

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

THE CANADIAN GROCER
 & GENERAL STOREKEEPER

PUBLISHED WEEKLY
 \$2.00 PER YEAR

VOL. V.

TORONTO, JUNE 5, 1891.

No. 23

Fac-Simile of Package.



Registered.

BENSON'S
 CANADA **PREPARED CORN STARCH**
 IS THE BEST AND PUREST IN THE MARKET.

For Sale by all Grocers.

CAUTION :

On account of the acknowledged superiority of this Starch, imitations are being offered, with the intention of deceiving the public, so we request that buyers see that the name of the manufacturers "EDWARDSBURG STARCH CO., LIMITED" is on every package. This is a guarantee of quality and without it none is genuine.

H. A. NELSON & SONS
 MANUFACTURERS

AND
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 AND
WHISKS,

Brushes, Woodenware,
 Baskets, Cordage,
 Grocers' Sundries.

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THE COOK'S BEST FRIEND
 Largest Sale in Canada.

Taylor, Scott & Co.

TORONTO.



Retail Price, 25c.

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FINE GOODS OUR SPECIALTY.

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EL PADRE AND CABLE.

ALL-TOBACCO CABLE AND EL PADRE CIGARETTES.

THE CANADIAN GROCER

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

ALWAYS ASK FOR THE
'John Bull' BRANDS.
Manufactured by
BRYANT, GIBSON & Co.



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Negree's French Crystallized Fruits.

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Head Office, PICTON. Branch, DEMORESTVILLE.

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Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:

- Burner connected with oil Cup by a screw.
- Inch wick. Hinged Cap to Burner.
- Seamless bottom to oil cup, which contains an imperial pint.
- Convenient and cool method for removing Globe to clean and light.

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Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y OF TORONTO, (Limited)
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-STORAGE-

(BOND AND FREE)

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THE SHEDDEN CO., Ltd.,

184 Front St. East,
TORONTO

SPANISH BLACKING
THE KING OF BLACKINGS.



THE CANADIAN GROCER
& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

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

Vol. V.

TORONTO, JUNE 5, 1891.

No. 23

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

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(LIMITED.)

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G. Hector Clemes, Manager.

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Roy V. Somerville, Manager.

SPECIAL TO OUR READERS.

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

The early closing movement seems to gain ground slowly. Here and there from all parts of the country come reports of agreements formed or of by-laws passed to support the closing of stores at a uniform hour. In some cases the by-law is carried barely by the required plurality of petitioners, in other cases the traders are unanimous, and in yet other cases the opponents of the by-law are more than one-fourth of the total number of local traders, so that their opposition hinders the adoption of it. There is talk of appeal in some of the cases where the council has granted the petition of the traders, so strong is the unwillingness of some traders to close early. But there are more early-closing towns and villages this year than there were a year ago. Last year there seemed to be a reaction from the movement which brought about the passing of the Early Closing Act by the Ontario Legislature. There seems to be a revival from the indifference that was so general a year ago, and yet there is plenty of room for the extension of the movement.

* * * *

In most of the instances where early closing has been made a matter of voluntary compact or made compulsory by a local by-law, it is significant that not the employers

but the employes have initiated movement in its behalf. The employes in many cases have done more, they have been the negotiators of the terms that have finally been adopted as the basis of a by-law or an agreement, and by their diplomacy have reconciled elements that could possibly not have been harmonized if left to the principals themselves. The latter may be as little averse as the clerks to the idea of early closing, but for some reason that is not obvious there is very often a reluctance to be the first to call a truce. Clerks are therefore useful as mediators. Where no by-law exists but where there is an early closing agreement, clerks are also something of a safeguard of early closing. The contract made between traders is also virtually a contract made with the clerks, and any dealer who is disposed to play fast and loose with his pledged and signed word not to keep open beyond a specified hour, is more or less restrained from doing so by his employees, who are wronged as much as are competitors by a breach of the contract. Now and then the clerks show themselves able tacticians in the struggle between early and late closing shop-keepers. The clerks of Vancouver determined by a signal stroke of policy to enlist public opinion in their cause. They gave a free concert, captivated their hearers and captured their support for early-closing, the people being persuaded that so much talent ought not to be entombed in a shop beyond the hours of daylight.

* * * *

Agreements among the traders of any particular place to do any given thing, whether it be to close uniformly at a specified hour, to exclude certain persons from the benefits of credit or to uphold prices, very seldom hang together without some such binding influence as the interest of the clerks or the assimilating agency of organization. Organization is the best thing after

all. Any set of traders who are formed into an association can carry out an early-closing agreement or an agreement not to cut prices disastrously, much more effectually as a detail of their association than they can if they are isolated from one another in all relations but the undertaking to maintain that single agreement. There is an esprit de corps born of organization, that is of immense service to any movement which is astir in the trade, and it is the lack of this which is the usual cause of special agreements failing. A score of grocers may agree to close at a particular hour, but if there is no other bond of union among them such an agreement will be unlikely to confer coherence upon them. The ties of association though light as air are in some cases strong as iron.

* * * *

The federating of local associations of grocers into a national or provincial association is not utopian either as to the possibility of its accomplishment or the practicability of its working. A much more gigantic scheme, the formation of a national association in the United States, has for some time been advocated by the leading grocery trade papers of that country, notably the Merchants' Review of New York and the National Grocer of Philadelphia, both of which able exponents of the idea are sanguine of its success. The coming convention will probably further the cause of larger and more intimate union in this country, and the first step towards such a consummation is the establishment of more local associations than we yet have. The best way to prepare for the setting up of a national association is to lay a foundation that will touch the ground at every point, if possible, under it. Therefore, let the work of forming local associations go on. When these are sufficiently numerous central bodies for each of the provinces, perhaps, will spring almost spontaneously into existence and by their weight and mutual support give solidity to the union among the local associations.

MEN OF THE TIMES.

MR. J. WALTER ALLISON.

Round after round
The ladder is ascended.

A business whose roots ramify throughout the whole surface soil of the Canadian grocery trade is that of John P. Mott & Co., Halifax, N.S. The name is a well-known one, the goods manufactured by the firm which bears it having kept it in sufficiently long and favorable circulation to impress it upon the memory of every body who uses chocolate or cocoa. Its reputation is as solid as it is widespread. The building up of that reputation has been a matter of time, of meritorious effort and of great foresight. It has involved laborious exertion both at the seat of the manufacture and in the wide field of trade. And the manufacture has grown and the field has extended as the reputation has increased. There is a symmetry in the proportions of its output, the scope of its custom and the degree and extent of its regard in the popular favor. There is nothing top-heavy or lop-sided in the position of the house to-day.

A man closely identified with the rearing into its present prominence of the name of John P. Mott & Co., is Mr. J. Walter Allison, the partner in the firm who is manager and executor of the huge estate which is comprised in its property. Mr. Allison was born in Newcastle, N. B., in the year 1850. When he was four years old his family moved to Sackville, N. B., and there his boyhood was passed. He was educated at Mt. Allison Academy and College, institutions founded by his uncle, the late Charles F. Allison. In 1871, when he attained his majority, he went to Halifax, where he began his commercial career by taking a situation as bookkeeper with Messrs. Doull & Miller, a wholesale dry goods firm doing probably the largest share of the business that was done at that time in their line in Halifax. The position of bookkeeper in such an establishment was no sinecure. It was a taxing one, and was just what was wanted to round up the abilities that had so good a foundation in school culture and that wanted ripening by experience. They did unfold rapidly under the experience that he had the opportunity of acquiring in his first situation. After the

close of his engagement with Doull & Miller he went into the commission business, but was prevented from going far along this chosen highway of success by an invitation to enter into partnership with the late John P. Mott. He accepted the opportunity, and in 1876 his name appeared as a member of the firm John P. Mott & Co. He has been an active member of that firm ever since. His first business was on the road, at the outset throughout the Maritime Provinces only, then into Quebec and Ontario, and in the later years of his travels in the western part of Canada only. When he quit the

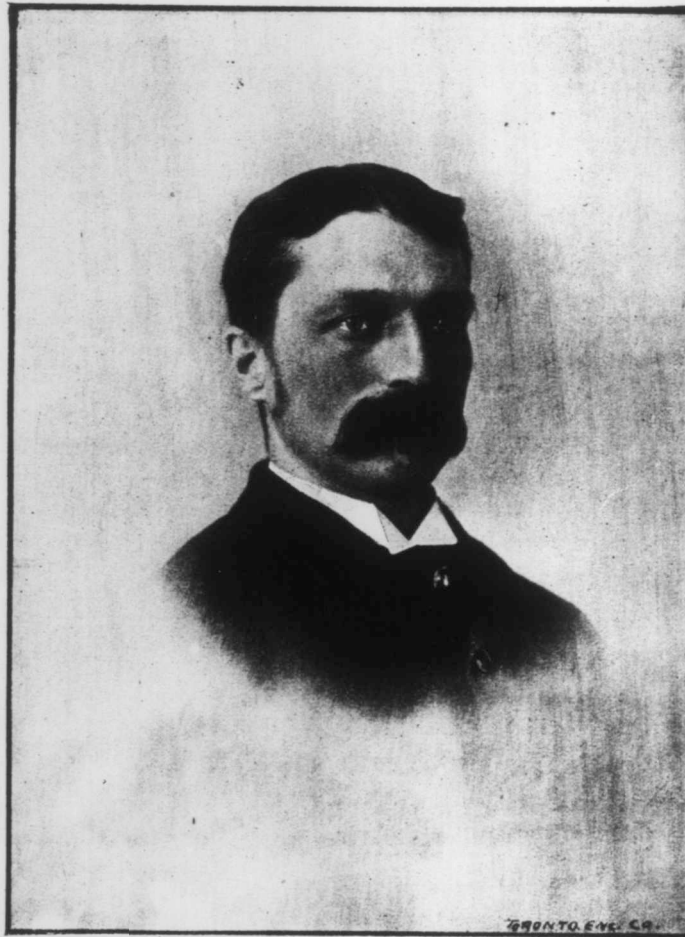
in the People's Bank of Halifax; he is a director in the Eastern Assurance Company (capital \$1,000,000); he is a director in the New Glasgow Iron, Coal and Railway Co. (capital \$1,000,000); he is a director in the Nova Scotia Permanent Benefit Building Society and Savings Fund, one of the largest monetary institutions in the lower Provinces; he is a director in the Ocean Mutual Marine Insurance Co.; he is a director in the Nova Scotia Steam Packet Co.

The many cares which his position at the head of the John P. Mott & Co. house and his connection with the institutions above referred to impose upon him, are a weight which only men well disciplined by business experience can carry with ease. Mr. Allison is yet on the sunny side of his prime, and has had an invaluable training. He has done the arduous part of the work that must be the pledge of every man's success. The cords which hold to his business the almost countless connections he has made are as secure as continued probity on the part of his house can make them. His firm is a very strong one. All these are details which may be summed up in the one word success. Mr. Allison can afford to look complacently upon the objects achieved by his firm and can thank himself for no small share of them. His labors as a traveller scattered the seed from which much of the present harvest is being reaped.

Mr. Allison was always popular with the trade, and he regrets that the pressure of business constrains him to stay in the one place, at the head of business, and prevents his getting out occasionally to see his old friends whose acquaintance he made in their own stores. He hopes

to get out now and then even yet, however. Mr. Fred. J. Ward now covers the route which Mr. Allison had travelled over in his later days on the road, and Mr. Ward has succeeded in making himself very popular with all his customers.

The chosen men of commerce have to be strong men, as the strain on their brain force and physical constitution is great. In our times one man's life is often the pivot on which many important and dissimilar interests hinge, so that not only great endurance, but also great comprehensiveness of mind, is required in him who would hold his own in an eminent business position. Mr. Allison's various monetary and commercial responsibilities task his time and his powers, but he is always equal to them, and every concern with which he is connected has succeeded. That fact marks him out as one entitled to a place in the front rank of business men.



MR. J. WALTER ALLISON.

road he had established connections all over the country, and what he attached has adhered. His attention at first was confined chiefly to the confectioners' trade, which he was soon successful in making the chocolate and cocoa preparations of his house a favorite with. He was able after a few years' travel to open connections with the best wholesale confectioners in the country. Since the death of Mr. John P. Mott last year Mr. Allison has been in his present position of manager and executor of the estate, which is a large one, above three-quarters of a million dollars in value. He holds several responsible positions in financial, commercial and insurance institutions. He is a director

WHAT IS DUE TO CUSTOMERS.

A lady walked into one of our city grocery stores the other day, and in the presence of two or three customers who were being served, laying a parcel upon the counter, she very audibly but by no means pleasantly remarked, "I want you to take that back." The contents of the parcel turned out to be three or four pounds of breakfast bacon. The proprietor looked carefully at the bacon, and then inquiringly at the lady, who explained without further question that the bacon was unsatisfactory because it was sliced, and because the slices were badly cut. They were unequal, some thin, some thick, some wedge-shaped, some a la saddle-bags. Such slices she maintained really spoiled the meat and caused annoyance to any one who was at all fastidious as to how his bacon should be cut. She did not want her bacon sliced at the store at all. Her cook knew just how thick her family liked to have their bacon, and the cook alone should cut it. She complained that this was the third time the bacon had been sliced at the store contrary to previous orders and repeated protests. She considered it exasperating, and if the thing happened again she would withdraw her trade. The grocer assured her of his regret that a salesman should have been so remiss, took back the bacon, and had a solid piece sent to her.

The grocer acted properly by so doing, albeit there was no consideration shown him in the manner of the demand that he take back the bacon. He was lectured in the hearing of others, but he also showed to advantage in the same presence by his readiness to make restitution. He remembered that this lady was particular to have her bacon uncut, and was astonished that she had not received it in that shape. He took the young man to task who had sent it to her. He retained her custom without any sacrifice of self-respect, and benefited by the knowledge that a member of his staff needed to be improved or removed.

The lesson there is in this incident for all grocers is that the wishes of customers ought to be carried out as nearly as possible to the letter. There are many particulars where it is not exactly in the grocer's power to please his customer. He may not have just the butter that is wanted, or his eggs may not be strictly new-laid, or he may not have the brand of canned salmon that is asked for. In such cases he will have to content himself and try to content his customer with sending the next best thing, which if sent back ought to be accepted with the very best grace. But there are matters wherein the pleasing of the customer is a thing of choice with the grocer, and the slicing or non-slicing of bacon that is ordered with a request either way is such a matter. That is a question of memory and of mere readiness to oblige. And because it is not hard to do, the customer is the more irritated if it is not done. It

therefore behooves all shopkeepers to note carefully all special requests and to take pains to carry them out. It is also necessary to recall again and again a request that is made only once. For example, a customer buys a certain blend of tea from a grocer. She likes it, asks that it be the kind sent henceforth, and not having taken any note of the name or price of it, she never gives herself any trouble afterwards to specify the tea, but relies on the shopkeeper to send the right kind. If he makes a mistake there is likely to be trouble. The best way for him to be on his guard against such mischances is to keep a notebook wherein he has jotted down the idiosyncracies of his customers. They rarely repeat a special request. They expect it to be remembered. They do not consider it unreasonable that it should be remembered, but they feel more or less flattered and pleased every time they find it is remembered. It is worth the trader's while to cultivate a memory for his customers' individual whims and leanings.

ESTABLISHING A CREDIT.

The dealer just embarking in business, says an exchange, who expects to obtain credit from the jobber, must first establish a credit for himself. There are many who fail to realize the importance and necessity of this practical step. The jobber must not be expected to know the financial standing of the great army of dealers with whom he does business, except in but one way, and that is after they have established a credit to his satisfaction. The goods are the jobbers', represent so much of his money, and it is purely a fair business proposition that he first ascertain the probability of getting his money back before letting the goods go out of the house. There are very few dealers in the country that the mercantile agencies do not quote, but these quotations are not always wholly fair to the dealer, and the jobber is disposed to give him a chance to establish a credit in some other way, if he is able to do so. No dealer, with any knowledge of business rules or principles, could expect to purchase goods on credit without first convincing the jobber that he would be likely to pay for the goods. The experienced dealer is always glad to furnish such information for the benefit and guidance of the parties from whom he expects to buy goods. Recently a St. Louis jobber received an order from a dealer who had just embarked in business, who desired to purchase on credit. The jobber wrote him, suggesting that he establish some basis for credit, and give references for confirmation of the same, at the pleasure of the jobber. This particular dealer considered the jobber's interrogations as impertinent, and so wrote him, canceling the order for the goods. The dealer was clearly wrong. Perhaps without his knowledge, his rating was known to the jobber and was not gilt-edged. When asked

to establish a credit with references, the dealer was simply given an opportunity to better his rating, despite the unfavorable showing in the mercantile reports.

DO NOT PROMISE TOO MUCH.

The dealer who, in order to gain new and retain old customers, resorts to the questionable method of misleading or making false statements to inquiries with reference to goods, will inevitably be the loser in the end. If the customer desires a certain article that is not to be found on the shelves of the dealer, it is far better that he should frankly say that he has not got it in stock, than to offer some other article, claiming it to be the one wanted, when he knows it is not. It is perfectly proper for a dealer, when asked for an article of a certain make, which he may not have, to proffer the same goods of some other manufacture, and suggest that the customer give it a trial. He may even go so far as to recommend it as better than the make of the goods asked for, but under no circumstances, where deceit is possible, should he permit temptation to lead him into an indulgence of it. The customer does not always recognize the fact that the buyer may be merely a messenger from the would-be purchaser, and only knows that an article made by a certain manufacturer or company is desired. Even where the goods are promptly returned the customer is naturally irritated at the loss of time, far more than if he had failed to find what he wanted in any shape whatever. It is also a serious mistake for a dealer to promise to furnish goods that he may not have in stock, by a certain date, when he is morally certain that it will take him longer than the time specified to get the goods into his store. The dealer should do all in his power to gratify the wishes of his customers, but he should be very careful not to promise too much.

ASSOCIATION DOINGS.**READING DELINQUENTS' NAMES.**

The answer to a correspondent, who asks if the Toronto Association had not got into trouble with some delinquent debtor for reading his name before the members who attended one of its meetings, is that the association did not get into trouble with any delinquent debtor. The names were never read at the meetings, but lists of them were given to each member, and no debtor ever made any threat of legal procedure on this or any other account.

TRADE SALES.

The bankrupt stock of Craig, of Petrolea, valued at \$2,888, was sold to Mara, of Galt, at 56½ cents by W. Y. Brunton.

The bankrupt stock of McBean Bros., was disposed of on 28th ult., at London, Ont., by Auctioneer Brunton. D. H. Tennant bought the groceries at 66c. on the dollar, and W. Horner the liquors at 85c. on the dollar.

FRIENDS OF EARLY CLOSING.

The following resolution re early closing has been passed by Capital Assembly, of Knights of Labor, Ottawa:—Resolved, that each member of this assembly use his influence within the sphere of his own family to prevent the purchase of goods in any line later than 6 o'clock p.m., in order to assist dealers and clerks engaged in the retail trade to obtain such reasonable reform in the hours of daily labor as has been happily secured to the majority of working people in this and other Canadian cities; that the co-operation of the general public is hereby solicited in the matter, and that a copy of this resolution be sent to all trades unions of the city, asking their individual and united aid within the sphere of their influence in securing the early closing of shops.

COMBINE PRICES IN THE UNITED STATES.

"Harlem," the New York correspondent of the National Grocer, writes in that paper: There has been considerable speculation about town as to whether the Wholesale Grocers' Association would again revive the sugar and limited article agreement. But it may be taken for granted that this generation, at least, will never again see such an agreement. As a matter of fact, while there was a great deal of money made by the members of the Association while the old agreement was in existence, there was, also, a large distribution of business amongst smaller houses, which came entirely from the preserves of the larger concerns. The latter do not care to repeat the experiment, and the former are content to keep hammering away under present conditions.

As I have said, that agreement made a great deal of money for all concerned, but outside of that feature there are several houses which are now climbing up steadily to the front rank that owe their present good fortune to the fact that, though they lived up to prescribed prices on the limited goods, made sad havoc with goods not included in the schedule. They thus gained the sympathies of a large number of independent retailers, who objected to paying tribute to others who by supporting by credit a whole raft of irresponsible competitors, were taking their profits away in another direction. It was the action of this class of retailers, who pay their bills when due, and who ask no favors, but want close prices, that broke up the schedule of some of the larger houses, who were making at least \$100 a day every day it continued. Ostensibly, this break-up is attributed to the action of a member of the Wholesalers's Associations, but his action was caused by the facts which have been given above. Therefore, the retail trade may consider the limited price arrangement as a thing of the past, because the small houses won't, and the big ones are afraid.

"CITIZENS OF TORONTO, REJOICE AND BE GLAD."

You have within your reach a mineral water called St. Leon, which, for gout, rheumatism and diseases of the kidneys, including diabetes and even Bright's disease of the kidneys, when freely used, is superior to all other mineral waters without any exception. It contains purgative and revivifying agents of the highest order. For persons in health it is an excellent regulator and health preservative as well as an agreeable beverage. It is the strongest antidote known to science as a blood purifier. To crown all, it carried off the gold medal and diploma, the highest honors awarded at Quebec in September, 1887, the judges giving it a very strong recommendation. The company owning the St. Leon Springs have a fine hotel in connection with them, managed by your well-known fellow citizen, Mr. M. A. Thomas, than whom as a caterer there is none such. The hotel opens on the 15th of June with a full staff of efficient cooks and waiters and with rates to suit all. They expect to fill the hotel, which can accommodate between five and six hundred guests. The baths in connection are an institution that many of our own citizens can speak of in the most glowing terms. Mr. Thomas invites you all to come, to drink and to be merry. St. Leon Mineral Water Co. (Ltd), Toronto. Branch—Tidy's Flower Depot, 164 Yonge street.

A NEW PRODUCE AND COMMISSION FIRM.

In consequence of the Imperial Produce Co'y., of Toronto, Ltd., giving their attention exclusively to the export trade, Messrs. P. D. Page, W. R. Bell, J. H. Watson, late employees of the Imperial Produce Company, have decided to carry on at 70 Colborne St., Toronto, a commission business on the same lines as those introduced by the Imperial Produce Co'y. under the style the Ontario Produce Co. They have a first class city connection and can place to advantage any class of goods consignors may desire them to handle. As they give everything their personal attention, there is no doubt that results will give satisfaction. Their commissions will be as low as honest and straight forward dealings will permit. Prompt returns will be a special feature with them. They solicit a trial shipment.

LO THE POOR FLY.

Have you ever tried to solve the following questions: First, Would it pay me to carry on a continual war with the flies in my store? Second, Would my customers appreciate it? Third, What method for catching the flies would be least objectionable to my customers and myself?

If you have paid no attention to this subject before, let us say that we believe it will pay you to use a cheap, clean and effective

means for ridding your store of flies. Let your customers answer the second question. Tanglefoot is our answer to the third. Why? Because it is always clean and fresh and sticky only where it should be. It is as convenient to handle as a newspaper. Use it in the five cent Tanglefoot Holder and you may keep it on your show cases, on your writing desk, or anywhere, right in sight, and it will hardly be noticed. You can open Tanglefoot without sticking up your fingers, and the Holder acts as a safeguard against accidental contact with the catching material while the paper is in use. The holder also prevents the overturning of the paper by gusts of wind. Each single sheet, 9x16, costs the dealer but one cent.

Start in now by trying a cent's worth at your writing desk for your personal comfort. For particulars see Tanglefoot advertisement on page 18.

NOTES TAKEN ON THE ROAD.

Mr. James McLaughlan, Owen Sound, besides his manufacturing biscuit and confectionery business, is working up an extensive grocery jobbing trade with upper lake ports and the north-west. His retail store is a model of neatness.

E. Ferguson, Owen Sound, after a couple of years' experience, says he would not be without THE GROCER at any price. It has paid its subscription many times over. He gives the publishers authority to use his name as a recommendation.

Mr. W. A. McClean, Owen Sound, says that though his advertisement has been in THE GROCER for a short time only he has received several good orders for his bacon, hams, etc., from the upper lakes, Manitoba, and North-west territories. It has paid him well.

Many merchants bind THE GROCER and keep it near their desk for reference and reading. The most beautifully and expensively bound copies I have yet had the pleasure of seeing were those in Mr. R. Parke's store, Williamsford. He has the years 1889 and 1890 made up in full leather. The work was done by Mr. Buchanan, who learned binding thoroughly in Scotland many years ago, and compares favorably with some of the finest pieces of workmanship from the best city establishments.

A short time ago a letter appeared in THE GROCER giving the experience of a coffee dealer with a customer who wanted a pure Java coffee, and who when supplied with it returned it as not up to the standard of what he had been getting. When the same coffee was returned with a small quantity of chicory added it was pronounced No. 1. I have no doubt the above case was a fact, but a prominent retail grocer in Toronto informs me that his motto has been to always sell pure goods, and to give them the high flavor which chicory imitates he mixes half Java and half Mocha, which gives a far superior flavor, and fills the order for pure coffee. Chicory makes cheap coffee, but there are those in all communities who do not weigh the pure article against the cheap article. They want the best, and 45c. per pound gives a good profit and builds up the reputation of any merchant.



ANOTHER SHAFT FROM M. G.'S. BOW

TORONTO, May 30, 1891.

EDITOR CANADIAN GROCER,

DEAR SIR,—I crave the indulgence of a little space in reply to Mr. Richard A. Donald's "spiced" (Lord save the mark!) answer to my criticism of his open letter to the president of the Wholesale Grocers' Guild, though, candidly, I feel somewhat like Gulliver among the Lilliputians, full of pity for the pigmy. I am sadly disappointed at Mr. Donald's lack of repartee, though I grant him full honors as a gold medalist in billingsgate.

I am sorry, Mr. Editor, that I cannot, out of charitable regard for the feelings of your readers and my own sense of self-respect, as well as a consideration for your valuable space, take up Mr. Donald's comments in toto; it is useless, as a discerning public can readily distinguish the worthy from the trash, and no great mental effort is required to do this in the case of his last effusion. Still one or two points require reply, not so much on my own personal account as for the sake of others who have inadvertently been splattered by the corrosive splatterings of Mr. Donald's pen.

As a heading for his letter, Mr. Donald very aptly gave the public what is very applicable as a family motto:

"Grosse tete et peu de sens"
Big head and little sense.

The public are thankful for the above information and will readily grant him the exclusive right to its adoption.

It is pitiable to notice Mr. Donald's flounderings, and I almost regret having commented on his open letter, as he has not only made out a very poor case, but so disfigured himself by his gropings that like the lobsters in their cages he has lost not only one claw but his feelers as well, and his own admirers will hardly recognize the brilliant speaker in the mutilated and amorphous controversialist.

I may state for Mr. Donald's benefit that he is entirely wrong in his assumption that "Marchand Grossier" is a member of the Guild, neither, I am sorry to say, does my name (nor yet the name of my father) appear over the portals of any wholesale grocery, so it might be just as well for him to refrain from casting reflections on gentlemen, the lachets of anyone of whose shoes he is unworthy commercially, socially and intellectually to unlace.

Mr. Donald is entirely welcome to any comfort he can find in being classed with the author of the Child's History of England, one cannot avoid imitators. Satan aped divinity, (see Paradise Lost Book II.) and it is too much to expect common clay to rise superior to immortality, but his arrogation of such an

honor from the remarks of my former letter convinces me that he is as impervious to sarcasm as he is to discernment.

And now, Mr. Editor, in conclusion, a word as to my French. Mr. Donald's bumptiousness and cocksureness make anything he writes engaging reading to people who have the least sense of the ridiculous. His oracular way of pronouncing upon things of which he knows nothing is diverting, except in the occasional instances in which it reaches the climax of audacity. It then becomes pathetic. I can feel only compassion for him in his attack upon my French. He should not have been so ill-advised as to allow his collaborator to lead him into this quagmire. "Marchand Grossier" was chosen upon the strength of a considerably better knowledge of French than Mr. Donald possesses. It is a correct archaic form. Here is what Littré says of it: "Marchand Grossier"—"cette locution vieillit; on dit marchand en gros." Cotgrave in the middle of the seventeenth century defines the same term as meaning one "that sells only by the great, or utters his commodities wholesale." If Mr. Donald or his collaborator had known enough French to account for even English forms of modern words, he would not have made such a blunder.

Thanking you for your indulgence, Mr. Editor, I beg to call Mr. Donald's attention to the handwriting on the wall of public opinion, which now, as in proud Belshazzar's festal halls, speaks in tones of inevitable doom,

"Mene, mene, tekel upharsin."

"MARCHAND GROSSIER."

A SCANDINAVIAN MARKET.

CHRISTIANIA, April 28th, 1891.

EDITOR CANADIAN GROCER,

TORONTO, Ont., Canada.

DEAR SIR,—Since we last wrote you we have been able to place Walker's Canadian Club Whiskey with one of the largest houses in Norway. The Walkers sent us a couple of boxes to be used as samples, which we distributed to gentlemen that have a reputation of being good judges of liquor, and they all pronounced Canadian Club to be equal to any whiskey on the market. We are confident it will take well and have a large sale. It is a curious fact, nevertheless the truth, that while the Scandinavian countries bought from the United States last year, goods amounting to millions, all they bought from Canada amounts to about \$18,000, and that was a ship. We believe that in a few years this will be different. Canadians are undoubtedly able to compete with the United States in flour and other produce, and we will be glad to correspond with one of the largest millers in Canada, to find out if they can't produce as good flour as the United States. Some of the millers in Minneapolis are represented here, and they are doing an enormous business. We might as well state that we will gladly furnish any Canadian house with information pertaining to increase the trade between the Scandinavian countries and Canada.

Yours respectfully,
C. E. SONTUM & Co.,
Christiania, Norway.

ANSWERS TO CORRESPONDENTS.

E. Cody, Embro: Will you kindly write me who is the secretary of the salt association.—Answer—John Ransford, Clinton, Ont.

WHY RETAILERS SHOULD HANDLE THEIR OWN BRANDS.

As a rule, it is a sign of success, as well as of enterprise, when a retail grocer reaches the stage where he begins to use his own brands or labels, and the sooner he adopts the practice the better are the chances of his success. Hence we are always glad to find retailers grow tired of advertising manufacturers and wholesalers and place their own labels upon many of the goods which they sell. Besides the advertising afforded by the use of the retailer's own brand or labels, there is another important advantage to be derived from the practice—viz., the immunity from loss by the reckless "cutting" of prices by dry goods bazaars and rival retail grocers. Where every retailer in a town or neighborhood handles one manufacturer's brand, and one cuts the price, the others may be forced to follow or lose trade. But if the most enterprising among them get their jobs to supply them with the same kind of goods under the retailer's own label there will be no necessity for meeting the cut prices. If the goods are similar to those which the average retailer carries in bulk as well as in the package form put up by manufacturers, such as coffee, for instance, the dealer can procure his labels at home and do the packing and labeling himself. The great cause of complaint of the grocers against the bazaars, and many of their own class as well who are reckless "cutters" by nature, is that proprietary brands are always picked out for slaughter, and to the average retailer the distribution of the goods is thereby rendered unremunerative. There is no weapon which can be used by the general run of retailers against "cutting" competitors that can be made so effective as that which we have just mentioned, and we recommend them to give it a trial. It may not be possible to use it in the early stage of a retail business, but it is certainly within the power of many dealers who have never tried its efficacy. To say that customers will purchase only favorite brands with which they have long been familiar, and that they will not accept substitutes, even though bearing the retailer's name and backed by his personal guarantee, is an admission of ignorance or incapacity on the part of the merchant. If dealers cannot persuade customers to transfer their allegiance from certain brands to others, why is it that the advertisements of many manufacturers iterate and reiterate the injunction to the public: "take no other?" It is simply a question of whether the retailer is worthy of the confidence of his patrons, and the fact that the most successful retail grocers put their own brands upon many descriptions of goods formerly sold by them only under manufacturers' brands, is further proof, if it is needed, that a reliable, enterprising retailer can wield a very great influence over the majority of his patrons.—Merchants Review.

FALSE BRANDS ON PICKLES.

Reference was made some time ago in these columns to a fraud that was practised upon the public and the trade by certain Canadian pickle manufacturers. The fraud consisted in the use of labels which represented native-made pickles to be of English manufacture. The perpetrators of it appear to have had enough discretion to avoid the exact counterfeiting of the label used on any well-known British brand, but they did about as much as they dare. They have probably made themselves liable for legal action both for false pretences and for violation of the canned goods law, under which every manufacturer is required to have his name put on every label covering his goods. Proceedings would no doubt have been taken before this if importers of genuine foreign and makers of Canadian-stamped goods were assured the transgressors were financially responsible parties.

A brand of pickles is being sold here under a label stamped J. P. Keeler, Mile End Road, London, E. C. This pickle is of Canadian make. There is no J. P. Keeler at Mile End Road, London, as a letter sent by THE GROCER to that address was returned by the Postmaster with the information that there was no such person there. The general claim that the goods are imported is supposed to enhance their salableness, as since they are not imported, and therefore having no duty to pay, they can be sold at a much lower figure than the genuine imported pickle. But the fiction of their being imported is not all that is pressed into the service of the fraud: the general get-up of the label approaches as closely as it safely can to an imitation of J. T. Morton's, London. From the same source, it is supposed, as this spurious imported pickle, there has lately issued another, marked "produit francais." This is represented to be a French pickle.

It is extraordinary that wholesale grocers should be found so indifferent to the rights of genuine importers and honest labellers as to keep such goods in stock. By so doing they are helping along one of the worst kinds of fraud. Goods that have to be sold under a disguise ought not to find room in a reputable house, and when the disguise does injury to the trade in worthy goods it ought to be not only excluded but denounced.

POINTS FOR CLERKS.

A book recently published entitled "Looking Forward for Young Men," contains a chapter on "The Young Man and his Ambitions," from which we quote:

"That old council to the young to 'aim high,' has the merit of practical wisdom in it. There is as much in aiming as there is in shooting. Indeed, aiming is the chiefly important thing. The hitting quality is in the aiming. Whoever shoots without aiming may hit somewhere, yet is liable to hit nowhere. Haphazard shooting is uncertain

and dangerous. Nobody can fortel its mischief. It is much so in life. Haphazard living, though common, is seldom successful, save in the very commonest ways. Men who live in a haphazard way trust to luck for good results. And men who purposely trust to luck are gamblers. They voluntarily take the chance of success or failure. Chance is a gambler's method. It is the fool's opportunity, for there is no wisdom in it; and it is the knave's opportunity, for there is no virtue in it. There is no principle, or smartness, either in luck or chance. There is nothing manly in a bright man's putting his power on a level with the ignoramus as he does when he enters upon a game of chance. Luck, chance, lottery, gambling, all classes in one moral order, which men of good ambitions do well to play shy of. The only good luck is in good ambition, good sense, and good endeavour. The lucky fisherman is the man who fishes skilfully. The lucky mechanic is the one who does good work and sticks to it. The lucky business man is the one who understands his business and pushes it. The lucky professional man is the one who is master of his profession. The lucky man all round is the one who does everything well. This is the luck in which true men put their trust. It seldom fails to become a rich reward. What multitudes of young men in all the callings have trusted their all to the luck of good sense and good work and have been enriched with the prizes of noble lives and good fortunes.

"One of the ways to have good luck is to have good aims. It is almost certain that every young man has something in his mind to live for, something which his ambition covets, which awakens his best endeavors for attainment. Between the highest and lowest of these ambitions there is a wide range, that makes all the difference we see in men. It is men's ambition that make or unmake them. If a man has an ambition to be a clown, it is difficult to make anything else of him. If one has an ambition to see the world, he will travel, if he has to do it on foot and alone. If one has an ambition to study, it will be almost sure to shape his life. An ambition for business will show itself in that way. An ambition for mechanics will seek some trade and build a life on it. An ambition for the ministry will find the way into the pulpit. A political ambition will affiliate with politicians and be interested in their affairs. A fourteen-year-old boy had an ambition to be a physician, and because he could not have his way at home he ran away to California, worked on a ranch, and borrowed books of the nearest physician and studied by himself. He became a noted physician. Nearly all marked men had an early ambition for the line of life in which they became noted. An early ambition is usually the finger that points the way the boy should take. If there be no ambition for any particular line of business, there almost always is for the style of man one wants to be."

OTTAWA NEWS.

OTTAWA, May 30.

Messrs. A. H. Pettit, L. Wolverton, James McEwan, J. K. McMichael, A. McD. Allan, Grimsby; Nicholas Awrey, M.L.A., G. L. Jones, Burford, waited upon Hon. John Carling and asked for the establishment of an experimental fruit farm on the Niagara peninsula. The deputation also asked for the appointment of a fruit inspector, pointing out that dealers often refused fruit sent from the peninsula to different parts on the ground that it was not in good condition. A government inspector, if appointed, would be able to certify to the quality of fruit when sent off. Mr. Carling promised to consider the representations made.

Mr. McMullen gives notice that he will ask the Government how much raw sugar stands in the books of the Montreal Custom House as ex-warehoused by sugar refineries upon which duty has not been paid, and how long refiners are permitted to ex-warehouse raw sugar without paying duty.

Messrs. J. G. Savage, W. Strachan and G. D. Ross, of Montreal, accompanied by Mr. Curran, have interviewed Hon. Mr. Bowell and asked that the duty upon soap grease might be rearranged.

HOW ONE CONTRACT WAS WON.

"I have just left the head of a big Front street firm," said an advertising solicitor who is one of the brightest members of the hustling fraternity to which he belongs, "and I have a fair sized contract bearing the firm's signature tucked in my inside pocket. How do you suppose I got it? The old gentleman undertook to spike my guns before I had my batteries fairly opened on him by agreeing to everything I said in favor of advertising, and enthusiastically attributed to it much more than I would dare to claim for it. He then went on to inform me that his firm had no occasion whatever for advertising, as it was well known from having advertised extensively in its earlier days.

"So," said I, "you think that the advertising which you did in the early days of your business is sufficient to carry you through now?"

"Undoubtedly I do," he replied.

"Well," said I, "will you kindly tell me the name of the candidate for Vice-President, on the Republican ticket election before last?"

"He was stuck. He hesitated, stammered a little, and finally replied: 'Well, no I can't.'"

"Now," said I, "do you know of any man who was better advertised at that time?"

"It fetched him."—Phila. Inquirer.

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

Rivalry, open, fair, good natured and enterprising, is the life of business.

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

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

THE KEY NOTE

Of the great popularity the "Hillwatee" teas and "L. P. & Co.'s" Coffees and Spices enjoy lies in the fact that these articles are of special character and excellence and can always be relied on.

Our "Specialties" this week will be bargains in Prunes, Figs, Syrups, Molasses and Japan Tea, latter from 15c. to 18c. Samples and quotations sent on application.

We are quoting Valencias very cheap also La Vierge and Shell brands of Castile soaps.

LUCAS, PARK & CO.,

Wholesale Grocers and Importers,
73 McNab St. North, Hamilton, Ont.

THE Snow-Drift Baking Powder COMPANY.

All chemical tests made of the Snow Drift Baking Powder Company's Spices and Mustards show them to be Pure, if so represented. Grocers will do well to note this fact.

The Snow-Drift Baking Powder Co.,
BRANTFORD.

KOFF NO MORE.

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

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

Mention THE GROCER.

DURABLE PAILS AND TUBS.

TRY



THEM

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

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

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

LOCKERBY BROS., WHOLESALE GROCERS, MONTREAL, P. Q., ARE OFFERING THIS WEEK

SUGARS. { Barbadoes
TEAS. { and
Cuba

MOLASSES.

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

Canned Salmon, Lobsters, Mackerel and Oysters.

HUDON, HEBERT & CIE., WHOLESALE GROCERS

— AND —

WINE IMPORTERS,

NO TRAVELLERS ON THE ROAD.

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

Seasonable Goods.

FRUIT PUDDING, ROSE VANILLA, LEMON,
CHOCOLATE.

A full assortment Batger's Nonpareil Jellies, 1-2 pints, pints and quarts. All flavors.

ABOVE GOODS SHOULD BE KEPT BY ALL FIRST-CLASS GROCERS.

TURNER, ROSE & CO., Montreal.

BEST GOODS IN THE MARKET.

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

PUT UP BY THE MOFFATT PACKING CO.,
MONTREAL.





Goods
well bought
are
1-2
sold.
Goods bought
from us
are 1-2 sold
therefore
well bought.

Send for a sample
caddy and be con-
vinced.

Empire Tobacco Co.,

Montreal.

THE WEDNESDAY HALF HOLIDAY.

Although the half holiday question for the grocery trade of Toronto during the present summer has been dropped, it should not be lost sight of. The many questions which have engaged the attention of the Toronto Association during the past few months have doubtless been the means of keeping the agitation for the holiday in the background, and it was a wise course not to court a failure. Where a member of the Association is situated upon a front street he must to a certain extent be guided by his neighbors, and if they insist upon keeping open he is almost forced in self-protection to do likewise. The remedy for this state of things is apparent, but at the same time cannot be arrived at in a moment. Let the members get to work, and at every meeting be prepared with proposals for membership. Instead of leaving this work to the few, let each man say, "I will endeavor to bring in my nearest neighbor at the next meeting." Roll up the membership, and then when the question of a holiday is brought up, it will receive the attention it deserves. The membership fee to the association is small—\$2 per annum. Let the secretary be authorized to get out some application papers and have them placed in the hands of the city travelers. These gentlemen, who scour the city from end to end, could materially assist in increasing the membership, and if they were asked there is no doubt they would. Now is the time to get to work. An old saying and a true one, "In times of peace prepare for war," applies here. An earnest effort during the summer and spring would put the Association in an entrenched position for securing the much needed rest next summer. The secretary acted according to his best judgment in not urging the matter. He probably saw that it would end in failure, and was wise in not pressing the matter. A defeat would have been disastrous. Reforms work slowly, but they are more likely to be permanent if carefully gained step by step. A by-law was urged upon the City Council some time back to close the grocery stores at 7 o'clock. It was rushed ahead and passed with much applause, but alas! it was wiped out within a few short weeks of its first appearance. The lesson then taught should not be lost sight of. Roll up the membership, and then go for the Wednesday half holiday. No compulsion. Any amount of moral suasion, and victory will be all the surer.

A Fierce Subscriber.—Sir, cuss your paper! Send it to h — !

Editor.—Thomas, change the gentleman's address. If Uucle Sam makes connection you'll find your paper there.

Work can always be found in a store without double-million microscope.

Master the whole business and the way to fortune has been mapped out.

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

SOUND BUSINESS MAXIMS.

The following pertinent paragraphs are gleaned from The Office :

When, after years of industry, a valuable credit is obtained, remember that one false step may dissolve it in a moment.

When arranging goods on a line, shelf or counter, place the smaller ones toward the door, as it is more natural to the eye of a customer.

When a draft is presented for a bill which is due, do not refuse to honor it on account of pique.

When you ask a person for his candid advice, do not preface your inquiry with an expression which conveys your own opinion.

When you are told that "a rolling stone gathers no moss" also remember that "a setting hen gathers no fat." Don't be entirely guided by old saws.

When you are particularly successful in your own line, do not consider that as a consequence you are fitted to succeed in all lines. Remember that a great king once made a conspicuous failure as a cook.

When you seek a medium for advertising, remember that the character of the journal often colors the value of the advertisement.

When you choose a business location, embark in the the vicinity of your competitors; the "droppings" of old concerns have often been the stepping stones of their successors.

When a customer appreciates that you understand your business, and consult his interest as well as your own, you have gained his confidence.

When you are making a transaction remember that it is the commission on the buyers ignorance which swells the profits of the seller.

When you are told that "honesty is the best policy" believe it, but avoid practising honesty simply because it is policy. Real integrity needs no incentive.

When you engage an employe for a fixed time, as a year, his mind being thereby settled, his services become more reliable.

When you believe others, beware; but when you rely on yourself, be honest for it is a very mean man who will cheat himself.

When a paid service is rendered, a pleasant "thank you" is always to your own interest.

When you allow business to unduly worry your mind, it is a sure indication that your adventure "is a size to large."

When you have the ability and tact to cause your customer to be pleased with your goods, your clerks and yourself, you can justly consider yourself a skillful manager.

When you are buying goods remember that politeness is then as much to your personal interest as when you are selling.

When a bill of goods is received with "allowance for freight," deduct the cash discount from the face of the bill.

When prices are inflated and speculation rife, prepare for a financial panic.

When you are making a transaction with a person of a suspicious nature, avoid commending too highly the article he prefers.

When your goods consist mostly of staples, prices and measures are most important; if of luxuries, style and exclusiveness.

ALL GROCERS SHOULD SELL
THE

**Royal
Dandelion
Coffee**

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

M. LEFEBVRE & CO.



Established 1849.

GOLD, SILVER

—AND—

BRONZE MEDALS

20 1st prizes.

Reg. Trade Mark.

MICHEL LEFEBVRE & CO'Y

Manufacturers of

Lion--L--Brand

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

Montreal, P.Q.

P. DOTY & SON,

(Successors to W. B. Chisholm)

MANUFACTURERS OF



- 1, 2, 3 bushel 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.

OAKVILLE, ONT.

**MUNN'S PURE
BONELESS
CODFISH**

The finest on the market. Packed in 10 lb., 20 lb., and 40 lb. Boxes. Tied up neatly in 2 lb. bricks. Every brick is guaranteed full weight and Genuine Codfish.

**TASTY
ECONOMICAL
DELICIOUS**

Send for Sample at once.

**STEWART MUNN & CO.,
MONTREAL.**



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

WHOLESALE GROCERS

A Large and Well-Assorted Stock of

Teas, Sugars and General Groceries

HAMILTON, ONT.

FOR THE
HOME, PICNIC,
CRUISE, or CAMP

The "STAR BRAND" delicious

HAMS & BACON

CAN BE HAD FROM ALL THE
BEST GROCERS

F. W. FEARMAN,
Hamilton, Ont.



**HUCKINS
SOUPS**

Require only to be heated, and are then ready to serve.

Prepared with great care from only the best materials.

Have enjoyed the highest reputation for more than 32 years.

TEST FREE

Send us 20 cents, to help pay express, and receive, prepaid, 2 sample cans of these Soups, your choice.

J. H. W. HUCKINS & CO.,
Sole Manufacturers, Boston, Mass.

SOLD BY ALL LEADING GROCERS.

LEONARD H. DOBBIN, MONTREAL. Sole Agent for Canada.

Ram Lal's Indian Teas.

Stock is the same always, no variation.

Price is moderate for such high grade Teas.

Ram Lal's always shows the grocer a nice profit.

No weighing or parcelling these package Teas.

When grocer once gets Ram Lal's into a family no other tea is used henceforth. No Tea Peddlers can buy it Ram Lal's is the best blend of Indian Tea the world produces.

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



Simcoe grocers will close every evening at 7, except on Saturdays.

Pilon & Bro. have opened a new general store at Alexandria, Ont.

A grocery and provision store was opened this week in Shawville, Ont., by Mr. Jas. Knox.

Mr. Marlatt, grocer, Simcoe, Ont., was burnt out a short time ago. He was insured for \$2,000.

A hop growers' association has been formed in Prince Edward County with head quarters at Picton.

The traders of Cornwall, Ont., have secured the passage of an early closing by-law by their town council.

The proprietors of the Pictou, P.E.I., canning factory are now putting in a new 125 horse power engine.

A. L. Reeves, grocer, Hamilton, has removed to 232 and 234 King street west, from 333 King street east.

Eby, Blain & Co. have just received a consignment of new season's Japan teas. They are very fine and extra values.

A fire in Parham, Ont., burnt the general store of Wm. Hamilton and did considerable damage to that of Bowes & Bisonette.

New Zealand is shipping butter to England. If kept at a temperature not above 45 degrees it arrives in excellent condition.

The merchants of Liverpool, N. S., have agreed to close on Mondays, Wednesdays and Fridays at 7 p. m. until the first of September.

The Warkworth, Ont., cheese company sold their April cheese at 10 $\frac{3}{4}$ c. Ormond factory boarded 75 boxes of colored, but they were not sold.

The merchants of Milton, Ont., now close their places of business at 6 o'clock on Tuesdays and Fridays, and at 8 o'clock on other evenings except Saturdays.

A petition has been unanimously signed by Regina merchants to have every Wednesday afternoon in June, July and August proclaimed a civic half holiday.

The merchants of Moosejaw, N. W. T., have decided to close their shops every evening except Saturday at 7 o'clock and Wednesday afternoon at 2 o'clock.

The clerks of Vancouver, B.C., have ceased to press their request for a half holiday on Wednesday, as they are content with the shorter hours they have secured.

W. S. Duggan, merchant, Oil Springs, is the possessor of a curiosity in the form of a couple of pieces of aerolite. A short time

ago a stone weighing several tons fell on a farm about three miles from that place and nearly buried itself. Last week Mr. Duggan secured a couple of pieces by digging down about 20 feet.

Edgar Cooper of the grocery firm of F. Abbott & Co., Iroquois, Ont., has gone to Saginaw, Mich., where he has relatives residing, and where he expects to secure a situation.

Mr. John R. Read, formerly of Brockville, and well-known in the Ottawa Valley, has removed to Peterboro, where he has started a biscuit factory in connection with a Mr. Gilmour.

F. Barnard, London, is going to sell his business owing to the illness of his wife. It is a good stand, having 26 feet on Dundas street and 90 on Adelaide, on which is a three-story building.

Capstick & Rossiter's and C. D. Burdick's stores at Dorchester Station, Ont., were burglarized on the 28th about one o'clock in the morning. The thieves did not get much plunder away with them.

A fire broke out in the upper flat of James Turner & Co.'s wholesale grocery store, Hamilton, on Friday, and in trying to extinguish it a clerk named William Anderson had his right hand and wrist very severely burned.

On Saturday night the grocery store of Geo. R. Hare, Picton, was burglarized. An entrance was effected by breaking out a pane of glass. Some small change, was taken, three boxes of cigars, and several other articles.

Dr. Chas. H. Johnson, who was formerly a salesman in A. G. Parrish's general store, Farmersville, now Athens, Ont., has been elected mayor of Austin, Minn. A lengthy biographical sketch of him is printed in the Register of that town.

Five new canneries are to be erected immediately on the Fraser, an addition to the seven now owned by the Anglo-Canadian Packing Company. Four will be erected at the mouth of the river and the other near Wadham's present cannery. The new canneries will have a capacity of 15,000 cases each.

On Wednesday Hickman & Co., Parkdale, began their series of weekly half-holidays which they will keep up throughout the summer, no matter who stays open. At one o'clock on every Wednesday afternoon the Kash Grocery will be closed during the summer months. Hickman & Co., send out a circular advising their customers of the change.

The principal canning factories in California have been incorporated. The fruit cargo this season promises to be unusually good. Whether the canneries will get into working shape this season is uncertain; and whether, under a combine, or acting individually, the packers will modify their prices

as crop prospects and cheaper sugar would seem to warrant, is also problematical. Without some restraining influence there is likely to be a heavy pack, and all signs at present are very much at fault if the supply of dried fruit does not turn out to be heavy.

Ladies are beginning to object to the printed bags which are now used in grocery and dry goods stores. One who was shopping in a certain town, lately, told the clerk to turn the bag inside out, as she did not intend to be a walking advertisement for that store. She directed the firm to the newspaper as the proper medium through which to advertise.

Geo. H. Rodgers & Co., Winnipeg, offer for sale by tender the stocks in three stores. The first is their Morden store, which is stocked with dry goods, groceries, crockery, boots and shoes; the second is their dry goods stock and fixtures in the store at 432 Main St., Winnipeg; the third is their boot and shoe stock at 470 Main St. Winnipeg. Tenders are open till the 1st of July.

A syndicate has been formed in Petrolia, including Mayor A. T. Gurd, Messrs. Corey, Woodward, Menzies and other Petrolia capitalists, to bore for salt in Sarnia. They have leased a portion of the Grand Trunk Railway Company's property on the river bank, west of the old mission house, which it is proposed to test by putting down a well to the depth of 1,400 feet, if a productive salt well is not struck at a less depth.

THE TORONTO ASSOCIATION'S NEXT MEETING.

The Toronto Retail Grocers' Association will meet on Monday evening next, and in the course of business will consider the communication from the Toronto Wholesale Guild re the starch and sugar question. The Toronto Guild have conceded the trade discounts on starches asked for by the association, but while the Dominion Guild are in favor of the reduction from 15 bbl. lots of sugar to 10 bbl. lots, they are not inclined to take action until Parliament decides on the new duties. Many in the Association think that prompt action should be taken and will make a move in that direction on Monday.

STORAGE FREE AND IN BOND.

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

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

One Trial

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

DIAMOND BAKING POWDER in 1/4, 1/2 and 1 lb. tins is more satisfactory and nets you a better profit than any first-class powder on the market.

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

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

ALL GROCERS SHOULD SELL THE

ROYAL DANDELION COFFEE

Manufactured by
ELLIS & KEIGHLEY,
 TORONTO.

W. A. McCLEAN & CO.,

OWEN SOUND

OFFER TO THE TRADE

LONG CLEAR
 BREAKFAST
 SMOKED BACKS
 SMOKED BELLIES
 SPECIAL ROLLS

BACON

Write for Quotations.

JAMES E. BAILLIE,
PORK PACKER, TORONTO.

Hams, Breakfast Bacon Rolls.



GANONG BROS.,

ST. STEPHEN, N.B.

MANUFACTURERS OF THE



CHOCOLATES.

N. K. FAIRBANK & CO.,

COMPOUND



REFINED LARD.

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

Condensed Mince Meat.

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

Will not ferment in warm weather.

Sells at all seasons by all wholesale grocers.



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

Packed in 1/2 and 1/4 gross cases.

Sole manufacturer for Canada.

Ask your wholesale grocer for it.

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

GEO. MATTHEWS

-PACKER and CURER.-

HAMS

BACON

LARD

PORK

PURE LEAF LARD A SPECIALTY.

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



TORONTO MARKETS.

TORONTO, June 4, 1891.
GROCERIES.

Rain is as much needed to raise the drooping spirit of current trade as it is to bring on the crops. The want of it makes the outlook just at present anything but cheering, and the complexion of the outlook is by sympathy reflected in the present. Consumers in the country do not want to run into debt on the strength of prospects that are decidedly dull. They therefore limit their buying, and the retail trade has consequently less to do with the wholesalers these days. A few warm showers and a spell of seasonable weather would put some heart into trade. This week has not been so bad as last week. The demand rallied somewhat, but not sufficiently to make the output nearly satisfactory. The week's trade has no features out of the commonplace. Payments do not come in for special mention one way or the other.

CANNED GOODS.

There has been a larger distribution than in any other week for some time. Vegetables have been principally in demand, and the activity of trade has acted along with shortness in the supply to stiffen and advance prices. Peas have advanced from \$1.40 to \$1.50. Tomatoes are firm at \$1.50. A 50 case lot was bought by a wholesale house at \$1.45. Corn is \$1.10 and upwards. Some buyers have made complaint to jobbing houses that peas recently purchased from them were below the standard. There have been three or four lots of inferior peas put on this market recently, and it is from this source the unsatisfactory stock has got into the hands of retailers. All fruits are in a fairly firm position. Sugar pears are out of stock. Salmon is unchanged and firm at \$1.40 and upwards. White salmon is nearly, if not quite, off the market. An agent of the British Columbia salmon syndicate is said to be offering to sell at \$1.40 in Montreal. Letters from Nova Scotia and Newfoundland indicate a rather easier undertone to the lobster market at the respective points. The New York Bulletin says that quotations as wide apart as \$1 per case on flats have been received there this week.

COFFEE.

The local coffee market presents no change. The quiet movement of stock goes on without any appreciable effect on prices. Rios are 22 to 23½c.

DRIED FRUIT.

The dried fruit trade is featureless. An easy demand has not improved the position of Valencia raisins, low grades of which are still plentiful at 5¾ to 6c., while good stock is steady at 6¾ to 6 1-2c. Currents are unchanged, Provincials being 6¾c. in barrels and 6 1-2c. in half barrels and fairly firm. The stock of prunes is very slender and is not scattered over many houses. Prices are stiff at 8 1-2 to 10 1-2c. in cases.

NUTS.

There are few orders for nuts. The demand is very desultory. Prices are not changed in any class.



"White as Snow."

Surprise Soap makes all linens, cottons and laces sweet, pure white.

"**Surprise Soap**" is unequalled by any other in the ordinary ways of washing either by soaking or boiling the clothes or both; but the best results are obtained by following the directions according to the "Surprise way." All we ask is to give it a fair trial (without boiling or scalding) and see if **SURPRISE SOAP** does not make every piece look like new, taking out streaks, stains and all of the yellowish look that other Soaps are sure to give when garments get a little old.

The St. Croix Soap Mfg Co.,
St. Stephen, N. B.

Branches:

MONTREAL: 17 St. Nicholas St.

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

RICE AND SPICES.

A very good business has been done in rice since the receipt from the mills of the shipment noted a fortnight ago. Back orders were numerous and they give a more crowded appearance to the week's business than it actually has, the business of this week being largely an overflow from weeks when there was no rice to be had. There is no Japan rice now in any wholesale hands, and the mills cannot furnish any until, as in the case of the Aracan rice lately received, the supply of rough is in. Spices are in their old position, demand, supply and price seldom changing notably.

SUGAR.

All that is new in the situation of the sugar market is impatience on the part of the trade at the continued uncertainty as to what is to be the duty. The delay in announcing that important matter appears now to be indefinitely extended, and the question made more problematical by the crisis which the apparently fatal illness of the First Minister may bring about. It is probable that if Sir John Macdonald's health had been good throughout the past part of the present session the budget would have been down before this. Whatever course will ultimately be taken, the trade is beginning to tire of the

waiting policy it has pursued so long. Retailers see that the settlement of the matter is postponed by prospective changes in the Ministry, and they are now coming in to buy sugar. The rhubarb season is on, the strawberry season is at hand, and retailers must have stock no matter what the prospects of a change in the price may be. Further, there is a trade concession as well as a tariff concession trembling in the balance, and the former will be in suspense just as long as the latter. No trader wishes to invest money enough to buy 15 barrels if he can get the same price by buying only 10 barrels, any more than he wishes to have 15 barrels on hand after the price has fallen a cent or two as a result of taking off duty. Though the buying has been slightly more active, the movement has been only in small orders. Prices are the same. Granulated is 6¾c. for lots of 15 barrels and over, and 7c. for smaller lots, while yellows are 5.10 and upwards for branded and 5c. for N. B.

SYRUPS AND MOLASSES.

M syrup in pails is down to \$1.55 and \$1.60. There is none of it in barrels, nor of any other low grade syrup. A small trade is all that is done in either syrups or molasses these days. Corn syrup is out of stock. Molasses is strongly held, some houses ask-

E. Lazenby & Sons,

18 Trinity St., London, S.E.

SOLE PROPRIETORS OF

Lazenby's Harvey Sauce,

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

For full Price List on application to

A. P. TIPPET & CO.,

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



**THE
BOYCOTTED
WHOLESALE GROCER.**

The boycott which the Wholesale Grocers' Guild have endeavored to enforce against me, has not had the effect they predicted, and I am prepared to offer Sugars and all other lines of Goods as heretofore.

My price for

EXTRA GRANULATED SUGAR

For one or more barrels
Is Twenty cents per hundred less than the

COMBINATION

And my quotations for other Goods are equal to, in all cases, and lower in most cases than those offered by

GUILD HOUSES.

DISCOUNTS--

Are one and one-half per cent. off Sugars, Syrups, and Canned Goods. Three per cent. off General Goods.

The Guild Discounts are only one per cent. off Sugars.

Send for quotations of any special lines you may be open for.

- SUGARS, TEAS,
SYRUPS, TOBACCOS,
MOLASSES,
BAKING SODA, SAL. SODA
JAPAN RICE, RAISINS,
CURRANTS,
FRUITS OF ALL KINDS,
SPICES, NUTMEGS,
BAKING POWDERS,
CREAM TARTAR,
BROOMS, BRUSHES,
and WOODENWARE,
And all other Goods in the Grocery line.

I call your special attention to my Uncolored Japan Tea at 15c.

JAMES LUMBERS

Wholesale Grocer,
67 Front St. East,
TORONTO, ONT.

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

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

TO GROCERS.

SIMCOE CANNING COY'S

Goods are warranted first-class.

PUSH THEM.

Order through your wholesale
House.

Superior to Saratoga.



I find St. Leon an excellent remedy, builds up the constitution far superior to the famed waters of Saratoga

J. S. H. HOOVER,
Niagara St., Toronto.

OF COURSE WE ARE GOING and everybody else is going to the Palace Hotel, St. Leon Springs. The best spot on earth to recuperate. Mr. M. A. Thomas is the manager, a sure guarantee of its success. Hotel opens June 15, secure your rooms early.

St. Leon Mineral Water Co., Ltd.,
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General Storekeepers

who deal in Dry Goods should subscribe for

THE DRY GOODS REVIEW

Subscription Price \$1.00 per year.

Send for Sample Copy to THE DRY GOODS REVIEW Co., 6 Wellington St. West, Toronto.

EVERY MAN who has

any ambition to rise in the Grocery Trade should buy a copy of

"TEA, AND THE SCIENCE OF BLENDING"

An accurate knowledge of Teas will bring you to the front quicker than anything else.

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

PRICE 1.00.

TORONTO.

"REINDEER BRAND."

Condensed



MILK.

"I am satisfied that the original milk from which the "Reindeer Brand" is prepared is of unusual richness. In point of flavor, color and consistency it leaves nothing to be desired."—DR. OTTO HEHNER, Hon. Secy. of Socy. of Pub. Analysts, London, Eng.

For OUTINGS of all sorts try "Reindeer Brand" CONDENSED COFFEE. Ten hundred out of every thousand consumers pronounce it "EXCELLENT." Sold by First-Class Grocers everywhere.

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

MARKETS—Continued.

ing 1 to 3c. advance. The sale of 877 puncheons in Montreal recently at 37c. indicates the firmness of the position of molasses.

TEAS.

The demand falls off more and more as the time for the arrival of new stock draws on. The active buying of a few weeks ago enables the majority of the trade to keep off the market just when prices are beginning to take their shape for the new crop. The teas that are scarce here are scarce at most other distributing points, Ping Suey and Young Hysons having gone up $1\frac{1}{2}$ to 2c. in New York owing to scarcity. The firmness here does not relax therefore under the lessened tension of the demand. The starting points for prices on this market are 18c. for Young Hyson, 15c. for Japan, and 15c. for Congou. The position of the market for Japans is, according to cables from Yokohama, unchanged. New Japans are coming in now. Grades to sell at 30 to 35c. are expected this week, and grades salable at 25 to 30c. are looked for next week. The Calcutta market has opened quietly. May the 21st, 4,500 chests were sold, and prices ruled generally rather easier. In London there has been no change of importance in the Indian tea market, the supply being small, and mostly consisting of poor quality. For the lower grades there has been a fair demand at the reduced quotations recently established, the reduction having brought them more freely into use for blending purposes. The medium and fine descriptions are meeting with increased attention, and a decidedly improved business has been transacted. As the supply of these teas is gradually becoming much more limited, the tendency of the market will most probably be to higher values. This is strengthened by the fact that the balance of the past season's crop to be brought forward is only about one-third as large as that of the preceding year, and it is likely, judging from the recent supplies, that the proportion of the better grades will be exceptionally small. At the public sales only 7,869 packages were brought forward, and nearly all sold at about the price ruling in the preceding week. Ceylon teas have again been pushed forward in large quantities, but not, however, to quite the same extent as during the previous fortnight. The quality of the supplies has, however, been universally poor, and although quotations are distinctly lower, a good deal of this is in reality owing to the general inferiority of the teas now offering. Present prices have stimulated the demand. A considerable business has resulted, and with the continuance of present rates a still larger trade may be anticipated.

Perkins, Ince & Co. on Monday received the samples and invoice of their first shipment of new season's Japans ex. SS. City of Pekin via San Francisco. The teas should be here this week. The first teas coming direct to Canada arrived in Vancouver, Thursday last, on the Parthia, which carried 3,000 packages.

PETROLEUM.

A quiet trade without any change in prices has been transacted.

The Petrolia Advertiser reports: Petrolia crude \$1.36 per bl. Oil Springs crude \$1.38 per bl. Crude remains about the same as last week, there being very little doing. This is about the duller time of the year in the oil business, with the exception of the drilling part of it, which is very active. No new strikes have occurred during the past week worthy of note, and very few transactions on change are recorded. Refined is unchanged and may be quoted at 10c. in bulk and 13c. in barrel f.o.b. here. Terms: 60 days, or 2 per cent. off for cash.

DRUGS AND CHEMICALS.

The only alteration in price is in Paris green, which quotes at 16 to 17c. Business is dull, and the month just closed is said to be about 20 per cent. behind April in the aggregate of its receipts.

BUTTER AND CHEESE.

The supply of butter has increased, and although the general average of the quality is reported to be more satisfactory the weight of the supply has depressed prices even for the best. There are some creamery rolls now on the market, but they represent an insignificant proportion of the total stock, and sell to those who want a fancy article at 22 to 23c. It is very hard to place creamery stock these days on account of the abundance of very good dairy made butter there is coming in, some of which is fully the equal of the factory-made stock. The best value now offering, and indeed the greatest proportion of what is offering is large rolls. These go at $12\frac{1}{2}$ to 14c. Crocks and pails sell at the same price. New store-packed, that is tubs in which large rolls have been kneaded together, have been offered by local provision merchants at 12c., and have been refused. This shows that the country trader would make more out of his butter just now by marketing it in large rolls. There is very little choice tub to be had now, the season and the price being so favorable to the handling of rolls that nobody cares to put good butter in tubs. The very finest tubs bring 15c., but they must be choice. Pound rolls are 16 to 18c. and in very good demand.

Cheese has dropped in sympathy with lower movement in England. New now brings 10 to $10\frac{1}{2}$ c. The demand is not specially energetic either for home consumption or for export.

COUNTRY PRODUCE.

BEANS—Further reduction of the small supply has strengthened prices, \$1.50 to \$1.70 being very firm for small lots, and only very common stock obtainable at the former figure.

DRIED APPLES—Are easier, though apparently in smaller compass, $7\frac{1}{2}$ to 8c. being the prices paid for small lots sold on Saturday.

EVAPORATED APPLES—The demand for them is lacking in vigor, $12\frac{1}{2}$ to $13\frac{1}{2}$ c., being got for the few sales that have been made.

EGGS—There is a good demand, but the supply meets it promptly and keeps the price steady. Good stock is firm at $11\frac{1}{2}$ to 12c., with a tendency to harden at the latter figure.

HAY—Is higher, mixed being worth \$9.50 and cattle \$11. The price has gone up on account of reports that the prospects are unfavorable for the new crop. Owing to the lack of rain the growing hay is said to be not looking well.

HIDES—Have not moved. No. 1 green brings 5 to 5 1-2c., with the latter price exceptional. Cured bring $6\frac{1}{4}$ c.

HONEY—Sells slowly at 7 to 10c. for strained and 14 to 16c. for sections.

HOPS—Are quiet at 35 to 38c.

OATS—Are steady at 46 to 48c.

ONIONS—Are \$2 to \$2.25 per barrel for Canadian.

POPATOES—Are 90 to 95c. in car lots and are firm. Small lots are \$1 to \$1.10 out of store.

SHEEPSKINS—Usually range from \$1.25 to \$1.50. There are a few which do not come up to the standard for the lower price.

STRAW—Is quiet at \$6 to \$8.

WOOL—Continues to obtain little attention at 18 to 19c.

FISH.

The demand for fish is not of very much account locally. It is generally light about the time the strawberry season opens. Another thing that keeps down the demand is the position of prices. They are high and firm, as the difficulty and loss entailed by keeping fish fresh increase with the heat of the weather. The prices are the same as they were a week ago. There is now a fair stock of lake herring, which sell at \$2 to \$2.50.

GREEN FRUIT.

Warm weather acts upon the price of lemons as it does upon the mercury of a thermometer, and under the stimulating effects of Sunday's and Monday's temperature the price went up on this market from 50c. to \$1 above those going a week ago. Palermos are \$5 to 5.50, and Messinas are \$5.50 to \$6. Oranges have made little change. Messinas which it was necessary to re-pack two weeks ago on account of the wasty stock in them, have fallen in value since the re-packing, and sell now at \$3 to \$4. Floridas are scarce and \$4.50. Valencias are \$6.50. Riverside seedlings are \$4 to \$4.50. There is rather a slack demand for oranges, but there are no large stocks on hand. Bananas are easier at \$1.25 to \$2, the coming in of strawberries and other small fruit displacing bananas considerably in consumers' favor. Strawberries are 15 to 20c., white cherries are \$2.25, black cherries are \$2.75, and apricots are \$4.50 per crate of four baskets.

PROVISIONS.

The trade is yet very quiet, wanting like other departments of business warm weather to nurture the demand. The keeping of fresh butcher meat is a comparatively easy

WE ARE BUYING
Dried Apples.
SEND SAMPLES
AND QUOTATIONS

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

WE ARE BUYING
Evaporated Apples
SEND SAMPLES
AND QUOTATIONS.

ALL GROCERS SHOULD SELL
THE
ROYAL DANDELION COFFEE.

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

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

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

Consignments solicited and business transacted
for Eastern Canada Merchants.

Established 1886.
VANCOUVER, B.C.

References: Bank of British Columbia.

WILLIAM RYAN,
Produce and Commission Merchant,
72 FRONT ST. EAST, Toronto, Ont.
**CHOICE
HAMS, BACON, LARD,
BARREL PORK.**



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

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

ORANGES.

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

J. F. YOUNG & CO.,
PRODUCE AND COMMISSION MERCHANTS
74 Front St. E., Toronto.

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

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

FANCY CALIFORNIA EVAPORATED AND
GREEN FRUITS A SPECIALTY.

Correspondence solicited, and prices on Foreign
Fruits, Figs, Dates, Nuts, etc., furnished on appli-
cation.
29 Church St., Toronto
TELEPHONE 806.

WM. DAVIES & CO.,
TORONTO.
PACKERS AND CURERS.

Choicest Smoked Hams
and Breakfast Bacon.
Bbl. Pork, Long Clear,
and Pure Lard.
CORRESPONDENCE INVITED.

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

For Choice full flavor goods send us a
Sample order.

Jas. Park & Son,
Toronto, Ontario.

**CANNED
FINNAN HADDIES**

QUALITY GUARANTEED.

Write us for Prices.

H. W. NORTHRUP & Co.
South Wharf, Saint John, N. B.

KING, GRAINGER & CO.
81 Front St. E.
Produce and Commission Merchants.
**BUTTER, EGGS,
and Country Produce.**

Correspondence Solicited. Prompt Returns Mad
TELEPHONE 2337.

JNO. A. MOIR,
GENERAL AGENT
Consignments Solicited.

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

LAURENCE GIBB
Provision Merchant,
83 COLBORNE STREET, TORONTO.

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

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

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

Reesor & Rogers,
Produce and Commission Merchants
Solicit consignments of Country Produce
from Storekeepers.
71 Colborne St., Toronto.
Telephone 2291.

Established 1874.

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

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

McLAREN'S



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

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

MARKETS—Continued.

matter in weather like this, so that the demand for smoked and other cured products is small. Prices are unchanged.

BACON—Long clear is 8 to 8½c., bellies are 10½ to 11c., backs are 10½ to 11c., rolls are 9c.

HAMS—Are firm at 11 to 11½c.

DRESSED HOGS—Are \$6.25 to \$6.50 on the street.

LARD—Is steady at 9¼ to 9¾c.

MESS PORK—Is \$15.50 for Canadian heavy and \$17 for short cut.

SALT.

An average week's trade at last week's prices is all there is to report in salt. Buying is usually but moderately active at this season.

DRY GOODS.

The need of rain is perhaps more seriously felt in the dry goods than in the grocery trade. There is a continued reserve on the part of the demand that is unsatisfactory and at the same time commendable. It shows that dealers are less prone to disregard the signs and seasons than they used to be, and are doing consequently a less risky business. The travellers are now out in pursuit of fall import orders.

RAW FURS.

The following prices continue steady, and a considerable quantity of stock comes in:—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.50; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.50, Muskrat, fall, 12c.; spring rat, 21c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.75.

MONTREAL MARKETS.

MONTREAL, June 4, 1891.

GROCERIES.

The same ruling conditions prevail as we noted a week ago, consequently the market for groceries does not show any improvement. To be brief, the uncertainty about the Budget is still prolonged and it only permits of a small hand-to-mouth business which is all there is to note. No change in prices of importance is noted; in fact there is practically nothing new to report. The conditions, however, would appear to favor a good healthy movement, once it starts, for stocks of all kinds, both in second and third hands are very light, while the stock in first hands from which supplies can be drawn is noticeably light in some leading articles.

SUGAR AND SYRUPS.

There has been practically nothing doing in sugar since our last, except a small jobbing trade, grocers buying only enough to carry them along from day to day. Granulated is selling at 6½c., and yellows at 5 to 5¾c.

Syrups are also moving out very quietly, the volume of trade being restricted. Prices remain as before 3¾ to 3⅞c.

MOLASSES.

There is a fair jobbing movement in molasses, with stocks still in very small compass in first hands, and firmly held, while prices at primary markets have advanced, the latest quotation from Barbadoes being 18c. F. O. B. Spot prices remain firm at 36 to 36 1-2c. for Barbadoes and 30 to 32c. for lower grades.

TEAS.

The prevailing quietness of groceries generally effects teas as well, but there has been some odd business to note during the week.

FOR SALE.

In order to devote our entire attention to the export trade, we are prepared to sell the good-will and plant in connection with our local commission business at a bargain.

IMPERIAL PRODUCE CO'Y.,

OF TORONTO, LTD.,

69 Front Street East, Toronto.

The first new teas have been offered since our last at 37 1-2 to 40c., but the lots were very small, only 25 packages in each lot.

COFFEES AND SPICES.

The market occupies the same position as that of other allied articles, and there is very little doing in the way of general trade. There has been some enquiry for coffee from the West, and some business in Rio at 20 to 21c. and Java at 25c. resulted, but a report that the Government intended referring to coffee as well as tea in the Budget has since checked this. In spices there is nothing doing.

RICE.

New crop rice is now on the market and is being distributed freely, the demand being fair from all quarters. Prices are unchanged as follows: Japans \$4.50 to \$5.00, choice \$4.25 to \$4.50, standard \$3.90, and off grades \$3.50 in car lots.

FRUITS.

The market presents exactly the same features as we noted a week ago, while business has been quieter if anything. Briefly the uncertainty caused by the delay in bringing down the budget is seriously affecting trade in all lines of groceries and fruits are no exception, consequently we have no business to report aside from a small jobbing trade. In dried stock the position is about the same, but the feeling on raisins is somewhat improved, although we have no actual change in prices. A few odd lots have been moved during the week at 5¼ for primestock and we quote 5 to 5¼ as a range. Currants are unchanged, but business in them has been less than last week. There is no change in values, which stand at 6 to 6¼c. for barrels and cases respectively.

Green fruits present nothing particular and furnish the ordinary jobbing trade, while there is no change to mention. Valencia

oranges move quietly at \$6.00 to \$6.50 per case and \$7.50 to \$8.00 per box, while Serrentos rule steady at \$3.00 to \$3.50. Lemons are steady and unchanged \$4.00 to \$5.00 per box. Bananas have stiffened up again to \$1.50 to \$2.50, while pines are the same as they were a week ago selling at 10 to 20c. each in barrels according to quality.

CANNED GOODS.

The spot market for canned goods shows little actual change as yet, but the prospects for high-priced salmon which have been hinted at from time to time in these reports are more likely to be verified than ever. It is generally admitted that the combine will keep a lot of low-priced salmon off the market, while they are said to be in a better position than ever to control the trade. In addition to this, reports from the coast state that the run up the Columbia River is very light, while the pack in British Columbia is small, but the fish of exceptionally good quality. So far the only indication as to values have been the sales of a few lots of new pack at \$1.40 delivered in Montreal.

FISH.

The fish market continues dull with no new features to note. There is some little business doing in Labrador salmon at \$15, but it is small and hardly worth mentioning. Dry cod is unchanged at \$5, with no business to note, while stocks here are light. The same remarks apply to herring; in fact stocks of all staple lines are extremely small.

HOPS.

This product furnishes no business whatever, as brewers are not taking anything at all. With regard to the new crop nothing particular is reported yet. There have been some speculative dickers in New York in this connection, but nothing has transpired here. We quote prices nominal at 32 to 35c. for 1890, and 22c. to 25c. for yearlings.

PROVISIONS.

The provision market has presented few features during the week, but there has been the ordinary trade doing, which, however, did not assume any large proportions. Pork continues to be the article most in demand, but prices are steady and values in other lines also are unchanged. We quote:—Canadian short cut, per barrel, \$17.00 to \$17.50; mess pork, western, per barrel \$16.00 to \$16.50; short cut, western, per bbl \$17.00 to \$17.50; hams, city cured, per pound 10 to 00c.; hams, canvassed, per lb 0 00 to 0 00c.; lard, Canadian, in pails, 9¼ to 9½c.; bacon, per pound, 9 to 10¼c.; lard, com., refined, per lb, 8 to 8¼c.

EGGS.

Receipts of eggs are ample, but the demand is fair on the whole, and values are maintained at 11 to 11½c. per dozen, single cases in small lots bringing the outside figure.

BUTTER.

With increased receipts of creamery the market has taken a drop during the week, and now 20c. is the prevailing basis for business in that description of stock. Of course higher figures have been made, but they are exceptions and apply only to very small parcels of selected stock. Fine dairy is not a plentiful article and the consequence is quite as high prices are paid for it as for creamery, when anything with a nice nutty flavor can be had that comes from the Eastern Townships districts. Western dairy runs from 15 to 17c. We quote new made creamery, 20c.; finest Townships dairy, 18c. to 20c.; Western dairy 15c. to 17c.; Old butter, 6c. to 8c.

MONTREAL MARKETS.—Continued

CHEESE.

The market has been gradually working down to a more satisfactory basis, and now it seems likely as though some business in a regular way would result, not that there has been nothing doing previously, for all the first half of May ready for the market has certainly passed out of factorymen's hands. Values now are only fractionally above those that prevailed last season, while the conditions are somewhat different. At anyrate, it seems pretty certain now that the make will be short for the early summer goods, for reports from the country speak of drouth and poor grass. The cheese moved forward so far has been of very fine quality, but lately, with the make changing from fodder to grass, there have been complaints about irregularity, which no doubt had some effect. Next week, however, full grass cheese will be on the market and a change may be expected. Anyhow the market certainly has a steadier tone, in fact may be called steady at the decline, and there is more enquiry noticeable. This no doubt is on account of the Bristol steamer which sails this week, for there have been a good many offers talked about on Bristol account recently, and it would not be surprising if some of them were not taken, for they were tempting enough. This probably accounts for the stir noticeable to-day, and we have to note a fair business in this connection at 9c. for stock which was bought at the French boat. Some five hundred boxes of this stock were sold at 8¼ to 9c. the ruling being 8¾c. This is a fair representation of the volume of the class of stock on spot, and finest western may be set down at a fraction or so more, say 9 to 9½c. The cable stands now at 48s., which is the figure at which it opened last year. In this connection it is claimed that offers of 43s. to Liverpool for

BREADMAKER'S DRY HOP YEAST

Makes light white, wholesome, and delicious Bread.

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

Manufactured by

THE BREADMAKER'S YEAST CO.,
TORONTO, ONT.



THESE GOODS

—ARE—

SUPERIOR

TO ANY ON THE MARKET.

Write for prices to

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

N. WENGER & BROS.,

AYTON, ONT.

- - MILLERS - -

(Hungarian Process)

BRANDS :

KLEBER, MAY BLOSSOM.

AGENTS :

J. L. SMITH & SON, - Montreal.

EPHRAIM ERB, - Halifax.

MELDRUM & DAVIDSON,

MERCHANT MILLERS,

PETERBORO',

MANUFACTURERS OF

Choice Winter Wheat and Manitoba

FLOURS

Mikado, White Lilly,
Delight, Manitoba.

Feed of all kinds and Mixed Cars a Specialty. It will pay you to give trial order.

HALIFAX AGENT. - J. P. COX.

Brantford New Mills.

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

J. & R. ROBSON,

Please mention THE GROCER. Brantford, Ont.

SEAFORTH OATMEAL MILLS

Manufacturer of and Dealer in

Rolled, Granulated & Standard Oatmeals,

Split Peas, Pot Barley, Cornmeal, and General Produce. Eggs a specialty.

D. D. WILSON,

SEAFORTH, ONT.

Dominion Mills,

LONDON, ONT.

HEADQUARTERS FOR

OATMEAL

CORNMEAL, POT BARLEY,

SPLIT PEAS, ROLLED WHEAT,
AND ALL BREAKFAST CEREALS.

Write for Samples and Prices.

GARTLEY & THOMSON,

308 to 311 Talbot St.

Canadian White Enamel Sign Co.,

Sole Agents for Caesar Bros.

The Most Durable Sign Letter.

4 Adelaide St. W., Toronto.

A responsible agent wanted in every town and city.

WALKER, HARPER & COMPANY

OXFORD MILLS.

"FLOUR" Manufactured by Improved Roller System

BRANDS :

Golden Star. Golden Sheaf.
Oxford. Ontario Queen.
Regal. Jubilee.

Manufacturers of

STANDARD AND GRANULATED OATMEAL
ROLLED OATS. ROLLED OATMEAL.

DEALERS IN

Grain, Seeds, Bran, Shorts, Beans, Middlings, Chop Feed, Pot Barley, Split Peas, Cornmeal.

ADDRESS :

NORWICH, ONT.

Mixed cars a specialty.

HODD & CULLEN

Roller Millers.

FLOUR

Manufactured "Hulgarian" System.

Our brands are

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

Heavy dealers in

Oats, Oatmeal, Beans, Peas, Middlings, Bran.

Quotations by wire.

Address, **STRATFORD, ONT.**

EMBRO OATMEAL MILLS.

D. R. ROSS, - EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

MONTREAL Markets Continued.

shipment next week have been made, but it seems unlikely, at present, conditions ruling that any profitable margin can be made out of such shipments. From the country nothing particular is to note, but prices remain about steady at 8¼c. being paid at St. Hyacinthe for 400 boxes.

GRAIN.

There has been no change in the grain market since our last, and the old time-worn remarks, quiet and dull, apply. Of course there is some little doing and a fair quantity of stock going forward, but the most of it represents stuff that had been sold some time ago. In fact the only notable bit of news that we have come across during the week is the fact that three tows have been engaged from Port Arthur to Montreal, comprising some 70,000 bushels of wheat, which is evidence in itself of how quiet the market is. The rate on these is 5c. The stocks in store compared with those of a week ago show an increase of 54,006 bushels of wheat, 4,969 bushels of oats, and a decrease of 12,004 bushels of oats, 1,928 bushels of barley, and 1,967 bushels of rye. Compared with the same date last year there is an increase of 291,193 bushels of wheat, 78,617 bushels of oats, and a decrease of 209,546 bushels of corn, 56,492 bushels of peas, 35,954 bushels of barley, and 55,789 bushels of rye. We quote:—No. 1 hard Manitoba, \$0; No. 2 hard Manitoba, \$1.14 to \$1.16; No. 3 do., \$1.02 to \$0.00; No. 2 Northern, \$1.03 to \$1.05; feed do., 66c. to 69c.; peas, 88c. per 66 pounds in store; 90c. afloat; Manitoba oats, 50c. to 00c; Upper Canada do., 50c. to 52c. per 34 pounds; corn, 76c. duty paid; feed barley, 60 to 62½c; good malting do., 70c. to 75c; rye, 81c. to 88c.

FLOUR AND MEAL

Flour has occupied the same dull position as grain and aside from a very ordinary local trade there has been nothing to note. Prices have the same easy tendency but on Saturday quite unexpectedly some export business was done some 2000 sacks being taken on London account while it is understood that 200 sacks more are under negotiations. The stocks in store show a decrease

A. H. BADGEROW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar
Manufacturing Co.,

79 and 81 Jarvis St., Toronto

Highest award, Toronto Exhibition.

TOWNSEND & STEPHENS,

Public Accountants, Auditors, Assignees.

Sherman E. Townsend. H. Seymour Stephens.

Traders' Bank Chambers, Yonge St.,
Cable Address: "Seymour." TORONTO.

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

REFRIGERATORS.

4 Grocers Refrigerators

FOR SALE CHEAP.

THOS. DAVIDSON & CO.,

11 Front St. W., Toronto.

TANGLE FOOT



STICKY FLY PAPER

Price 65c. per box. Each box contains 25 double sheets of Tanglefoot and one 5c. Holder (26 five cent articles).

Trade mark registered in Canada.

Sold by all large wholesale druggists in Canada.

O. & W. THUM, Grand Rapids, Mich.

J. A. Mathewson.
W. B. Mathewson.S. J. Mathewson.
J. A. Mathewson, Jr.
Established 1884.J. A. MATHEWSON & CO'Y,
IMPORTERS and WHOLESALE GROCERS.

Goods from First and Best Markets. Quality warranted. Full assortment. New Crop Teas shortly expected. Orders carefully and promptly attended to.

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

202 McGill St., MONTREAL.

THE A. G. PEUCHEN CO.,

ARE NOW MAKING

100 TONS
OF

Pure Paris Green

ALSO MAKING

300 bbls. of PAINT OIL.

See our New Catalogue containing 32 pages of all articles in the Paint Trade.

VARNISH A SPECIALTY.

THE A. G. PEUCHEN CO., Ltd.,

Manufacturers Paints and Varnishes,
TORONTO.

UNSOLICITED TESTIMONY.

WHITBY, April 4th, 1891.

MESSRS. GIBSON & GIBSON,
35 Wellington St. East, Toronto.

DEAR SIRS,—I am very much pleased with your SIDNEY GIBSON'S COCOA, and I take pleasure in offering my unsolicited testimony as to its high quality. I find it of better flavor and more refreshing than any other Cocoa I have ever used, and I have no hesitation in recommending it most heartily to the public.

Very respectfully,

J. HAMER GREENWOOD,

Ex-Mayor, Town of Whitby.

YOUR WHOLESALE GROCER SELLS IT.
SEE PRICE LIST PAGE 25.

Finest Rich Sweet Oranges—Ex Direct Steamers.

Half Boxes, 80's, 100's, and 120's; Half Boxes Bloods, 100's; Boxes, 160's, 200's, 220's, 240's, 300's; Cases Valencias, 420's; Cases Valencias, 714's; Lemons, 300's, 360's; also Pine Apples, Bananas, Strawberries arriving daily.

Dates, Figs, Nuts and Evaporated fruit at lowest prices. Orders personally supervised and given prompt attention.

McBRIDE, HARRIS & Co., Montreal, P.Q.

DAVIDSON & HAY

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

: Clover Leaf Lobsters :

We have now in stock a small lot of the above fine brand of Canned Lobsters, also the "Lynx" brand of British Columbia Canned Salmon.

Sloan & Crowther

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

JAPAN NIBS.

These kinds are undoubtedly the best values to be obtained in low-priced Japans at present, although large in make, this is more than compensated for by their splendid cup quality. Samples on application. New season's Japans arriving this week.

H. P. ECKARDT AND CO

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

Thos. KINNEAR & Co

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

AGENTS FOR
Cherry's Irish Mustard, X.D.S.F.
This is superior to any other grade in the market. Try it.
47 Front St. E., - TORONTO.

WARREN BROS. & BOOMER,

**IMPORTERS
AND
WHOLESALE GROCERS,
35 and 37 Front St. East,
TORONTO, ONT.**

SUGARS, COFFEES AND TEAS,
SPECIALTIES.

EDWARD

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

BALFOUR & CO.,

IMPORTERS OF TEAS

AND
**Wholesale Grocers
HAMILTON.**

SMITH & KEIGHLEY

**WHOLESALE GROCERS
AND IMPORTERS OF
Mediterranean Fruits.**

JUST ARRIVED :
First Consignment
New Season's Japan Tea.
9 Front St. E., Toronto

THE "MONSOON" BRAND

—OF—
PURE INDIAN TEA

Is the brand to handle if you want to satisfy your customers with a fragrant and delicious tea.

Grown on the gardens of
STEEL, HAYTER & CO.,
Calcutta, London, Eng., and Toronto.

J. W. Lang & Co.

**Wholesale Grocers,
TORONTO.**

**CLARK
ARMOUR
FAIRBANK
LIBBY** } Canned and Potted Meats.
These goods usually advance at this season.

**ORDER IN TIME.
33 Front St. East.**

PERKINS, INCE & Co.,

**41 and 43 Front St., Toronto,
IMPORTERS.**

Just to hand :
NEW JAPANS

Our first shipment of new season's garden picked Japan Teas arrived this week.
Send for samples and quotations.

J. F. EBY. HUGH BLAIN

**NEW
SEASON'S
JAPAN TEAS.
Just Arrived.**

Eby, Blain & Co.,
Wholesale Grocers,
FRONT AND SCOTT STS. TORONTO.

MONTREAL MARKETS—Continued.

of 61 barrels compared with a week ago and 906 barrels compared with the same time last year.

Oatmeal remains quiet and there is little change in values or otherwise. Prices however have sagged off somewhat and there are offers from the country at under our quotations Patent spring, \$6.00 to \$6.25; patent winter, \$5.50 to \$6.75; straight roller, \$5.25 to \$5.50; extra, \$4.80 to \$4.90; superfine, \$4.60 to \$4.70; city strong bakers', \$0.00 to \$6.00; strong bakers', \$5.00 to \$5.50. superfine bags \$2.20 to \$2.35; extra, bags \$2.35 to \$2.45; oatmeal, standard, per bag \$3.00 to \$3.10; oatmeal, granulated \$3.10 to \$3.20; oatmeal, rolled \$3.10 to \$3.20.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., June 3, 1891.

Sugar is the only article in the grocery trade that is in demand, and until the duty is decided upon will remain unsettled. Owing to small stocks held prices have advanced from $\frac{1}{4}$ to $\frac{1}{2}$ cent per lb. Molasses also is reported higher with very little to arrive.

FLOUR—There has been but little demand for breadstuffs the past week, and prices are the same as last quoted, with all dealers well stocked.

MEAL—Is going off very slowly, even at a lower price than has been offered for some time. We quote \$3.55 to \$3.65.

OATMEAL—Is without life, and prices about the same as last week.

MOLASSES—Only a very small quantity of new crop remains unsold, and prices have advanced about 1c. per gallon. Several cargoes are reported about due.

SUGAR—Seems as far from being settled as ever, and with only a limited quantity for sale prices have advanced somewhat. Granulated is selling at $6\frac{3}{8}$ to $6\frac{1}{2}$ 1-2c; yellows, $5\frac{1}{4}$ to $5\frac{3}{8}$ c.

CHEESE—Is gradually getting lower. The supply is increasing every day. The quality is equal, if not superior to other years. The demand is steady. We quote: $10\frac{3}{4}$ to $11\frac{1}{2}$ c.

BUTTER—New has been a little scarce the past week, and any lots of good have been readily disposed of at from 18 to 21c.

FISH—Codfish are coming in more plentifully. The prices are gradually getting to a lower level, with only a fair demand. Large are selling at \$4.40 to \$4.60; mediums, \$4 to \$4.20. Pollock, \$2.10 to \$2.25.

JUNIOR PARTNERSHIPS.

A western merchant, a member of one of the large houses in Chicago, gave a hearty "good luck to you, my boy" to one of a group of much younger men with whom he had just parted at the Fifth Avenue Hotel. "I felt just as happy as he when, twenty years ago, I was made junior member of a firm in Broadway. But I've had experience; he hasn't. Like him I had been a traveler for the house and, having been very successful for three years, was in receipt of a fair salary, and, better still, of a large commission on sales. I suppose the firm thought I was making too much money. At all events, I was taken into the firm, with my salary continued

but my commission stricken off. In place of these I was given an interest in the concern—a very small one.

"At the beginning of the year I was very proud because my name was on the glass door in gold letters. But I wasn't so proud at the end of the year. My share of the profits didn't amount to anything like my commissions of the year before, though I had worked harder and lived less liberally. The result was the same at the end of the second year, and then I quit and went back on the road. I tell you, young man, junior partnerships in a big firm may gratify a man's ambition and make a fellow feel a bit prouder than when he is only a common traveler, but they don't always fill his pockets so satisfactorily.

"My young friend may find that out at the end of a year or two, unless he develops an exceptional business capacity beyond that necessary to make a successful salesman. But it is satisfying to see one's name on a glass door in gilt letters."—N. Y. Times.

THE GROCERS' ASSOCIATION.

The Retail Grocers' association, of Denver, Col., has just issued a pamphlet containing the constitution and by-laws. In the back part of the book the following questions and promises are printed, and all members are expected to sign an agreement that they will keep them to the best of their ability.

1. Do you understand knowingly the objects and aims of the association? And do you promise on your honor as a man to never wilfully misrepresent these objects and aims to any non-member, and also that you will, to the best of your ability, uphold this constitution and by-laws?

2. Do you promise to faithfully accept and obey the decisions of this association as expressed by a majority vote on matters pertaining to the work of this association?

3. Do you promise to closely seal your lips to non-members on all matters pertaining to the public and private business of this association, and that you will under no circumstances betray the confidence of a fellow member in business matters, or to use it to his disadvantage.

4. Do you promise to attend meetings and do all the work assigned to you to the best of your abilities and opportunities?

5. Do you promise to faithfully use the circular letters and other matter provided for collecting debts, and that you will in no case allow personal feeling, but simply business principles to guide you in reporting delinquents to the assistant secretary?

6. Do you promise to give confidentially and honorably any information about a non-member which may be asked of you, and which you may have?

7. Do you freely, and without bias, and with purely honorable motives, promise by word, and sign with your signature, these precedings promises?—Commercial Tribune.

The London, Ont., Board of Trade has resolved to co-operate with the Cornwall Board of Trade in the matter of transient traders' licenses.

DO THEY STEAL FROM YOU?

The use of wire screens as covers for barrels and boxes containing apples, oranges, dates, nuts and grapes is becoming very common in grocery and fruit stores, and very much to the dissatisfaction of most of the customers. "I disliked very much to use the screens," said a large retail grocer on the west side, "as it is undoubtedly a reflection upon my customers, and I had to stand many a sarcastic allusion to them. But it had to be done as a matter of self-protection. About two-thirds of our customers had got into the habit of picking up an apple or an orange or a handful of nuts every time they entered the store, and eating them in the most unconcerned way, as though the goods had cost us nothing. It was not policy to say anything about it. Several, however, took the fruit deliberately and when they thought themselves unobserved. In such cases we got even by overcharging for the purchases made by them.

"You would be astonished to learn the amount of money lost through these petty thefts during a year. We estimate that in our store alone the loss in this way was nearly five hundred dollars. Not only do these pilferers help themselves to whatever fruit may be within reach, but they will cut a generous sized piece of cheese, or smoked beef, or similar eatables, under the pretence of sampling it. It is easy to square accounts with book customers, but in the case of transients or cash customers, we have to grin and bear it. All this trouble from dishonest patrons serves to allay any qualms of conscience we may have over the use of heavy paper and short weights."—Am. Storekeeper.

GURD'S

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

The Ontario Produce Co'y.
Produce Brokers and Commission Agents,
70 COLBORNE STREET,
TORONTO.

P. D. PAGE,
Late Salesman Imperial Produce Co'y of Toronto, (Limited).

W. R. BELL,
Late Traveller Imperial Produce Co'y of Toronto, (Limited).

J. H. WATSON,
Late Imperial Produce Co'y.

Solicit consignments of Butter, Eggs, Cheese, Potatoes, Lard, Bacon and general country produce.

Our business is conducted on strictly commission lines, our attention being given EXCLUSIVELY to our consignor's goods and having a first-class cash connection we can insure top prices and quick returns.

Egg carriers supplied.



THE BARM YEAST MFG. CO.,

TELEPHONE 1920.

35 Wellington St. E., Toronto.

1 box of 5c. packages containing	3 doz. 5c. packages at \$1.00
1 " 10c. " " "	3 " 10c. " at \$1.95
1 " Assorted " " "	{ 1-2 doz. 10c. pkgs. } at \$2.00
	{ 3 doz. 5c. pkgs. }



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

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

Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c

PETROLIA, - ONTARIO.

EDWARDS, CATCHPOLE & CO'Y

MANUFACTURERS OF

French Blacking,
Stove Polish,

Writing Inks and Mucilage.

33 Wellington East, Toronto.

ESTABLISHED 1841.

W. H. Schwartz and Sons,

Coffees,

Spices,

Mustard.

HALIFAX, N.S.

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 Agen-
cies 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.

A. HAAZ & CO.,

Bonded Manufacturers of

Honey Dew, White Wine, Malt and Cider
VINEGARS.

74 Bagot Street, - Kingston, Ont.

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

The Norton Manufacturing Co.,

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.



**DO
YOU
SELL**

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

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

Todhunter, Mitchell & Co.

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

:: TORONTO.

R. TEW & CO.,

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

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

We invite inspection of our NEW decorated

SEMI-PORCELAIN WARE

in TEA,

DINNER

and TOILET SETTS.

Best value in the Market.



SALES MADE OR PENDING.

W. H. Tilly, grocer, Halifax, has sold out.

L. A. Houde, grocer, Montreal, is selling out by auction.

Jas. M. Thompson, general merchant, Bathurst, N. B., is selling off.

The stock of groceries and liquors in the estate of McBean Bros., London, Ont., is sold.

G. F. Fair & Co., general merchants, Moncton, N. B., are selling off their dry goods stock.

PARTNERSHIPS FORMED AND DISSOLVED.

Bourgeau, Howard & Co., spice manufacturers, Montreal, have dissolved.

Sperling & Hawkes, general merchants, Balgonie, Man., have dissolved, J. B. Hawkes continuing.

Geo. E. Beams, grocer and provision merchant, St. Johns, N.F., has admitted his brother into partnership with him.

J. W. Horne, grocer, Winnipeg, has admitted Geo. Thompson into partnership with him, under the style Horne & Thompson.

REMOVALS AND DEATHS.

Edward Smith, commission merchant, St. Johns, N.F., is dead.

Asa Marine, fish dealer and general merchant, Port Medway, N.S., is dead.

Robt. Adams, general merchant, Bathurst, N.B., is removing to New Glasgow.

Green Bros., general merchants, Illecillewaet, B.C., has moved to Ainsworth.

Jacob Oldham, of the firm Henry & Oldham, general merchants, Beamsville, Ont., is dead.

FIRES.

Chas. Marlatt, grocer, Simcoe, Ont., is burnt out. Insured.

F. A. Reaume, general merchant, McGregor, Ont., is burnt out. Partially insured.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. Julien, general merchant, Pont Rouge, Que., has assigned.

H. A. Bedard, Quebec, has been appointed curator in the estate of J. E. Dion, general merchant, Robertson's Station, Que.

Mrs. H. McCullough, general merchant, Bathurst, N. B., has assigned.

SUGAR AND PRICE-CUTTING.

It does seem astonishing that the grocers throughout the United States should be willing to tie up a great deal of their capital in sugar and sell that saccharine sweet without profit—often with a positive loss—for the benefit of the refiner. It is certainly very considerate of the grocer, but, we take it, his efforts are not appreciated by either refiner or consumer. The refiner is not in business for glory, nor does the public for one moment suppose that the grocer is engaged in any such delectable occupation. It should be live and let live all around, and the sooner that the retail grocer impresses this mighty fact upon his cerebrum, the more enlightened will he be. We are none of us in business for glory. Some people seem to think otherwise. It is a mistake. Then why, in the name of common sense, will you grocers throw away your time, money and effort selling sugar for fun, for that's about all you get out of it—though many of you find it a very poor quality of fun in the end. You are pleased to call this pernicious practice "a leader." Take our word for it, it is a very poor excuse for a leader. If your neighbor puts out a big sign announcing in letters bold that he sells sugar "at cost," don't you be so unwise as to hoist your sign "below cost." Encourage your neighbor in his rate cutting; let him sell all day, week in and week out, "at cost." Let him have full swing, and the more you do to encourage his mistaken idea, the sooner will you be rid of an undesirable competitor. Rate-cutting carries its own penalty. Leave that kind of unprofitable business to your foolish neighbor; you stay at home and attend to business in a legitimate and sensible way and figure the profits—your neighbor can do the rest.—Grocers' Monthly.

SITUATION WANTED.

YOUNG MAN WHO THOROUGHLY UNDERSTANDS the Grocery business, wants situation in country store. Apply B, 463 Church St. 23

BUSINESS CHANCES.

GENERAL STORE TO LET. IMMEDIATE possession. Good front. Best stand in the village. Low rent. Apply J. K. Falconbridge, Richmond Hill. 30

HONEY—GOULD & COMPANY, BRANTFORD, are supplying grocers with pure honey. Write for prices and catalogue of bee hives, extractors, foundations, etc.

FOR SALE—One of the finest premises in London for groceries, flour and feed business. Prominent corner, building 26x90, 3 store with 80 feet cellar. For particulars address F. Barnard, owner, 609 Dundas St., corner Adelaide St., London, Ontario.

**TENDERS.**

SEALED TENDERS marked "For Mounted Police Provisions and Light supplies," and addressed to the Honorable the Minister of Railways and Canals, Ottawa, will be received up to noon on Friday, 19th June, 1891.

Printed forms of tender containing full information as to the articles and approximate quantities required, may be had on application at any of the Mounted Police Posts in the North-West, or at the office of the undersigned.

No tender will be received unless made on such printed forms.

The lowest or any tender not necessarily accepted.

Each tender must be accompanied by an accepted Canadian bank cheque for an amount equal to ten per cent. of the total value of the articles tendered for, which will be forfeited if the party declines to enter into a contract when called upon to do so, or if he fails to complete the service contracted for. If the tender be not accepted the cheque will be returned.

No payment will be made to newspapers inserting this advertisement without authority having been first obtained.

FRED. WHITE,
Comptroller, N. W. M. Police.
Ottawa, May 15th 1891. 23

ORIENT MILLS.**SINCLAIR, HOOD & CO.,**

(SUCCESSORS TO W. A. BRADSHAW & CO.)

Importers and Manufacturers of

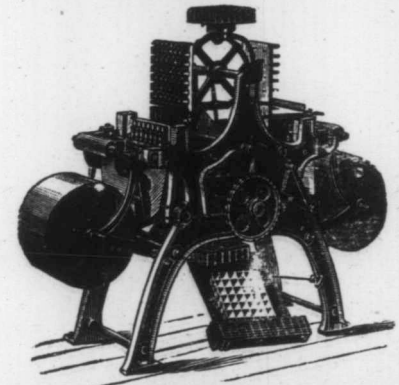
**Coffees,
Spices,
Mustards,**

CREAM OF TARTAR, BAKING POWDERS,
FLAVORING EXTRACTS, ETC.

48-50 Lombard Street, Toronto.

Northumberland Paper and Egg Case Co

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



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

**ORDER
IVORY BAR
SOAP**



Every Housekeeper should have a supply of Johnston's Fluid Beef as a stand-by for

making Soups and Gravies.

The IMPROVEMENT made by its use MUST BE EXPERIENCED to be FULLY APPRECIATED.

W. G. A. LAMBE & CO.,
Late WILKINSON & LAMBE,

STORAGE

54 & 56 Wellington St. E., Toronto

DO YOU SELL

Brushes AND Brooms

If so it will pay you to handle the very best make you can procure.

Boeckh's makes are got up specially for First-class trade and are always reliable.

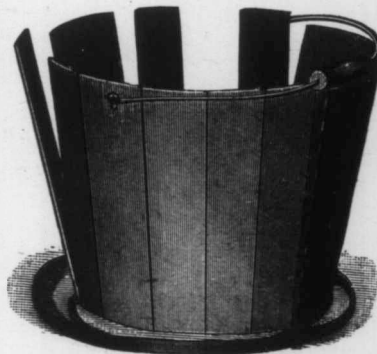
If our Travellers have not called on you drop us a post card and we will send you our illustrated Catalogue and Price List.

Sample Room - 80 York St.

CHAS. BOECKH & SONS,
Toronto.

SAMPLE ORDERS SOLICITED.

CATCH ON!

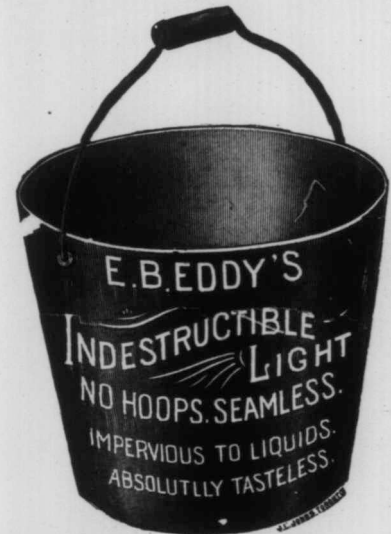


The Old Wooden Bucket.

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

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

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



E. B. Eddy's Indurated Fibre Pail.

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

Women Who Know a Good Thing



When they see it all say that the "TARBOX" SELF-WRINGING MOP is indispensable to every well-regulated household, **LIGHT, HANDY, DURABLE** Wrung at arm's length without wetting the hands, thus avoiding **CHAPPED, or Sore hands.** No stooping or straining of the back. Sold everywhere. Ask your dealer for it and take no other. The name of "TARBOX" cast on every mop.

Dealers will consult their interests by addressing us if they are not carrying a stock of the above mop.

TARBOX BROS.,

78 Adelaide Street West, Toronto
Sole Manufacturers

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

EMIL POLIWK & Co.
36 Front st., East, Toronto, Ont.

Dominion Agents.

ADAMS & SONS'
TUTTI-FRUTTI
CHEWING GUM.

The fastest seller the trade handles to-day

Other Staple Brands :

Bo-Kay, Sappota, Magic-Trick, etc., etc. See our price list page 21.
Send to Adams & Sons, 23 Church St., Toronto, Ont., for beautiful advertising matter.

GROCERS should try our two new lines, CHOCOLATE ICING and CHOCOLATE PUDDING, packed in two or four dozen cases, either straight or assorted.

F. W. Schwartz, Halifax, N.S.

Agent for Maritime Provinces.

The Cowan Cocoa and Chocolate Co. L'd, Toronto.

TO THE TRADE

—IN—

Canned Goods.

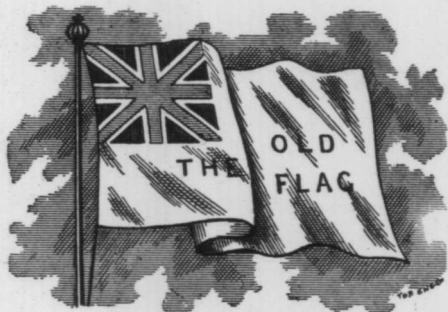
We are making all arrangements for this season's pack—and enlarging our factory considerably—Thanks for last season's trade and soliciting this year's.

Faithfully yours,

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

THE GLOBE TOBACCO WORKS COMPANY OF LONDON

LIMITED,



Have now placed on the market their new brand of smoking tobacco, "The Old Flag" a fine bright Virginia Flake cut tobacco. The best in the world.

Try it and judge for yourself.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, June 4, 1890.
This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.

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

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

BAKING POWDER.

Dunn's No. 1, in tins	2 00
" 2, in tins	75
Cook's Gem, in 1 lb pkgs	\$1 75
" " 2 oz	85
" " 5 lb tins	65
" " bulk, per lb	12
Per doz	
Empire, 5 dozen 4 oz ca s	\$0 75
" " 8	1 15
" " 16	2 00
" " 5 lb cans	9 00
" " bulk, per lb	15

COOK'S FRIEND.

(in Paper Packages.) Per doz	
Size 1, in 2 and 4 doz boxes	\$2 40
" 10, in 4 doz boxes	2 10
" 2, in 6	80
" 12, in 6	70
" 3, in 4	45
Pound tins, 3 oz in case	3 00
12 oz tins, 3 oz in case	2 40
5 oz tins, 4	1 10
5 lb tins, 1/2	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
" " 1 lb, 4	1 30
" " No. 1, 2	1 90
" " 1 lb, 2	2 20
" " 5 lb, 1/2	9 60

BISCUITS.

Arrowroot	Per lb	\$0 11 1/2
Abernethy	9	
Ginger Nuts	11 1/2	
New York Fruit	15	
People's Mixed	11	
Pilot Family	6	
Snowflake	11 1/2	
Niagara	15	
Soda	6 1/2	
" 3 lb	21	

Sultana	11 1/2
Oyster crackers	7
Milk biscuit	9 1/2
Butter crackers	6 1/2
Tea	11 1/2
Wine	9
Wine, sweet	9

BLACKING.

Day & Martin's, pints, per doz	\$5 20
" " 1/2 "	2 10
" " 3/4 "	1 10
Spanish, No. 3	4 50
" " 10	9 00

EDWARDS, CATCHPOLE & CO'S

No. 1	per gross	9 00
No. 2	do	4 50
No. 3	do	3 60

BLACK LEAD.

Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz., or 1/4 gro., 4 oz.	

TELLIER, BOWWELL & CO'S

Royal Black Lead, per gross	\$1 80
F. F. DALLEY & CO.	

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

EDWARDS, CATCHPOLE & CO'S

Crown Polish, No. 1, per gross	9 00
No. 2	4 80

BLUE.

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

BROOMS.

Carpet, 4 strings	Per doz	2 90
X Parlor, 2	"	2 65
Louise 3	"	2 65
1 Gem 4	"	3 25
2 " 3	"	2 65
3 " 2	"	2 90
4 " 2	"	1 95
O Hurl... 4	"	2 65
" " 3	"	2 35
" " 3	"	2 05
" " 3	"	1 70
OK " 2	"	1 35
Hvy Mill 4	"	3 70

CORN BROOMS.

CHAS. BOECKH & SONS, per doz		
X Carpet, 4 strings, net	\$3 20	
2 " " "	2 90	
3 " " "	2 65	
4 " " "	2 60	
1X " " "	2 40	
2X Parlor 4	"	2 25
" " 3	"	1 95
" " 3	"	1 70
" " 2	"	1 30

Girls " 2	"	"	1 50
Railway 4	"	"	3 00
Ship 4	"	"	4 00
2 Cable	2 wire bands, net		3 00
3 " 3	"	"	4 00
1 Hearth	2 strings, net		1 75
2 " 2	"	"	1 50
3 " 1	"	"	1 20
4 " 1	"	"	1 30

Jellies. Red Currant, 1 lb. white	\$2 75
Black Currant, 1 lb. white	2 75
DELHI CANNING CO.	
Jams assorted, 1's	2 35
Jellies, 1's	2 25

CANNED MEATS.

CLARK'S

Comp. Corn Beef 1 lb cans	\$1 60
" " 2 "	2 65
" " 4 "	5 00
" " 6 "	7 75
" " 14 "	18 60
Minced Collops, 2 lb cans	2 60
Roast Beef	1 60
" "	3 15
" "	5 85
" "	7 00
Par Ox Tongue, 2 1/2 "	\$7 25
Ox Tongue	7 50
Lunch Tongue	3 10
" "	5 25
English Brawn	2 60
Camb. Sausage	2 50
" "	4 00
Soups, assorted	1 35
" "	2 25
Soups & Bouilli	1 80
" "	4 50
Potted Chicken, Turkey, or Game, 6 oz cans	1 50
Potted Ham, Tongue or Beef, 6 oz cans	1 35
Deville Tongue or Ham, 1/2 lb cans	1 35
Deville Chicken or Turkey, 1/2 lb cans	2 25
Sandwich Ham or Tongue, 1/2 lb cans	1 50
Ham, Chicken and Tongue, 1/2 lb cans	1 50

MINCE MEAT.

BRYANT, GIBSON & CO'S-TORONTO.

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

CHEWING GUM.

ADAMS & SONS.

Tutti Frutti, 36 5c bars	\$1 80
Bo-Kay (new) 150 pieces	1 00
Sappota	1 00
Magic Trick	0 85
Black Jack	0 85
Red Rose	0 85
Sweet Fern	0 85
Adams' N.Y. Gum	0 50
Caramel Tolu	0 40
New Fruit Ass't.	0 75
Fuzzle Gum	0 75
Colah	0 75

JAMS AND JELLIES.

Jams.	
Gooseberry	1 lb. white pots, 4 doz. assorted, per doz \$2.30.
Strawberry	
Black Currant	
Red Currant	
Green Gage	
Apricot	
Raspberry	
Damson	
Plum	
Red Currant and Raspberry	



ALWAYS ORDER

RECKITT'S BLUE.

Prices Current, Continued-

CHOCOLATES & COCOAS.

Table listing chocolate and cocoa products such as French, Caracacas, Premium, and various cocoa beans with prices per lb or per doz.

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.

Table listing various Mott's products including Broma, Prepared Cocoa, Breakfast Cocoa, and different types of chocolate sticks with prices.

COWAN COCOA AND CHOCOLATE CO.

Table listing Cowan's products such as Hygienic, Iceland Mocha, Soluble, and various chocolate types with prices.

WALTER, BAKER & CO'S

Table listing Walter, Baker & Co's products including German Sweet Chocolate and Grocers' Style chocolate with prices.

Table listing Cocoa products including Pure Prepared boxes, Cracked, and Breakfast Cocoa with prices.



GIBSON & GIBSON'S

Table listing Sydney Gibson's products such as Cocoa, Dr. Clark's Cocoa, and various chocolate types with prices.

COFFEE.

GREEN

Table listing various coffee types including Mocha, Old Government Java, Rio, and others with prices per lb.

Table listing Todhunter, Mitchell & Co's products such as Excelsior Blend and Our Own with prices.

J. W. COWAN & CO.

Table listing J.W. Cowan & Co's products including Standard Java and Imperial in sealed tins with prices.

EXTRACTS.

Table listing extracts such as Dalley's Fine Gold, Straight, and Extra with prices per doz.

FLOUR AND MEAL.

Table listing flour and meal products like Manitoba Patent, Ontario patents, and Oatmeal with prices per bbl.

FLUID BEEF.

Table listing fluid beef products such as Johnston's, Montreal, Cases, and No. 1, 2, 3, 4, 5 with prices per doz.

FRUITS.

FOREIGN. c. per lb.

Large table listing various fruits and products including Currants, Filiatras, Patras, Raisins, Prunes, and others with prices.

Table listing oranges and Florida products such as Messina, Valencia, and River seedlings with prices.

Table listing domestic apples, dried, and evaporated products with prices.

GLASSWARE.

Table listing glassware products like Lamp Chimneys, No. 1, 2, 3, 4, 5 with prices.

GRAIN.

Table listing grain products such as Wheat, Oats, Barley, and Corn with prices.

HAY & STRAW.

Table listing hay and straw products like Pressed, on track with prices.

LARD.

Table listing lard products including 'Fairbank's' refined compound and Butter Tubs with prices.

MUSTARD.

Table listing various mustard products like Durham, Fine, and Superior with prices.

NUTS.

Table listing nut products such as Almonds, Brazil, and Walnuts with prices.

Advertisement for Toronto Biscuit and Confectionery Co's SODAS. Text: 'Toronto Biscuit and Confectionery Co's SODAS Are giving unusual satisfaction. Ask for the Yellow Boxes with Red Label, and take no other. Send for Price List to 7 FRONT ST. E., TORONTO.' Includes an image of a Soda box.

Prices current, continued—

PICKLES & SAUCES.	
BRYANT, GIBSON & CO'S. TORONTO PICKLES.	
John Bull, mixed, in bulk	\$0 60
" Chow Pic'le, in b'lk	65
" Mixed & Chow-Chow pts	2 15
" Mixed & Chow-Chow qts	3 25
" 16 g.	1 90
Horse Radish, bottles, per doz	2 25
SAUCES.	
John Bull, kegs, per gal.	1 25
" 1/2 pt. bottles, per doz	1 25
" 1/4 pt. bottles, per doz	1 00
" (according to quantity) 90c	1 00
Devonshire Relish, kegs p. gal	1 75
" 1/2 pt. bottles,	1 25
" per doz	1 25
Niagara Tomato, kegs, per gal	1 25
" Reputed pints	1 25
Terry's Candied Peels. c. per peels	1 25
Lemon, 7 lb boxes	18
Orange, "	18
Citron, "	30
CROSS & BLACKWELL'S.	
Pickles, all kinds, pints, per doz	3 25
" LEA & PERRIN'S. per doz.	3 60
" Worcester Sauce, 1/2 pts.	\$3 60
" pints 6 25 6 50	
PRODUCE.	
DAIRY.	
Butter, creamery, rolls	\$0 22 \$0 23
" tubs, choice	0 15
" dairy, tubs, choice	0 15
" medium	0 12 0 13
" low grades to com.	0 05 0 10
Butter, pound rolls	0 16 0 18
" large rolls	0 12 1/4 0 14
" store crocks	0 12 1/4 0 14
Cheese	0 10 0 10 1/2
COUNTRY.	
Eggs, fresh, per doz	0 11 1/2 0 12
" limed	0 11 1/2 0 12
Beans	1 50 1 70
Onions, per bbl	2 50 3 00
Potatoes, per bag on tr'k	0 90 0 95
Hops, 1889 crop	0 15 0 18
" 1890	0 35 0 38
Honey, extracted	0 08 0 10
" section	0 14 0 16
PROVISIONS.	
Bacon, long clear, p lb.	0 08 0 08 1/2
Pork, mess, p. bbl.	15 50 17 00
Hams, smoked, per lb.	0 11 0 11 1/2
" pickled	0 11 0 11 1/2

Bellies	0 10 1/2 0 11
Rolls	0 09 0 09 1/2
Backs	0 10 1/2 0 11
Lard, Canadian, per lb.	0 09 1/2 0 09 3/4
Hogs	6 25 6 50
Tallow, refined, per lb.	0 05 0 05 1/2
" rough, "	0 02
RICE, ETC.	
Rice, Aracan	Per lb 3 1/2 4c
" 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 6 1/2
SPICES.	
GROUND.	
Pepper, black, pure	\$0 20 \$0 22
" fine to superior	12 18
" white, pure	32 35
" fine to choice	25 30
Ginger, Jamaica, pure	25 27
" African, "	18 25
Cassia, fine to pure	18 25
Cloves, "	25 40
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.	
EDWARDSBURGH STARCH MFG. CO. MONTREAL.	
BRITISH AMERICA STARCH CO BRANTFORD.	
No. 1 Laundry, 4 lb cartons	c. per lb. 5 1/2c
Canada Laundry	4 1/2
Silver Gloss, crates	6 1/2
Lily White, crates	6 1/2
Silver Gloss, 1 lb chromos	6 1/2
Lily White, 1 lb chromos	6 1/2
Satin, Starch 1 lb chromos	7 1/2
Brantford Gloss, 1 lb chromos	7 1/2
No 1 Laundry, barrels & halves	4 1/2
No 1 Prepared Corn	7 1/2
Canada Corn	6 1/2
Challenge Corn	6 1/2
Rice Starch, 1 lb	9
Cube, 1 lb.	7 1/2
KINGSFORDS OSWEGO STARCH.	
Pure Starch—	
40-lb boxes, 1, 2, and 4 lb. pack'g's	8
36-lb boxes, 3 lb. packages	8

12-lb "	8 1/2
38 to 45-lb boxes	8
Silver Gloss Starch—	
40-lb 1, 2 and 4 lb packages	9
40-lb 1/2 lb package	9 1/2
40-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
SUGAR. c. per lb	
Granulated, 15 bbls or over	6 1/2
" less than 15 bbls	7
Paris Lump, bbls	7 1/2
" less than a bbl	7 1/2
Extra Ground, bbls	8
" less than a bbl	8 1/2
Powdered, bbls	7
" less than a bbl	7 1/2
Extra bright refined	6 1/2
Bright Yellow	5 1/2 6
Medium	5 1/2 5 1/2
Brown	5 05 5 10
Raw Jamaica, in bags	5 10
SYRUPS AND MOLASSES.	
SYRUPS.	
Redpath's "D"	1 55 1 60
" "M" pails	3 1/2
Redpath's "B"	3 1/2
" "VB"	3 1/2
" Extra V.B.	3 1/2 3 1/2
" Ex. Sup.	3 1/2 4
" XXX Sup.	4 1/2 4 1/2
Corn Syrup	4 1/2 4 1/2
MOLASSES.	
Trinidad, in puncheons	Per gal. 38, 40c
" bbls	40, 42
" 1/2 bbls	42, 44
New Orleans, in bbls	48, 65
Porto Rico, bbls	38, 45
" barrels	42, 47
" 1/2 barrels	44, 49
TEAS.	
GREENS.	
Gunpowder—	
Cases, extra firsts	42, 50c
Half chests, ordinary firsts	22, 38
Cases, sifted, extra firsts	42, 50
Cases, small leaf, firsts	35, 40

Young Hyson—Moyunes	22, 38
Half chests, ordinary firsts	22, 38
" " seconds	20, 22
" " common	18, 20
PING SUEYS.	
Half chests, firsts	28, 32
" " seconds	20, 22
Half Boxes, firsts	28, 32
" " seconds	20, 22
JAPAN.	
Half Chests—	
Choicest	38, 40
Choice	32, 36
Finest	28, 30
Fine	25, 27
Good medium	22, 24
Medium	19, 20
Good common	18, 19
Common	16, 17
Nagasaki, 1/2 chests Pekoe	20, 22
" " Oolong	17, 18
" " Gunpowder	18, 20
" " Siftings	8, 12 1/2
CONGOUS.	
Half chests, Kaisow, Moning	52, 55
Caddies and half chests	15, 50
Cadies, Peking and new makes	18, 50
SCENTED ORANGE PEKOE	
Boxes, Foochow and Canton	28, 60
OOLONG.	
Half chests Formosa	34, 50
Caddies	36 55
ASSAMS.	
Chests and half-chests Pekoe	27 40
No. 1 Finest Assam Pekoe	40
2 Assam Broken Pekoe	35
3 Assam Pekoe Souchong	25
TOBACCO AND CIGARS.	
British Consols, 4's; bright twist,	62c
5's; Twin Gold Bar, 8's	59
Laurel, 3's	52
Brier, 7's	50
Index, 7's	45
Honeysuckle, 7's	53
Napoleon, 8's	49
Royal Arms, 12's	50
Victoria, 12's	48
Brunette and Lovely, 12's	45 1/2
Prince of Wales, in caddies	46 1/2
" in 75 lb boxes	46
Bright Smoking Plug Myrtle, T & B, 3's	55
Lily, 7's	48
Diamond Solace, 12's	45
Myrtle Cut Smoking, 1 lb tins	65
1 1/2 lb pg, 6 lb boxes	65
oz pg, 5 lb boxes	65



KINGSFORD'S OSWEGO STARCH.

"Pure" and "Silver Gloss" Corn Starch, FOR THE LAUNDRY. FOR THE TABLE,

Standard of Excellence. Absolutely Pure.

For Sale by all Leading Jobbers in Canada.

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

KNOX, MORGAN & CO.,

Wholesale Dry Goods Importers,

HAMILTON, - - - ONTARIO.

FLANNELETTES.

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

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

Prices current, continued—

GLOBE TOBACCO COMPANY.	
CUT SMOKING TOBACCO.	
The Old Flag, 1/2 lb. in 5 lb. boxes	55c
" " " 1 lb. Fancy Tins	66c
" " " 1/2 lb. Fancy Tins	36c
Gold Flake, 1-5, 6 lb boxes	65c
" " " 1-10, 5	75c
" " " 1 fancy tins	65c
" " " 1 " glass jars	72c
Hand Made, 1-5, 6 lb boxes	60c
" " " 1 fancy tins	63c
" " " 1 " glass jars	35c
" " " 1 " glass jars	70c
GRANULATED SMOKING TOBACCO.	
Uncle Tom, 1-5, 6 lb boxes	40c
" " " 1-10, 6 lb	4 c
LONG CUT SMOKING TOBACCO.	
Wig Wag, 1/2, 6 lb boxes	36c
" " " 1-5, 6 lb	38c
" " " 1-10, 6 lb	40c
FINE CUT CHEWING TOBACCO.	
Golden Thread, 5 & 10 lb pails	90c
Globe, - - - - -	85c
Victoria, - - - - -	70c
High Court, - - - - -	65c
Jersey Lilly, - - - - -	60c
Golden Thread, 1-16 " Foil in 1/2 gro.	9 00
boxes, per gross	2 00
Solace " 1-16 " Foil in 1/2 gro.	6 00
boxes, per gross	6 00
CIGARS—S. DAVIS & SONS, Montreal.	
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
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
CUT TOBACCOES. per lb.	
Puritan, 1/2 lb pkg, 5 lb boxes	65
Old Chum, 1/2 lb pkg 5 lb box	65
Old Virgin, 1-10 lbpkg, 10 lbbox	57
Gold Block, 1/2 lb pkg, 5 lb boxes	65
CIGARETTE TOBACCO.	
B. C. N. 1, 1-10, 5 lb boxes	78
Puritan, 1-10, 5 lb boxes	80
Athlete, per lb	1 10
SOAP.	
Ivory Bar, 1 lb. bars	5 1/2
Do. 2, 6-16 and 3 lb bars	5
Primrose, 4 1/2 lb bars, wax W	4 1/2
" " " 1 " " " "	4 1/2
John A. cake, wax W. per doz	42
Mayflower, cake, " " "	42

Gem, 3 lb bars per lb	3 1/2
" 13 oz, 1 and 2 lb. bars	3 1/2
Queen's Laundry, per bar	5 1/2
Pride of Kitchen, per box	2 75
Sapolo, 1/2 gross boxes	3 25
" per gross, net cash	12 00
TOILET SOAP.	
TAYLOR, SCOTT & CO.	
Baby's Own, 1/2 doz boxes	\$1 25
Our Boys, " " "	1 25
Sea Foam, " " "	75
London Bouquet, 1/2 " " "	60
Oatmeal, " " "	85
Paris Assorted, 1/2 " " "	60
Albert Oatmeal bar, 2 doz. boxes	0 75
White Castile bar, 2 doz. boxes	0 75
Fatherland, 1/2 doz boxes	5 00
WOODENWARE.	
Pails, 2 hoop, clear No. 1	\$1 70
" 3 " " " No. 2	1 90
Pails, 2 hoops, clear No. 2	\$1 60
" 3 " " " " No. 1	1 80
" 3 " " " " No. 2	1 80
Tubs, No. 0	9 50
" 1	8 00
" 2	7 00
" 3	6 00
Washboards, Globe	\$1 90
" " Water Witch	1 40
" " Northern Queen	2 25
" " Planet	1 70
" " Waverly	1 60
" " X X	1 50
" " X	1 30
" " Single Crescent	1 85
" " Double	2 75
" " Jubilee	2 25
Matches, 5 case lots. Single cases	
Parlor	\$1 75
Telephone	4 05
Telegraph	4 40
French	3 60
Mops and Handles, comb.	1 25
Butter tubs	\$1 60 \$3 20
Butter Bowls, crates ast'd	3 60
CLOTHES PINS.	
5 gross, per box	0 75
4 gross, " "	0 85
6 gross, " "	1 20
CHAS. BECKH & SONS.	
5 gross, single and ten box	0 75 0 80
lots	0 75 0 80
Star, 4 doz. in package	0 85
" " 6 " "	1 25
" " 4 " cotton bags	0 90
INDURATED FIBRE WARE.	
1/2 pail, 6 qt.	\$4 00
Star Standard, 12 qt.	4 50
Milk, 14 qt.	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	15 50
" 2	13 25
" 3	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" 2	9 00
" 3	8 00
" 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms	2 75
" " round	3 00
Handy dish	3 75
Water Closet Tanks	18 00

DURABLE PAILS AND TUBS	
WM. CANE & SONS, MANUFACTURING CO NEWMARKET.	
Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish.	3 25
No 1 tubs	9 50
No 2 " "	8 50
No 3 " "	7 50
BARMYEAST.	
3 doz. 5c. packages, in boxes	1 00
3 doz. 10c. " "	1 95
1 1/2 " 10c. and 3 doz. 5c. packages in assorted boxes	2 00
"OUR NATIONAL FOODS."	
Desiccated Wheat	4 lb. \$2 35
" Rolled Oats	4 " 2 35
Snow Flake Barley	4 " 2 35
Desiccated Rolled Wheat	3 " 2 35
Buckwheat Flour, S. R.	4 " 2 25
Prepared Pea Flour	2 1/2 " 2 00
Baravena Milk Food	1 " 3 53
Patent Prepared Barley	1 " 2 00
Patent Prepared Groats	1 " 1 50
Gluten Flour	4 lb. 3 00
Farina, very choice	1 1/2 lb. 1 40
HARDWARE, PAINTS AND OILS.	
CUT NAILS, from Toronto:	
10 dy. to 60 dy.	2 35 2 40
8 dy and 9 dy	2 65 2 70
4 dy. to 7 dy	2 90 2 95
3 dy. " " " C.P.	3 95 4 00
3 dy. " " " A.P.	3 45 3 50
HORSE NAILS:	
" C " 50 and 10 per cent. to 60 and 5 from list.	
HORSE SHOES:	
From Toronto, per keg	3 60 3 75
SCREWS: Wood—	
Flat head iron 1 1/2 p.c. dis.	
Round " " 7/8 p.c. dis.	
Flat head brass 7/8 p.c. dis.	
Round head brass 7/8 p.c.	
WINDOW GLASS: [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.]	
1st break (25 in and under)	1 45
2nd " (26 to 40 inches)	1 35
3rd " (41 to 50 ")	3 40
4th " (51 to 60 ")	3 70
5th " (61 to 70 ")	4 00
ROPE: Manila	0 14 0 14 1/2
Sisal	0 10 1/2 0 11
BINDER TWINE:	
Crown Brand (from factory)	11
Red Cap	12
Blue Ribbon	14
Silver Composite	9
AXES: Per box, \$6 to \$12.	
SHOT: Canadian, dis. 7 1/2 per cent.	
HINGES: Heavy T and strap	0 4 1/2 0 5
" " Screw, hook & strap	0 3 1/2 0 4 1/2
WHITE LEAD: Pure Ass'n guarantee ground in oil.	
25 lb. irons	per lb 5 1/2
No. 1	5 1/4
No. 2	4 3/4
No. 3	4 1/4
TURPENTINE: Selected packages, per gal	
" " "	0 59 0 60
LIN-RED OIL, per gal, raw	0 64
" " " Boiled, per gal	0 67
CASTOR OIL: Best per lb.	0 10 1/2 0 11
GLUE: Common, per lb	0 10 0 11

PETROLEUM.	
F. O. B. Toronto	
Canadian	Imp. gal \$0 02 \$0 03
Caroon Safety	0 17 1/2 0 18
Canadian Water White	0 20 0 22
Amer'n Prime White	0 23 0 24
" Water White	0 25 0 00
Photogene	0 27 0 00
DRUGS AND CHEMICALS.	
Alum	lb \$0 02 \$0 03
Blue Vitriol	0 06 0 07
Brimstone	0 02 1/2 0 03 1/2
Borax	0 13 0 14
Camphor	0 75 0 80
Carbolic Acid	0 40 0 45
Castor Oil	0 13 0 14
Cream Tartar	0 30 0 31
Epsom Salts	0 01 1/2 0 02
Paris Green	0 18 0 22 1/2
Extract Logwood, bulk	0 13 0 14
" " boxes	0 15 0 17
Gentian	0 10 0 13
Glycerine, per lb	0 18 0 20
Hellebore	0 16 0 17
Iodine	5 50 6 00
Insect Powder	0 38 0 45
Salpêtre	0 08 1/2 0 09
Soda Bicarb, per keg	2 56 2 75
Sul Soda	1 00 1 25
Madder	0 12 1/2
VINEGAR.	
A. HAAZ & CO	
XXX. W.W.	0 20
XXX. W.W.	0 25
Honey Dew	0 30
Picking	0 30
Malting	0 45
THE BADGEROW FALCONER VINEGAR CO	
French Bordeaux	per gal. 0 34
Tarragona	" 0 32
Triple	" 0 30
Fruit Vinegar	" 0 27
Pickling	" 0 28
XXX	" 0 25
Extra XX	" 0 22
XX	" 0 20
X	" 0 16
Cider Vinegar	0 16 to 0 25
Honey Vinegar	0 25
Eng. Malt Vinegar	0 50 to 0 60
Bottled Malt Vinegar, qts.	2 00
Methylated Spirits	2 00 to 2 25
INK.	
EDWARD CATCHPOLE & CO.	
Blue black, 2 oz., per gross	4 00
Jet Black, 2 oz., " "	3 75
All colors, 2 oz., " "	4 50
Blue black, quarts, per doz.	5 00
" " " pints,	3 25
FISH.	
Pickerel	per lb 0 04 0 06
Pike	do 0 05
White fish	0 06 1/2 0 07
Salmon Trout	0 06 1/2 0 07
Lake herring	2 00 2 50
Pickled and Salt Fish:	
Labrador herring, p. bbl	5 75 5 50
Shore herring	4 50 5 50
Salmon trout, per 1/2 bbl	4 25 4 50
Dried Fish:	
Codfish, per quintal	5 25 5 75
" cases	5 00 5 50
Boneless fish	per lb 0 04
Boneless cod	0 06 1/2 0 08 1/2
Smoked Fish:	
Finnan Haddies, per lb	0 07 1/2 0 08
Bloaters	per box 1 00 1 50
Digby herring	" 0 16
Sea Fish:	
Haddock	per lb
Cod	"
Spring salmon	" 0 16 0 18

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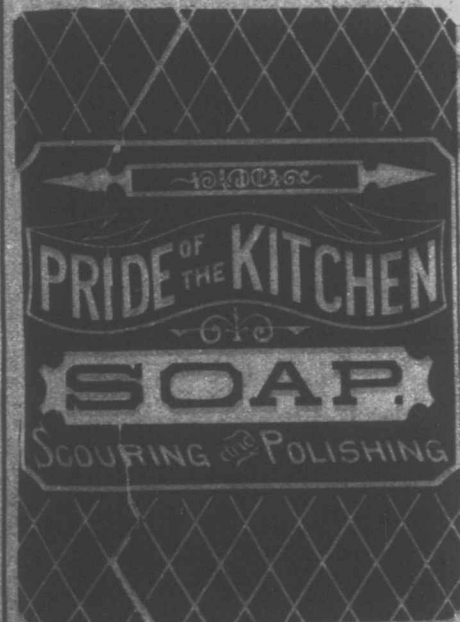
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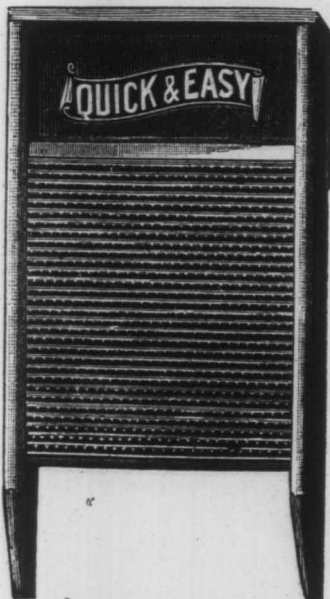
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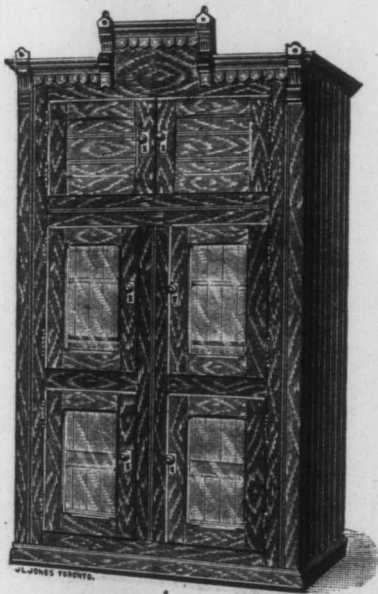
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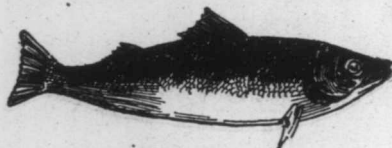
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