

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

**THE CANADIAN GROCER**  
& GENERAL STOREKEEPER

PUBLISHED WEEKLY  
\$200 PER YEAR

VOL. V.

TORONTO, APRIL 24 1891.

No. 17

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AND  
Wholesale Dealers

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Baskets, Cordage,  
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THE  
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BLACKINGS.



**THE CANADIAN GROCER**  
& GENERAL STOREKEEPER

PUBLISHED WEEKLY.  
\$2.00 PER YEAR

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

J. B. McLEAN & CO., (Ltd.)  
PUBLISHERS.

115 ST. FRANCOIS XAVIER STREET,  
MONTREAL.

6 WELLINGTON STREET WEST,  
TORONTO.

Vol. V.

TORONTO, APRIL 24, 1891.

No. 17

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.

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. G. Hector Clemes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

One of the vexations of the retail trade is the delay they are occasioned by the releasing of their freight. Railway companies are apparently indifferent to the urgent wants of the retailer, their slowness has become chronic, and the trade have come to take it as a necessary evil. If a dealer's shipment gets stowed into a car containing goods for a man in some other town, the chances are that the receipt of the dealer's goods will be delayed a day or two till the other man can get his stuff out of the way. The delays are not always to be accounted for, and some of them are very exasperating.

\* \* \* \* \*

"The kettle can't call the pot black" is the retort with which the Wholesale Grocers' Guild will most likely answer any further anti-combine criticism from their brethren of the Toronto Retail Grocers' Association. The action of the latter in committing themselves to the support of the prices agreed upon by the Master Bakers' Association, puts them in the same position as the wholesalers who uphold the prices of manufacturers. The attempt to discipline one of their own members who was refractory with reference to the contract with the bakers, is analogous to the case of the Guild and Mr. Lumbers, only in the latter instance the Guild upheld its contract, and in the former the

Association sacrificed it, contenting itself with a mere protest, the seller of cheap bread declaring it to be his intention to continue to sell below the bakers' regulation prices.

\* \* \* \* \*

The duty ought to be taken off or at least reduced on raw sugar. An argument pleaded in favor of that is the fact that the cost of producing refined in the United States is so much less than it is here. As we pointed out a fortnight ago, United States refined sugar, regularly imported, would be more costly to the Canadian consumer than would Canadian refined. The difference is about three cents a pound, and that difference, it is said, may be cancelled by the smuggler, who has an inducement therein to attempt the evasion of the duty, which is about three cents a pound. But the temptation to the smuggler is not so great as it seems. He could scarcely have anything much harder to smuggle than sugar, and if he has to shun the means of expeditious transit, he will find his freight charges are too heavy to make the venture pay him. The carrying of sugar across the border in wagons, or under similar disadvantages of transport would never pay. Notwithstanding this we want free sugar if we can get it.

\* \* \* \* \*

In uniting to tender a banquet and an address to the Hon. Frank Smith, the two local grocers' associations—the wholesale and the retail—do as much honor to themselves as they do to him who is to be their guest. It would indeed be regrettable that division upon any question should prevent the two branches of the trade from joining in a unanimous tribute to the distinguished merchant who is closing so long and so eminently honorable a commercial career. The preparations for the banquet have been marked by the most hearty co-operation of both wholesalers and retailers, and the result will un-

doubtedly be gratifying to all concerned. If there were more numerous occasions of common action on the part of the two branches of the trade there would probably be less misunderstanding. What organization has done to make cordial feeling among wholesalers, what it has done to make cordial feeling among retailers, more frequent contact between the two organizations can do to make harmony between wholesalers and retailers.

\* \* \* \* \*

The attack on package tea, which was involved in the condemnation of package goods generally, at the last meeting of the Toronto Retail Grocers' Association, is like all attacks, one-sided. There is much to be said in favor of tea which reaches the dealer in packages ready for retail distribution. In the first place, being in lead foil, it reaches the consumer in much better condition than tea in bulk, which has been exposed to the air and other damaging influences throughout the period occupied in the sale of it. In the second place, as it is blended in the place of its growth, its quality is more apt to be constant than in the case of blends improvised by the Canadian dealer. In the third place, packages of blends are an offset to the loss of trade in black tea, which is going largely into the hands of tea-store men, instead of into those of the grocers. In the fourth place, the profit is about as large in the case of packages as in the case of bulk tea, as the labor of blending and a large part of the cost of handling are saved by the packages. Of course, if packages are allowed to get into the hands of peddlers and dry-goods men, etc., then retailers have good grounds for pronouncing against them. But that drawback is not inherent in the tea, but might probably be incidental to the portable form in which the tea is put up. Until package tea is so degraded, it is premature to condemn it.

## MEN OF THE TIMES.

## MR. HUGH BLAIN.

"The force of his own merit makes his way."  
—SHAKESPEARE.

Mr. Hugh Blain, of the firm Eby, Blain & Co., wholesale grocers, Toronto, is a man of the times in a twofold sense. His individuality is a product of the times, and is now sufficiently matured to be in turn an influence of the times. There are plenty of able people born in a particular period, but not of it, who never in their lives catch up to the spirit of the age. Such are brought up in the sole study of the past. Mr. Blain's education, experience and habits of thought have the unmistakable stamp of latter day ideas upon them. Being trained in the very stir of progress, he is to-day one of the live men whose activities are the forces that modify and develop the tendencies of the times.

Mr. Blain is a Canadian, and is now in the prime of life. He was born near Toronto in the township of King. His business career has been exclusively in Toronto. In 1886 he left school and went into the counting-house of Nerlich & Co., who yet do business as dealers in wholesale fancy goods in this city. He began as a youth working from 7 in the morning to 10 or 11 at night for \$5 a week. Long before he ended he was financial manager, and in 1875 he became a member of the firm. The discipline of his long hours, a detail in the business education of young men that is happily left out now, made him a worker.

He learnt then that the best way to dispose of an irksome duty is to get it done as quickly as possible. After five years as partner in the firm Nerlich & Co., he joined Mr Eby in the wholesale grocery firm Eby, Blain & Co. They opened at No. 11 Front St. East, next door to Smith & Keighley. When Messrs. Wm. Ramsay & Co. retired from business, Messrs. Eby, Blain & Co. moved into the premises vacated by them, on the south-west corner of Scott and Front streets. Messrs. Eby, Blain & Co. will make another move in June to the fine warehouse they have bought from the Hon. Frank Smith, which, when stocked and filled up by the incoming proprietors, will vie with any

wholesale grocery store on the continent. Some years ago Mr. Blain took quite an active part in politics, and was several times elected President of the Reform Association. Latterly he has shown little interest in political parties, but has given a good deal of attention to current problems in political economy. He is one of the most prominent advocates of the Business Tax, and was one of the most determined workers for the city's rights upon the esplanade question. He was chairman of the Plans and Construction committee of the Citizens' Association. It was this committee which got up the plan for the viaduct that created so much discus-

of the times. He was the treasurer of the same association for years. For three years Mr. Blain was president of the National Club, which numbers in its membership many distinguished Canadians, and which exercises a very considerable and beneficent influence upon the patriotism of the country. Mr. Blain was paymaster of the Queen's Own for some time, and at the time of the North West rebellion he took charge of the families of the regiment. None of these families were neglected, as the paymaster gave the most conscientious attention to their wants, and the city council always paid as he recommended.

There are many other connections in which Mr. Blain is well known. He is usually chosen to take a prominent place in any movement or

body with which he is connected. But it does not need the accident of office or position to bring him into public notice as one of any body of men with whom he is associated. His own parts, his own energies, suffice to bring him out in relief even against a background of brilliant men. He has a guiding motive in all that he attempts either alone or in conjunction with others, and the mainspring of that motive is the desire to make progress. What he touches he aims to improve, and therefore he takes hold of it earnestly and generally with success. While he holds, and has held, many offices in various institutions, none of them has, with him, been a sinecure. He was always a worker, whether in office or out of office, for the welfare of whatever interest he identified himself with.

His firm is a very prosperous one. Since it was formed its trade has grown enormously. During the past five years it has done an annual business never under \$1,000,000, and now very considerably above that sum. This is a big record. In that business nothing has been traded in but groceries. There was no liquor or provision trade connected with it, and the business was purely whole-

sale. All the bargains it has to give go to the direct benefit of the retailers, and not jobbers.

Every man who has succeeded as Mr. Blain has succeeded must have a sort of business creed. He must believe in the efficacy of practising some principles of conduct, and he must have practised them. Mr. Blain never promises to do what he cannot see his way clearly to do, and he never breaks a promise. That itself is a good strong element in the groundwork of a man's success. Another thing Mr. Blain evidently believed in was what Carlyle calls "the gospel of work." He was a worker, and made it a rule of conduct throughout his experience of a quarter of a century not to break the monotony of work by even taking a smoke during business hours. Mr. Blain is a clear writer, a ready and logical speaker and a very unassuming man.



MR. HUGH BLAIN.

sion. In that notable association of citizens, which supplemented the work of Toronto's municipal council and drew applause from the whole body of the people, Mr. Blain was one of the two most conspicuous men. His controversial writings upon the combine question were published by the Wholesale Grocers' Association.

Mr. Blain is second Vice-president of the Toronto Board of Trade, to which office he has been elected twice. He has also been on the council of the Board of Trade for the last ten or twelve years. He is an ex-president of the Commercial Travelers' Association, a body which has an important place among the trade influences

### DISCOUNTS FOR CASH.

Lack of space obliged us to hold over our comments upon "Merchant's" letter, which we published the week before last, upon the subject of Discount. Our correspondent's objection to discounts is, that they are not real deductions from the price, that the customer is misled into the belief that they are, and supposes he has got a special bargain when in reality he has paid current prices. "Merchant" holds that the net price should always be the one quoted and sold at; then if the customer pays cash he obtains no concession, while if he takes credit he will have to pay interest equal to the discount now involved in the quotations. Preference for doing business in a very above board manner no doubt leads "Merchant" to choose interest rather than discount.

But discount has manifest advantages. It has been more persuasive with customers to pay cash than interest has been. One reason is, that discount puts the benefits of cash—buying in vivid relation to the present, while interest puts the drawbacks of credit—buying in relation to the future. The more remote the effect, either in time or space the weaker is its action as a motive. A man will yield more to the argument of what is an advantage now than he will to the argument of what will be his disadvantage three months hence. If a man buys a quantity of tea on which at the net price the interest will be \$12 at the end of three months, he will not do so much to escape the paying of this interest, as he will do to get hold of a \$12 discount off the amount at prices quoted. There is no essential difference between discount and interest, but one is nearer than the other, and so is more telling in its appeal to a man's ready money. It encourages the customer to pay cash, while interest forbids him to accept credit. If buyers are deluded into the idea that they are getting special bargains when they are getting only what is open to everybody with the cash, the delusion is a useful one if it avails to induce more cash buying.

Then, again, a credit price is always a more agreeable one to quote than is a cash price. If only net prices are quoted, the merchant has the disagreeable correction to make that this is a subject of interest in the case of time men. It is more gracious thing to quote a credit price, and then hand back a discount for cash, than it is to quote a cash price and have to tell a customer afterwards who has not the money, "But to you it is 3 per

cent. dearer." All exceptions and reservations ought to be as far as possible made agreeable to the customer, not offensive to his self-esteem. To make price advantages please, they ought not to be quoted net.

In a country where there is so large a credit business done as there is in Canada, all prices ought as far as possible to be quoted on the supposition that credit will have to be allowed for, so that where credit is not given, the cash man may be gratified by the concession of discount.

Discount does not tend to drive out small dealers when it is calculated on a purely time basis, but it undoubtedly does discriminate against the small dealer when it increases with the amount. To give a trader a bigger discount because he buys twice the amount of goods that his competitor does, is certainly to handicap the competitor. It ought to be enough that the former trader sells twice the quantity of the goods in question, so that the volume of his profit may be twice as large upon this line as is his competitor's. He should not need the added advantage of a larger rate of discount. But if discount, which varies with the amount has this ill effect upon small traders, so would have interest which varies with the amount. It is not on account of its nature as discount, therefore, that a reduction according to amount is mischievous. It is undoubted that if there were no discounts scaling according to the amount of the order, there would be less speculative buying. The less of that the better.

As for flour and other like goods, there is no discount upon the quotations for them, because such stock is not sold on credit, hence no addition is made to the net price to provide for expected loss of interest. Its future worth is not quoted because it is sold only for strictly present payment.

### CREDITORS' MEETINGS.

In the investigation of a dealer's affairs to determine whether he shall be closed up or allowed to resume business, his creditors are the judge, jury, witnesses and plaintiffs. The matter is entirely in their hands. They may exact the pound of flesh or they may overtemper justice with mercy. Sometimes they err one way, sometimes they err the other, but the number of cases in which they take the middle course and do the right thing is probably larger than ought to be expected from bodies of men upon whose voluntary course of action there is no check. Every group of creditors who are made a court-

commercial by the failure of a single trader, have more absolute power to make or mar his future than has any court-martial to exonerate or disgrace a soldier. They ought not therefore to take action upon hasty, narrow or shallow views. There are many things to be thought of besides their own immediate advantage. Although they are a board brought together by exclusively private individual interests, yet they are acting in a public capacity when weighing a dealer's affairs in the balance. The winding up of the insolvent's business may be a public benefit, his continuance in business may be a public grievance.

Even with the best intentions, and the most unbiassed minds on all hands, the problem of what is best to do is not always satisfactorily solved by the creditors. Much less is it satisfactorily solved when sinister influences are allowed to be thrown into the scale for or against the debtor. The cases are numerous where the verdict, for or against giving the dealer another chance, is not strictly judicial. Does it not now and then happen that one creditor will be forward to propose lower terms than the insolvent would propose himself? Also, is it exceptional for the debtor to be able to submit letters from individual creditors, in which the greatest confidence in his uprightness and ability is expressed? Those who propose the lower terms, those who write such letters, are very ostentatious with their good will, and cannot but make the insolvent grateful, and therefore prepared to trade with such generous and sympathetic creditors. Their attention is not confined to the question of the rightfulness of closing up or compromising with the debtor, but is on the lookout for future trade. Other creditors see into the motive of this desire on the part of their colleagues to make themselves solid with the debtor, and, determined not to be outdone in liberality, they too make a bid for his trade by acquiescing in easy terms. Thus a man's restoration to his status as a trader is often due to mutual jealousy as to which creditor shall most befriend him. This, no doubt, is the chief reason why so many compromises are made that never should be made.

In the same way a very deserving man may be voted out of business because the greater proportion of his indebtedness is to the smaller number of his creditors. The larger number, having in such a case the less to lose, may out of pique at his not having dealt more with them, decree that he shall stop.

In the instances where creditors are met by the wariness of an unscrupulous rogue, they do not always display the firmness and courage that they should. He can dictate the terms of his surrender too often, and one of these terms is the conceding of his discharge. It is a pity that it is so. Every board of creditors ought to feel that it is a reforming agency, and should have a solicitous regard for the health of trade.

**MANUFACTURER AND RETAILER.**

Last Tuesday our reporter visited the factory of the Barm Yeast Manufacturing Co. It was surprising to see the rapid progress this company had made, in so short a time, in the equipment and business management of their factory. The proprietors very kindly invited our reporter to inspect the factory, and a very interesting half hour was spent in watching the different stages in the manufacture of Barm Yeast. Thousands of cakes are being manufactured daily, and a large trade is being rapidly established. "We cannot fail to keep and increase our large trade," said Mr. Bucklee, one of the firm, "and for this reason, that the Barm Yeast is giving every satisfaction." Here a large drawer containing hundreds of testimonials was opened. "These," continued Mr. Read, another member of the company, "are some of the testimonials we have received, and every mail adds to their number. They are all so good it is hard to select the best." The first one our reporter picked up read as follows:

ORANGEVILLE, April 14th, 1891.

DEAR SIRs,—Seeing your advertisement, I thought I would write. I got a package of Barm Yeast, and my aunty made some excellent bread and buns, and she will always continue to use it. I heard one of our neighbors say it was the best yeast she ever used. Yours, etc., LILLIE DELANY.

"We wish" continued the proprietors "that you would announce to your subscribers that we are always pleased to see any of the grocers who may visit Toronto, and we will have much pleasure in showing them over our factory. We wish to become more intimately acquainted with the men who handle our goods. We don't see why there should be such a reserve between the manufacturer and the retailer. Kindly assure the grocers of a hearty welcome."

[We fully endorse this company's position, of establishing a free intercourse between the manufacturer and the retailer, and would advise all who can, to pay the factory of the Barm Yeast Company a visit.

**DID IT OCCUR TO YOU?**

One thing we have noticed in connection with the recent change in the price of sugar, and that is that before the drop the grocers in hundreds of towns and cities got together and agreed upon the price at which sugar should be sold. This was true in places where no association existed and these meetings were the first ever held by the grocers of those towns. Doesn't that show the progress association work is making? Would that have been possible fifteen years ago? Hasn't it all grown out of the organization of associations in Boston and other places? And now that these grocers have once met to fix the price of sugar temporarily, wouldn't it be a good idea for them to organize associations and make the fixing of the price of sugar as the market changes a permanent thing?—New England Grocer.

**A PROMISING SPLICE.**

A new firm of grocery brokers has opened business at No. 40 Front St. E., Toronto, under the style Wright & Copp. It ought to be a successful one, for the material in its composition is the very best. Both partners are young, energetic, well-versed in the requirements of their business, and having excellent trade connections. Mr. Hy. Wright is widely known as Messrs. Michie & Co's manager, which position he held for above seven years. He is as highly regarded as he is widely known. Mr. E. H. Copp is, with most of the local trade, an intimate acquaintance, having for sometime been a city traveller on the staff of Messrs. Davidson & Hay. The firm has made an auspicious start, as they have the best wishes of all along the street, and they have been favored with agencies from some first class manufacturing concerns. Among these are the Surprise Soap Company, the New York Biscuit Company, E. C. Hazard & Co., wholesale grocers, New York. The lines sold for these firms alone are very popular ones, the Surprise Soap being particularly so.

**HOW DO YOU STAND?**

All grocers do not fail on account of slow collections as one might be led to believe if he accepted the majority of excuses for failure that are reported in the newspapers. This being the most respectable excuse it is readily adopted by the man in financial straits. In many cases he does not know the exact reason for his failure because he has not taken the pains to properly figure his profits. There are grocers who have been handling certain staples for years who would be surprised to find upon carefully figuring up every item of expense connected with them, that they had been losing money on every package they handled. Grocers are not as a rule good bookkeepers. Their time and attention is occupied with the petty details of the business, and it is difficult to get settled down at a desk and figure out cost. Some of them find that keeping track of the accounts is one of the most tedious tasks about the business, and they are inclined to put it off until the last or neglect it. Competition very often leads grocers to secure cheap help, and they frequently trust their books to incompetent or inexperienced bookkeepers, making cursory examinations from time to time themselves, and so long as a fair profit is shown on their books they are satisfied. The balance at the end of the month does not always mean a profit by which the financial status of the concern may be determined. No merchant can tell whether he is making or losing money until he has figured in all the charges in connection with the purchase and transportation, and selling and proceeds have been taken into account as well as the interest on capital invested and the salaries of the partners engaged in the management of the bus-

iness. If the sum realized from the sale of the merchandise is not sufficient to pay rent and taxes, clerks' salaries, cartage, discount, interest, depreciation in value of goods on hand and bad debts, then the result of the business has been a loss to the proprietor instead of a profit.—Chicago Grocer.

**NOTES TAKEN ON THE ROAD.**

Mr. Geo. Buckley, Niagara Falls, Ont., has retired from the grocery business, and is now proprietor of the Windsor hotel of that town. His successor in the grocery trade is Mr. T. Menzie, a young man of ability, with sound business principles and energy sufficient to make his mark. He has an established trade and first-class location. Strict adherence to "Business is Business" will insure success for him.

Mr. G. A. Brant, Niagara Falls, Ont., was called on by our representative a few days ago. Mr. Brant said he was expecting him and would pay one year's subscription now due and another year's in advance, as he liked the way the paper was conducted and wanted to see it grow and succeed. He says trade is steady, with good prospects for new workshops and manufacturing interests, which may culminate in quite a boom for that town. Mr. Brant related some of his experience in getting goods from Hamilton and Buffalo. He could go to Buffalo in the morning, buy his goods, and they were laid down at his door at five o'clock in the evening, while he was never able to get his orders from Hamilton or Toronto under two days. If the goods were blocked at the station it had been as long as four days before he could get them into his store. The matter of delay in the delivery of goods is a notorious fact in other places as well as Niagara Falls, and we think if the matter were taken in hand by our retail associations and reported to the proper railroad officials, the matter could be adjusted in a satisfactory manner. The trouble seems to be in loading local freight in the same car as through freight, but it would be hard for an outsider to account for the long delays at times.

Mr. S. E. Maby, Grimsby, Ont., has decided to close out his grocery business and devote himself to the meat trade. Mr. Maby buys largely of fat cattle, hogs, sheep, etc., and looks at the grocery trade as more of a hindrance than a help.

Mr. A. C. Cole, Grimsby, is the only man in that town that does not try to do the whole country's business, but puts his whole energies into the grocery line, and is certainly making a success in doing so. There is also one dry goods store in Grimsby which certainly looks as if it was well patronized. There are many ladies in Grimsby that will be pleased to have one dry goods store and one grocery store that they can go into without associating "the delicate fabrics of wearing apparel, or the sweets that make their drink palatable, or the flour that makes the staff of life," with that of horse shoes, manure forks, hoes, log chains, etc., etc., and we congratulate the citizens of that town on progress in this direction.



### COFFEE AS A RAW MATERIAL.

A correspondent writes: "Mr. F. J. Gibson was not strictly accurate in asserting that coffee is not a raw material, in any manufacturing industry in Canada. The Truro Condensed Milk and Canning Co., (Ltd.) use many tons annually, in the preparation of their well known "Reindeer Brand" condensed coffee."

### DRAWING THE LADDER UP AFTER THEM.

MR. EDITOR,—Why is there so much kicking about this Wholesale Grocers' Guild? As a small grocer I have often asked myself this question, but have only now arrived at a conclusion. I have asked a grocer in a position similar to my own, and he says the big grocers are kicking and not the small ones. I have also asked the big guns in the trade, and here is their explanation, and it seems to me a very fair one. They say that in years gone by a man started in the retail trade with a prospect of advancement. First a retail grocer, then a little jobbing trade, next a jobber with a steadily decreasing retail trade, again a jobber and so on to the full fledged wholesale grocer. This is now ended. The Guild steps in and says: Once a retailer always a retailer; if you want to be a wholesale man you must launch out afresh; no matter what you have been doing in a retail way, you must stop and begin again.

And verily when I come to look at it in this light it is so, and when I glance at the membership of the Wholesale Grocers' Guild the plainer it appears. Size them up, and see if you cannot see a goodly number who in the days gone by were retailers who got into the jobbing trade and who are now wholesale grocers. Their record is not to be despised. They won their way by pluck and energy, but they go wrong when they shut the door behind them and say, "No one shall follow in our footsteps."

Mr. Editor, the small man of to day does not calculate upon being the small man ten or twenty years hence. He hopes to rise. I have been reading the biographies in the GROCER lately, and up to the present time you have written up very few who suddenly blossomed into the wholesale trade.

So that the conclusion I have arrived at is, that this Guild do wrong whenever they by their actions throw stumbling blocks in the way of those who would emulate their example and push their way to the front.

I am, dear sir, yours, etc., SMALL MAN.

### COMBINATION VS. COMPETITION.

TO THE EDITOR OF THE GROCER:

PAISLEY, Ont., April 13, 1891.

SIR,—In your issue of 3rd inst., does "Anti-Combine" take the whole matter into consideration, when writing about combinations and prices, or does he wish to impress on your readers' minds that every thing a combination does is wrong? What is most strongly impressed on my mind after reading his letter, is that combination does harm, and

competition does harm, but I fail to find where he suggests a remedy. He says, "with combination the price of bread went up," but he does not say whether the weight went up or not. In my experience, I find a loaf of bread often weighing  $3\frac{3}{4}$  lbs., but very seldom 4 lbs, even when baked. I remember when a loaf had to weigh 4 lbs. 24 hours after it was baked.

A few years ago a company was formed to manufacture salt in Kincardine, and after careful calculation came to the conclusion they could manufacture and sell salt cheaper than it was being sold for, but as Burns truly wrote:

"The best laid schemes o' men and mice  
Gang aft a'ge!"

When settlement day arrived they found to their dismay that a deficit in the treasury. Matters went on in this way for a few years, and at last it began to dawn on the company's mind that business couldn't be carried on for ever with a yearly recurring deficit. An agreement was made with the other manufacturers to sell the salt at a uniform price on a paying basis.

"Anti-Combine" says "a barrel of salt is just double what it was with open competition." When he makes this misleading assertion, does he wish to make your readers believe that a few pounds of salt in a barrel constitutes a barrel of salt now? When a comparison is made it should be done fairly and all the circumstances, such as difference in weight, etc., stated. Before combination I have placed barrels of salt on the scales which weighed only 240 lbs. gross. Now, they must weigh 300 lbs. gross. Combination or no combination, let us have fair play even if we have to give Old Nick his due.

Yours truly, FAIRPLAY.

### A VINDICATION.

TO THE EDITOR CANADIAN GROCER:

SIR,—I notice two letters in your issue of the tenth inst., also other matter referring to a gentleman with whom I have dealt since commencing business four years ago, and from whom my predecessor, Mr. Davison, bought all his supplies for the previous twelve years. I cannot let this opportunity pass, without putting myself on record as not agreeing with your correspondents in the statements made. I refer to the articles on Mr. James Lumbers, a wholesale grocer, who I believe is a gentleman that for pluck, ambition, and honest dealing, his superior is not to be found amongst the wholesale grocers of this Province, and certainly not amongst those who have thought fit to attack him. In my business experience with this gentleman I have found him as good as his word in every case.

I may mention a few of the many good points to be gained by dealing with this non-combine merchant. I refer to his low prices on most staple lines, one-half per cent. extra discount on sugar, etc. I have always found his granulated sugar below Guild prices, and no charge is made by him for packing cases. He does not employ travelers to dictate to you what you shall buy, you simply send your order for what you want and get your goods right. And as to the charge that he supplies consumers, that cannot for a moment be entertained in the face of the flat contradiction he has published under his own signature, and which I know to be true. I happened to have business with other wholesale grocers in Toronto, as I buy where I please, and pay for what I get, but there is no merchant with whom I

would deal more cheerfully or with the same confidence as I would with Mr. Lumbers. I think the retail merchants of this Dominion should rally to Mr. Lumbers' support in this his glorious march to victory, over "The Dominion Wholesale Grocers' Guild."

I would ask your anonymous subscribers, both of whom say they are not in sympathy with the Guild, why they would wish to crush this merchant who has fought them alone, and is the only person we have to depend on as using his strength and means to break up this great monopoly, if they were not both in favor of bolstering up this tottering Guild.

I would not wish to insinuate that the letters I refer to were written or formulated by a member of the Guild, as I know you would not publish them unless the signature was attached, but I think in a business matter of this kind a man should not be afraid to come out fair and square, and state which side he is on.

Yours truly,

A. H. CANNING.

UNIONVILLE, April 20, '89.

### "CONSISTENCY, THOU ART A JEWEL."

MR. EDITOR,—I was considerably edified at reading your account of the proceedings of the last meeting of the Toronto Retail Grocers' Association, held in Richmond Hall, Monday, 13th inst., and trust that you will grant me a few lines of space while I call the attention of your numerous readers to the fitness of the quotation appended to this letter in connection with the illustrious body cleft "The Toronto Retail Grocers' Association."

At the meeting referred to the following gentlemen were present: Mr. Barron, President (in the chair), and Messrs Thackray, Mara, Roberts, Moore, Clarke, Good, Harvey, McCulloch, Gibson, Johnston, Lindsay, Tolchard, Donald, F. Britton, Mills, Parkhill, Binnie, Noble, Williamson, Radcliffe, Hodgins, Saunders and Sykes.

After a few minor matters had been disposed of Mr. Britton referred to a letter he had received from the secretary, and asked what was the authority of that official to write him such a letter. The secretary replied by reading a letter from the Master Bakers' Association, in which complaint was made that Mr. Britton sold bread below standard prices, and reminding the grocers of an arrangement made by them to maintain prices on bread. The secretary of the Grocers' Association telephoned his president for information, and was advised to write Mr. Britton. He sent Mr. Britton a courteous letter.

Mr. Britton stated that he had been approached by several bakers who offered him inducements. He declined, but finally accepted terms which enabled him to sell bread at 10c., and he was determined he would continue to do so.

The Association then took up the matter of the St. Lawrence Starch Co.'s refusal to sell to the trade at discounts allowed the wholesale grocers, also discussed and carried a resolution binding the retail grocers to handle only the granulated sugar of one refinery, to wit, the St. Lawrence Co. of Montreal, etc.

Surely, Mr. Editor, your reporter must have taken some of grocer Gibson's "tangle-foot" before attending the meeting above referred to, or are these gentlemen really and truly the great and virtuous, incorruptible

fighters in the interest of the consumer, the friends of liberty of individual action, the champions of unrestricted and unrestrictible free trade, the implacable foes of the Front street robbers? It cannot be that your scribe has made an error and handed in the report of the Undertakers' Association, as I know him to be a good temperance man (R. T. of T.) And yet ye gods, what a spectacle! These be the men who "assume a virtue though they have it not," who hold up their hands in holy horror, and shudder and shrink perceptibly at the mere mention of that iniquitous body of malefactors, the Wholesale Grocers' Guild, who cry to heaven and thank the Lord that they are not like yonder publicans, who call for the bowl and publicly wash their hands of the sin of combinations, and laud their virtues from the Atlantic to the Pacific, and who, in the language of the great Homer,

"Indulge with vain discourse, or long,  
The windy satisfaction of the tongue."

Truly, Mr. Editor, your report is the richest, though most damning evidence of the inconsistency of the actions of the Toronto Retail Grocers' Association that can possibly be cited against them, and it would be a charity to that body were a fire to destroy their minutes. What becomes of their cry against the wholesale grocers' combination when they themselves have combined (with or without the connivance of the Master Bakers' Association) to rob the consumer (the word is their own) of two or three cents per loaf of bread. Bre'r Britton believes "the people are overcharged by the bakers." Granted, then, as the retail grocers sell bread at bakers' prices, they too are overcharging the consumer. It is regrettable that your reporter does not give us an idea of what the ultimate action of the Association is on this point, but charity, no doubt, was exercised here, and "silence deep as death abounds."

Bre'r Gibson had heard (per first spring robin) that the St. Lawrence Starch Co. had goods on the market and that no starch could be bought from them unless through the wholesale grocers, to whom 15½ per cent. discount was allowed. "This association had talked too long," etc. Talked! why, bless their pure white souls, talked too long! Who called Bre'r Gibson to order?

Bre'r Mills suggested that all sugar refineries be boycotted on granulated sugar, with exception of the St. Lawrence Co., of Montreal. Carried.

Tiger tea and packages of syrup and sugars come in for a severe handling by Bre'r's Mills, Mara and others, and though there did not seem to be unanimity on all these matters, it was finally moved, seconded and carried, that the association "record its disapproval of price-marked packages of sugar and syrups, the objectionable feature being, not the package, but the assumption on the part of the manufacturers of the right to make retailers' prices." It seems to me, Mr. Editor, that the manufacturer is doing the retail grocers a good turn by marking prices on packages, as, according to Bre'r Mara, "they were not likely to get any profit if the fixing of prices were left to themselves." What an indisputable argument in favor of the Wholesale Grocers' Guild. What is this last-named body doing but endeavoring to give the retailers a good, fair profit on goods by establishing limited prices and thus preventing them from cutting their throats or courting the fate of the Kilkenny cats? What a presumption these men have! They cannot trust themselves, according to Bre'r

Mara, and yet they want the public to trust them. Verily, cheek is not exhausted in this city yet.

Mr. Editor, I think the public, and especially those grocers who are not members of this association, owe you thanks for your report of the meeting of the 13th inst., as any one who can read between the lines cannot but see that the ultimate object of these barons of the trade is to obtain control of the grocery trade of the city, and to force the smaller and poorer, though as honest, dealers to the wall, and bring financial ruin to hundreds of worthy merchants and their families. And these are the men who prate of the injustice and tyranny of the Dominion Wholesale Grocers' Guild. Truly,

"Consistency thou art a jewel."

NOT GUILD-Y.

### SMUGGLING SUGAR.

No more incontrovertible proof need be adduced to corroborate the truthfulness of the Trade Bulletin's assertions last week, to the effect that smuggling sugar has been carried on along the frontier towns and villages of this province and Ontario to a large extent, than the fact that orders for refined sugar have materially decreased at the refineries during the past week or ten days. Not only this, but a large wholesale grocer who returned from the West a few days ago stated to the writer that he could not book a single order owing to the fact that certain retailers were selling granulated sugar at 5½c. per lb., and they were of course hoping by some means or other to buy at figures that would enable them to sell as cheaply as their neighbors. Advices from the Eastern Townships from points bordering on Vermont, state that farmers are getting all their sugar from across the line, and that storekeepers are selling scarcely any Canadian sugar. This, however, is only the commencement of the trouble; just wait until schooners from New York and Boston land their cargoes of refined sugar along the coast of the maritime provinces, as they are sure to do, and then see where the Canadian refiners will be. Do the Government expect to collect a revenue of \$3,000,000 from Canadian manufacturers, while Americans will be furnishing the stock of supplies by the underground railway?—Montreal Bulletin.

The New England Grocer has the following to say of the class of publications commonly termed "house organs": "These papers are edited by men whom we esteem for their courtesy and fair-mindedness. Against none of them have we an iota of personal feeling; but none the less are these papers a delusion. They ought not to be admitted to the mails at newspaper postage rates. They are published, primarily, in the interest of a house—carry its price list and derive their support from its patronage. The house organ is a continual menace to the retailers' best interests." To all of which this paper says amen.

### "NOBODY WILL EVER SEE IT."

The advantages of thoroughly advertising whatever one has to sell, have been set forth by the newspapers in the strongest light, so that most people acknowledge the evidence to be overwhelming. The Vallejo (Cal.) Chronicle contains the following, which illustrates this subject, and proves that a man may be a doubting Thomas, yet have considerable faith when it becomes aroused by some extraordinary circumstance.

A short time ago we called upon a certain party in business in Vallejo, and asked him why he did not advertise in the Chronicle.

"Oh! because," he answered, "what's the use? Nobody will ever see it."

"You're mistaken," said we, "every page in our paper is read."

"Nonsense," he replied; even if they did read my advertisement, people would never think of it again. I don't want to advertise."

"But—"

"No buts at all. I don't want to advertise and don't bother me any more; I'm busy." And he walked back into his store and strangled a poor little fly that was helping itself from a barrel of sugar.

Time passed, and we never again intimated "advertisement" to him, although meeting him daily. Yesterday the gentleman called at our sanctum, looking a little uncertain as to how he would be received. We cherished no hard feelings and motioned him to a chair.

"I suppose you heard of that little affair of mine below?"

"Oh! yes," said we; "that little escapade on Kearney street, night before last?"

"Yes, we've got all the particulars—"

"Hush! not so loud please," said he; "of course, you are going to say nothing in the paper about it."

"And why not? Its a matter of interest to your friends and the people generally.

"Heavens! Why it would ruin me!"

"Oh no, I guess not. Nobody will ever see it!"

"Yes, they will! And it will ruin me as sure as I am sitting here. I'll be the laughing stock of the town. They will see it!"

We rose and touched him impressively on the shoulder.

"Well, we will admit that the people will see it, but then, you know, they will never think of it again!"

His words came back to him like a flash, and he trembled so violently that his eyeballs fairly jingled; and he was such an object of commiseration that we promised to keep mum. This little moral, as drawn from the above, is applicable the world over. Ask a man to advertise and he will immediately say in the majority of cases, that "Nobody will ever see it," but advertise gratis some little indiscretion he may commit, and he immediately grows indignant over the certainty that the whole world will know it.—Ex.



### THE WHOLESALE CLOSING HOUR.

On the first of May the wholesale grocers of the city get back to their summer hours, when they open at eight in the morning and close at five in the evening. The shifting of an hour of labor from the end to the beginning of the working day, does not make the day any shorter nor any longer, but really makes it hold more work. An hour in the morning is better than an hour in the evening at any season, but in the hot part of the year the contrast between the two ends of the day can be better observed in the service rendered than at any other season. With a chance to get out in the fresh air, to go out on the water, to mingle socially with his friends, the office man or warehouse man is more likely to be a buoyant worker all next day, than if he had drudged away till it was too late to think of recreation.

It would be well if the wholesalers would make 5 o'clock the closing hour all the year round. All the United States houses are getting into the perennial custom of closing at 5. Our own leading wholesale dry goods houses close at 5 o'clock throughout the year, and with them there would be more excuse for continuing open till 6, as theirs is a much more detailed business than is the wholesale grocers'. We hope that when our wholesale grocers begin to close at 5 on the 1st of May, they will adopt that as their closing hour for every day of the year.

### THE GROWTH OF TRADE PAPERS.

There are at least 200 trade journals published in this city. In the last twenty years their increase has been enormous. There is not only not an industry nor a business left unrepresented, but for many of them half a dozen separate journals are found necessary.

The importance of the trade journal, however, is not seen only in this increase in number, but in their growth, development, the ability with which they are conducted, and the luxuries of type, paper and illustration in which they indulge. In these respects they rival the magazines, and the magazines require the services of some of the most artistic presses of the town.

In their relation to that vast commercial structure on which the prosperity of the city rests, trade journals serve as vital points of intersection and connection between the different parts. It is interesting to observe the threads of continuity that ramify and bring into touch the diverse and farthest outlying commercial interests—chemical dyes and Alaska fisheries, bonnets and Bessemer steel, through fancy goods, hardware and ostrich farms. To glance at their summaries to keep abreast with progress, movements and tendencies of the age. They are not confined to commerce, but include the entire body politic.

A real estate paper does not concern alone the man who wishes to sell and him who wants to buy; it interests the lawyer who will

make the transfers, the banker who will furnish the money, the architect who will plan the house the builder, the plumber, the decorator, the electrician, and the insurance agent, who will be called upon to take its risk against fire. To interest further all these readers the publication takes on a large scope. Land, finance, woods, stones, new household inventions, exterior decorations, the grading of streets, assessments, taxes, municipal affairs, politics, each properly has its place.

This new view of trade journalism marks an era in its development and its prosperity. In its beginning it was merely an endeavor of the manufacturer, the wholesale man, to find his consumer in a more direct manner than he could find in the maze of advertisements of a daily paper, and it took the simplest form of putting his wares under the consumer's eye in the form of a prominent advertisement with a thread of reading matter concerning the particular matter in which they were interested. This is the manufacturer's idea to-day, but its manifestation has far outgrown the idea of a score of years ago.

The Iron Age, for example, in its earlier files, was a three-sheet paper. It now not infrequently numbers 70 pages. The Record and Guide was a slender folio. It is now almost a volume, sometimes numbering 110 pages. The same increase in size and scope can be paralleled in other of the first-class and long-established trade journals.

This enlarged demand has inevitably required a much larger investment of money, with the result that most of the trade journals are in the hands of incorporated companies. These devote themselves to publications touching the different sides of large interests. In matters relating to insurance, for example, there is the Spectator Co., which issues 20 different publications.

The editors of trade journals, with the modesty peculiar to the conductors of those papers, aver that the standard of ethics is higher and that the standard of editorial ability is higher in their publications than in the daily papers. They argue that the daily journals, by virtue of their necessity, treat of myriad subjects and events concerning different parts of the world of which it is impossible that they should know with full understanding. On the other hand, the trade journal addresses itself to those fully acquainted with the subject of which it treats; consequently those who write for it must be persons who can speak authoritatively as well as knowingly. This brings to their service only those of acknowledged ability. While subjects outside of their special lines are touched upon, they feel that the trade paper has weight that the daily paper cannot claim.

The new illustrative processes have been called in for the adornment of the trade journals. The cuts which are lavished through the advertising departments require paper of special fineness. This in the edi-

torial and reading matter is freely adorned with head-pieces, tail-pieces, initial letters, reproduction of pictures, and pictorial stories after the manner of the comic papers.

That all trade journals are not equally reputable, and that some are born of bad motives, is doubtless true; but the proportion is small, and carry the seeds of their own destruction. For the most part there are very few trade journals that even by an outsider may not be read with entertainment as well as with profit.—New York Evening Post.

Perkins, Ince & Co. sold a whole line of the choicest Moning Congou they import to go to New York yesterday at full prices.

Breadmakers' Yeast has an assumed foothold with the trade, on account of the satisfaction it gives to customers who have once tried it. What impresses them is bread, buns, etc., that the use of this yeast enables the cook to produce.

Candied peels are cabled firmer; orders at prices readily accepted a few days ago were refused the other day. Prices this year promise to be higher than last, especially on orange, the crop of bitter oranges having suffered severely from the recent cold weather in Europe. On spot there is not likely to be a repetition of the heavy offerings of a year ago by local firms.

THE CANADIAN GROCER, in its last issue, contains a splendid portrait of Mr. Charles Chaput, of the wholesale grocery firm of L. Chaput, Fils & Cie., Montreal. Our Montreal excursionists will remember that this is the establishment at which they were so hospitably entertained when in that city, and all join in wishing the concern every possible measure of success.—New England Grocer.

The smuggling of sugar by consumers appears to be considerable enough to stagnate the local trade of dealers living at the different border points. Along the Detroit, Niagara and St. Lawrence rivers, we are informed by correspondents and travellers, there is an active contraband trade being carried on by farmers. These cross the river to buy sugar from United States retailers, from whom they get 20 lbs. of granulated or 30 lbs. of yellow sugar for a dollar. The effect upon local Canadian traders is to extinguish the demand for their sugar.

## To Grocers!

There are three articles which the consuming public have decided are the best of their kind in the market, and it will pay every grocer to keep them in stock. They are

The "Horseshoe" brand of canned fruits and vegetables.

Packed by Bowlby Bros. & Co., of Waterford, Ont.

"Cairns" Home-made marmalade, jams and jellies.

Packed by Alexander Cairns, Paisley, Scotland.

The "Trident" brand of canned salmon.

Packed by Ed. Wadhams, Ladner's Landing, B.C.

Every package of the above brands guaranteed as to quality and weight.

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



Yes, anyone with half an eye,  
 Even if he's near sighted,  
 Can see that there's at least one firm  
 Where patrons are delighted.  
 The mind's eye of a sightless man  
 Has powers of observation,  
 Which tell him that we sell him goods  
 The Best in all Creation.

**Doubters will be convinced if they**

**Send for  
 a few  
 sample caddies  
 or price list**

**to**

**Empire Tobacco Co.,**

**Montreal.**

### OPENING OF THE JAPAN TEA MARKET.

The chief feature of interest in the tea situation at this season of the year is the opening of the primary markets. The Japan market opened this week. Perkins, Ince & Co. received the following cable from Yokohama announcing the opening yesterday:—

“Market opened to-day about \$1 (per picul) higher than last year. Quality was about the same as last year.”

### NEVER BE OUT OF STAPLES.

The dealer who finds that he is out of any staple after a customer has inquired for it and must therefore go away disappointed, makes a grievous mistake that is bound to militate against his business to a degree commensurate with the number of times that he finds himself in that predicament. Man is not perfect, and mistakes and oversights are liable to occur occasionally, but where lack of attention to the condition of stock is responsible for the shortcoming, the dealer cannot blame anybody but himself if his business dwindles away instead of increasing. Careful attention to the condition of the stock carried will prevent the occurrence of these mortifying and damaging incidents, or at least reduce their frequency. Besides, there is every reason why the stock should be regularly inspected in addition to the prime one of knowing just what there is on the shelves, and that is to see that what there is on hand is kept in good condition. Merchants always prefer to order generally rather than to send in for a small amount of goods, but it is better to be over than understocked, especially on staples, and when an article is found to be running low is the time to replenish it rather than to wait till someone else finds out that the stock is exhausted. This is also another strong argument in favor of ordering goods in original packages—better have a few extra than none at all.—Ex.

### COMPETITION IN BUSINESS.

Without “the competition spirit” in the retail trade much of the buoyant spirit would be wanting. That competition is the spice of trade is apparent; if however, sales are made with no margins, competition must be regretted; also, if profits are very small, undue strife is to be deplored, but provided there is honesty attached to business, competition is wholesome. The assumption by the buyer that wares can be bought cheaper from certain sources should not in anyway embarrass the holder of substantial articles, for he who is in possession of honest and well made goods, which have a marketable demand, need hardly fear that they can readily be disposed of at margins-permitting of fair profits. Competition carried to the extent of injustice to the trader, then, is always to be regretted. If there are standard quotations, to lower them by unnatural methods is not business. The doctrine “to get there” at whatever cost, when carried to extremes, is the source of much disturbance to the business world, especially

to the moral tone of the trade. If anyone sits down and thinks the matter over carefully, he will see plainly that the competition which in many cases is annoying and seemingly needless, is at the foundation of prosperity and the development of the various interests of the trade. The Bellamy school, which believes that competition should be entirely done away with and everything be administered by one vast organization, is socialistic and we believe impracticable. We do believe in giving every person a chance to develop himself and an equal opportunity to all to go to work earning a living with the least possible restriction. A person thus starting will succeed according to his merits and ability, and competition for him will be a wholesome and an effective stimulant.—Northwest Trade.

### THE BEST MAN WILL WIN.

A young man asked me the other day if I thought there were as many opportunities for the bright young man of the present day as existed when his father and grandfather were young men. His mind was evidently dwelling upon the conspicuous example of success which the generation just passing off the stage has presented. I asked him in turn, if he knew of any real bright fellow that was out of a job just now—if he knew of any one who had real merit that was not in demand in half a dozen different directions. I asked him further if he had reflected upon the daring and enterprise, hard work and unremitting industry in the face of discouragements that built up the establishments that are now his admiration. I asked him also if he realized that in the days of their founders these concerns which are now household words were new departures, enterprises in which the community could see no real good—neither success nor usefulness. Then I asked him, as a final question, if he for a moment could persuade himself that the same keen insight as to the future wants of the people, the same heroic devotion to a principle or line of conduct, and the same persistent energy and industry would not accomplish quite as much at the present time as ever before. He said I had given him some new ideas. For this I was thankful. The trouble is, when we look back we only see the giants of the forest that have weathered all the gales. We do not realize that they are the few out of the many who were standing when the first storm came. When we look at the present, we see the multitudes of commonplace persons, who, from lack of natural endowment or from disinclination to work, will never amount to anything. We are not bright enough to single out the few who are slowly, but surely, forging ahead in the race, and who a few years hence will stand pre-eminent in the business world, just as a few names of men of a preceding generation now stand for about all that that generation accomplished. For my part, I think the present time and the present condition of business in general afford quite as many opportunities to the young man of brains and energy as any other period in our history. There is no reason for holding back. If you have got a good business idea jump into the fray and strike boldly. The best man will win every time.—Venant, in The Office.

# HILLWATTEE

**Reasons why Merchants should handle above brand of Tea :**

It pays a good profit. It always pleases. It never varies.

Give your customers this blend and your trade will increase not only in "quantity" but in "quality" as well. The "Trade Mark" is registered. For samples and prices please address the selling agents. Put up in Packets of 1 lb., 1-2 lb. and 1-4 lb.

**LUCAS, PARK & CO.,**

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

MUNN'S

## Labrador Herrings

Quality very choice. Apply early as quantity is very limited.

STEWART MUNN & CO. - Montreal

### 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.

**M. J. Woodward & Co.,**

**PRODUCERS OF CRUDE,**

Manufacturers of

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

PETROLIA, - ONTARIO.

### 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,  
75 ST. PETER STREET,  
MONTREAL, P. Q.,

ARE OFFERING THIS WEEK

SUGARS. { Barbadoes  
TEAS. { and  
Cuba

MOLASSES.

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

Canned Salmon, Lobsters, Mackerel and Oysters.

## HUDON, HEBERT & CIE.,

WHOLESALE GROCERS

— AND —

WINE IMPORTERS,

NO TRAVELLERS ON THE ROAD.

304, 306 St. Paul St.

143, 145 Commissioners St. **MONTREAL.**

## Special.

Just received an assortment of Messrs. Huntley & Palmer's Biscuits.

VARIETIES :

HOUSEHOLD  
ALBERT  
MARIE

KINDERGARTEN  
CHEESE  
OSBORNE

EMPIRE  
COLONIAL  
WHEAT MEAL

NURSERY.  
MILK.

These goods are right. All first-class grocers should handle them.

**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.**





Mr. Ward, of John P. Mott & Co., Halifax, is on his way west, and is due here about the first of the month.

Mr. Stewart Munn, of the firm of Stewart Munn & Co., has returned from the Southern States after his winter's vacation.

Mr. John I. Davidson, president of the Toronto Board of Trade, left on Thursday, with President Vanhorn, by special train for the Pacific coast.

The first shipment of new marmalade to reach this market was received the other day by Messrs. Eby, Blain & Co. It is the well-known Gray's Marmalade.

Mr. Lee, St. Catharines, while in the city this week, paid a short visit to THE GROCER office. We are always glad to have our subscribers call when in the city.

Smith & Keighley have received a large consignment of Porto Rico molasses in original barrels, which they are offering at low prices, considering the quality.

Spanish Blacking is still in the van of all competitors. The immense sale there is for it has been developed greatly since the advertisement first appeared in THE GROCER.

Mr. Geo. C. Thompson, of Thompson & King, Victoria, B. C., an old Torontonian, is now in Ontario on a short visit. He has secured several agencies which he will represent on the Pacific coast.

"Hillwattee" is a blend of tea handled by Messrs. Lucas, Park & Co., Hamilton, which is having a large sale and is pleasing everywhere. They have been behind with their orders for some time, but can now supply this favorite blend on the shortest notice.

In a letter to the Delhi Canning Co., Mr. Adam Brown, Canadian Commissioner at the Jamaica Exhibition, says: "With a view

of introducing your goods and getting friends of importance to ask their grocers to import them, I have distributed quite a number of samples of tins; and I hope that the result will be, that when trade is fully set going between Canada and Jamaica your incomparable goods (for every one says they are incomparable) will be found on the West Indian markets. I have frequently called prominent persons into my office at lunch time and opened a tin of your peaches, cherries or plums, and had them make a lunch of it with Canadian bread, and it would have done you good to hear the compliments paid to your canned goods."

#### WITH INCREASED INTEREST.

In remitting his renewal subscription, Mr. John Barclay, Oakville, writes: "Permit me to say I read THE GROCER with increased interest."

#### AN APRIL FOOL.

We are told of a self conceited grocer who didn't need to be told how to do business. He rather guessed he could manage his own affairs; he knew how to buy goods without any aid from anybody; he wouldn't join any grocers' association; he wouldn't subscribe for a trade paper, not he. He was a born merchant, he said; no wrinkles of the trade he didn't know.

Shrewd fellow, he didn't know anything about the McKinley bill ('twas politics and he'd be blamed if he'd bother with it) and of course he didn't know that the duty on sugar came off April 1. Yes, he did hear something about it the last of March, but thought 'twas one of those blasted April fool jokes.

All fool's day came and he was the fool. His neighbors had only a few pounds of tariff sugar on hand but he had forty barrels. He had bought largely because he had got it into his head—(an instinctive trader was he)—that prices were going higher. His anger and vexation can be better imagined than described when his neighbors began to

retail sugar at five cents. He thought it was a combine to worst him and it was quite a while before he learned the exact truth.

Is this an exaggerated picture? No, such a grocer exists and does business within twenty miles of the gilded dome on Beacon Hill. He is one of those exceptions—one of those men who oppose every onward movement. We are not sorry at the lesson he has learned. Experience is a dear teacher but fools will learn of no other.—New England Grocer.

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

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

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

**E. LAZENBY & SON,**  
18 TRINITY STREET, LONDON.



Absolutely the Finest Quality of Pickles Packed, most generally used in England. Quotations on application.

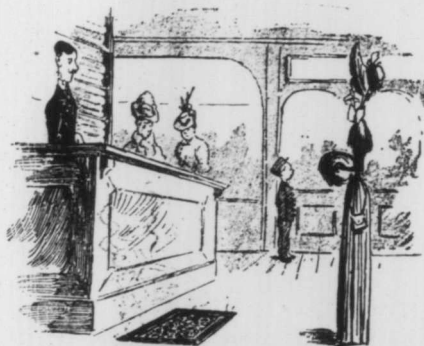
Canadian Agents: Arthur P. Tippet & Co.,  
St. John and Montreal.

**LEONARD H. DOBBIN,**  
Commission Agent.

AGENT FOR  
Bryant and May's Safety and other matches.  
Write for Prices.

Fraser Building St. Sacramento St.,  
**MONTREAL, P.Q.**

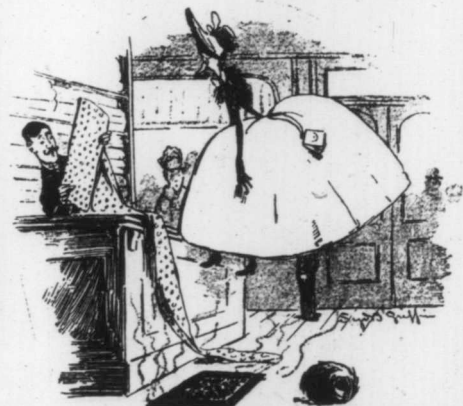
#### A SLIGHT RISE.



MISS SPAYRE.—I think I'll look at some of that muslin delaine—



—Eighty-seven cents a yard! Isn't it going up a little?



MR. PHAYRE—Oh, yes! Everything is going up now.

ALL GROCERS SHOULD SELL  
THE

**ROYAL  
DANDELION  
COFFEE**

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

**JAS. WATSON & Co.,**

Coffee and Spice  
Dealers.

Toronto, Ont.

**W. A. McCLEAN  
CO.,  
OWEN SOUND**

OFFER TO THE TRADE  
LONG CLEAR  
BREAKFAST  
SMOKED BACKS  
SMOKED BELLIES  
SPECIAL ROLLS

**BACON**

Write for Quotations.



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

A. HAAZ. C. DE CARTERET.

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

**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  $\frac{1}{4}$  and  $\frac{1}{2}$   
gross cases.

Sole manufacturer  
for Canada.

Ask your wholesale  
grocer for it.

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

**GEO. MATTHEWS**

-PACKER and CURER.-



**PURE LEAF LARD A SPECIALTY.**

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

**"Mallawalla" Pure Indian Tea.**

A rich and delicious blend. Put up in 1-2 and 1  
pound tinfoil packages, with attractive labels. Packed  
in 50 lb. Cases, separate or assorted, half and half. Re-  
tails at 50c. per pound, allowing the jobber a handsome  
profit, nothing equal to it in the market for the money.

**W. H. GILLARD & CO.,**

**WHOLESALE GROGERS, HAMILTON, ONT.,**

Agents for Canada.



## TORONTO MARKETS.

TORONTO, April 23, 1891.  
GROCERIES.

Although the weather has been beautiful, even in advance of the season, yet trade lags behind. It is not as forward as in springs when the weather has been more backward. Roads in the country have not made the same improvement as the weather, and trade has been checked by that circumstance. The condition of the country roads is still bad. On the other hand, there are favoring influences which ought to produce good results. The price of wheat remains high, and the prospects of further advance are good. In most grains the prices are high, and other classes of farm produce now command good prices. With better roads and further progress in spring work, there ought to be a revival in trade before long. Things are looking better at all events, one sign among others being the firmer position of farm land, which is reported to be appreciating in value.

### CANNED GOODS.

The stock of canned goods upon this market is in about as good condition as any grocery line to stand a dull spell. Without hurry on the part of the demand, and with no strong inclination for business on the part of jobbers, the goods may be said to have sold themselves so far. The stock has dwindled down under the action of a demand that was urged on only by the spur of necessity. Notwithstanding that buying has been desultory, it has sufficed to strengthen the already strong tone of the market. Corn and peas are unchanged and firm, but tomatoes are very strong at \$1.50. This is now the inside price. The stock is so low that holders may almost dictate their own price. Outside jobbers have been quite eager in their enquiries for tomatoes the past few days, but the scarcity of the stock makes it difficult for them to buy. Montreal jobbers have offered \$1.50 here for lots. Salmon is getting into smaller compass as well. An inquiry for 1,000 cases on Saturday was answered by quoting \$1.50. There has been no business so far reported in next season's pack. Attempts to do business for future delivery seem to fail, as the experience of a year ago is fresh in the minds of local jobbers, and that deters them from being over eager to break the ice.

The Montreal Bulletin says: Most of the available canned salmon has been picked up by a firm in this city, amounting to about 1,200 cases at prices ranging from \$1.25 to \$1.27½ per doz., but to-day \$1.40 is asked. Stocks here are well concentrated and higher prices are looked for in the near future.

The New York Bulletin says the warning has been quietly given that there will be an advance of at least 5 per cent. in the prices of canned meats.

### COFFEE.

An average local trade has been transacted. The scarcity of the high grades has not been felt so much, the demand being rather quiet and running chiefly towards the com-

mon grades, of which there is a sufficient stock on the market. Prices are steady and unchanged.

### DRIED FRUIT.

Currants are pretty scarce here and have advanced ¼c., as our prices current show. In barrels Provincials and Filatras are 6½c. The supply on this market can only get smaller until about the middle of next month, when the spring shipments will be in. The supplies direct from the primary market will not be able to get into Montreal harbor before that time. Already half-barrels are practically exhausted here. Nor is the firmness of currants here merely owing to internal limitations of the stock. Outside supplies are also low and the price is up. There is a fair demand now for prunes. What stock there is in the hands of a few holders. Ordinary and low grade Valencia raisins are plentiful, but good stock is scarce. The large stock of very ordinary raisins has kept prices low since the last crop reached this market. There is no change in prices.

### NUTS.

There is a very small nut trade doing, and there is no change in last week's prices.

### RICE AND SPICES.

Rice is unchanged, being still scarce, in fair demand and at firm prices. Sago is dearer again for the moment, quoting this week at 5 to 6c. In spices there is no change.

### SUGAR.

There is a continuance of the dulness that has been the ruling, though not unaccountable, feature of the last several weeks. A change in the duty is very generally looked for, and the disposition to believe that it will be a sudden one seems strong. It would be extraordinary if it should be sudden, has no great tariff change has heretofore been made without warning, that the capital involved in the commodity on which the change has been made may have a chance. The sugar that will be consumed during the next few weeks will undoubtedly be duty-paying sugar, and there is nothing to be gained by stinting supplies for immediate wants. The report that there is a considerable amount of smuggling along the Vermont frontier is probably exaggerated as to the amount or extent of it. Prices are unchanged in granulated, being 6½c. for lots not under 15 barrels, and 7c. for smaller lots. Yellow is lower, quoting from 5½c. upwards.

Willett & Gray, New York, in their weekly circular, say: "The new tariff is making new conditions which are of importance to the various branches of the sugar trade. We have already noted that heads of families now buy a barrel or bag of sugar in place of buying 10 pounds. The lower price produces this result. For the same reasons the retail grocer can now buy 100 bbls. sugar in place of 10 bbls. But in the language of the trade, a grocer who buys 100 bbls. at a time is a 'wholesaler,' and is entitled to the same prices and terms from the refiner as the wholesale grocer from whom he formerly bought 10 bbls. The wholesale grocer therefore loses his trade. Again, refiners have been selling in quantities of less than 100 bbls.—say 25 bbls. and upwards—at a small advanced price. Even small retailers can now afford to buy 25 or 50 bbls. at a time, and will naturally come to refiners if they can save anything. The wholesale grocer will also lose business in this way. What is the duty of refiners in this matter? Can one refiner refuse to sell retailers unless all refiners do so? How is the refiner to draw the line between wholesalers and retailers? Must not the refiners

sell anybody who comes to them for sugar, unless the wholesale and retail grocers' associations of the country agree between themselves what shall be the refiners' position in this matter? These are not imaginary questions. They are being asked daily, and we have been requested to mention them in order to draw out opinions of sugar dealers. Please write us a line with your views. With the difference of ¼c. per lb. between refiners' net prices and wholesale grocers' prices, as is now or soon will be the case, this is a matter of more importance than it may seem at first sight."

### SYRUPS AND MOLASSES.

There is a quiet trade doing in both. Redpath's M in pails is the only dark syrup on the market. It sells for \$1.50 to \$1.60. XXX in barrels quotes ½c. lower this week, viz., at 4¼c., half-barrels at 4¾c.

### TEAS.

The local trade is steady. There is not so strong a demand as there was, the stiffness of the market being now a confirmed and stationary condition till new crops come in. The local demand for Indian teas continues steady, and they are coming more and more into use by the grocers chiefly for blending purposes. The position in London has not materially changed, the stock shows a deficiency of 3,760,000 as compared with March, 1890. The chief feature in the week's market under review, was the eagerness with which all good liquoring teas of the lower grades were competed for, 10¼d. being the lowest figure for useful liquoring Pekoes and Souchongs.

McMeekin & Co's notes on Indian, Ceylon and Java Teas for the month of March, say:—The offerings of Indian were 69,000 packages, against 88,000 packages in the same month of 1890. This smaller quantity was readily taken, the tendency being towards firmer prices for all teas having specially good liquors. Broken Pekoes about 1s. were hardly so firm as in February. The quality was fair, and some very good closing invoices were offered, and realised high averages. A feature of the month has been the very high prices fetched by little lots of fancy teas, which were nearly all "tip." One of those sold at 11s. per pound, and another 25s.; and though prices for such are to some extent fictitious, they indicate a desire for really high-class teas in some quarters. The average of Public Sale prices was about 11 3-4d. per pound. The imports were 5,954,000 lbs., and the deliveries 7,224,000 lbs., leaving in stock 38,862,000 lbs. The offerings of Ceylon were 53,000 packages, against 28,000 packages in the same month of 1890. This largely increased quantity, and the fact that many of the teas showed inferior quality, led to a sharp decline in the middle of the month. From this, there has been some recovery on the common leaf grades, but mediums are rather depressed still. A record price—£10. 12s. 6d. per pound, or say fully \$50—was made for 12 pounds of exceptionally handsome tea, but the price is no criterion of the value for commercial purposes. The lot was admittedly bought to serve as an advertisement, and the buyers are preserving the entire lot with this end in view. If it were possible to pluck such tea in mercantile quantity, the price would soon drop to say 5s. or 10s. per pound. The average of Public Sale prices was about 11d. per pound. The imports were 4,765,000 lbs., and the deliveries 2,770,000 lbs., leaving in stock 11,780,000 lbs. The offerings of Java were 6,900 packages, against 3,600 packages in the same month of 1890.

**New Eastern Townships  
MAPLE SYRUP AND SUGAR.**

ABSOLUTE PURITY GUARANTEED.

Wilkins & Co., Adamsville, Que., have contracted for the product of over 150,000 trees.

Among the makers who supply us are a few who have sugar orchards counting 4,500 trees, notably the old Col. Westover bush—The Colonel is a hero of the "Fenian Raid of 1866."

Special Prices to Large Buyers.

Address **JOHN WILKINS,**

20 Temperance St., Toronto, Ont.  
Montreal and Lower Province merchants will please address Wilkins & Co., Adamsville, Que.

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**

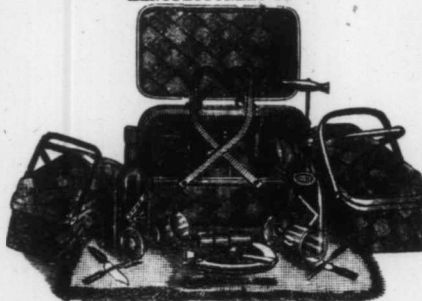
Pure Vinegars, Mixed Pickles, Jellies, Jams, Preserves.

**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.**

STAR BRAND  
**FEARMAN'S  
HAMS AND BACON.**  
Hamilton, Ont.



**HUCKINS  
SOUPS**

Require only to be heated. Prepared with great care from the highest quality 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.

- Tomato, Mock Turtle,
- Ox Tail, Green Turtle,
- Pea, Julienne,
- Beef, Vermicelli,
- Chicken, Terrapin,
- Macaroni, Consomme,
- Okra or Gumbo,
- Soup and Bouilli,
- Mullagatwny.

**RICH AND  
PERFECTLY SEASONED.**



**Ram Lal's  
PURE  
INDIAN TEA**

GUARANTEED ABSOLUTELY PURE  
AS MANUFACTURED ON THE  
GARDENS IN INDIA.

A fancy parcel of Indian Tea, sold at auction in London recently for £10 12s. 6d. (\$52) per pound. All brokers say this extraordinary price was paid to boom a blend of the buyers. We have a sample here of the head blend in Ram Lal's Pure Indian Tea, Green label, counterpart of this was sold by growers at auction, for 15s. or \$3.75 per pound; experts pronounced latter sample fully equal to the goods sold at £10. 12s. 6d. We shall be glad to show our friends this famous sample of tea which is without a parallel in the history of the trade, so call and see the Indian tea that sold at auction for \$3.75 per pound, which is used in the celebrated Ram Lal's blend.

**JAMES TURNER & CO.,  
HAMILTON.  
WHOLESALE AGENTS.**



## A HANDY THING TO HAVE SURPRISE SOAP

For your customers when they ask for it,  
and they all want it when they  
know its merits.

Do you keep it?

The St. Croix Soap Mfg. Co.,  
ST. STEPHEN, N.B.

### MARKETS—Continued.

Prices ruled rather lower than in February,  
and the average price for all sold was about  
83-4d. per pound.

### PETROLEUM.

The market here is steady, and the quotations given a week ago are unchanged.

The Petrolia Advertiser says: "Petrolia crude is \$1.37 per bbl., Oil Springs crude \$1.39 per bbl. The crude oil market still keeps firm and the stock is daily becoming less in the tanking companies' hands, notwithstanding the small quantity of refined oil consumed at this season of the year. Such a state of things has never been known to exist in the Canada oil region before, and the long-headed refiners are laying in their stocks of crude now in anticipation of a brisk demand and higher prices in the fall. We quote refined at 12½ to 13c. f. o. b. here, at 60 days or 2 per cent. off for cash. There are no new strikes to report in the oil region, and every producer is doing his best to get all the oil he can while the prices are high.

### DRUGS AND CHEMICALS.

The market has experienced no noteworthy change since our last report. Trade is fair.

### BUTTER AND CHEESE.

Butter is getting easier as the supplies of new begin to get larger. The receipts of new rolls have been fairly good the past few days, and the demand has been very little behind the supply. No stock is kept long waiting for buyers, but there has not been nearly so much of a strain on the part of the demand as there was throughout the part of the month preceding this week. The call for tub butter has subsided, and very little tub butter will do from now till the fall. What consumers want is fresh roll butter, and the prospect seems to be favorable to their receiving in the early future a liberal supply of it. Some of the prices of a week ago have been reduced somewhat. Choice dairy tubs are yet 20 to 22c., medium dairy is 14 to 16c., and low to common grades are 5 to 11c. Pound rolls are 21 to 23c., large rolls are 17 to 21c. The quantity of old butter on hand is small compared with what was carried over into last spring.

Cheese is unchanged and very firm. Septembers are 12 to 12½c.

### COUNTRY PRODUCE.

APPLES—Are beginning to be neglected. The prices are nominal from \$3 to \$5. The trade is chiefly in unexceptionable fruit, which is held at the latter figure and is limited to consumption which can afford such a price. Lower class fruit cannot at this season be trusted. A peculiarity of the present trade is that russets are not wanted, whereas heretofore russets have been the staple spring apple. Spies are the apples that now sell, and they undoubtedly preserve their firmness better than any other species.

BEANS—There is no change in the prices paid, common beans being \$1.35, and fine, hand-picked are \$1.60. The trade is rather low, but the stock is also limited, so that prices have not moved.

DRIED APPLES—Are firm at 8¾ to 9¼c. The spring trade is a severer test of the supply than it was expected to be, as the slow sale of dried apples through the winter left the impression that there must be a large stock in the country which holders would be anxious to get rid of. The eagerness now seems to be on the side of the demand.

EVAPORATED APPLES—These range from 12½ to 14c., but it is a long way easier to sell dried at 9¼c. than evaporated at 14c. The activity of the market for dried being considered, the moderate, almost dull, business in evaporated is rather surprising.

EGGS—Fresh eggs are looking up, and are quotable at the time of writing at 11½ to 12½c. A large outside order for a carload on Tuesday could not be made up on this market. The supply has fallen off the past few days, while the demand has increased.

HAY—Is getting better. Good timothy brings \$9 to \$9.75, and mixed hay is \$8 to \$9.

HIDES—Are dull at 5 to 5½c. for No. 1 green, the demand for cured being quiet.

HONEY—The market for honey, at no time particularly bright, has been duller since the

coming in of maple syrup. Prices are easy at 7 to 10c. for strained, the latter being for finest, and 14 to 16c. for sections.

HOPS—Brewers' orders are now beginning to liven up the market, the supply of hops they had in stock beginning to run out. Prices are firmer at the standing quotations 35 to 38c.

OATS—Are a cent lower, quoting at 53 to 54c.

ONIONS—Are in the same strong position, selling at \$3 to \$4.

POTATOES—Are easier, receipts being more liberal and more frequently in full car lots. It is hard to get \$1.05 on the track, and only strictly first-class stock will bring that figure. The bulk of what is bought in car lots is got at \$1. Out of store lots are \$1.15 to \$1.20 according to quality.

SEEDS—Choice alsike is \$7 to \$8.50, red clover \$4.50 to \$5, and timothy is \$1.20 to \$1.65. The week's sales have been moderately large, but there are signs that the country demand is near an end.

SKINS—Sheepskins are steady at \$1 to \$1.45, and calfskins are 6 to 8c.

STRAW—Is unchanged at \$6.50 to \$7.

TALLOW—Is 2c. for rough and 5½ to 6c. for refined.

WOOL—Is in fair supply and dull demand at 18 to 19c.

### FISH.

The fish market is hardly well opened yet. For dried fish there is hardly any demand, and the season's supply of fresh fish is not yet in. Prices are steady at quotations of a week ago.

### GREEN FRUIT.

Trade is fair. There has often been a bigger stir in the spring business and there has also been a smaller one. The sales now making are at all events far beyond those of a month ago. Florida oranges are getting on pretty well towards the end of their season, but are unchanged at \$4 to \$4.50. Valencia oranges are steady at \$6.50. Riverside seedlings have advanced to \$4 and \$4.50. Washington navels are \$5. Lemons are up. Palermos are \$5, and Messinas are \$5.50 to \$6. Of other green fruits, Pineapples are \$2.50 to \$4, sweet potatoes are \$4.50 to \$5, bananas are \$2.50 to \$3.50 for fancy, \$1.50 to \$2 for seconds, and 75c. to \$1 for thirds.

### PROVISIONS.

The sales of the week have been reasonably large, and the tone of business has on the whole been good. The receipts of hogs have been fairly large but the class of hogs coming in has not always been what buyers want.

BACON—Long clear is 8 to 8½c., bellies are 11 to 11½c., backs are 10½ to 11c., rolls are 9 to 9½c.

DRESSED HOGS—Are steady at \$5.50 to \$6.

HAMS—Smoked are 11½ to 12c., and sweet pickled 11 to 11½c.

LARD—Is steady at 9¼ to 9¾c.

MESS PORK—Ranges from \$15 to \$16.50.

WE ARE BUYING

**Dried  
Apples.**

SEND SAMPLES  
AND QUOTATIONS

ESTABLISHED 1880.

**STANWAY & BAYLEY.**  
BROKERS

AND  
GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST. TORONTO.

WE ARE BUYING

**Evaporated  
Apples**

SEND SAMPLES  
AND QUOTATIONS.



**JAMES E. BAILLIE,  
PORK PACKER,  
TORONTO.**

Long Clear Bacon, Mess Pork, Short Cut Pork, Breakfast Bacon, Backs, Spiced Rolls, Pure Lard, Sugar Cured Hams, White Beans, Dried and Evaporated Apples, at close prices. Write for quotations.

GEO. C. THOMPSON. CHAS R. KING.

**THOMPSON & KING,**

Consignees, Brokers, General Commission and Mercantile Agents,

51 Wharf Street, cor. Fort, Victoria, B.C.  
Storage. Correspondence Solicited.

**T. W. CLARK & CO.,**

General Commission and Provision Merchants 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.**

—DEALER IN—  
Labrador Herring, barrels and halves.  
Lake Superior Whitefish and Salmon Trout.  
Lake Herring.  
New Cured Hams and Bacon.  
Pure Canadian Lard.  
Mess and Short Cut Pork.

Write for Prices.



All kinds of produce handled. Consignments 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 advancing 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 Storekeeper has to send from home to sell. None of our own goods to sell in preference to yours when the market is good. Nothing between you and best price obtainable except a small commission. Prompt Sales and Quick Returns.

We Furnish Egg Cases. Try Us.

**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 application.

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, GRANGER & CO.,**  
81 Front St. E.

Produce and Commission Merchants.

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

Correspondence Solicited. Prompt Returns Made.  
TELEPHONE 2237.

**JNO. A. MOIR,  
GENERAL AGENT.**

Consignments Solicited.

SPECIALTIES: Canned Goods, Dried Apples, Evaporated Apples, Codfish.  
Quotations and samples sent on application. A trial solicited.

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

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

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26 WEST MARKET STREET,  
Provision and Commission Merchants.**

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

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Solicit consignments of Country Produce from Storekeepers.

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Commission Merchant**

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

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



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

## MARKETS—Continued.

## SALT.

The trade is getting better every day. Prices are steady at last week's quotations.

## DRY GOODS.

Brighter weather has given an impulse to the trade in dressgoods and smallwares in a stocking up way, but there is a lack of vim in the demand. There is quite an exchange of money and produce now going on at good prices, but still buying hangs back.

## RAW FURS.

The supply is now pretty small. The trade is drawing to a close. Prices are still:—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, 25c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.75.

# MONTREAL

## MONTREAL MARKETS.

MONTREAL, April 23, 1891.

## GROCERIES.

There has been more animation to note since our last, and although it can hardly be said that business has commenced in earnest there is more disposition that way, and briefly the indications are that in the course of a week or so the movement will be in full flow, and it is expected to be healthy and good, for reports from all parts are to the effect that stocks in consumers hands are small. In the way of particular features there is little to say. Sugar is quiet with only a small trade doing in the way of immediate wants, and it will remain in this position until the Budget is brought down. Molasses is firm and fairly active in a jobbing way, while teas are in extremely small supply here, and there has been further reductions made in the stocks of Japan during the week. Rice and spices remain as before. Dried fruit are quiet, but a feature is the firmness of currants, which have been pretty well cleared up, and any nearby stock cannot be touched except at a material advance. Green fruit remains quiet, buyers awaiting the annual spring sales, while there is nothing particular to say in regard to fish. Canned goods, however, have been subject to considerable speculative manipulation during the week, notably salmon and tomatoes, and it is said that in the case of the latter the operator has already realized some handsome profits. Our detailed review gives details in full.

## SUGAR AND SYRUPS.

There is a fair trade doing in sugars, but only in the way of immediate wants and there is no possibility of anything else until after the Budget is brought down and the uncertainty about the duty dissipated. Prices rule about the same, 6½ for granulated and 5 to 5¾c. for yellows.

Syrups move along slowly 3¼ to 4c.

## MOLASSES.

There is little change to the molasses market which rules firm with some transactions in a jobbing way in Antigua and Trinidad at 30c. and over according to quantity. Barbadoes are held firm at 35c. and we

Butter, Eggs, Potatoes,  
Onions, Cheese, Oats,  
Apples, Hay, Straw,  
Hogs, Poultry, Fish,  
Evaporated and Canned  
Goods wanted at once

## BEST BRANDS OF

Bakers' and Family Flour

## ALSO WANTED.

We handle all lines of FARM AND ORCHARD PRODUCE as well as DAIRY.

Write for Quotations for this market or Britain to

## IMPERIAL PRODUCE CO'Y.,

OF TORONTO, LTD.,

69 Front Street East, Toronto.

note the shipment of a car load of Porto Rico to the States to a competing point with Boston houses by a local operator.

## TEA.

The tea market generally inclines to firmness, and although no great accession, as compared with the previous week in the way of business, is to be noted, there has been more disposition shown for business than formerly, especially in the case of blacks, several equines being received. Some good sized sales of Japans have also been made, the most recent transaction being a round lot of 700 half-cases Japan at 17½ to 19c. Some low grades have also been turned over at 15½c. Advices from England cite advanced prices, Ceylon and Indian teas being especially firm, while the difficulty about securing good leaf stock is still a factor, nothing of anything like good quality being obtainable under one shilling.

## COFFEES AND SPICES.

There has been some little business in coffees during the week, the firmness being fully maintained, and we hear of some further lots of Rios leaving first hands at 20c. Other goods also have been fairly active in a jobbing way.

Spices show no change, pepper, ginger, etc., moving along quietly.

## RICE.

There is nothing to say about the rice market, and the position is quiet and unchanged. A large London firm writing under date April 7, says the price of rice there and in Burmah continues to advance steadily, and that advances on recent quotations are being refused. Freights are also up considerably. In fact everything points to high prices for rice this year. We quote

Japans, \$4.50 to \$5; choice, \$4.25 to \$4.50; standard, \$3.90, and off grades, \$3.50 in car lots.

## FRUIT.

The fruit market shows little change, but there is more disposition for business, and this has led to some widening of the jobbing movement as compared with last week, but it still has considerable to gain yet. The easiness already noted in Valencia raisins continues, and prime lots run about 5½c., while sales of off quality have been made as low as 5¼c. Advice from New York, however, are somewhat better, and the same is the case from London, and quotations have been made from the latter market on some lines would be close to 6c. laid down here. The prominent feature of the market, however, is currants, and the firm position they occupy, and prices have moved up a fraction or so since our last report. The market here is almost bare of the fruit, and quotations on stock near at hand are equal to 6c. for barrels and 6¾c. for smaller packages. Other lines of dried fruit show no change.

In green fruit the closeness of the annual spring trade sales preclude the idea of any extensive business, but there is a jobbing movement in oranges and lemons at steady figures.

## FIRST DRIED ORANGES AND LEMONS.

The Gerona will be here on the first of May or at the latest during the first week, when her lot, the particulars of which have already been given will be offered for sale by auction as usual. The Charrington the second steamer is also on the way with a like quantity, and to-day word was received that the steamship Escalona had passed Gibraltar and ought to be here by the 10th or 15th of May. Her cargo consists of 1300 boxes Carona oranges, 15,250 boxes Messina oranges and lemons and 2,000 cases Valencia oranges.

## CANNED GOODS.

There has been considerable speculative buying in this market within the week notably in the case of canned salmon and tomatoes. One operator has been picking up all he could at a price of both articles and it is said has already made profitable turnovers of the latter. His purchases of salmon were considerable being principally on a basis of \$1.25 to \$1.30 and he is holding them for considerably over that figure now. The tomatoes were bought at a range of \$1.10 and some lots have it is claimed been realized on at the rate of \$1.40 to \$1.50. It is expected that in the natural course of events the run will be small this year, while the fact of a combine on the Pacific coast is having due effect.

## FISH.

There is but little enquiry for fish at the moment, and beyond some business in dry cod and Labrador salmon there is no business to note. The former moves at firm prices, \$4.50 to \$5, and stocks are small, while the latter runs from \$15 to \$16, according to quality. All the green cod has been worked off the market except a few odd lots of No. 1, which it is impossible to quote. There is some enquiry for red sea trout across the line, which is quite likely to lead to business, as stocks are small. It is held here at \$9 to \$9.50 per barrel, according to condition and quality.

## HOPS.

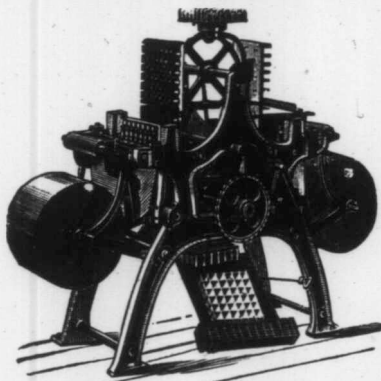
This market has presented but few features since last reviewed, and business on spot has been practically nil, while stocks here in second hands are next to nothing. In the country, however, it is reported that

ALL GROCERS SHOULD SELL  
THE

**Royal  
Dandelion  
Coffee**

Manufactured by  
**ELLIS & KEIGHLEY,  
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 low-  
est possible price. For prices and other informa-  
tion, address the Mills, CAMPBELLFORD, ONT



**SAWS** CIRCULAR, Shingle, Re sawing,  
Drag, Gang, Cross-cut, etc.

Write for Prices or Telephone 5120.

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

**Winter Wheat Flour**

KLEBER } Patents.  
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EDELIVEIS }  
MAY BLOSSOM—(straight roller).  
MINERVA—(extra).

Write for Samples and Prices,

**N. Wenger & Bros.,**  
AYTON, ONT.

**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.

**CAR LOTS or BROKEN LOTS**

Flour, Meal, Buckwheat Flour, Cornmeal,  
Eye Flour, or anything in the Flour, Feed or  
Grain line furnished on shortest notice at lowest  
prices.

**J. & R. ROBSON,**

Millers and Grain Dealers, 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.

**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.  
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Manufacturers of  
STANDARD AND GRANULATED OATMEAL.  
ROLLED OATS. ROLLED OATMEAL.

DEALERS IN  
Grain, Seeds, Bran, Shorts, Beans, Mid-  
dlings, 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 quan-  
tities, write or wire, and will reply promptly.  
Can ship via Canadian Pacific or Grand Trunk  
Railways. Have new machinery for the manu-  
facture of Rolled Wheat and Graham Flour and  
will be pleased to have orders.

**"TEA, AND THE SCIENCE OF BLENDING"**

Giving 26 Specimen Blends.

**SPECIALLY ADAPTED TO THE CANADIAN TRADE.**

This valuable work is now in press and will be  
ready for mailing in about ten days. It is hand-  
somerly bound and contains 120 pages. No live  
grocer can afford to be without a copy. As only a  
limited number are being printed, to be sure of a  
copy you should send at once, enclosing \$1.00 to  
R. S. McIndoe, 24 Front Street East, Toronto.

## MONTREAL MARKETS.—Continued

brewers have been buying some small lots, and it is notable that the prices given are more than they bid here. We quote 30 to 33c. for 1890 and 25c. for yearlings.

## PROVISIONS.

There is a small, quiet jobbing trade doing in provisions, with no change in prices to note: Canadian short cut, per barrel, \$17.00 to \$17.50; mess pork, western, per barrel \$16.50 to \$17.00; short cut, western, per bbl \$17.00 to \$17.50; hams, city cured, per lb 10¼ to 11¼c.; hams, canned, per lb 0 00 to 0 00c.; lard, Canadian, in pails, 8½ to 9c.; bacon, per pound, 9 to 10¼c.; lard, com., refined, per lb, 8 to 8¼c.

## EGGS.

The receipts of eggs have been larger recently, but the market has held fairly steady at previous quotations and we have no variation to note, while the demand has been somewhat better. Sales were made to-day at 12½c., but 11½ to 12c. is a very fair range.

## BUTTER.

Receipts of new butter are increasing, but there is no accumulation as yet, as the demand keeps up well and full prices are made when the stock is really worth the money. The principal basis for business is 26c. for fine new Townships, other grades in proportion. Held dairy has been attracting more attention recently, and although it can hardly be said that its position has been altered materially, yet it is somewhat improved. Some fair lots have been moved to the Lower Provinces at 14½c. and other consignments have been made to the other side, but there is still a considerable stock here, however, they help to pull it down to a certain extent. Fine new Townships, 25 to 28c.; Fine Morrisburg and Brockville, 22 to 23c.; Fine Western rolls, 21 to 23c.; Held Western dairy, 15 to 18c.; old butter, 6 to 8c.

## CHEESE.

There is nothing to note, nor will there be until the new make is on the market. The cable is unchanged at 58s.

## GRAIN.

All grains rule firm, wheat being especially so, and holders are asking as high as \$1.25 for No. 2 hard Manitoba, and sales have been made amounting to 7,750 bushels at \$1.22½c. The coarse grains are also proportionately stiff. The stocks in store compared with those of a week ago show an increase of 46,183 bushels of wheat, 65 bushels of corn, 1,166 bushels of peas, 4,166 bushels of oats, and a decrease of 1,228 bushels of barley. Compared with a year ago there is an increase of 342,031 bushels of wheat, 149,922 bushels of oats, and a decrease of 58,894 bushels of corn, 205,447 bushels of peas, 2,419 bushels of barley. We quote: No. 2 hard Manitoba, \$1.21 to \$1.22; No. 3 do., \$1.11 to \$1.13; No. 2 Northern, \$1.13 to \$1.15; feed do., 67c. to 70c.; peas, 92c. per 66 pounds in store; 95c. to 96c. afloat May; Manitoba oats, 57c.; Upper Canada do., 58c. to 60c. per 34 pounds; corn, 80c. duty paid; feed barley, 60 to 62c.; good malting do., 70c. to 75c.; rye, 80c. to 81c.

## FLOUR AND MEAL.

The flour market works along on a firm basis, and there is somewhat more enquiry to note from outside points, some fair business resulting in this connection now that navigation is open. In addition to business in strong bakers' at \$5.50 to \$5.75 and straight sellers at \$5.15, we note sales of extra at \$5 and superfine at \$4.75. The

stock in store shows an increase of 2,408 barrels compared with a week ago, and 10,625 barrels compared with a year ago.

Oatmeal remains scarce and firm at last week's quotations, as follows:—Patent spring, \$5.95 to \$6.05; patent winter, \$5.35 to \$5.50; straight roller, \$5.15 to \$5.25; extra, \$5.00; superfine, \$4.45; city strong bakers', \$0.00 to \$5.75; strong bakers', \$0.00 to \$5.75. Oatmeal, standard, per bag, \$3.25 to \$3.30; granulated, \$3.25 to \$3.30; rolled, \$3.25 to \$3.30.

## HALIFAX MARKET QUOTATIONS.

(Wholesale Selling Rates.)

HALIFAX, April 22, 1891.

FLOUR—Manitoba highest grade patents, \$6.50 to \$6.70; high grade patents, \$5.75 to \$6.10; good 90 per cent. patents, \$5.60 to \$5.70; straight grade, \$5.30 to \$5.40; superior extras, \$5.20 to \$5.30; good seconds, \$4.85 to \$5.00; Graham flour, \$5.25 to \$5.50.

OATMEAL—\$6.40 to \$6.55; rolled, \$5.60 to \$5.70.

CORNMEAL—Kiln dried, \$4.00 to \$4.10; do. in bond, \$3.00.

GRAIN, ETC.—Rolled wheat, \$5.50; wheat bran, per ton, \$24 to \$25.55; shorts, per ton \$26 to \$27; middlings per ton, \$27.50; to \$28.50; cracked corn per ton, including bags, \$42; ground oil cake, per ton, including bags, \$35 to \$40; moulee, \$34 to \$36; split peas, \$4.00; white beans, per bushel, \$1.80 to \$2; pot barley, per barrel, \$3.90 to \$4.10; Canadian oats, choice quality, 64 to 66c.; hay, per ton, \$11.75 to \$13.00.

MOLASSES—Barbadoes, 33 to 34c.; Demerara, 35 to 38c.; diamond N, 48c.; Porto Rico, 34 to 35c.; Cienfuegos, 31c.; Trinidad, 32 to 33c.; Antigua, 32 to 33c.

TOBACCO—Black, 38 to 44c.; bright, 42 to 58c.

## THE KIND OF MAN.

An exchange remarks "that the sharpest test of a man's character is in his treatment of what is in his power and wholly below him. Motives of self-interest are sufficiently strong and numerous to produce irreproachable conduct towards superiors or equals in strength or knowledge or station or wealth or intelligence. They have it in their power to defend themselves from our attacks, to bring us to account for our misdoings, to resist injuries, to reward benefits. Much of what renders our lives valuable is in their hands to bestow or to withhold. When, therefore, we so order our conduct as to conciliate and please those who can thus control our happiness and welfare, it may be a token of intelligence, but not necessarily of noble character. When, however, we come into relation with those who have no such power, who must accept without appeal what we choose to give them, who have no more substantial reward to bestow than gratitude or affection, and no severer penalty than secret and impotent wrath, we show something of our true selves by the way in which we treat them."

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.



JAMES LUMBERS.

## SUGARS DOWN.

My price for one or more barrels

## EXTRA GRANULATED SUGAR

is Twenty cents per hundred less than the Wholesale Grocers' Guild from one up to fifteen barrels and my Discounts on Sugars are one and one-half per cent.

Although I am

## BOYCOTTED

I am prepared to offer all lines of goods as in the past, and all orders shall receive my prompt and careful attention.

I carry a full line

Teas,  
Sugars,  
Tobaccos,  
Canned Goods,  
and all  
General Groceries

My Gunpowder,  
Hyson and Japan Teas

at 22 cents per pound are giving entire satisfaction.

RED HERRINGS  
or DIGBY CHICKENS.

Which I am offering at 13c. per box. There are about 45 herrings in a box.

## JAMES LUMBERS

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

# DAVIDSON & HAY

Wholesale Grocers,  
36 Yonge Street,  
TORONTO, ONT.

## Aylmer Chicken Soup

Great care being used in preparation of this highly commended Canadian Manufactured Article. As a Strengthening Food it is very wholesome and nutritious.

If you haven't already got it in stock, send order.

## Sloan & Crowther

WHOLESALE GROCERS,  
TORONTO.

## SYRUPS.

All Grades, including Redpath "M" in pails, each 42 lbs. net. This latter we offer at a price which will make it a Seller.

## 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

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WHOLESALE GROCERS,

35 and 37 Front St. East,

TORONTO, ONT.

SUGARS, COFFEES AND TEAS,  
SPECIALTIES.

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ADAMS & CO.

ESTABLISHED 1846.

Wholesale Grocers and Importers of

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SUGARS,  
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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.

FINEST SELECTIONS IN THE MARKET

-OF-

China, Japan, Indian and Ceylon

TEAS.

9 Front St. E., Toronto

## STEEL, HAYTER & CO

IMPORTERS OF

INDIAN TEAS

Direct from their estates in Assam.

Assams, Kangras, Darjeelings and Indian Oolongs in stock.

PROPRIETORS OF THE WELL-KNOWN

"MONSOON" BRAND.

SAMPLES AND QUOTATIONS ON APPLICATION

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

## 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.

Offer full stock of

TEAS,  
COFFEES,  
SUGARS,  
and General Groceries.

A few choice MALAGA RAISINS remaining, also CHOICEST and FINE FIGS in Boxes.

Just arrived: Prime Sicily Filberts.

J. F. EBY.

HUGH BLAIN

## MARMALADE

JUST RECEIVED.

Gray's New Stock

1 LB. POTS.

## Eby, Blain & Co.,

Wholesale Grocers,

FRONT AND  
SCOTT STS.

TORONTO.

**THE VALUE OF AN ATTRACTIVE WINDOW DISPLAY.**

It is surprising to find what little things impress the outside public, and a circumstance that was brought under our notice not very long ago, is calculated to illustrate our meaning. It was a store that was very prominently situated the window of which for many years had simply displayed in it the name of the firm. It was certainly kept clean, but that was all the attraction. The new blood that had been introduced into the firm, decided that they would take this sign down and have what they termed a respectably dressed window. The result was that the first prominent display of an article that was made in the window was surprising. Encouraged by the success which the first experiment resulted in, made the firm think the matter over very carefully. It was ultimately decided that they should have a series of displays of certain articles every week, and the influence was to be noted down carefully upon the sale of these various articles. One of them was an article that had been in stock for a considerable time, and it was decided to make a price on this particular one, filling the window and displaying attractive show cards, calling the attention of passers by to the bargain that awaited them. The result was that the entire stock of this particular article was cleared out inside of a week, to the great gratification of the firm.

—National Grocer.

**STICK TO YOUR LOCATION.**

Young business men will find it to their advantage to select a good location and then stick to it. People will become accustomed to the place, the sign will be familiar and business will grow.

The lady who goes shopping generally knows what counter to visit for the purchases she desires to make. She learns in frequent shopping excursions the location of the various store departments, and it facilitates her work that the department locations are seldom changed. If she visits a familiar counter and does not find what she expected she is at once lost and either inquires for its location or leaves the store and goes to another with which she is familiar. The young merchant should select a good site and then stay there until people know it and become accustomed to it. It takes time to build up a business in any location.

The same applies to the young man who selects a city for a home. He should settle down and stay there until he has secured an acquaintance that will be of assistance to him in securing what he desires or of hastening his advancement in what he is engaged. A young man is apt to become discouraged when he first sets foot in a new town because opportunities do not open to him readily. He forgets that as a rule some foothold is required for nearly every position. If he re-

members that, he is very apt to stick until he gets what he desires. It is "sticktoitiveness" that wins everywhere. Stick to your location; stick to your principles; stick to your work.—Minneapolis Commercial Bulletin.



**THE GAIL BORDEN**  
**Eagle Brand Condensed Milk**  
Has maintained its high reputation for **ABSOLUTE PURITY** for over a **QUARTER OF A CENTURY.**  
**AS A FOOD FOR INFANTS IT HAS NO EQUAL.**  
FOR SALE BY  
**Grocers and Druggists Everywhere.**



**TO GROCERS.**

**SIMCOE CANNING COY'S**

Goods are warranted first-class.

**PUSH THEM.**

Order through your wholesale House.

**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.

**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.

**REINDEER**



**BRAND.**

**CONDENSED MILK**

Pure, rich, full weight. For many purposes superior to ordinary natural milk

**CONDENSED COFFEE**

A valuable article, combining pure Coffees, Milk and Sugar. Prepared for use in a few seconds by simply adding boiling water. Makes an excellent cup of Coffee.

These are decidedly reliable and satisfactory goods to handle.

**Truro Condensed Milk and Canning Co., Ltd.,**

Truro, Nova Scotia.



IT HAS NO EQUAL.

A mother's pride is gratified,  
If with her bread she's satisfied.

Grocers who do not keep "Barm" Yeast, cannot enjoy the satisfaction produced by its use amongst their customers. Order a box from your Wholesale House at once.

ZIMMERMAN, 29th March, 1891.

THE BARM YEAST CO.:

This is to certify that I have used your "Barm" Yeast cakes with the greatest satisfaction and can highly recommend them.

BELLA GALBRAITH,  
Zimmerman, Halton Co.

**BARM YEAST MANUF'G CO.,**

35 Wellington Street East, TORONTO.

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

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

E. P. Breckenridge, Toledo, Ohio, Pres  
Edwin Norton, Chicago, Vice-Pres  
W. C. Breckenridge, Resident Manager

The Norton Manufacturing Co.,  
MANUFACTURERS OF

**TIN CANS**

By Automatic Machinery.

Fruit Cans, Paint Pails and Cans,  
Lard Pails, Baking Powder Cans.

Capacity, fifty thousand fruit cans per day.

Sole Agents in Canada for  
Norton Bros., "Soldier Hemmed" Caps, and  
Grocers' sample goods, and Haskell's  
sample cases.

Cor. YORK AND QUEEN Sts.,  
HAMILTON, - ONT.

**TOWNSEND & STEPHENS,**  
Public Accountants, Auditors, Assignees

Sherman E. Townsend. H. Seymour Stephens.

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

ALL GROCERS SHOULD SELL  
THE

**Royal  
Dandelion  
Coffee**

Manufactured by  
ELLIS & KEIGHLEY,  
TORONTO.

GROCERS SHOULD SELL  
**Cowan's  
Hygienic Cocoa.**

It is undoubtedly the Best in the World.

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

**EDWARDS, CATCHPOLE & CO'Y**

MANUFACTURERS OF  
French Blacking,  
Stove Polish,  
Writing Inks and Mucilage.

33 Wellington East, Toronto.

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

**Todhunter, Mitchell & Co.**

—DIRECT IMPORTERS OF—

**HIGH GRADE COFFEES,**

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS. :: TORONTO.

**MEDITERRANEAN FRUIT.**

Public Auction. We will Examine, Buy, and Ship the fruit for a moderate charge. Correspondence solicited.

**McBRIDE, HARRIS & CO.,**

134 McGill St.--1 to 21 College St.,

**MONTREAL.**

S.S. Gerona has 51,000 boxes Lemons and Oranges.  
" Charrington 33,000 " " "  
" Escalona 26,000 " " "  
These are due here in May, also two steamers due first week in June with 52,000 boxes.

**O**UR Mr. Tew, who has just returned from a visit to the English potteries, has brought out with him lines of Porcelain, Opaque, and Printed Wares, etc., entirely new to the Canadian market.

Our Tea, Dinner, and Toilet Wares top the market in both shape and decorations. Our Maple Leaf and Alaska Granite lines command inspection. Please examine our goods before ordering elsewhere.

**R. TEW & CO.,**  
Crockery, Glassware, Fancy Goods, Lamps, etc.  
**10 FRONT ST. East,**  
(Adjoining New Board of Trade Building.)



**SALES MADE OR PENDING.**

J. W. Horne, grocer, Winnipeg, advertises his business for sale.

A. Y. Seeley, general merchant, Port Medway, N. S., is sold out.

F. Parent & Co., general merchants, St. Leonard's, N. B., have sold out.

W. Burgess, general merchant, Balsam, Ont., has sold out to S. & H. Disney.

G. F. Spackman, general merchant, Windsor, Ont., has sold out to Wm. Lamb.

J. & J. Belfry, general merchants, Newmarket, Ont., have sold out to W. W. Playter.

W. H. Maulson & Co., general merchants, Moosomin, Man., advertise their business for sale.

McLean & McKay, grocers and boot and shoe dealers, Port Elgin, Ont., advertise their business for sale.

McMillan & McLean's general stock in Glencoe, Ont., is advertised for sale by auction on the 27th inst.

**PARTNERSHIPS FORMED AND DISSOLVED.**

D. G. Scott & Co, grocers, Moncton, N. B., have dissolved.

C. A. Phillips & Son, general merchants, Bristol, N. B., have dissolved.

H. W. Northrup & Co., wholesale grocers, St. John, N. B., have registered co-partnership.

Wm. Leach & Co., fruit dealers, etc., have dissolved, and are succeeded by Leach & McGregor.

A. Sweet & Co., general merchants, Winchester, Ont., have dissolved, Aaron Sweet continuing under unchanged style.

Hodgson Bros., produce dealers, Montreal, have dissolved. The firm is now made up of H. A. & J. A. Hodgson, who continue the business under the old style.

**FIRES.**

Thos. Dearing, general merchant, Exeter, Ont., is burnt out.

J. W. McAfee, general merchant, Millstream, N. B., is burnt out. No insurance.

**REMOVALS AND DEATHS.**

Wm. Baker, general merchant, Ayr, Ont., is dead.

John McMillan, oil refiner, Petrolea, Ont., and Montreal, is dead.

R. D. Guthrie, grocer, Pickering, Ont., has gone out of business.

John A. McDonald, general merchant and liquor dealer, St. Peters, N. S., is dead.

Jas. A. Mahar, general merchant, Campobello, N. B., has removed to St. Stephen.

**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

Jeffares & Co., grocers, Winnipeg, have assigned.

Godfrey Bros, grocers, Yarmouth, N.S., have assigned.

Jeffares & Co., grocers and butchers, Winnipeg, have assigned.

Remi Fortin, general merchant, Lake Weedon, Que., has assigned.

J. Williamson & Sons, fruit dealers, etc., Regina, Ass., have assigned.

B. Toombs & Co., commission merchants, Moncton, N.B., have assigned.

E. S. White & Co., general merchants, Carberry, Man., have assigned.

E. S. White & Co., general merchants, Carberry, Man., have assigned.

Thos. Malhot, general merchant, Gentilly, Que., is offering to compromise.

Leopold Larue, general merchant, St. Joseph de Soulanges, Que., has assigned.

McInnis Bros., general merchants, St. Peters, P.E.I., are offering to compromise.

Brown, Anderson & Co., grocers, Collingwood, Ont., have assigned to Wm. Reekie.

Thos. Austin, grocer and butcher, Fenelon Falls, Ont., has assigned to Jas. Dickson.

Jas. Young (China and Japan Tea Co.), Hamilton, has assigned to F. H. Lumsden.

John G. Morrison, general merchant, Springfield, N.S., is offering to compromise.

A meeting of the creditors of J. L. Lamarche, general merchant, St. Johns, Que., has been called.

Fitzpatrick & Co., general merchants, Wallaceburg, Ont., have assigned to C. B. Armstrong, London.

**BUSINESS CHANCES.**

**G**ROCERY BUSINESS FOR SALE DOING the largest retail business in town. Apply to Switzer & Brown, Collingwood, Ont. 18

**C**ARLOAD OF POTATOES WANTED. STATE price per bag on track. Also of oats and peas. Apply to W. Holditch, Sudbury. 18

**H**ONEY—GOOLD & COMPANY, BRANTFORD, are supplying grocers with pure honey. Write for prices and catalogue of bee hives, extractors, foundations, etc.

A. H. BADGEROW.

ALEX. H. DIXON.

**The Badgerow, Dixon Bonded Vinegar Manufacturing Co.,**

**79 and 81 Jarvis St., Toronto**

Highest award, Toronto Exhibition.



**TENDERS.**

**S**EALED TENDERS addressed to the under signed, and endorsed "Tender for Indian Supplies" will be received at this office up to noon, of SATURDAY, 9th May, 1891, for the delivery of Indian Supplies, during the fiscal year ending 30th June, 1892, consisting of Flour, Beef, Bacon, Groceries, Ammunition, Twine, Agricultural Implements, Tools, etc., duty paid, at various points in Manitoba and the North-West Territories.

Forms of tender, containing full particulars relative to the Supplies required dates of delivery, etc., may be had by applying to the undersigned, or to the Indian Commissioner at Regina, or to the Indian Office, Winnipeg.

Parties may tender for each description of goods (or for any portion of each description of goods) separately or for all the goods called for in the Schedules, and the Department reserves to itself the right to reject the whole or any part of a tender.

Each tender must be accompanied by an accepted Cheque in favor of the Superintendent General of Indian Affairs, on a Canadian Bank, for at least five per cent. of the amount of the tender, which will be forfeited if the party tendering declines to enter into a contract based on such tender when called upon to do so, or if he fails to complete the work contracted for. If the tender be not accepted, the cheque will be returned and if a contract be entered into for a part only of the supplies tendered for an accepted cheque for five per cent. of the amount of the contract may be substituted for that which accompanied the tender; the contract security cheque will be retained by the Department until the end of the fiscal year.

Each tender must, in addition to the signature of tenderer, be signed by two sureties acceptable to the Department for the proper performance of the contract based on his tender.

This advertisement is not to be inserted by any newspaper without the authority of the Queen's Printer, and no claim for payment by any newspaper not having had such authority will be admitted.

L. VANKOUGHNET,  
Deputy of the Superintendent-General  
of Indian Affairs.

Department of Indian Affairs,  
Ottawa, March, 1891.

The Packers' Association of Canada, admit that the labels produced by the  
**SUN LITHO. CO.,**

are superior to those produced by any other house in the Dominion. For Samples, Prices, etc., apply

**SUN LITHO. CO.,**  
**TORONTO.**

ALL GROCERS SHOULD SELL

THE

**Royal  
Dandelion  
Coffee**

Manufactured by

ELLIS & KEIGHLEY,

TORONTO.

**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.





**STUDY**  
**THIS COMPARATIVE ANALYSIS.**

	Johnston's Fluid Beef Extracts.	Beef Extracts.
Albumen Fibrine, &c. (Nutri's Element)	22.10	none.
Soluble Salts of Flesh, (Stim. Element)	33.40	58.50
Mineral Salts, (Bone Forming Element)	12.60	21.52
Moisture,	31.90	20.00
	100.00	100.00

Beef Extracts are merely stimulants.

JOHNSTON'S Fluid Beef is Real Food.

**W. G. A. LAMBE & CO.,**  
Late WILLIAMSON & LAMBE.

**STORAGE**

54 & 56 Wellington St. E., Toronto

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

EMIL POLIWKA & Co.

36 Front st., East, Toronto, Ont.

Dominion Agents.

**Women Who Know a Good Thing**



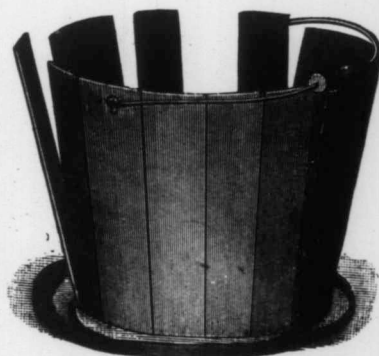
When they see it all say that the "TARBOX" SELF-WRINGING MOP is indispensable to every well-regulated household, **LIGHT, HANDY, DURABLE** Wrung at arm's length without wetting the hands, thus avoiding CHAPPED, or Sore hands. No stooping or straining of the back. Sold everywhere. Ask your dealer for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

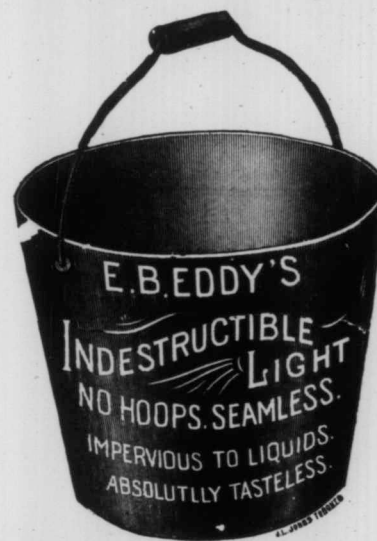
**TARBOX BROS.,**

73 Adelaide Street West, Toronto,  
Sole Manufacturers.

**CATCH ON!**



The Old Wooden Bucket.



E. B. Eddy's Indurated Fibre Pail.

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.

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

**JAMS**  
AND  
**JELLIES**  
SUPERIOR  
IN  
QUALITY.

Raspberry, Strawberry, Blackberry, Plum, Grape, and Apricot Jams.

Red Currant, Raspberry and Strawberry Jellies.

Glass, Tin and Wood Packages.

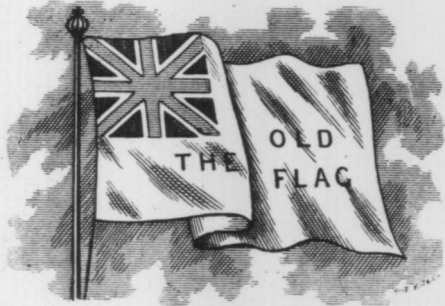
✻ ADMITTED BY ALL ✻

That our Jams and Jellies are superior in quality. We have a full line in all size packages. Can ship in a moment's notice. Goods guaranteed.

**DELHI CANNING CO.,**  
DELHI, ONT.

# 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, April 23, 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	Per doz	2 00
" 2, in tins		75
Cook's Gem, in 1 lb pkgs		\$1 75
" 7 oz "		85
" 5 lb, tins		65
" bulk, per lb		12
Empire, 5 dozen 4 oz ca s	Per doz	50 75
" 4 " 8 "		1 15
" 2 " 16 "		2 00
" 1/2 " 5 lb cans		9 00
" bulk, per lb		15

### COOK'S FRIEND.

Size 1, in 2 and 4 doz boxes	Per doz	\$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, 2 "		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		14 1/2
People's Mixed		10 1/2
Pilot Family		6 1/2
Snowflake		11
Niagara		15
Soda		6
Soda, 1 lb packages		7 1/2
" 3 lb		20
Sultana		12 1/2
Oyster crackers	6	7
Milk biscuit		10
Butter crackers		9 1/2
Tea		11 1/2
Wine		9 1/2
Wine, sweet		9

### BLACKING.

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

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

### SILVER STAR STOVE PASTE.

Silver Star Stove Paste	Per gross 9 00
Packed in fancy wood boxes, each box contains 3 doz.	
EDWARDS, CATCHPOLE & CO'S	
Crown Polish, No. 1, per gross	9 00
" No. 2	4 80

### BLUE.

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

### BROOMS.

Carpet	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 20
O Hurl 4		1 95
2 " 3		2 65
3 " 3		2 35
4 " 3		2 05
OK 2		1 70
Hvy Mill 4		3 70

### CORN BROOMS.

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

### CANNED GOODS.

Apples, 3's	Per doz	\$1 15	\$1 20
" gallons		3 10	3 25
Blackberries, 2		2 00	2 10
Blueberries, 2		1 25	1 40
Beans, 2		0 95	1 10
Corn, 2		1 10	1 25
Cherries, red pitted, 2's		2 25	2 40
Peas, 2's		1 25	1 35
" sited select		1 35	
Pears, Bartlett, 2's		2 00	2 25
" Sugar, 2's		1 50	
" "		2 00	
Pineapple, Baltimore		2 40	2 50
" Bahama		2 50	3 00
Peaches, 2's		2 75	2 85
" 3's		3 75	3 85
" Pie, 3's		1 60	1 65
Plums, Gr Gages, 2's		2 00	2 10
" Lombard		2 00	2 10
" Blue		1 90	2 00
Pumpkins, 2's		1 00	1 10
Raspberries, 2's		3 00	3 25
Strawberries, choice 2's		2 45	2 50
Succotash, 3's		2 40	2 50
Tomatoes, 3's		1 50	1 65
Finnan haddies		1 50	
Lobster, Clover Leaf		2 75	
" Crown		2 50	
Mackerel		1 15	1 25
Salmon, 1's		1 40	1 55
" white		1 10	1 25
Sardines Albert, 1/2's tins		10 1/2	11 1/2
" 1/2's "		15	18
" Martiny, 1/2's "		10	10 1/2
" Other brands, 9 1/2, 11, 16, 19		23	25
" P & C, 1/2's tins		33	36
" Amer, 1/2's "		6 1/2	8
" 1/2's "		8	11

Jellies. Red Currant, 1 lb. white	\$2.75
Black Currant, 1 lb. white	\$2.75
DELHI CANNING CO.	
Jams assorted, 1's	2 55
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
" 2 " "	3 15
" 4 " "	5 85
" 2 " "	7 00
Par Ox Tongue, 2 1/2 "	\$7 25
Ox Tongue	7 50
Lunch Tongue	3 00
English Brown	5 25
Camb. Sausage	2 50
" 2 " "	4 00
Soups, assorted	1 35
" 2 " "	2 25
Soups & Bouilli	1 80
" 6 " "	4 50
Potted Chicken, Turkey, or Game, 6 oz cans	1 50
Potted Ham, Tongue or Beef, 6 oz cans	1 35
Devilled Tongue or Ham, 1/2 lb cans	1 35
Devilled Chicken or Turkey, 1/2 lb cans	2 25
Sandwich Ham or Tongue, 1/2 lb cans	1 50
Ham, Chicken and Tongue, 1/2 lb cans	1 50

### MINCE MEAT.

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

### CHEWING GUM.

ADAMS & SONS.	
To Retailers.	
Tutti Frutti, 36 5c bars	\$1 30
Bo-Kay (new)	1 00
Sappota	1 15
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 Asst.	0 75
Puzzle Gum	0 75
Colah	0 75

(Blacklock Bros., Montreal Agents.)

Marmalade Price, f.o.b. Montreal. dz.

" Home Made," glass 1 lb. \$2.35

White 1 lb. 2.25

" 2 " 4.15

Stone 7 " 13.20

White 1 " 2.10

Scotch..... 2.10

Jams.

Gooseberry .....

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.

TODHUNTER, MITCHELL & CO'S.

Chocolate—	Per lb.	
French, 1/4's... 6 and 12 lbs.	0 30	
Caracas, 1/4's... 6 and 12 lbs.	0 35	
Premium, 1/4's... 6 and 12 lbs.	0 30	
Sante, 1/4's... 6 and 12 lbs.	0 26	
Diamond, 1/4's... 6 and 12 lbs.	0 24	
Sticks, gross boxes, each...	1 00	
Cocoa, Homopap'te, 1/4's, 8 & 14 lbs	30	
Pearl	25	
London Pearl 12 & 18	22	
Rock	30	
Bulk, in bxs	18	

JOHN P. MOTT & CO'S

E. S. McIndoe, Agent, Toronto.)

Mott's Broma.....per lb	\$0 30
Mott's Prepared Cocoa.....	28
Mott's Homopap'te Cocoa(1/4's)	32
Mott's Breakfast Cocoa.....	40
Mott's Breakf. Cocoa(in tins)	45
Mott's No. 1 Chocolate.....	30
Mott's Breakfast Chocolate....	28
Mott's Caracas Chocolate.....	40
Mott's Diamond Chocolate....	22
Mott's French-Can. Chocolate	20
Mott's Navy or Cooking Choc.	26
Mott's Cocoa Nibbs.....	30
Mott's Cocoa Shells.....	5
Mott's Vanilla Chocolate stick	22&24
Mott's Pure Confec Chocolate	22c-38
Mott's Sweet Confec Choc.	21c-30

COWAN COCOA AND CHOCOLATE CO.

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

Chocolates—

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

WALTER, BAKER & CO'S

Chocolate—

Pre'm No. 1. bxs. 12 & 25 lbs each	35
Baker's Vanilla in bxs 12 lbs each	48
Caracas Sweet bxs 6 lbs each, 12 bxs in case.....	31
Eagle, sweet & spiced, bxs 12 lbs each.....	30
Vanilla Tablets, 416 in box, 24 bxs in case, per box	3 50
Spanish Tablets, 100 in box, 12 bxs in case.....	2 87

German Sweet Chocolate—

Grocers' Style, in cases 12 boxes, 12 lbs each	23
Grocers' Style, in cases 24 boxes, 6 lbs each	23
48 Fingers to the lb., in cases 12 bxs 12 lbs each	23
48 Fingers to the lb., in cases 24 bxs 6 lbs each	23

Cocoa—

Pure Prepared boxes, 12 lbs each	36
Cracked, boxes, 20 lbs each, 1 lb and assorted papers.....	28
Cracked, in bxs, 12 lbs., each, 1 lb. papers.....	28
Cracked, in bags, 6, 10 & 25 lbs each	23
Cocoa and shells, 12s and 25s.....	25

Breakfast Cocoa—

In bxs, 6 & 12 lbs., each, 1/2 lb. tins	40
In boxes, 12 lbs., each, 1 lb. tins, decorated canisters.....	43

Broma—

In boxes, 12 lbs., each, 1/2 lb. tins.....	37
--	----



GIBSON & GIBSON'S  
Sydney] per lb  
Gibson's  
Cocoa, 1/4 s. .... 0 30  
Soluble Cocoa  
bulk in boxes 0 18

Prepared do " " " " " " " "	0 22
Sydney Gibson's Chocolate, 1/4 s. and 1/2 s.	0 30
Gibson's Rock do 1/4 s. and 1/2 s.	0 30
Dr. Clarke's do 1/4 s.	0 40
Confectioners' Pure Chocolate	0 30
10 lb. blocs.....	0 30
Vanilla choc. sticks, per gross.....	1 00
Gibson's Icina, 1/4 s. 4 doz. in case.	1 35
Gibson's Icina, 1 lb 2 " " "	2 40

COFFEE.

GREEN

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

WHOLE ROASTED OR PURE GROUND.

ELLIS & KEIGHLEY'S.

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

TODHUNTER, MITCHELL & CO'S

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

J. W. COWAN & CO.

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

EXTRACTS.

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

FLOUR AND MEAL.

Flour, Family.....	\$5 10 5 45
" Manitoba Patent.....	6 05 6 15
" Ontario patents.....	5 30 5 50
" Straight Roller.....	5 00 5 15
" Extra.....	4 75 4 80
" Strong bakers'.....	5 75 5 85
Oatmeal, standard, bbls.....	6 00
" granulated, ".....	6 20
" rolled ".....	6 25
Rolled Oats.....	6 20
Bran, per ton.....	15 50
Shorts.....	20 90
Cornmeal.....	4 00 4 40

FLUID BEEF.

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

FRUITS.

FOREIGN. c. per lb.

Currants, Provincial, bbls... 6 1/2, 6 3/4	
" " 1/2 bbls 6 1/2, 6 3/4	
" " cases 6 1/2, 6 3/4	
" Filigras, bbls... 6 1/2, 6 3/4	
" " 1/2 bbls 6 1/2, 6 3/4	
" " cases 6 1/2, 6 3/4	
" Patras, bbls... 7 1/2, 7 3/4	
" " 1/2 bbls 7 1/2, 7 3/4	
" " cases 7 1/2, 7 3/4	
" Vostizzas, cases. 7 1/2, 8 1/4	
" " 1/2 cases 7 1/2, 8	
" 5-crown Excelsior (cases)..... 9 1/2, 9 3/4	
" " 1/2 case... 9 1/2, 9 3/4	
Dates, Persian, boxes,..... 5 1/2, 6	
Figs, Elemes, 14 oz., per box	10 12
" 10 lb boxes..... 12 1/2, 13	
" 20-lb..... 15 16	
" Seven-Crown..... 18	
Prunes, Bosnia, hhd's..... 7 1/2, 8	
" " cases, new..... 8 1/2, 10	
Raisins, Valencia, off stalk,	6 1/2, 6 3/4
Selected..... 7 1/2, 8	
Layers..... 8 1/2, 8 3/4	
Raisins, Sultanas..... 17, 18	
" Eleme..... 7 1/2, 8	
" Malaga:	
London layers..... 3 00 3 25	
Loose muscatels..... 2 35 2 75	
Imperial cabinets..... 3 25 3 50	
" " qrs. flat..... 1 00	
Connoisseur clusters..... 4 00 4 25	
Extra dessert " " qrs..... 4 75 5 00	
" " " " qrs..... 1 50	
Royal clusters..... 6 00 6 50	
Fancy Vega cartoons..... 2 75	
Black baskets..... 4 00 4 25	
" " qrs..... 1 30 1 35	
Blue " " qrs..... 1 50 1 60	
Fine Dehesas..... 7 00 7 25	
" " qrs..... 2 00 2 25	
Lemons, Malaga..... 4 50 5 00	
" " Messina..... 5 50 6 00	

Oranges, Floridas.....	4 00 4 50
" " Jamaicas.....	.....
" " Valencias.....	6 50
" " California navels.....	5 00 5 50
" " River seedlings.....	4 00 4 50

DOMESTIC.

Apples, Dried, per lb.....	0 08 0 09 1/2
do Evaporated.....	0 14

GLASSWARE.

TAYLOR, SCOTT & CO.

Lamp Chimneys, O.....	32
" " A.....	35
" " B.....	45

GRAIN.

Wheat, Fall, No. 2.....	1 15
" Red Winter, No. 2.....	1 16
" Spring, No. 2.....	1 07 1 08
" Man. Hard, No. 1.....	.....
" " No. 2.....	1 21
Oats, No. 2, per 34 lbs.....	53 54
Barley, No. 2, per 48 lbs.....	59
" No. 3, extra.....	55 59
Rye.....	53 54
Corn.....	83 84

HAY & STRAW.

Hay, Pressed, " on track	8 00 9 75
Straw Pressed, " " "	5 00 7 00

LARD.

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

MUSTARD.

ELLIS & KEIGHLEY'S.

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

NUTS.

Almonds, Ivica.....	14 15
" " Tarragona.....	16 17
" " Formigetta.....	.....
Almonds, Shelled Valencias	35, 37
" " Jordon.....	45, 55
Brazil.....	10 10 1/2
Cocoanuts.....	6 00 6 50
Filberts, Sicily.....	11
Filberts, Oblong.....	14 15
Peanuts, roasted.....	12, 13
" " green.....	9 10
Walnuts, Grenoble.....	17 18
" " Bordeaux.....	12, 13
" " Naples, cases.....	.....
" " Marbots.....	13 1/2
" " Chilis.....	12 13

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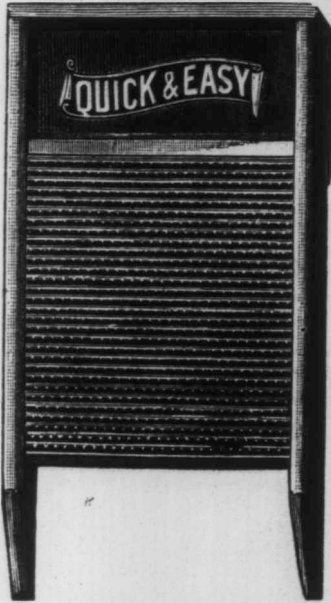


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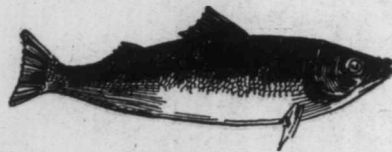
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