BARREL PORK—has undergone no change, \$13.75 to \$14.25 going for heavy mess and \$15.50 to \$16 for short cut.

FRESH MEATS—Sales are active at 4¼ to 6c. for beef in the fore quarter and 7½ to 8½c. in the hindquarter, 7½ to 8½c. for lamb, 6 to 7c. for mutton and 7 to 8½c. for new veal.

FISH AND OYSTERS.

Oysters have risen, being quoted at \$1.30 to \$1.35, with select at \$1.60 to \$1.70. Even at these prices they are scarce. Mackerel, smelts, and flounders have appeared on the fish market this week. Prices Current show various changes in the prices of dried and salt fish. The trade in fresh fish is still quiet, and prices are easy, but pickled white fish has advanced owing to the strong demand. Mackerel 10 to 12c. per lb.; Smelts 7c. per lb.; Flounders 5c. per lb.

SALT.

Barrel salt has advanced 5c. a barrel, and at this price the demand is strong, several carloads having been moved at the advance. It is probable that the price may attain the height attained last spring. Other classes of salt are quiet with prices almost unchanged. Trade in small lots is brisk.

GREEN FRUIT.

Malaga lemons are out of stock. New Palermo lemons have just come in time to take the place left vacant by Malagas. Palermos are \$4 to \$4.50, and are good stock this year. Messinas are at \$4 to \$5. In New York prices are stiffer, and there is an immense demand all over for lemons for la grippe patients. Oranges are higher, Florida stock having to be repacked on account of the wasty conditions in which they arrive. Valencias are plentiful and of better quality than they were. Bananas are scarce in low demand at \$1.50 to \$2.50. Pineapples are unchanged.

DRY GOODS.

The trade in winter goods is somewhat brisker than might be expected, and such goods as flannels, blankets, etc., are selling

very well. The prospects for a good spring trade are brightening. As the stock of the retailer lessens, so his capacity to buy a larger stock for the next season increases. Money is moving freely and will ease the strain of Feb. 4th.

MONTREAL MARKETS.

MONTREAL, Jan. 21, 1892.

Business in groceries since our last letter has not shown any material change, but indications point to favorable trade in the near future. Travellers for the jobbing houses have just gone out, so that reports from them are not full, but if some sorting up orders are any criterion, a movement fully equal if not superior to that of last season may be expected. Values with a few exceptions show a higher tendency, sugar being a notable example in this connection. The refiners, owing to the firm tendency of raw material, are operating very cautiously, so that although buyers are well disposed, business is not large. In teas a satisfactory movement in gun powders, ranging 13 to 22 cts, is a favorable feature, but the somewhat irregular methods adopted by large dealers who hold large lots of consigned Japan stock, and are jobbing it out in small quantities in competition with regular jobbers, is causing complaint. In other lines there is nothing special to note except free offering of inferior quality of Valencia raisins, which are begging sale at almost any price, and unsettling the market. Green fruit and canned goods are firm, especially the latter.

SUGAR.

The week has been a fairly active one in sugars, but the refiners are operating very cautiously on account of the firm position of the raw material, which, high as it is, gives indications that it may go higher. There have been transactions in yellows at the advance, a fair quantity in the aggregate being turned over at 3½ to 4 3-16c. Granulated is firm at the old figure, 4½c.

Agents for the beet sugar refineries speak of increasing orders, both for raw and granulated. A round quantity of the latter was moved from first hands since our last, at a figure somewhere around 4½c. Raw beet is quoted about 3¼c.

SYRUPS AND MOLASSES.

Syrups are moving quietly under a very slow demand, both for the American and Canadian product. We quote American 25c. and Canadian 28 to 30c.

Molasses very quiet and dull, a small jobbing movement in Barbadoes being all there is to note, on a basis of 36c.

TEAS.

The tea market on the whole is quiet, and there are complaints from jobbers that the importers of consigned lots of Japan stock are cutting prices. The former bought pretty freely of this description of stock, and now find that they have to compete with the latter to secure their own customers. This is hardly a legitimate operation, but a large quantity of this consigned stock in first hands no doubt makes the holders anxious to realize. There is not much activity to note in black and green stock. Still the latter has encountered fair call, gunpowder ranging from 13½ to 22c furnishing a fair turnover.

COFFEE.

Coffee is dull, but firm under extremely light supplies, and for the sorting up trade that is doing buyers are paying full figures,

(Continued on page 18.)

FLOUR AND FEED.

TORONTO, Jan. 22, 1892.

The dullness in the flour trade is as monotonous this week as it was last, hardly a sale of any considerable size being visible on the horizon of the market. An evidence that the millers are loaded up close to the full capacity of their storage, is the fact that they are consigning just now, shipments having gone forward to Maritime Province points, and one or two having been sent over sea. The market has been without exciting influences with the exception of rumors of trouble between Chili and the United States, which caused an advance of 1c. in the price of wheat. Local business in flour is moderately good. Feed is dull and pointing downward in value.

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

Car prices are: Toronto freights—Manitoba patents, \$5.30 to \$5.60; Manitoba strong bakers' \$4.90 to \$5.10; Ontario patents, \$4.50 to \$4.90; straight roller, \$4.10 to \$4.15; extra, \$3.95 to \$4; low grades, per bag, \$1.25 to \$1.75.

MEAL—A very moderate output is reported but at prices that are well maintained. Oatmeal is \$3.90 to \$4.25, the lower value being for cars. Cornmeal is \$3.80 to \$4.25.

FEED—Bran is \$15 per ton, but the price is weak, purchases being reported possible at \$13 on track. Shorts are \$16 to \$17 and also weak. Mixed feed is \$23 to \$25, cracked corn \$1.25, feeding corn 54 to 55c. in cars and 60c. in smaller lots, oats are easier at 33c.

HAY—Good timothy is firm at \$12 to \$12.50. Mixed hay is in better demand at \$10.50 to \$11.

STRAW—Oat straw commands fairly ready sale at \$6 to \$6.50.

MONTREAL.

Expectations of flour dealers that good roads in the country would improve trade have not been fully realized, and there is still only a jobbing business to note. Prices although not quotably changed have an easier tendency. We quote, Patent spring, \$5 to \$5.35; patent winter, \$5 to \$5.25; straight roller, \$4.65 to \$4.75; extra, \$4.30 to \$4.35; superfine, \$4 to \$4.10; city strong bakers', \$5 to \$5.10; strong bakers', \$4.80 to \$4.90.

Oatmeal is dull with a small hand to mouth trade doing on the old basis. We quote, Standard, per bag, \$2.10 to \$2.20; granulated, \$2.10 to \$2.20; rolled, \$2.10 to \$2.20.

ST. JOHN, N. B.

FLOUR—We cannot note any change in the amount of flour moving, as the roads are in such a condition it is about impossible to do any hauling. What is selling is purely local, with prices slightly easier. Manitoba is quoted \$5.90 to \$6, Ontario High Grade \$5.20 to \$5.30, Medium Patents \$4.95 to \$5.10.

CORNMEAL—There has been a steady demand for meal during the past week, the market is slightly easier and lower prices will probably be given in the near future. Quotations are \$2.90 to \$3.

OATMEAL—There is a steady market with sufficient for all requirements. Present prices are: Roller, \$4.65 to \$4.75; Standard, \$4.60 to \$4.70.

FEED—There is a fair demand for shorts, which is selling from \$21.50 to \$23 per ton. Oats are 42 to 45c. per bushel. Hay is very scarce at present, owing to the poor condition of roads.

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"Beaver Mills" Flour.
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CHATHAM, ONT.,
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ROLLED OATS
Not floury chopped, but clean large flake.
OATMEAL
ROLLED OATS
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Manufacturer of all kinds of
Oatmeal, Split Peas, Cornmeal,
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Quotations by Wire or Letter.

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Telephone 2354.

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

Sole Agents for Vancouver, New Westminster and District for **LEITCH BROS.'**
CELEBRATED OAK LAKE MANITOBA FLOUR.
City Office and Store: 130 Condova St.
Wharves, No. 1 and 2: False Creek,
Westminster Avenue,
VANCOUVER, B.C.

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,
303 to 311 Talbot St.

N. WENGER & BROS.,
AYTON, ONT.

- - MILLERS - -
(Hungarian Process)

BRANDS:
KLEBER, MAY BLOSSOM.

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

OUR SPECIALTIES.
Stone Ground Flour, Graham Flour, Cracked Wheat, Buckwheat Flour, Chop Feed.
Mention THE GROCER.
J. & R. ROBSON,
Brantford, Ont.

BRANDON ROLLER MILLS,
Brandon, Man

—MANUFACTURERS OF—
Hungarian, Patent, Strong Bakers

- - FLOUR - -

Also Oatmeal, Rolled Oats, Rolled Oatmeal Granulated and Standard.
Dealers in all kinds of grain and feed.
ALEXANDER, KELLY & CO'Y,
PROPRIETORS.

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.



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



MONTREAL MARKETS.—Continued

and would no doubt be open to place much larger orders were the supply greater. We quote:—Rios, 15 to 20c.; Java, 26 to 30c.; Mocha, 27 to 30c.; Jamaica, 18 to 20c.; and Maracaibo, 23 to 25c.

RICE.

The rice market is dull and unchanged. There is only a small jobbing business doing. We quote:—Patna, \$4.50 to \$5; Japan, \$4.75 to \$5; standard, \$3.90, and off grades, \$3.50, all in car lots.

DRIED FRUIT.

The dried fruit market is dull and quiet; free offerings of inferior stock by representatives of New York people are unsettling the market somewhat. In fact the stock is almost begging a sale, the following being an instance of how it is offered: A wholesaler was offered a line of stock first at 4c. then 3½c. and finally at 3¼c, but the stock was of such a nature that he would not have it at any price. For good stock, therefore prices are not quotably changed, but there is nothing doing, and the jobbers who loaded up pretty freely have cause for complaint, as their chances for business are interfered with. However, we quote prime Valencias 5 to 5½c. Currants rule firm and unchanged at 5¼ to 6c for Patras, and 7 to 8c. for Vostizzas in cases.

NUTS.

There is only a small jobbing trade in nuts, which show no change. We quote:—Walnuts steady at 12¼ to 13c., for Grenoble and 10½ to 11c. for Bordeaux; Toicos, 12 to 13; Tarragona almonds, 14 to 15c.

CANNED GOODS.

There is no particular business to note in canned goods, but the tendency of values is firmer, especially for fruits, and jobbers are more disposed towards ordering in this line than formerly. Fish also show a stronger tendency, recent advices from the coast in regard to salmon being much firmer. In vegetables, also, the feeling in staple lines is stronger, and the canned goods market as a whole may be set down as much firmer, which requires only some movement to develop into an actual advance.

GREEN FRUIT.

Green fruit is dull with only a small jobbing trade to note. Valencia oranges rule unchanged at \$3.75 to \$4 for 420's, and \$4.25 to \$4.50 for 714's in cases. Florida oranges show a fair degree of activity, ruling steady at \$3 to \$3.50 in boxes. Lemons are unchanged with only a small business at \$3.50 per box. Cranberries run from \$6 to \$6.50 per barrel.

APPLES.

There is a small jobbing business in apples at steady prices. We quote \$2.50 to \$3 per bbl. Dried and evaporated fruit are controlled by one firm here, who are holding for 5 to 6c. and 8 to 9c. respectively.

FISH.

The fish market is not active, and with the weather experienced lately dealers do not anticipate a long lenten season, and are acting in accordance. There is little to note therefore in the way of business either in the wholesale or jobbing way. Some fresh trout are coming in and meet with a slow movement at \$4.50 to \$4.75, while white fish are offering at \$6.25. Advices from the Maritime provinces do not furnish anything of interest except that the stock of cod is small.

HOPS.

There is nothing doing in hops, which continue firm. Bulk stock are held stiff under a light supply at a wide range, 18 to

25c. There have been speculative dickers in pressed hops, and some round lots have changed hands on this account within the week.

PROVISIONS.

Owing to the firmness of dressed hogs, which are now selling at \$6 per cwt. in car lots, the price of Canada short cut has advanced to \$15.50 and \$16. A great improvement is reported in business, therefore, dealers placing their orders freely in anticipation of a still further advance. Dressed hogs are not coming in as expected. We quote:—Canadian short cut, per brl. \$15.50 to \$16.00; mess pork, western, per brl. \$13.50 to \$14.00; short cut, western, per brl. \$15.75 to \$16; hams, city cured, per lb. 10½c. to 11c; lard, Canadian, in pails, 8¾c. to 9c; bacon, per lb. 9c. to 10c; lard, com. refined, per lb. 7¼ to 8c.

CHEESE.

Cheese is unmistakably strong at an advance of ¼c. on the prices we quoted last week. This advance is due to various causes, the most influential being free buying on behalf of some operators who were short for delivery in the last half of January. The strength of the situation also induced speculative operations, both the causes resulting in the turnover of a round quantity of stock anywhere from 10,000 to 15,000 cheeses at 11 to 11½c., and we quote the market stiff with a higher tendency at 11¼ to 11½c. The Liverpool cable is a shilling higher than a week ago at 56s.

BUTTER.

Butter remains firm and quiet. Supplies are small and prices firm, holders' jobbing out their stock both of creamery and dairy at full figures for local wants. There is demand for export for both descriptions, but the cost precludes the idea of business. We quote:—Finest creamery, 24 to 24½c.; finest Townships, 18 to 20c.; Morrisburg and Brockville, 18 to 19c; finest Western, 16½ to 18½c.

EGGS.

The egg market continues steady, and prices are unchanged. Round lots are still moving at 15 to 16c., but 17c. is obtainable for single cases of choice stock.

POULTRY, ETC.

There is no change in poultry. We quote: Turkeys 9 to 10c., chickens 6 to 8c., fowls 5 to 6c., geese 5 to 6c., ducks 8 to 9c.

GRAIN.

The grain market is precisely as it was a week ago, and there is positively no business doing. Prices are nominal. The stocks in store compared with those of a week ago show a decrease of 21,264 wheat, 8,040 peas, 11,404 oats, and an increase of 49,478 barley, and 1,192 rye. Compared with last year's stocks there is an increase of 200,002 wheat, 83,482 peas, 155,124 barley, and a decrease of 76,467 oats, and 11,138 rye. We quote:—No. 2 hard Manitoba \$1.03 to \$1.04; No. 3, do., 97c; No. 2 Northern, \$1.04; peas, 75 to 76c. per 66 pounds; oats, 35c. to 36c. per 34 pounds in store, corn, 72c. duty paid; feed barley, 48 to 50c.; good malting do., 60 to 63c.

HALIFAX MARKET QUOTATIONS.

(Wholesale Selling Rates.)

HALIFAX, Jan. 21, 1892.

BREADSTUFFS—The present is essentially a dull season. We think in the whole course of our business experience we have scarcely seen anything to match it. The weather has been so soft that winter operations could no-

be carried on in the usual way, consequently trade has been very dull.

We may look for improvement in prices and a steady gain all through the spring months. We make no changes in our quotations.

Manitoba highest grade patents, \$5.75 to 6.00; High grade patents, \$5.10 to 5.20; Good 90 per cent Patents, \$4.90 to 5.00; Straight grade, \$0.00 to 4.80; Good seconds, \$0.00 to 4.40; Graham flour, \$0.00 to 5.60; Oatmeal, \$0.00 to 4.15; Rolled wheat, \$5.55; Wheat bran per ton, \$20.00 to \$21.00; Middlings, \$0.00 to \$26.50; Shorts, \$0.00 to \$22.50; Moulee, \$24.00 to \$28.50; Split Peas \$0.00 to \$4.10; White beans per bushel, \$1.50 to 1.53; Pot Barley per bbl, \$3.90 to \$4.50; Canadian oats, choice quality, 43c. to 45c.; P. E. I. oats 41 to 45c.

SUGAR—Last Saturday our local refineries advanced prices ¼c. to ½c., and still further advances are spoken of as necessary owing to the very firm attitude of the raw article.

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

MOLASSES.—Barbados 35c.; Demerara 35 to 38c.; Diamond N. 48c.; Porto Rico 34 to 35c.; Trinidad 32½ to 38c.; Antigua 33 to 34c.

FISH—There is nothing new to report regarding the local fish situation, which remains as dull as possible for it to be. There is absolutely no life at all manifested in this line.

A. H. BADGELOW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar

Manufacturing Co.,

79 and 81 Jarvis St., Toronto

Highest award, Toronto Exhibition.

ARRIVED

Since the great drop in prices:

VALENCIA RAISINS.

TURKEY PRUNES.

SPHINX

Get our Prices.

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

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

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

"Glover Leaf" Lobsters and Salmon in Flat tins.

These goods are the finest quality of the kind packed.

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

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

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

To the Trade.

NEW SALMONS.

We offer 1100 cases Red Salmon "British American" brand, the best on the market, at \$1.30 per dozen, 30 days.

QUALITY GUARANTEED.

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

Write for samples of Sugars.

WARREN BROS. & BOOMER,
 Wholesale Grocers.

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

EDWARD ADAMS & CO.
 ESTABLISHED 1846.
 Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,
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.

NEW
 Dates.
 Malaga Raisins.
 Valencia Shelled Almonds
 Grenoble Walnuts.
 California Dried Fruits.

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

Thos. KINNEAR & Co
 Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,
 Send for prices before buying elsewhere.
 49 Front St. E., - TORONTO.

J. W. LANG & CO.,
 WHOLESALE GROCERS,
TORONTO.

If quotations are wanted on any goods in our line, drop us a card. We will reply by return mail.

33 Front St. East.

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

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

J. F. EBY. HUGH BLAIN.
TEAS.
 Our tea sales are constantly increasing —REASON—We carry the largest and best assorted stock in Canada. Write us for samples and be convinced.
EBY, BLAIN & Co.,
 Wholesale Grocers,
 FRONT AND SCOTT STS. TORONTO.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., Jan. 20, 1892.

To the present time we have not had any snow or cold weather to speak of, and as a consequence the roads are in very poor condition; the rivers are open and the ice is so poor that it is unsafe to travel on; the lumbermen are coming out of the woods; the supplies in the country are getting very low with no chance to replenish; and trade here is very quiet, with not a very encouraging outlook for the future; all are complaining about the difficulty in collecting money.

SUGAR—Is somewhat higher and in fair demand.

MOLASSES—Is without change, either in price or quantity arriving.

PRODUCE—Butter shows a very small proportion of choice, though all are well supplied with medium quality. The price is unchanged.

CHEESE—Is in fair demand, with no change in prices.

EGGS—Are beginning to be called for, though the price is low, 17 to 18c.

BEEF—Extra plate \$13.75 to \$14.20.

PORK—Clear \$16.75 to \$17.

FISH—Fish are very scarce, especially cod. Report says the curers are holding for higher prices. Herring, pickled, are in good demand especially the better qualities. Smoked herring are fairly plentiful with a limited market.

SUCKLING & CO.,

64 WELLINGTON ST. WEST,

We have received instructions from the Assignee, to offer for sale by Public Auction, at our warerooms, on

TUESDAY, JAN. 26th,

at two o'clock, p.m., the stock in trade belonging to the insolvent estate of

F. C. CUBITT, SARNIA.

The stock consists of Paints, Oils, Glass, Varnishes, Brushes, Tools, House Furnishings, Bolts, Nails, Shelf Hardware, Cutlery, Plated Ware, Granite Ware, etc... \$5,823.00
Fixtures, Furniture, etc..... 777.00

Total, \$6,600.00

Stock and Inventory may be seen on the premises at Sarnia, and Inventories at our office.

TERMS— $\frac{1}{2}$ cash (10% at time of sale) balance in 2, 4 and 6 months, bearing interest at 7%, secured to the satisfaction of the Assignee.



"CAIRN'S" HOME MADE MARMALADE.

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

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

BLAIKLOCK BROS.,
General Agents for Canada.
MONTREAL

TORONTO AGENTS:
WRIGHT & COPP,
40 Wellington St. East, Toronto

Grocers make money by selling the

Empire Baking Powder.

Purity and strength combined.

Ellis & Keighley,
TORONTO.

Stock Taking

Is about done with now. How is your stock of Star Fire Lighters, is it low? then order at once; now is the time of the year for them; they are selling faster every day; if you have not already handled them, you are certainly behind the times.

These goods are now put up attractively, 3 cakes in paper. Retail at 5c. Each case contains ad. card. Price per gross case \$1.70. Send for sample.

STAR MANUFACTURING CO., London.

From the Wringer to the Starch Bowl.

NEW PROCESS

IVORINE STARCH

Requires no boiling. Collars, Cuffs, etc., may be starched directly after passing through the Wringer.

WILL NOT STICK TO THE IRON.

Saves Labor! Saves Time! Saves Linen!
Makes Perfect Work. Full Directions on each package.

TRY IT.

St. Lawrence Starch Company, Limited,
MANUFACTURERS.

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

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



Order a box from your wholesale; you and your customers will be pleased with it. Put up in 50c. box containing 45 packages. Sells 2c. a package, or 3 for 5c

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.

BRUSHES.

BROOMS.

WOODENWARE.

We have new, attractive and saleable goods to offer the trade for the coming season and our travellers are now on the road with complete lines of samples.

Please reserve your orders.

CHAS. BOECKH & SONS,
 MANUFACTURERS,

80 YORK STREET,

TORONTO.



B. R. Nelles,
 GRIMSBY, ONT.

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

JAMS and JELLIES
 IN GLASS AND PAILS.
 Wholesale Only.



Gold Medal, Jamaica Exhibition.

Quality Up.
Price Down.

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

Catsup and Soup.

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

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

Delhi Fruit and Vegetable Co.,

FACTORIES : DELHI AND NIAGARA.

E. BROWN & SON'S

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



MELTONIAN BLACKING
 (As used in the Royal Household)
 Renders the Boots soft, durable and waterproof.

BOOT PREPARATIONS
 SOLD EVERYWHERE.



MELTONIAN CREAM
 (white or black)
 For Renovating all kinds of Glace Kid Boots and Shoes.



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



NONPAREIL DE GUICHE
 Parisian Polish
 For Dress Boots and Shoes is more elastic and easier to use than any other.



SALES MADE OR PENDING.

Milne & Co., grocers, Bowmanville, have sold to John Lyle.

E. Balmer, general merchant, Gravenhurst, has sold out to John Balmer.

The estate of J. B. Bell, grocer, Halifax, N. S., is advertised for sale by tender.

Chas. M. Cawker, Bowmanville, has sold his grocery business to Arthur Cawker.

Rose Aspray, Medicine Hat, N. W. T. dealer in confectionery and fruit has sold to Mrs. Smith.

J. M. Howard, hardware and grocery merchant, Exeter, Ont., has sold out to Cobbletick & Folland.

PARTNERSHIPS FORMED AND DISSOLVED.
McKay & Ross, grocers, have dissolved partnership. J. D. Ross, continues the business.

Gilmour & Co., crockery dealers, Halifax, have been registered as a copartnership of Robert Gilmour and George W. Evans.

Jesse Whiteway continues the business of R. H. and J. Whiteway, St. John's, Newfoundland, who have dissolved partnership.

FIRES.

S. H. Bower, general merchant, Brandon, Man., suffered by a recent fire.

J. W. Young & Co., grocers, Brandon, Man., were burned out last week.

A fire in R. H. Cullis' grocery, London, Ont., did \$300 worth of damage on Monday.

On Sunday night, James Watson, grocer, Simcoe, Ont., suffered by a fire which destroyed his stock completely. Loss \$3,000, insurance \$2,300.

REMOVALS AND DEATHS.

P. J. Colford, oyster dealer, Halifax, N.S. is dead.

Peter Wilson, grocer, Vancouver, B. C., is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

W. R. Huff, Winnipeg, confectionery and fruit dealer, has assigned.

Edward Ferguson, grocer, Owen Sound, has assigned to John Parker.

F. E. Tourigny, general merchant, St. Wincelas, Que., has assigned.

John Windsor, general merchant, Petit Rocher, N.B., has assigned.

Samuel W. Marotte, coffee and spice merchant, Montreal, Que., has assigned.

Edwin G. Smith & Co., tea merchants, Stratford, have assigned to A. Smith.

Eugene Godin, grocer, Montreal, has assigned. The liabilities are \$1,600.

McIntyre & Davis, general storekeepers, Aylmer, have assigned to C. B. Armstrong.

John Tod, flour and feed dealer, Toronto, has assigned in trust to James Parkyn, Toronto.

Trudeau & Frere, provision and flour merchants, Stanbridge station, Que., have assigned.

J. P. Graves, general merchant, Mount Elgin, Ont., has assigned in trust to R. C. Struthers, London.

Mathieu & Frere, general merchants, Henryville, Que., are offering to compromise. They were burnt out last week, but were not insured. They can pay 50c. in the dollar.

Mrs. Calista Scofield, general storekeeper, Port Dover, has assigned to John McClung, of Campbell & May, Toronto. The liabilities amount to about \$18,000.

John R. Munro, crockery and tea dealer, St. Catharines, has assigned in trust to Thos. D. Dawson. Judging from Mr. Munro's persistent ill-success in St. Catharines, it would appear that fate was against him.

At the instance of the Bank of Montreal John G. Heare, soap manufacturer, Montreal, has assigned for the benefit of his creditors. Liabilities about \$16,000.

Several of the Toronto wholesale grocery houses are interested in the assignment of Geo. E. Hawes & Co., Victoria, B.C. They owe \$7,000, with assets nominally \$4,000.

George E. Forsyth & Co., the wholesale grocers of Halifax, are offering 50 cents on the dollar, with liabilities reaching \$100,000. If this is not accepted the whole estate will be wound up.

Scott & Co., general storekeepers, Cobocok, Ont., have convened a meeting of their creditors which will be held at the offices of Henry Barber & Co., assignees and accountants, of Toronto.

The failure of the Ruthven Wigles is attributed to the insolvency of J. Birrell & Co., of London, but they have also been too free with their credits, and have managed to run up book accounts to the tune of \$15,000.

Messrs. Hendry & Williamson, wholesale grocers, Montreal, have made a private assignment, Messrs. Pease, of the Merchants' Bank of Halifax, and Rose, of Messrs. Caverhill, Rose, Hughes & Co., being appointed trustees, and Mr. Hendry liquidator. Liabilities \$30,000.

Hood, Mann & Co., wholesale dealers in china, etc., Montreal, have assigned at the instance of Fred. D. Lawrence, who is their creditor for \$36,533. The liabilities of the insolvent firm are \$96,400, of which \$26,000 is indirect. The other creditors are in England and New York.

Walter Woods & Co., wholesale woodenware merchants, of Hamilton, have convened a meeting of their creditors. The firm is commercially regarded as one of the most reputable in the province, and its present misfortune is attributed almost entirely to accumulated bad debts. The Bank of Hamilton is largely interested in the failure, but it is thought that an arrangement will be possible by which the business may be continued as before.

BUSINESS CHANCES.

GROCERY BUSINESS FOR SALE; ONE OF the best stands in Toronto. Average net profit, \$200 per month. A. B. H., care GROCER. 22

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

WANTED PARTNER IN GENERAL STORE, 1st March, best town in Southern Manitoba. First-class stone building and good trade. Young man preferred, with good references and practical knowledge. Capital from \$4,000 to \$6,000. Address P.O. Box 83, Boissevain, Manitoba, or A. A. Allan & Co., Toronto, Ont.

Traveller wants Situation.

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

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

YOUR STOCK

Is not complete

without a full line of

Munn's Boneless Codfish.

There is no nicer or choicer material packed anywhere.

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

Packed in 2 lb. bricks.

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

We have also on hand

Thick Codfish Steak,
packed in 100 lb. Boxes.

BUY THE BEST.

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

DRINK SYDNEY GIBSON'S COCOA REFRESHING-NOURISHING

ORDER
IVORY BAR
SOAP

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

Are manufacturing their Choice Standard Brands of Tobaccos from Pure Virginia and Kentucky Leafs.

CUT PLUG SMOKING : GOLD FLAKE. HAND MADE. OLD FLAG. WIG WAG

FINE CUT CHEWING : GOLDEN THREAD. GLOBE. HIGH COURT. JERSEY LILY. VICTORIA.

A. Smith & Co., Cigar Manufacturers, London, having purchased the Stock and Plant of the above company will continue to manufacture the above first class tobaccos.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Jan. 21, 1892.

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

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

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



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

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

JAMS AND JELLIES.
DELHI CANNING CO.
Jams assorted, extra fine, 1's... 2 35
Jellies, extra fine 1's... 2 25
TORONTO BISCUIT & CONFECTIONERY CO
Per lb
Jams, absolutely pure—apple... \$0 06
Family... 0 07

BISCUITS.
TORONTO BISCUIT AND CONFECTIONERY CO.

Abernethy 84
Arrowroot \$0 11
Butter 0 6
" 3 lbs 0 20
Cabin 0 7
Cottage 0 84
Digestive 0 10
Daisy Wafer 0 16
Garibaldi 0 10
Gingerbread 0 11
Ginger Nuts 0 10
Graham Wafer 0 09
Lemon 0 10
Milk 0 09
Nic Nac 0 12
Oyster 0 06
People's Mixed 104
Pic Nic 0 09
Prairie 0 084
Rich Mixed 0 14
School Cake 0 114
Soda 0 06
" 3 lb 0 20
Sultana 0 11
Tea 0 11
Tid Bits 0 094
Variety 0 11
Village 0 074
Wine 0 084

CORN BROOMS.
CHAS. BOECKH & SONS, per doz
X Carpet, 4 strings, net... \$3 60
" 3 " 4 " " 3 20
" 3 " 4 " " 2 95
XXX Hurl 4 " " 2 90
1X " 4 " " 2 65
2X Parlor 4 " " 2 50
" 3 " " 2 25
" 3 " " 1 85
Warehouse 4 " " 1 50
Ship 4 " " 3 25
1 Cable 2 wire bands, net 3 25
2 " 3 " " 4 00

Jams, absolutely pure—apple... \$0 06
Family... 0 07
Black and Red currant, Raspberry, Strawberry, Peach and Gooseberry per lb... 0 12
Plus... 0 10
Jellies—pure—all kinds... 0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.
Marmalade—orange... 0 12

BAKING POWDER.



Cleveland's Superior Baking Powder in tin cans, per dozen net.
10 cent tins 1 00
1/2 lb. " 1 50
6 oz. " 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

BLACKING.

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

JACQUAND FRENCH BLACKING.

No 2 3 30
No 3 3 45
No 4 4 60
No 5 6 90

BLACK LEAD.

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

CANNED GOODS.

Per doz
Apples, 3's \$1 00 \$1 10
" gallons 2 25 2 50
Blackberries, 2 2 00 2 25
Blueberries, 2 1 10 1 25
Beans, 2 1 00
Corn, 2's 1 05 1 10
" Special Brands 1 30 1 60
Cherries, red pitted, 2's 2 25 2 40
Pears, 2's 1 10 1 15
Pears, Bartlett, 2's 2 00
Sugar, 2's 1 70
Pineapple, Baltimore 2 40 2 50
" Bahama 2 50 3 00
Peaches, 2's 2 10 2 25
" 3's 3 00 3 50
" Pie, 3's 1 60 1 65
Plums, Gr Gages, 2's 1 75 2 00
" Lombard 1 75 2 00
" Damson Blue 1 75 2 00
Pumpkins, 3's 0 90 1 00
" gallons 3 00 3 25
Raspberries, 2's 2 25 2 40
Strawberries, choice 2's 2 25 2 40
Succotash, 2's 1 50 1 65
Tomatoes, 3's 1 05 1 10
Finnan haddies 1 40
Lobster, Clover Leaf 2 95
" Crown 2 70
" Other brands 1 90 2 15
Mackerel 1 00 1 10
Salmon, Horseshoe, talls 1 40
" flats 1 70
" white 1 10 1 25
Sardines Albert, 1/2's tins 11 1/4
" 1/4's " 12
Martiny, 1/2's " 10 10 1/4
" 1/4's " 16 17
" Other brands, 9 1/4, 11, 16, 17
" P & C, 1/2's tins 23, 25
" 1/4's " 33, 36
Sardines Amer, 1/2's " 6 1/2, 8
" 1/4's " 9, 11

CANNED MEATS.

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

MINCE MEAT.

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

CHEWING GUM.

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

ALWAYS ORDER RECKITT'S BLUE.

Price Current, Continued—

Table listing various goods like Sweet Fern, Red Rose, Magic Frick, Oolah, Puzzle Gum, Bo-Kay, Mexican Fruit with their respective prices.

C. T. HEISEL.

Table listing goods like Red Jacket, Royal Fruit, Digestive, Largest Heart, Globe picture with prices.

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S.

Table listing various chocolate and cocoa products like French, Caracac, Premium, Sante, Diamond, Sticks, Cocoa, Pearl, London Pearl, Rock, Bulk.

Table listing BENS DORP'S ROYAL DUTCH COCOA products like 1/2 lb cans, 1/4 lb cans.

JOHN P. MOTT & CO'S

Table listing Mott's products like Mott's Broma, Mott's Prepared Cocoa, Mott's Homoeopatic Cocoa, Mott's Breakfast Cocoa, Mott's Breakf. Cocoa, Mott's No. 1 Chocolate, Mott's Breakfast Chocolate, Mott's Caracas Chocolate, Mott's Diamond Chocolate, Mott's French-Can. Chocolate, Mott's Navy or Cooking Choc., Mott's Cocoa Nibs, Mott's Cocoa Shells, Mott's Vanilla Chocolate stick, Mott's Confec Chocolate, Mott's Sweet Choc. Liquors.

COWAN COCOA AND CHOCOLATE CO.

Table listing Cowan's products like Hygienic, Iceland Moss, Soluble, Cocoa Nibs, Cocoa Shells, Cocoa Essence, Chocolates, Mexican, Queen's Dessert, Vanilla, Sweet Caracas, Chocolate Powder, Chocolate Sticks, Pure Caracas, Royal Navy, Confectioners', Chocolate Creams, Chocolate Parisien.

WALTER, BAKER & CO'S.

Table listing Baker's products like Chocolate, Pre'm No. 1, Caracas Vanilla, Caracas Sweet, Eagle, Vanilla Tablets, Say's Parisien.

Spanish Tablets, 100 in box, 12 bxs

Table listing German Sweet Chocolate, Grocers' Style, 48 Fingers, 12 lbs each, 48 Fingers to the lb., Cocoa, Pure Prepared boxes, Cracked, Grocers' Style, Cracked, Cocoa and shells, Breakfast Cocoa, decorated canisters, Bromo, In boxes, Sydney Gibson's Cocoa, Dr. Clarke's Cocoa, Soluble Cocoa, Prepared do, Sydney Gibson's Chocolate, and 1/2, Gibson's Rock, Dr. Clarke's do, Confectioners' Pure Chocolate, Vanilla choc. sticks.

GIBSON & GIBSON'S

Table listing Sydney Gibson's Cocoa, Dr. Clarke's Cocoa, Soluble Cocoa, Prepared do, Sydney Gibson's Chocolate, and 1/2, Gibson's Rock, Dr. Clarke's do, Confectioners' Pure Chocolate, Vanilla choc. sticks.

COFFEE.

GREEN c. per lb

Table listing Mocha, Old Government Java, Rio, Plantation Ceylon, Porto Rico, Guatemala, Jamaica, Maracaibo.

WHOLE ROASTED OR PURE GROUND.

ELLIS & REIGHELEY'S.

Table listing Java, Java and Mocha, Plantation Ceylon, Arabian Mocha, Santos, English Breakfast, Royal Dandelion.

TODHUNTER, MITCHELL & CO'S

Table listing Excelsior Blend, Our Own, Laguayra, Mocha and Java, Java, Standard, Old Government, Arabian Mocha, Santos.

J. W. COWAN & CO.

Table listing Standard Java, 25 and 50 lbs, Standard Imperial, Standard Blend, Ground, Say's Parisien.

EXTRACTS.

Table listing Dalley's Fine Gold, Star Fire Lighter, FLUID BEEF.

FRUITS.

FOREIGN c. per lb.

Table listing Currants, Filatras, Patras, Vostizzas, 5-crown Excelsior, Dates, Figs, Raisins, Prunes, Raisins, Selected, Layers, Raisins, London layers, Loose muscatels, Imperial cabinets, Connoisseur clusters, Extra dessert, Royal clusters, Fancy Vega boxes, Blue baskets, Blue, Fine Dehesas, Lemons, Oranges, Floridas, Valentias, Apples, do.

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FOREIGN c. per lb.

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LARD.

Table listing FAIRBANK'S REFINED COMPOUND, Butter Tubs, Fancy, 3-hoop pails, 60 lb. cases, and 10 lb. tins.

MUSTARD.

ELLIS & REIGHELEY'S.

Table listing Durham, Fine, in 1/2 and 1 lb tins, Fine, in 1 lb jars, Fine, in 4 lb jars, Ex Sup, in bulk, Superior, in bulk.

MUSTARD.

COLMAN'S AND KEEN'S

Table listing Almonds, Ivica, Tarragona, Fennigetta, Almonds, Shelled, Jordan, Canary, Brazil, Cocosnuts, Filberts, Pecans, Peanuts, Walnuts, Grenoble, Bordeaux, Naples, Marbots, Chillis.

NUTS.

per lb

Table listing Almonds, Ivica, Tarragona, Fennigetta, Almonds, Shelled, Jordan, Canary, Brazil, Cocosnuts, Filberts, Pecans, Peanuts, Walnuts, Grenoble, Bordeaux, Naples, Marbots, Chillis.

PICKLES & SAUCES.

BRYANT, GIBSON & CO'S TORONTO!

Table listing Fohn Bull, Chow Pie, Mixed & Chow Chow, Mixed & Chow-Chow, Mixed & Chow-Chow pts, Horse Radish, John Bull, Devonshire Relish, Niagara Tomato, Reputed pints, Raspberry Vinegar, Raspberry Syrup and vinegar, Perry's Candied Peels, Lemon, Orange, Citron.

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Advertisement for TRY "BOTOFOTOPETO" CHEWING GUM. Made only by THE TORONTO BISCUIT AND CONFECTIONERY CO., 7 Front St. East, Toronto. More Money in this gum than in any other on the Market.

Prices current, continued—

Butter, pound rolls.....	0 17	0 18
" large rolls.....	0 14	0 16
" store crocks.....	0 14	0 16
Cheese.....	0 10 1/2	0 11 1/2
COUNTRY		
Eggs, fresh, per doz.....	0 18	
" limed.....	0 14	0 15 1/4
Beans.....	1 20	1 50
Onions, per bbl.....	2 25	2 50
Potatoes, per bag.....	0 35	0 50
Hops, 1890 crop.....	0 11	0 13
" 1891.....	0 18	0 22 1/2
Honey, extracted.....	0 08	0 10
" section.....	0 12	0 16
PROVISIONS.		
Bacon, long clear, p lb.....	0 07 1/2	
Pork, mess, p. bbl.....	13 75	14 00
" short cut.....	15 50	16 00
Hams, smoked, per lb.....	0 10 1/2	0 11
" pickled.....	0 10	0 11
Rolls.....	0 08 1/2	
Backs.....	0 10	0 10 1/2
Lard, Canadian, per lb.....	0 09 1/2	
Hogs.....	5 25	5 75
Tallow, refined, per lb.....	0 05	0 05 1/2
" rough.....	0 02	
RICE, ETC. Per lb		
Rice, Aracan.....	3 1/2	4 0
" Patna.....	4 1/2	5 1/2
" Japan.....	5 1/2	6 1/2
" extra Burmah.....	3 1/2	4
Grand Duke.....	6 1/2	7 1/2
Sago.....	4 1/2	5 1/2
Tapioca.....	5 1/2	
SPICES.		
GROUND.		
Pepper, black, pure.....	\$0 12 1/2	\$0 15
" fine to superior.....	10	15
" white, pure.....	20	28
" fine to choice.....	20	25
Ginger, Jamaica, pure.....	25	27
" African.....	18	18
Cassia, fine to pure.....	18	25
Cloves.....	14	25
Allspice, choice to pure.....	12	15
Cayenne.....	30	35
Nutmegs.....	75	1 20
Mace.....	1 00	1 25
Mixed Spice, choice to pure.....	30	35
Cream of Tartar, fine to pure.....	25	37
STARCH.		
EDWARDSBURG STARCH CO. LIMITED, MONTREAL. c. per lb.		
No. 1 White, 4 lb cartons.....	5c	
Canada Laundry.....	4 1/2	

Silver Gloss, crates, 6 lb. boxes... 6 1/2	Paris Lump, bbls and 100 lb. bxs ... 5 1/2
Silver Gloss, 1 lb chromos..... 6 1/2	" 50 lb. boxes..... 5 1/2
Satin, Starch 1 lb chromos..... 7	Extra Ground, bbls..... 5 1/2
No 1 White, barrels & halves..... 4 1/2	" less than a bbl..... 6
Benson's Canada Prepared Corn .. 7 1/2	Powdered, bbls..... 5 1/2
Canada Corn..... 7 1/2	" less than a bbl..... 5 1/2
Rice Starch, 1 lb..... 8 1/2	Extra bright refined..... 4 1/2
BRITISH AMERICA STARCH CO BRANTFORD.	
1st quality white, 3 lb. cartons..... 5	Bright Yellow..... 4 1/2
Lily White gloss, crates..... 6 1/2	Medium..... 3 1/2
Brantford gloss, 1 lb..... 7	Brown..... 3 1/2
Lily White gloss, 1 lb chromo..... 6 1/2	Raw..... 3 1/2
Canada Laundry, Boxes..... 4 1/2	
Pure Prepared corn..... 7 1/2	
Challenge Corn..... 6 1/2	
Rice Starch, fancy cartons..... 8 1/2	
" cubes..... 7 1/2	
KINGSFORDS OSWEGO STARCH.	
Pure Starch—	
40-lb boxes, 1, 2, and 4 lb. pack's 8	
36-lb boxes, 3 lb. packages..... 8	
12-lb..... 8 1/2	
38 to 45-lb boxes..... 8	
Silver Gloss Starch—	
40-lb 1, 2 and 4 lb packages..... 9	
40-lb 1/2 lb package..... 9 1/2	
40-lb 1/4 lb..... 10	
40-lb assorted 1/2 and 1/4 lbs..... 9 1/2	
6-lb sliding covers..... 9 1/2	
38 to 45 lb boxes..... 9	
Oswego Corn Starch—for Puddings, Custards, etc.—	
40 lb boxes, 1 lb packages..... 8 1/2	
20..... 8 1/2	
ST. LAWRENCE STARCH CO'S	
Culinary Starches—	
St. Lawrence corn starch..... 7 1/2	
Durham corn starch..... 6 1/2	
Laundry Starches—	
No. 1, White, 4 lb. Cartons..... 5	
" Bbls..... 4 1/2	
" Kegs..... 4 1/2	
Canada Laundry..... 4 1/2	
Ivory Gloss, six 6 lb. boxes, sliding covers..... 6 1/2	
Ivory Gloss, fancy picture, 1 lb packs..... 6 1/2	
Patent Starch, fancy picture, 1 lb. cartons..... 7	
SUGAR. c. per lb	
Granulated, cane 15 bbls or over..... 4 1/2	
" less than 15 bbls..... 5	
" beet, 15 bbls or over..... 4 1/2	
" less than 15 bbls..... 4 1/2	

Granulated SMOKING TOBACCO:	
Uncle Tom, 1-5, 6 lb boxes..... 45c	
" 1-10, 6 lb..... 45c	
LONG CUT SMOKING TOBACCO.	
Wig Wag, 1/2, 6 lb boxes..... 41c	
" 1-5, 6 lb..... 43c	
" 1-10, 6 lb..... 45c	
FINE CUT CHEWING TOBACCO.	
Golden Thread, 5 & 10 lb pails..... 95c	
Globe..... 90c	
Victoria..... 75c	
High Court..... 70c	
Jersey Lilly..... 65c	
Golden Thread, 1-16 " Foil in 1/2 gro. boxes, per gross..... 9 05	
Solace 1-16 " Foil in 1/2 gro. boxes, per gross..... 6 05	
CIGARS—S. DAVIS & SONS, Montreal. Sizes. Per M.	
Madre E' Hijo, Lord Landsdowne..... \$60 00	
" Panetelas..... 60 00	
" Bouquet..... 60 00	
" Perfectos..... 85 00	
" Longfellow..... 85 00	
" Reina Victoria..... 80 00	
" Pins..... 55 00	
El Padre, Reina Victoria..... 55 00	
" Reina Vict., Especial..... 50 00	
" Conchas de Regalia..... 50 00	
" Bouquet..... 55 00	
" Pins..... 50 00	
" Longfellow..... 80 00	
" Perfectos..... 80 00	
Mungo, Nine..... 35 00	
Cable, Conchas..... 30 00	
" Queens..... 29 00	
Cigarettes, all Tobacco—	
Cable..... 7 00	
El Padre..... 11 00	
Mauricio..... 15 00	
DOMINION CUT TOBACCO WORKS, MONTREAL.	
CIGARETTES. Per M.	
Athlete..... \$7 50	
Puritan..... 6 25	
Sultana..... 5 75	

SYRUPS AND MOLASSES.	
SYRUPS. Per lb.	
D.....	bbls. 1/2 bbls
M.....	2 1/2
B.....	2 1/2
V.B.....	2 1/2
E.V.B.....	2 1/2
E. Superior.....	2 1/2
XX.....	2 1/2
XXX.....	3 3/4
MOLASSES. Per gal.	
Trinidad, in puncheons.....	0 35 0 36
" bbls.....	0 38 0 40
" 1/2 bbls.....	0 40 0 42
New Orleans, in bbls.....	0 30 0 50
Porto Rico, hdds.....	0 38 0 40
" barrels.....	0 42 0 45
" 1/2 barrels.....	0 44 0 47
TOBACCO AND CIGARS.	
British Consols, 4's; bright twist.....	67c
5's; Twin Gold Bar, 8's.....	64
Ingots, rough and ready, 7's.....	57
Laurel, 3's.....	55
Brier, 7's.....	50
Index, 7's.....	58
Honeysuckle, 7's.....	58
Napoleon, 8's.....	54
Royal Arms, 12's.....	55
Victoria, 12's.....	53
Brunette and Lovely, 12's.....	50 1/2
Prince of Wales, in caddies.....	51 1/2
" in 75 lb boxes.....	51
Bright Smoking Plug Myrtle, T & B, 8's.....	60
Lily, 7's.....	55
Diamond Solace, 12's.....	50
Myrtle Cut Smoking, 1 lb tins.....	70
1/2 lb pg, 6 lb boxes.....	70
oz pg, 5 lb boxes.....	70
GLOBE TOBACCO COMPANY. CUT SMOKING TOBACCO.	
Per b	
The Old Flag, 1/2 lb. in 5 lb. boxes.....	70c
" 1 lb. Fancy Tins.....	70c
" 1/2.....	41c

KINGSFORD'S

OSWEGO

STARCH



KINGSFORD'S
OSWEGO
SILVER GLOSS
STARCH
T. KINGSFORD & SON

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

FOR SALE BY ALL LEADING JOBBERS IN CANADA

T. KINGSFORD & SON,

OSWEGO, N.Y.

JOHNSTON'S
FLUID BEEF



The Great
Strength-giver

The most perfect form of Concentrated
Nourishment.

Stimulating, Strengthening, Invigorating.

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

TORONTO.

AGENTS FOR

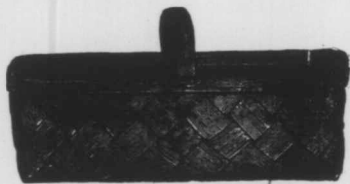
The St. Lawrence Sugar Ref'g Co., Montreal.

The British America Starch Co., Brantford.

P. DOTY & SON,

(Successors to W. B. Chisholm)

MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

Oakville, Ont.



Send for Price
List of our vari-
ous brands of
chewing gum.

C. T. HEISEL,

36-38 Lombard St.
TORONTO.

Grocers make money by selling the

**EMPIRE
BAKING
POWDER.**

Purity and Strength combined.

ELLIS & KEIGHLEY,
Toronto.

The Norton Manufacturing Co.,

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

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

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

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

TOILET PAPERS

IN PACKAGES AND IN ROLLS. PERFORATED AND PLAIN.

Made from very Choicest, Purest Stock.

IN PACKAGES

IMPERIAL,	4½ x 6½	1000 sheets.
ROYAL,	4½ x 6½	Special
PURITAN,	5½ x 7½	1000 sheets.

PERFORATED AND PLAIN ROLLS

STANDARD, FACTORY,	HOTEL, ATLANTIC.
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SPECIAL BRANDS AND WRAPPERS PUT UP TO ORDER. ENCOURAGE CANADIAN MANUFACTURE.

We are sole owners in Canada of all the Patents and Rights of The Albany P. W. Paper Co.

Prices Attractive and Discounts Liberal.

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

TORONTO BRANCH : 29 Front St. West.

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

: NO BLUEING :

Material whatsoever is used in the manufacture of
OUR GRANULATED.

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

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

Redpath

CERTIFICATES OF STRENGTH AND PURITY.

OFFICE OF THE PUBLIC ANALYST,

MONTREAL, September 9th, 1887.

To the Canada Sugar Refining Co., Montreal:

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

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

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

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

CHEMICAL LABORATORY, MEDICAL FACULTY, MCGILL UNIVERSITY.

MONTREAL, September 9th, 1887.

To the Canada Sugar Refining Company:

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

Yours truly,

G. P. GIRDWOOD.

THE CANADIAN GROCER

PURE ROCK SALT

FOR
Cattle and Horses.

TORONTO SALT WORKS,

128 Adelaide Street East

Sole Agents for

RETSOF MINING COMPANY.

Write for Quotations



THE CANADA MEAT PACKING CO.,

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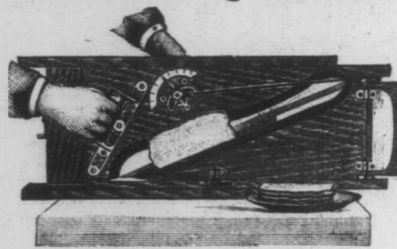
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