

**THE CANADIAN GROCER**  
 & GENERAL STOREKEEPER

PUBLISHED WEEKLY  
 \$200 PER YEAR

VOL. V.

TORONTO, SEPTEMBER 25, 1891.

No. 39

FINE GOODS OUR SPECIALTY.

MADRE E' HIJO (7 SIZES)

Registered.



Fac-Simile of Package.

**CAUTION:**

**BENSON'S**  
 CANADA **PREPARED CORN**

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

**EDWARDSBURG STARCH CO.,**

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**THE LONGFORD MAN'G CO.,**

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IS THE **MOTT'S** BEST.

ASK FOR  
**DUNN'S  
 BAKING  
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 THE COOK'S BEST FRIEND  
 Largest Sale in Canada.

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TORONTO.



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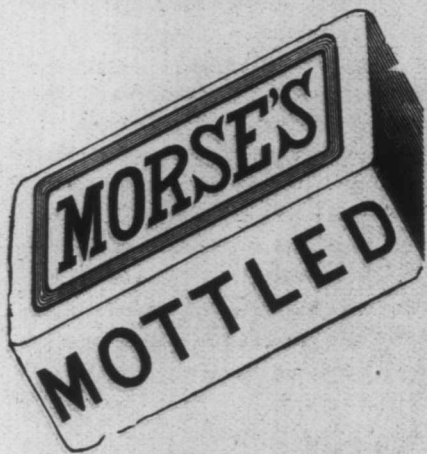
THE CANADIAN GROCER

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WORKS: VANCOUVER, B. C.

Paris Lumps, Powdered, Granulated and Yellow Sugars:

All of very finest quality and absolutely unadulterated. Manufactured from Pure Cane Sugar.

-: **Finest Golden Syrups.** :-



# 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.

Vol. V.

TORONTO, SEPTEMBER 25, 1891.

No. 39

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

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

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MONTREAL OFFICE: 115 St. Francois Xavier St.  
G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building,  
Roy V. Somerville, Manager.

SPECIAL TO OUR READERS.

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

A beautifully kept grocery store is sure to produce an atmosphere of taste that will make itself felt in any populous quarter where such store stands. Where one store is really attractive, neighboring stores throughout a considerable radius from it will show the ascendancy of its influence by attempts more or less successful at effects such as it has reached. They will all aim to be beautiful according to their light or means. This shows the power of example, and yields the highest flattery, that is imitation, to the local leaders in elegant shop-keeping. These may take credit to themselves very often for fitting shop-keeping in their district upon a far higher plane than they found it upon among their neighbors. Efforts made in behalf of one's own business can thus raise the general level of shop-keeping very perceptibly. The keeper of a handsome store is therefore one to whom the public owes some gratitude as a reformer in taste. This ought to be some satisfaction to him, but he needs no more than the sense of value received in the way of enhanced trade.

\* \* \* \*

The term "competition" is common enough in trade parlance to be understood. Yet its use in trade has tended to specialize the

meaning, and narrow it down to the expression of but one form of competition. There are many traders to whom the word suggests no other effect but that of grading down prices. Competition with them means a strife in which opposing dealers vie with each other in the one sole matter of prices. That is a wrong idea of what competition means, and that narrow acceptance of the word is probably responsible for much of the evil of price-cutting. If traders more generally recognized that they could compete in many other ways than by that of low prices there would be less sacrifice of profit to-day and more solvency in trade. It is equally true that the excesses of competition would be less heard of, as they cannot be practised to so mischievous a degree in other forms of the principle as in that of price warfare. The benefits of it are also more obvious in nearly any other mode of manifestation.

\* \* \* \*

Take the competition, for example, in which one neighbor trader undertakes to cope with his rival as a stock keeper, or store dresser. Where a trader goes in to cast his competitor's attractions into the shade, he makes use of a means in which there are both utility and beauty as resources of attraction to customers. He will thereby certainly draw some trade. And the tax upon his inventiveness and versatility will do him good, will educate him as a shopkeeper, whereas the tax upon his profits in a price-competition very seldom builds him up financially or morally. It tends to pull him down morally, and to accustom him to look with complaisance upon the idea of forcing his ditorscretotake 50c. or thereabout on the dollar. But the dealer who moves steadily upon his opponent's custom along the line of competition in store attractiveness is pursuing a course that is healthy in all its effects. People like to go into a shop beautified by tasteful arrangement, freshened, well lighted

and attended by courteous salesmen. They like the pleasant experience, and will pay a slight tribute in the way of an addition to prices often to enjoy it, particularly if the opposing dealer keeps a very disorderly looking place.

\* \* \* \*

Pleasant manners are another respect wherein traders can compete with each other. The public are not always after material returns for their money. They like to be well treated, they value considerateness and courtesy. The store keeper ought, if not from natural disposition, at least from policy, aim to be an agreeable man to meet, and to keep agreeable help about him. He will be a hard rival to do business against if he is such a man, and also makes a study of the appearance of his store. An affable, hearty manner would make a dull store bright. Much more would such a manner tell as a resource for drawing trade in a store whose appointment was as nearly faultless as it could be kept.

\* \* \* \*

These forms of competition are wholesome. They benefit not only the man who practises them but all the trade within range of his influence. An instance comes to mind of a trading quarter in a city where the stores in one line of business were noted for the lack of taste or order in the keeping of their stocks. A new comer opened up there and made a specialty of tasteful, often varied arrangement. In a few years the effect was a complete transformation of the general appearance of the quarter. Neatness had become epidemic, for it was found to pay. The trim, bright well kept stores that are to be seen to-day are the very antipodes of those that were there before the new comer came. The improvement is all due to the example of one man, to whom the city owes not a little for raising the standard of taste, but also the value of property in that quarter.

### THE PETTY TYRANNY OF CASH. THE USE OF A STORE WINDOW.

A salesman ought to have a liberal knowledge of human nature, either as the effect or the cause of his being a salesman. Not only should he have that knowledge, but he ought also to have control enough over the bent of his own idiosyncracies to be able to humour the whims of people, no matter how trying they are. The man who can do this without too much waste of nervous force has learnt the most important lesson taught in the salesroom. He requires to be something of a philosopher to practise it. Egotism, above all things must be effaced, yet in a knowledge of his own nature must he first look for the secret motives that underlie the eccentricities and perversities of customers. To know how to work with the grain of a possible buyer is hard enough usually, but actually to work with it is many times harder. The grain is often very wayward and frequently doubles on the edge that would cut with it, and what can work freely in direction with the windings of a knot? The salesmen whose equanimity is not disturbed by contact with such natures are as rare as saints. The constant suppression of one's own opinions or knowledge in the face of the most vulgar ignorance is hard but wholesome. It is the sort of schooling which makes the perfect salesman. The malicious desire to get the salesman to make conflicting statements, the miserable artifices to beat down prices, the mean attempts at bluff, the petty criticisms, the affected indifference as to buying, all these things are apt to inflame a man's blood if he is not a stoic in self-control. We have seen a man whose very boot toes itched to kick his tormentor, stand in seeming tranquillity and suffer the utmost irritation and yet make no sale. That salesman was a well-disciplined man, though naturally a hot-headed one.

The necessity to avoid running counter to a customer's faults and of flattering his vanity, is a necessity that Cash imposes. Those whose trade is considerable and whose money is sure, may be as boorish as they please, they consider, and it is usually more profitable not to disabuse their minds of this error. It is an easier matter, hard though it be, for a salesman to educate himself to passive toleration of his customers' aggravating manners, than it is for him to educate the customers to better manners. What makes customers good to the salesmen is their power to give ready money or its equivalent for goods. Not that the salesman ought to be a sordid man, but he must look out to make no enemies among eligible customers. But the credit customer is satisfied with more brusque treatment. It is well to remember, however, that he may have cash some day, and then he may remember where civility was unstinted.

No matter how little or much you spend on newspaper advertising, never omit the valuable and inexpensive method of drawing public attention by the display of goods in your store window. Hundreds of people pass your door every hour, of whom a large percentage are in quest of, or need articles which you keep in stock, and if your window is so arranged as to attract attention, very little further effort is necessary to effect the sale.

Some years ago, among a certain class of so-called "exclusive tradesmen," it was thought the proper thing to have dark blue curtains lowered to conceal half the height of the windows, which were entirely empty save for a gilt sign or mirror in the rear; but the traders of to-day vie with each other in their efforts to attract attention and admiration from the passing throng, by the display in their windows; indeed to such an art has this mode of advertising become that we find in our larger cities many individuals who earn large incomes by their skillful service in artistic window dressing, and in Chicago there has been published for some time a journal which treats entirely of this subject. It is, therefore, not the intention of this article to furnish any new ideas upon the subject, but rather to impress upon the mind of traders the importance of bestowing great care upon his window display.

The quickest route to the public pocket is via the eye, and it is, therefore, to the sense of color, size, and pleasing combination, which window display must cater. The first thing to do is to keep the glass perfectly clean and free from streaks or dust, and the woodwork tastefully painted in a subdued color which will harmonize with the surroundings; nothing repels a transient customer more than an unwashed and fly-specked window, and the brighter the lights within, the more prominent appears the dirt upon the surface of the glass. The inside of the window at the back and sides should be covered with cloth, or paint which will reflect the light without color upon the goods, and not detract the attention, but a pleasing background for the display; plain white, red, yellow are too glaring and offend the eye, while wine, olive, old gold and others, either entire or in combinations, attract the eye and add to the appearance of the goods.

If the window is small its size may be apparently enlarged by the use of mirrors, at the sides and rear, to duplicate by reflection the articles displayed. A platform of steps made in movable sections, and covered with cloth, is essential to the display of many small articles and admit of easy change and arrangement of the goods. The light for the window should be reflected from the outside for the reason that gas or electric jets in a window detract from the appearance of the goods and form shadows, besides covering the glass with steam which turns to ice

in winter; and even if the window is so ventilated as to prevent this, the heat or gas produced is often injurious to the goods.

In arranging the articles in the window, the effect must be considered from the outside, which can only be ascertained by stepping out occasionally as you arrange to observe how the goods combine. One often sees articles appear "left handed" and "looking backward" in store windows, because the one who arranged them failed to consider them from an outside standpoint. Another point to keep in mind is to have some of the goods a little in advance of the season to catch the eye of those thrifty individuals who "take time by the forelock" and buy for future needs; and to turn the public attention to the fact that you are well prepared for their coming wants. Goods which are new or novel should find a place in the window, not only to force their sale, but to keep the public interested in your store and merchandise. If you are advertising any particular article in the newspaper, have a variety of the goods in the window and if the value was stated, attach a tag "as advertised" with the price to the article; by this means, if your advertisement has caught the eye of somebody who needs the goods the display reminds him of it, when he passes your store, and may prevent a competitor from profiting at your expense. It is a good plan, regardless of your other advertising, to have many of the articles tagged with the price, and some remark as to their use, if of a novel character. Many people admire goods in store windows, but dislike to come in and ask the price, as they do not expect to buy, but if the cost was plainly marked so that "he who runs may read," they would remember the price and buy later, and perhaps tell somebody else who needed the goods. To make "somebody tell somebody else" is the result sought after by shrewd traders who recognize the value of such personal advertisement of their goods and prices.

### TRUTHFUL ADVERTISING.

The King's Jester for September contains an article on truth in advertising, in which the veracious grocer is made to speak of his wares as follows:—

"Our finest white bleached Coney Island and Rockaway Sand is gradually superseding the granulated sugar of the past."

"Try our excellent mixed coffee; a splendid blending of Burnt Bread and Old Government Java; 25 cents a pound, cheap at 10 cents."

"There is absolutely no Butter in our Oleomargarine."

"Our half-cured hams are going fast, judging by the smell of them. They are real 'live' bargains now."

"No better or more able-bodied cheese in the market than we now handle. It will call at customers' houses personally for inspection if so desired."

"Last year's eggs are nearly all sold out; only a few boxes left at low prices."



## A WEEK'S CALLS AT ONE HOUSE.

Messrs Eby, Blain & Co., report visits from the following merchants during the second week of the Exhibition :

## MONDAY, 14TH SEPTEMBER,

R. F. Taylor, (Taylor, Skelton & Co.) Grand Valley, Ont.; W. J. Newman, Castleton, Ont.; A. Campbell, Lindsay, Ont.; Mr. Smiley, (of W. H. Berkinshaw & Co.) Stirling, Ont.; G. L. Scott, Sterling, Ont.; W. McKenzie, North Bay, Ont.; Oaten & Co., Hamilton, Ont.; T. Donner, Orangeville, Ont.; S. Donner, Orangeville, Ont.; D. Mitchell, Dunedin, Ont.; A. Carmichael, Rat Portage, Ont.; J. Lindsay, Orangeville, Ont.; G. T. McKague, Bexley, Ont.; Mr. and Mrs. T. Fred Best, Niagara-on-the-Lake, Ont.; A. Taylor, Dromcro, Ont.; W. H. Deverell, (C. Deverell), Ravenshoe; J. Mack, New Hamburg; Wm. Yates, (of Sweet & Son), Victoria Harbor; C. Bokstal, Windsor, Ont.; G. Ratcliffe, Stouffville, Ont.

## TUESDAY, 15TH SEPTEMBER.

A. McEowen, Duncan, Ont.; A. McLean, Redickville, Ont.; T. German, Trenton, Ont.; Henry Lake, (buyer for Jas. Playfair & Son, Sturgeon Bay, Ont.; Dunke & Co., Berlin, Ont.; C. Rowe (of Bateman & Rowe), Belleville, Ont.; Shore Lyons, Kingston, J. Johns, Kingston, Ont.; J. Weber (of Weber & Erb) Elmira, Ont.; Chas. Nairn, Goderich, Ont.; D. McCoy, Midland, Ont., G. H. Powell Vandorf, Ont.; G. H. Wright, Queensville, Ont.; D. Williams, (Follis & Williams) Prince Albert, Ont.; S. Mills, Ivy, Ont., D. Mahoney, Keswick, Ont.; A. Robertson, Drayton, Ont.; J. Lunz, Drayton, Ont.; P. N. Ulrop, Berlin, Ont.; O. E. Robinson, & Co., Ingersoll, Ont.; N. D. Galbreath, Hamilton, Ont.; J. K. Applebe, Trafalgar, Ont.; F. Morrison, Schomberg, Ont.; Henry Ball, Thoronton, Ont.; G. M. Lyons, Weston, Ont.; R. J. Hiscox, Teeswater, Ont.; T. Whitehead, Walkerton, Ont.; John Brown, Brown Hill, Ont.; R. A. Smith, Newmarket, Ont.; M. Gleason, Greenwood, Ont.; R. T. Grey, Duntroon, Ont.; J. Carveeth, Banda, Ont.; R. M. Van-Norman, Sault St Marie, Ont.; James Hamilton, Glenhuron, Ont.; W. W. Playter, Newmarket, Ont.; Hamilton & Co., Tottenham, Ont.

## WEDNESDAY 16TH. SEPTEMBER.

T. Hanna, Rosemont, Ont.; E. T. Honor, Port Hope, Ont.; F. Kean, Orillia, Ont.; Kenneth Campbell, Chatham, Ont.; J. F. Ardill, Queensville, Ont.; Geo Upton, Alliston, Ont.; J. Yake, Stouffville, Ont.; D. Lavery, Janetville, Ont.; Mr. Smith Tilbury Centre, Ont.; G. Hackett, Hockley, Ont.; A. Stewart, Harriston, Ont.; A. C. Taylor, Sunderland, Ont.; Oliver Buck, Norwood, Ont.; Wesley Saylor, Trenton, Ont.; Henry Cross, Fenella, Ont.; A. Elliott, (Winter & Elliott) Brantford, Ont.; E. E. Dundass, (Dundass & Menhennick) Ingersoll, Ont.; L. J. Dickie, Oshawa, Ont.; A. Tytler, Lon-

don, Ont.; T. Henderson Milton, Ont.; H. M. Rees, Brantford, Ont.; Geo. Homer, (Homer & Co.), Gravenhurst, Ont.; W. Moir, Wick, Ont.; J. S. Bowman, Listowel, Ont.; H. A. Vandusen, Tara, Ont.; J. H. Notter, Owen Sound, Ont.; Joseph Ball, Warminster, Ont.; J. H. Herres, St. Agatha, Ont.; R. A. Elliott, Roseneath, Ont.; G. Crawford, Oro Station, Ont.; J. S. Boddy & Bro., Bradford, Ont., John Davis Alton, Ont.; G. W. Mahon, Egbert, Ont.; John Hunter, Durham, Ont.; Mrs. J. Defoe, Utica, Ont.; G. M. Long, Orono, Ont.; Mrs. Nixon, Elm- vale, Ont.; H. Grant Gamebridge, Ont.

## THURSDAY, 17TH SEPTEMBER.

Geo. Glass, Port Hope, Ont.; A. R. Finlayson, Lochalsh, Ont.; D. W. Mason, Windsor, Ont.; R. A. Wade, Orillia, Ont.; J. Halliday, Merlin, Ont.; J. Whimster, Aurora, Ont.; Jas. A. Blain, Gilford, Ont.; Miss M. Bowman, Almira, Ont.; A. R. Lyons, Glenwilliams, Ont.; D. R. McIntosh, Lucknow, Ont.; M. O'Neill, Uxbridge, Ont.; F. W. Reed, Bobcaygeon, Ont.; Mrs. M. Yemen, Keldon, Ont.; E. H. Crandell, Brampton, Ont.; Miss Hurst, Brampton, Ont.; J. Brown & Co., Moonstone, Ont.; T. T. Richards, Emsdale, Ont.; W. Hampton, Mt. Forest, Ont.; Hy. Wilson, Oakville, Ont.; G. Smith, Maple, Ont.; Elliott & Co. Lucknow, Ont.; J. Canning, Lemonville, Ont.; D. Curry, Nottawa, Ont.; W. Mc-Lauchlan (McLauchlan & Son) Owen Sound, Ont.; Mrs. J. J. Bernard, Brechin, Ont.; Gardiner & McGregor, Kemble, Ont.; James Hunter, Durham, Ont.; Mr. Sheehan, (Moore Lumber Co.) Detroit, Mich.; McDonald & Evans, Flesherton, Ont.; D. Brown, Vasey, Ont.

## FRIDAY, 18TH SEPTEMBER.

James Crawford (Crawford Bros.) Tara, Ont.; R. H. Ramsay, Chesley, Ont.; J. Laidlaw, Seaforth, Ont.; Mr. Kirkpatrick (Kirkpatrick & Gilpin) Lefroy, Ont.; A. Ewart, Bolton, Ont.; Mr. S. Lemont, Fredericton, N. B.; Guilfoyle Bros., Collingwood, Ont.; J. Urquhart, Stouffville, Ont.; J. Harmer (Mayhew & Harmer) Thamesville, Ont.; Wm. Jenkins, Cashel, Ont.; John Armstrong, McKellar, Ont.; E. Allport, (Perry & Allport) Orillia, Ont.; John Sloan, Owen Sound, A. McPherson, Cherrywood, Ont.; James Wiggins, Ottawa, Ont.; J. H. Fulton, York Mills, Ont.

## PICTON'S CANNERIES.

Says "Rambler" in the Kingston Whig: The crowning industry of Picton is perhaps its canning factories. The goods of W. Boulton & Sons are known and sought after by dealers in the principal markets of the old land to which large shipments of goods are constantly being made. Mr. Boulter has just returned from an extended trip to our great North-West and the Pacific coast and has his pocket-book filled with large orders. There is a large branch factory in connection with Mr. Boulter's farm in Dem-

orestville, but how they will be able to fill all their orders is a mystery to your correspondent. One thing is certain their customers will find them equal to the occasion. Another large factory, rivalling the one previously referred to, is that of A. C. Miller & Co. I visited this factory and was courteously shown through the different departments. In one building were skilled mechanics making the cans, for which 3,000 boxes of tin plate will be used this season; in another department they were busy receiving tomatoes, which were passed to a long line of women and girls who were peeling them, and, with the canning, cooking, sealing, testing, labeling and packing departments, make up busy hives of industry. On the premises are boilers, one of 60 and one of 120 horse power, which supply steam necessary for the different machines and cooking requirements. This factory, in its busy time, employs about 20 men and 120 women and girls. Their goods are put up in 2 lb., 3 lb. and gallon cans, and consist of raspberries, strawberries, currants, plums, corn, tomatoes, beans, apples, etc. They expect their output this season to be about 1,000,000 of cans. To supply the necessary syrups they will use nearly 300 barrels of sugar. They find a market for their goods in England, and in Canada from Nova Scotia to the Pacific coast.

## LOBSTER FISHERIES.

Next to the mackerel catch, the lobster fisheries on the New England, Canadian and Newfoundland coasts are being watched with more than ordinary interest. The demand, therefore, from Europe and the Continent is expected to be heavier than in 1890, and hence the fisheries have been pushed with increased energy. The catch this year has been large, but stocks were so well taken last year that canners have felt justified in again raising prices.

The Massachusetts catch is said to be fully up to the average; but while the output is comparatively small, it has, nevertheless, become an important factor in the market. The provisions of the lobster law are being strictly enforced, and it is confidently believed that the supply will increase under State protection. The natural and artificial means which are being used to assist propagation are being in large part counteracted by the presence in the waters of large quantities of the natural enemies of the lobster.

On the main coast the catch this year has been smaller than usual. This result is due to the non-observance of the lobster laws in previous years, which has caused a rapid falling off in the supply. The law requires that no lobster under 10½ inches be taken, unless for canning purposes, and that none be used in the factories under nine inches. The statute also forbids fishermen taking

egg-bearing lobsters. All these provisions have been flagrantly violated, as nothing has been done to secure their enforcement.

The weather on the Nova Scotia coast has been very favorable for lobster fishing, and the large profits which were realized last year by both canners and fishermen have stimulated them to push the industry, and secure a larger output than in 1890. It is said that orders have been received by the provincial canners from England, France and Germany which will take almost the entire production of this year. The United States offers a good market for fresh lobsters from the provinces. In 1890 our receipts from Nova Scotia, New Brunswick and Quebec amounted to 29,359 barrels, valued at \$140,639.

There are 364 lobster canning factories in Canada and the provinces, of which sixty-six are owned by citizens of the United States. It required 554,541 traps in 1890 to provide these factories with lobsters. The canneries are said to have employed last year 28,818 men, women and boys. The report of Andrew R. Gordon to the Minister of Marine and Fisheries of Canada contains the following: "The lobster fishery of 1890 was, speaking generally, a great improvement over that of 1889. On the Atlantic coasts of Nova Scotia the weather was somewhat stormy during the season, and, as a consequence, the catch was smaller there than in the previous year. The extraordinary advance in price has made the business a very profitable one to the packer, though I am not aware of any case in which the fishermen have been permitted to share in the increased profit. In the Gulf of St. Lawrence the total pack will be found to have exceeded considerably that of 1889, and it is satisfactory again to be able to say that in the early part of the season, at least, the size of the lobster showed considerable improvement."

The total exports from Canada and the provinces of canned lobsters last year amounted to 8,001,355 pounds, valued at \$99,654. The principal importers of these goods, with their amounts and values, were as follows:

	Pounds.	Values.
Great Britain.....	3,420,775	\$436,432
United States.....	3,851,447	460,317
France.....	570,280	79,865
Germany.....	130,258	18,060
Belgium.....	11,232	1,404
British West Indies...	10,196	723

Nova Scotia is the largest Canadian importer of canned lobsters, her shipments last year amounting to 6,424,664 pounds, valued at \$816,114. The exports from New Brunswick in 1890 amounted to 769,550 pounds, valued at \$84,547; those from Prince Edward Island being 761,765 pounds, valued at \$90,504; and from Quebec, 44,776 pounds, valued at \$6,440.

The recent closing of sixty British lobster factories in the district claimed by the French in Newfoundland is a retaliatory measure for the refusal by the Newfoundland Gov-

ernment to allow the French fisherman to buy bait in Fortune and Placentia Bays. The French own fishing rights in St. Pierre, Miquelon, and Langley Islands, and on the coast of Newfoundland from Cape Ray to the Straits of Belle Isle. When the old treaties were made between England and France, lobsters had no commercial value. Their abundance on the west coast has naturally been a great inducement to capitalists to erect factories there, and in this enterprise the English have outstripped the French, there being five canneries owned by British subjects to one operated by the French. The failure of the shore cod fishery and the refusal by the French to allow American vessels to take bait from any point in their district has limited the fishermen to the catching of lobsters, an industry which has netted them very profitable returns owing to the good demand which has been made by the British canneries. The closing of the factories not only deprives the fishermen of a market for their single fish product, but as the United States depends upon these canneries for a large part of its supplies, the effect will be seriously felt in this country. As this action of the French tends to bring the troubles between them and the fishermen of Newfoundland to a crisis, dealers here believe that it must result in breaking down the restrictions which each has placed against the other, and that thus our fishermen will be permitted to exchange supplies with the French as freely as they do now with the British subjects on the island.—Bradstreet's.

### THE GROWING AND CURING OF TEA.

Tea is a shrub indigenous to India—not imported from China. It is planted out on the estate generally as a small nursery plant, in line and at measured distance from its neighbors. It grows at an elevation, but quicker at a low elevation. I have known tea to grow higher in one year than I could reach at a low elevation, while in the high districts it would take two or three years to attain the height of say six feet. When fully matured, it is pruned down to 20 inches, the result being a flush of young wood. This is what is wanted for "leaf," but to allow the bush an opportunity to give us a surface to pluck from it is left for a time. The leaf is then plucked, not from the sides, which increases the surface, but the top. Two leaves and a half are used for manufacture, those lower down being considered two coarse.

In plucking, we have three grades of tea, namely the terminal leaf bud, and the very small leaf called "flowery" or "orange" Pekoe. Then comes the medium leaf, called "Pekoe," and lastly the largest and coarsest, called Pekoe Souchong. All are plucked and, put in the basket indiscriminately to be sifted out after manufacture. Twice a day the baskets of tea leaf are taken to the factory

and spread out thinly on canvas to wither, that is, become soft and pliable. The leaf thus spread out in the evening would be ready for rolling next day. It will be observed from the above illustration that the withering takes place in the interior of the factory, not in the sun. When sufficiently withered the leaf is let down through a funnel into the "roller," which has taken the place of the hands and feet of the great unwashed. This machine consists of a receptacle for the leaf, on which the pressure is automatically applied. The rolling surfaces, which move at right angles to one another, but appear by a peculiar crank motion to be revolving, are made of wood, so that the tea leaf does not come in contact with any metal.

The tea when rolled is received in a trolley from the bottom of the machine and appears like cooked spinach and green. If fired immediately it would be a pure green tea and would in process of firing turn black. It is, however, laid thickly on a table or in drawers for a season to oxidize, and in an hour it will have commenced to turn from green to a bright brown color. This is a matter which requires careful attention, as over-fermenting or under-fermenting alters the flavor entirely. Only the practiced eye can decide, and it decides at a glance, when the tea is right. When it is comes the firing. Several machines have been invented for this purpose, but I presume the sirocco is the one most commonly used. This is a machine which looks like a very large T, and is known as the T sirocco. Along the top are trays upon which the leaf is spread thinly. Below is the furnace and hot air pipes heating, if I remember right, to about 180 degrees. Two coolies tend the machine—one at each end—and pass the trays through until it is black and crisp.

Now comes the classifying of the tea. Three grades have to be separated, and this is accomplished by sifting by hand or machinery, as the case may be. Through the fine sieves we get the fine Flowery Pekoe, next size the Pekoe, and the large leaf remains, all being cleaned and dusted before packing.

This completes the process of manufacture. There has been no adulteration of any kind, and all the operations have been performed in a factory so clean that one might almost eat his dinner off the well-cemented floor. No smoking is allowed, nor is anything permitted which could possibly contaminate the precious leaf.

In 1878 the exportation of tea from Ceylon was 25,000 pounds; this year the estimate is 61,000,000 pounds, while the consumption of China tea in England fell from 125,000,000 pounds in 1879 to 61,000,000 pounds in 1889. Such an alteration in trade has so alarmed the Chinese that fully five years ago the chamber of commerce at Shanghai sent a commission to Ceylon and India to investigate. The commissioners returned with the warning that if China did not send better and purer teas from her shores and open her gates to the foreigner with his machinery, she must eventually lose her export trade. It is to be hoped that China and Japan will one day tear down these walls of conservatism and open their gates to scientific and modern appliances for the cultivation and preparation of tea. Their export trade is even now in extremities.—Philadelphia Times.





### CANADIAN EGGS IN ENGLISH MARKETS.

The experiment of shipping eggs from Canada to England, which began last autumn, when it became absolutely necessary to find a market to replace that which the energy of Mr. McKinley had closed to our Canadian cousins, would seem by accounts to hand to have resulted in a great success, although a year has not passed since the first consignment was laid down at Liverpool. Like all new ventures, it has met with a great deal of opposition, principally from those in the Dominion who are interested in the drawing nearer together of the United States and Canada, and who therefore are inclined to look with disfavor on every move and every enterprise which tends to show that the colony is independent of her neighbor, and can, if the necessity arises, make up in other quarters of the world what it loses by exclusion from America. The question of the shipment of eggs, however, is only another instance of the many that could be adduced to show that the McKinley Tariff has failed of its objects, and has recoiled on the Americans to their serious detriment, for not only has Canada been able to dispose remuneratively in English markets of all her surplus eggs, but consignments have found their way into American markets, notwithstanding the duty, and the consumer has had to pay for the patriotism so-called of the Legislature. In the first instance, many Canadian farmers, despairing of getting rid of the produce of their poultry yards with their usual outlet closed, killed off their hens, in consequence of which there has been a diminution in the supply of eggs on the Montreal market compared with previous years. But the reports sent from this side as to the reception of the eggs by consumers and merchants here were such as to give animation to the trade, and a brisk business has been passing during the present season in what promises to be a permanent and profitable branch of Anglo-Canadian trade. The business of conveying across the ocean and placing on the markets throughout England perishable food-products is an eminently risky one, no matter what department is concerned, but eggs offer an even greater difficulty to the packer and receiver, for the least liability to breakage or exposure renders them unsaleable, save at ruinous prices, by reason of their musty condition and their chipped and broken appearance. Thus it is that success attends those exporters who are able to place their stocks at the different ports in a few days, the large houses in France having such an advantage over their competitors in different centres that, shipping two or three times a week fresh eggs in well ordered cases, they obtain the top prices of the market, those coming from Russia being invariably at the bottom of the list. The seemingly insuperable barrier to the development of a profit-

able trade in this respect between Canada and the mother country placed in the way by the nine days in transit across the ocean, added to the time occupied in collection from the farmers on the other side, has been got over by the aid of modern science and the energy and enterprise of those engaged in the business at the points of departure, and it has been proved in practice that, by the use of the refrigerator on the Atlantic liners, eggs can be laid down in Liverpool, London or Bristol, not only fresh and in good condition, but free from chipping or breakage, the Canadian exporters having adopted a special style of packing according with the exceptional nature of the cargo.

The proof of the manner in which these eggs are received here is to be found in the fact that they have been fetching almost the best price in the market, the average for the consignments sold here being above 7s. per long hundred, which is considerably in excess of the rates secured for Russian, and compares favorably with those paid for the best Irish and French. Of those that have been disposed of in England during this summer the same flattering description is given as was evoked by the first trial shipments, with the natural result that almost all the surplus stock of Canada has found its way here. During the first three months of the present season—that is, since the opening of navigation on the St. Lawrence to the 31st July—9,000,000 eggs have been shipped from the Dominion to England, the bulk of the consignments going to Liverpool and the North, where they are said to be looked on with great favor, though a certain amount has reached London, and trial shipments have been made to Bristol and other ports. The figures given above may seem heavy, but, as a matter of fact, they bear but a small proportion to the enormous amount brought into the country in the same time from all sources. In the month of July alone there landed in England nearly 91,000,000 eggs, while in the six months the imports were close on 725,000,000, the figures for the whole of last year being 1,234,949,520, to the value of £3,428,802! It will thus be seen that there is a splendid opportunity for Canada to add to her income by the export to this country of her surplus eggs, as we are evidently capable of taking extraordinary amounts of this indispensable adjunct of the breakfast-table, and Canada's opportunity is all the more clear when we reflect that each year's Board of Trade returns give evidence of enhanced consumption to a large extent. Moreover, there is great discontent frequently expressed by receivers here of the condition of many of the Russians, and if Canada can only succeed in displacing these she will have netted a handsome return, as £243,206 has found its way in the past six months, alone into the hands of Muscovite exporters. The value of this new branch of international trade is fully realized by this time in Canada

and it seems more probable that before long this department of commerce will have become an established and profitable fact with our colonial cousins. The fact that prices have been maintained on the other side in face of the arrival of what is generally the dull season is proof that their has not been such a "crop" as is usual, and the figures of export go similarly to show that all the eggs possible to have been shipped from Montreal have been cleared thence. The commission men on this side having charge of the disposal of the eggs have shown their appreciation by canceling repeated orders, and many shippers at Montreal have engaged freight for eggs on out going steamers till the end of October, while nearly every vessel clearing from the St. Lawrence port has taken during the past few months eggs as part of its cargo.—Manchester Grocers' Review.

### THE EVILS OF ENDORSING.

When we read in a morning paper the other day, writes the editor of the Grocers' Criterion, that a man who was formerly a wealthy citizen of a prominent city in Indiana was taken to the poor-house in a state of great destitution, as a direct result of going on the bonds of his friends, we came to the conclusion that it was not good policy to endorse bonds. The friends proved false and irresponsible and he was compelled to pay their obligations, and the result was that he was stripped of his fortune and was left in his old age a burden upon the town in which he had long resided.

Now this is but one instance of thousands daily occurring in this country. It is one of the most difficult things in the world for a man to say no to a friend, particularly a political friend, who, in assuming the duties of some responsible office to which he has been elected, is required to give bonds for his integrity and good behavior while in office. It is hard to refuse a friend who is in a pinch for a little ready money when one can accommodate him in such a simple way as by writing one's name across the back of a small piece of paper. Men do this thoughtlessly, often impulsively, and so make themselves responsible for large amounts, for which they do not receive the slightest consideration. Hundreds of merchants have been ruined by endorsing notes and bonds, or becoming security in some way for other people. One who indorses a note or bond never knows exactly how he is coming out. He has nothing to depend on but the promises of the integrity of the party whom he accommodates; and in the majority of cases where bonds are forfeited and the bondsmen are called upon to make up the deficiency or loss, the unfortunate endorser is treated with the greatest ingratitude by the party whom he has accommodated.

Our advice to merchants is, do not endorse. Do not put your name as security on any note or bond without some security to protect you in case the party giving the bond should fail to meet his requirements. Do not ask other people to go on your bond if by any possible way you can avoid it. Avoid borrowing money wherever it is possible, though it may submit you to some inconvenience and require you to practice close economy.



New Valencia Raisins.  
 New Digby Chickens.  
 New Medium Herrings.  
 New Clover Leaf Lobsters.  
 New Miller's Baked Beans.

Hazard's Tomato Catsup.  
 Hazard's Tomato Chutney  
 Hazard's Mayonnaise Dressing.  
 Condrey's Devilled Ham.  
 Condrey's Chipped Beef.

LUCAS, PARK & CO.,

73 McNab St. North, Hamilton, Ont.

Agents for Diamond Crystal Salt and Hillwattee Teas.

**Special Notice to Grocers.**

GENTLEMEN :—

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

Very respectfully yours,

The Snow-Drift Baking Powder Co.,  
 BRANTFORD.

**Chivers' Carpet Soap**

For cleansing and restoring carpets. Warranted to take out grease or ink, and restore the colors. Likewise in all woolen fabrics

**Chivers' Disinfectant Cloth Soap**

Will clean all kinds of cloth, removing grease, ink, etc., restoring the colors like new. For price, etc., address

J. H. WALKER,  
 Alma, Ont.

**DURABLE PAILS AND TUBS.**

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  
 and  
**TEAS.** { Cuba **MOLASSES.**

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

Canned Salmon, Lobsters, Mackerel and Oysters.

**HUDON, HEBERT & CIE.,**  
 WHOLESALE GROCERS

— AND —

**WINE IMPORTERS,**

NO TRAVELLERS ON THE ROAD.

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

**Seasonable Goods for Camping and Picnic Purposes.**

CUNNINGHAM & DE FOURIER CHOICE CANNED GOODS :

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

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

**CAVERHILL, ROSE, HUGHES & CO., Montreal.**

BEST GOODS IN THE MARKET.

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

PUT UP BY THE MOFFATT PACKING CO.,  
**MONTREAL.**





Mr. Campbell, of Lorges, Ont., has opened up his general store.

Mr. S. F. Brown, general merchant Adamston, Ont., offers his store and dwelling house for sale.

Mr. John McCarty, Hamilton, is reported to have bought Mr. Michael Maguire's grocery business in St. Catharines.

The date of Miss Hendrie's marriage to Lieut. J. D. Hay, of Toronto, has been fixed for Oct. 7.—Hamilton Herald.

Messrs. Kirkwood, Lennox & Co. have opened out in Sudbury as wholesale dealers in groceries, provisions and lumbermen's supplies.

Mr. Wm. Umpherson, Poland, Ont., has sold his general store to Mr. Paul, and has purchased the saw mill of Mr. Parks, about two miles from Poland.

Mr. Stephen L. Bartlett, of Boston, sole representative of Bendorp's Royal Dutch Cocoa, passed through the city, Wednesday, on his way to Chicago.

A lamp exploded in W. McGaw's grocery, King street east, Hamilton, the other evening. The firemen were called out, but their services were not required.

Messrs. George and Leonard Hargrave, Lindsay, Ont., have purchased Mr. Adam Doran's grocery business, and will take possession on the first of October.

John Hannah, the Seaforth creamery man, recently shipped two carloads of butter, which weighed 48,000 pounds and netted nearly \$10,000. It goes to the old country.

The early closing movement on three nights of the week, during the summer, has proved such a success in Arnprior that an effort will be made to continue it during the year.

There is a movement on foot in Smith Falls, to ask the merchants to extend the early closing into the winter months. It is expected that very little persuasion will have to be used, as the merchants all favor the movement.

From some cause not exactly known fire broke out in the roof of Perrin's biscuit factory, London, about 7.30 the other evening, and before it was quenched perhaps \$10 worth of shingles had been destroyed. The firemen were called upon.

The E. B. Eddy Co. inform us that there has been no strike at their mills or factories. The trouble was that some rioters from Ottawa and Hull came and attacked their men and the officers of the company, in the open and in the new paper mill now build-

ing, and compelled the workmen to desist from work twice in one day only. No attempt was made to enter any of the company's factories; no work was stopped in any of them, and their usual facilities for meeting all the requirements of the trade have not been in any way interfered with.

When the clerk of C. J. Wall's grocery, corner Talbot street and Market square, London, opened the store, the other morning, he found a swarm of bees in charge. They had cleaned out one or two boxes of honey, and it took several hours to get them out of the building.

Herbert Mortimer, bookkeeper for Smith & Keighley, is an extremely modest man. He left, ostensibly on his holidays a few days ago, but said nothing about his intention of taking a wife with him. The boys in the warehouse, however, heard of it, and before he got to his house they had placed a handsome piano lamp there.

### NEW CROP DRIED FRUIT.

The season for the fall activity in the staple lines of imported dried fruit—raisins and currants—is at hand, and importers are calculating up the chances of the season. Business is gradually improving in them, and already a fair quantity of new crop Valencia raisins, which have been arriving from time to time at Montreal during the last few weeks, has been turned over at prices which, although high as compared with old stock, are not so when the opening figures of former seasons are considered. The difference between old and new stock this season however, is greatly due to the unfavorable markets that the fruit has experienced during the summer just past. However, this difference in price has effected one good object, it has stimulated the demand for old stock until it is almost cleaned up in Montreal so that new fruit will be in a better position. The same remarks apply to New York also, but there is a factor that is receiving the consideration of importers, and one which is worthy of the attention of their Canadian confreres also, which is the competition of California fruit. But at present values, importers believe in the stability of imported fruit, and ground their belief on the small imports from Denia, which are due to the cause mentioned above, viz., California competition. The imports to date at Montreal are much smaller, although the exact figures are not definitely known, while the first direct steamer has not sailed from Denia, where at last reports she was still waiting for fruit. In fact the exports from Denia, thus far this season, have been 50,000 boxes to America, against 468,000 boxes for the corresponding period last year. It is evident, therefore, that California is feared, and from advices from there it is evident that growers in that state will make a strong effort to force their bog fruit into all sections of their home market. In

such a case they will have strong bearing on the values of European imported stock on this side the Atlantic.

In currants there is nothing particular except the scarcity of fruit for the moment. The first imports of new fruit have been received at Montreal during the week, and met with a free sale at 6 to 6¼c. in barrels, half barrels and cases.

### DON'T DEPEND ON MEMORY.

Doubtless many merchants, says an exchange, each lose hundreds of dollars annually through a defective memory. A failure to make a charge at once for goods is often likely to result in loss or an error, and a disputed account is something a good merchant invariably endeavors to avoid.

A merchant may think he can wait upon two or three customers at once, charge their accounts and keep everything straight, but it takes a wonderful head to do it.

If a storekeeper does not have time to go to his desk and charge up the goods sold to each customer, he should have a small memorandum book always at hand, in which to briefly make a note of the things purchased and price paid for them. It is not very much trouble for him to do this, and it will repay him many times the extra labor it imposes on him before the end of the year.

Another bad policy is to forget to deliver goods at specified hour. Often, by trusting to his memory, the merchant or clerk overlooks the matter, and the customer is put to great annoyance and inconvenience because the goods fail to materialize. It taxes the patience of a housekeeper to be compelled to send twice for goods. A merchant or clerk should never promise to do anything at a given time unless he knows very well he can perform it, and when he agrees to perform any office of the character referred to he should not allow it, under any circumstances, to slip from his memory. Therefore, in writing out an order which is to be delivered, make a memorandum of the time of delivering and have the goods at their destination on or before the hour when they are expected.

Careful attention to the details of business like those enumerated above contribute a great deal to the success of the retail storekeeper. A neglect of these is often one of the causes of failure.

## STORAGE FREE AND IN BOND.

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

BLAIKLOCK BROS, Agents,

17 Common St. MONTREAL.



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

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

**M. LEFEBVRE & CO.**  
Established 1849.  
**GOLD, SILVER  
—AND—  
BRONZE MEDALS**  
20 1st prizes.  
**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.
- For sale by all Woodenware Dealers.

**Oakville, Ont.**

**SOMETHING NEW!  
A GREAT TREAT.**

Fresh Cod -  
**TONGUES**

In 1 lb. Tins.  
This is the Delicacy of the Season.  
Pronounced by connoisseurs far ahead of  
oysters.

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



**PACK  
1891.**



**PACK  
1891.**

Order this Brand. Packed in Flat Tins only.  
For sale by all leading Wholesale Houses  
—or—  
ARTHUR P. TIPPET & CO., 1 Wellington St. East, Toronto.  
SOLE WHOLESALE AGENTS.

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

**WHOLESALE GROCERS**

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

**HAMILTON, ONT.**

FOR THE  
HOME, PICNIC,  
CRUISE, or CAMP

The "STAR BRAND" delicious  
**HAMS & BACON**

CAN BE HAD FROM ALL THE  
BEST GROCERS

**F. W. FEARMAN,**  
Hamilton, Ont.

Do you wish to furnish your customers with the finest blend of Indian Tea in the World?

Do you wish a tea that no peddlers or gift stores can bother your customers with?

Then sell only  
**Ram Lal's.**

Then sell only Ram Lal's  
Pure Indian Tea. Keep no  
other choice black tea.

**JAMES TURNER & CO.,** Wholesale Agents,  
**Hamilton, Ontario.**



# "Golden Plug"

— IS —

The Greatest Success

Of any brand of fine  
Smoking Tobacco.

Do You Sell It?

Send for Price List  
and Sample Caddies to  
**Empire Tobacco Co.,**  
**MONTREAL.**

## SOME PECULIAR MERCHANTS WE HAVE KNOWN.

Not long ago a circular was sent out by a monthly journal requesting the opinion of competent persons upon the necessities required for successful drummers in a certain line. One of these gentlemen, who was requested to give an opinion, said that there were so many varieties, all of them being more or less successful, that it was impossible to lay down a golden rule. The same may be said with regard to merchants. While there are some golden rules that are necessary for success there are at the same time so many peculiarities apparently opposite in their composition, possessed by men who have made their way in the world, that the wonder is how such things are possible. We have known a few successful merchants in our time and must confess that in many cases what has led to the success in one would perhaps have ruined another. It might be interesting reading to call to mind some of the peculiarities possessed by the merchants we have known.

The principal partners in two of the largest wholesale houses in this city are about as opposite in their characteristics as you could imagine any two human beings to be. One is ever ready to say a good word to his patrons, witty and filled with diplomacy. He believes that molasses will catch more flies than vinegar. He is shrewd with all and always has an eye to making an honest penny. He is successful and may be said to be wise in his generation. The other gentleman is very reserved in his manner and has very little conversational ability, not anxious at all for notoriety, prompt and hardworking, but not brilliant, but practical. Both have been marked successes.

Two manufacturers have wide difference in their general method of business, one we have in mind is almost unknown to the public and his patrons. He never has anything to do with the business relationship of his customers. Men transacting thousands of dollars a year with the firm would not know him if they tumbled over him in the street. Yet he is regular at his factory and sees most of the people with whom business is transacted, but has never anything to say to them and does not care for an introduction. His great forte is his choice of managers and his own shrewd sound common sense in directing the affairs of the concern. He is master of every detail of the manufacturing business and never goes to church. The other we have in mind sees every customer that he possibly can, does six times the amount of work so far as interviews and general business relationship is concerned. His name is often before the public and everybody knows him. He is so religious that at times he will leave his business to attend a prayer-meeting, and is the head and front of the denomination to which he

belongs. There is, however, no choice between the two, so far as success is concerned, and both of them are worth millions.

The difference does not only extend to the retail trade, but it extends to almost every branch of trade, commerce and art. A retailer, who is now dead, was a very marked contrast in his success to many others. He was very prompt, absolute in his rules, undiplomatic and lost many customers because he would not bend his knee or make an exception. His store must be open prompt in the morning, but always half an hour behind any other store, and it must be closed prompt in the evening, no matter how many customers there were in the store at the time. He was a kind of rule of three merchant and his store was regulated in such a manner that work was conducted with the regularity of a chronometer. He was a believer in cash trading and wouldn't have opened an account for a Vanderbilt. Indeed, he said the richer a man was there was all the more reason he should pay cash. He was jolly in his way, affable and loved a joke, but was thundering mean and perhaps never gave a ten-dollar bill to charity in his life. He had few friends because they considered him a crank. But it did not trouble him as he supplied his own amusement and was a world to himself. Another merchant, residing in the same town and in the same line of business, was the opposite. His store was open at all hours and closed when it was convenient to his wishes. He bragged that he worked his clerks longer than anybody else and took more money in his business than any of his competitors with the same number of hands. He wasted more money by carelessness that would have been a fortune when he retired from business. He was very obliging, fulsome in dealings with his customers and comparatively successful.

Our readers can possibly make no comparisons of a similar nature to those given above of the drummers that call on them and do business with them. Some sell goods by personal friendship, others by force of character and power of will and others because they represent houses that the merchant likes. There is really no golden rule in any of these lines. In art one artist makes a success because of his power to produce light and shade while another's success is achieved because he is ignorant of the same. Turner painted landscapes, Landseer animals, Mesonier realistic scenes, Raphael portraits, Milais achieved the greatest success with child pictures, Whittler in black and white, and so on, indefinitely, illustrations might be given to prove that success depends much more upon the individual than upon the methods.—National Grocer.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller. The neglect to look after minute details in the factory is a source of great loss to many producers.





# BENS DORP'S ROYAL DUTCH COCOA.

Manufactured at Amstcrsdam, Holland.

Is absolutely Pure and Soluble Very delicate in flavor and of great strength. It will please more of your customers than any other Cocoa on the market, and please you because it pays a good profit. Packed in cases of 12 lbs. each. Price, ¼ lb. cans, \$2.40 per doz.; ½ lb. cans, \$4.50 per doz.; 1 lb. cans, \$8.50 per doz.

ORDER A CASE AT ONCE OF

Eby, Blain & Co., Toronto. James Turner & Co., Hamilton.  
Caverhill, Rose, Hughes & Co., Montreal. M. F. Eager, Halifax.

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

Compare the quality with any other.



**INCREASE YOUR TRADE**  
BY HANDLING  
"KENT BRAND"  
Fine Mixed Pickles.

Ask your Wholesale Grocer for them or write direct to

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

## GANONG BROS.,

MANUFACTURERS OF THE



ST. STEPHEN, N.B.

CHOCOLATES.

## N. K. FAIRBANK & CO.,

COMPOUND



REFINED LARD.

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

**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.

## Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



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

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

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

Hams, Breakfast Bacon Rolls.



**GEO. MATTHEWS**  
PACKER and CURER of the "Rose Brand"

## Hams, Bacon and Lard,

ALL NEW STOCK.

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



## TORONTO MARKETS.

TORONTO, Sept. 24, 1891.  
GROCERIES.

The wheels of trade have got back into the track out of which they were jostled by the Exhibition, and are running again at about the same rate as they were before that interruption. On Monday morning the travellers resumed their routes. A fairly good business goes on in the wholesale houses, though the brisk activity that is expected to characterise the fall trade has not yet begun. Sugar is in strong demand, canned goods are awakening livelier interest and a very good trade in tea is reported. The state of trade is much better than it was in the latter fortnight of last September. Just yet there seems to be not quite enough loose money to go round, but very sanguine hopes continue to be held of the extent of the trade that will be done in October and the following two or three months.

### CANNED GOODS.

The glorious weather we are now having is beginning to tell upon the position of the tomato pack. Under the influence of liberal sunlight the fruit is taking on a glow much more rapidly, and canners are getting some raw material. They still discourage, however, the anticipation of a large pack. One jobbing house also which freely undertook contracts early in the season, declines to book any more, and has no quotations except such as may easily be withdrawn from. Other jobbers quote at \$1.10 to \$1.20. Corn is not nearly so far on as it usually is at this season. Jobbers complain that receipts are very backward, and retailers seem more importunate for supplies the greater the difficulty is to furnish them. Peas are reported to be a shorter pack than they were estimated to be. One packer has been allowed by several houses to withdraw partially from his contract to furnish peas, he having urgently represented that he would be at least 10 per cent. short of the quantity necessary to fill the contracts already assumed. Round lots of corn and peas in equal quantities quote from \$1.05 to \$1.10. Salmon is stiffer at the coast, and there are fewer jobbers here who quote as low as \$1.35 now. That price, by a misprint, was quoted \$1.25 last week. With the majority of dealers \$1.40 is the lowest now going.

The B. C. Commercial Journal says of the salmon market: The canneries are winding up their season's pack, and the end of the month will show pretty well how they stand. The northern canneries are all closed, and the pack is being brought down to shipping points as rapidly as it can be handled. The low prices have stimulated consumption in England, which, together with increased inquiry, has had a hardening effect. The last auction sales at Liverpool show an improvement, prices realized varying from 16s. 6d. up to 20s. 3d. A good deal of enquiry from the east is reported.

The Serica and Callao will sail about the end of the month for London, and together will take about 84,000 cases.

Sloan & Crowther received on Saturday a carload of corn from the Simcoe cannery, and a carload of tomatoes from the Erie cannery.

The same house received on Tuesday the first car of Clover Leaf salmon that has come on the market this season. The price is \$1.45 for tall and \$1.70 for flats.

The N. Y. Bulletin says: Canned lobster is merely holding its own in price, and buyers take hold rather indifferently, as though uninfluenced by the reports made early in the season of shortage in the pack. Prices, therefore, merely hold steady. Formerly Prince Edward Island turned off about 100,000 cases in a season. During the one just ended only 40,000 cases were put up at that point, and the entire pack of the province, it is claimed, will exceed the old Prince Edward Island record very little, if at all. Newfoundland packing is put down as being 25,000 to 35,000 cases short, and, upon the whole, the early reports of small aggregate supply made early in the season would appear to be confirmed by latest statistics. Home demand for the canned crustacean is rather slow at present, but export sales have increased somewhat during the past week, and there are still enquiries that promise well for more movement in the same direction later on.

### COFFEE.

Rio coffee has taken a drop in Brazil. Spot stock quotes here from 19 to 21c., having declined in sympathy with the movement in the primary market, where stock appears to be very plentiful. As stock bought at present prices in Rio will not arrive for six weeks or two months, there is time for further change before purchases made now come to hand, and Rio advices favor the probability that the change, if there be any, will be upward. On this market the receipts of high grade Rios are small and infrequent, though a demand exists for such grades. Javas and Mochas show no deviation from the quiet trade that usually is maintained in them.

### DRIED FRUIT.

Old currants had got into small compass by the time new reached the market. The first of the new crop came to hand on Tuesday. Prices are not materially changed so far, Provincials quoting at 6¼ to 6¾c. in barrels. Advices from Patras reports the Provincial, Filiatra, and Pergos currants to be largely very common, damp, and of poor keeping quality. Common provincials are selling in the primary market at 2s. below what the grade of currants usually required for the Canadian market is going at. There is therefore a big margin for quotations. Really fine dry stock, owing to scarcity, is held for good prices, but common and damp grades are neglected. Choice Vostizza and Patras are reported to be all bought up. The last direct steamer has left Patras. New sultana raisins arrived on Monday. The opening price is 12 to 14c. The old stock is limited and preferred by bakers. There is a difference of about 40 per cent. between this year's and last year's prices of sultanas. Low grades are expected to touch 9c., but Vourilas will probably be stationary at 14c. Smyrna advices say that rain did considerable damage to the crop, that shippers raided the market and caused a heavy advance. Easier prices are expected to be the rule. The quality of this season's figs is said to be remarkably good. New Valencia raisins are steady at 7½ to 8c., with old at what holders

can get for them, which is usually somewhere in the range of 4 to 5c. It is reported that rains in Denia destroyed or damaged about 5000 tons of the Valencia crop.

### NUTS.

The nut trade is featureless and of insignificant proportions. All prices remain as they were. There will be no new stock on the market for three weeks yet. The quotations in last week's "Prices Current" require no amending.

An advance of 6d. in Sicily filberts is cabled from Palermo.

### RICE AND SPICES.

Rice is in steady request at firm prices. Fine Japan is 5 to 5½c. Other grades are steady at unchanged quotations. The new crop of Japan rice is reported to be very large. Tapioca has advanced 1s. 2d. in England, and is expected to be higher here.

Spices are quite active, September being one of the best spice months in the year. Low prices have characterized them for sometime.

### SUGAR.

The sale of sugar is still a very considerable part of current grocery business. Domestic and factory fruit canning continue on a very large scale, as the raw material is plentiful and cheap. Granulated sugar is unchanged at 5 to 5½c. Yellows have held pretty steadily at 3¾c. as their lowest point until the beginning of the week when 3½c. was reached. This was probably to bring prices closer to those of low grade raws which were receiving the bulk of the attention given to cheap sugars. What makes it more difficult to get yellows down to a basis to compete with low grade raws here is the fact that the refiners had to buy their supply of raw when prices were higher.

Willet & Gray, in their weekly review of the New York sugar market say:

Raws—Very little business was done in either Muscovados or centrifugals until near the close of the week. This delay of buyers had its usual ending by holders giving way 1-16c. in price. Refiners drew largely upon their own stocks to meet their requirements, and they still hold sufficient stock to protect themselves for a while longer, but if the present large demand for refined holds into

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New Sultanas.  
New Valencias.

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**FACTORIES : DELHI AND NIAGARA.**

**James Lumbers**

Wholesale Grocer,

**67 FRONT STREET EAST,**

**TORONTO, ONT.**

## MARKETS—Continued.

October, as it gives signs of doing, there must be increased buying from holders who are waiting in expectation of higher prices, and there may be a moderate advance in raw sugars during the next 30 days. There is nothing new regarding the beet crop, the first estimates of which are now due, as manufacture in some countries has begun in a small way. The European markets give no indications at the moment of a tendency either up or down, and are simply waiting.

Refined—The fruit canning season is now in full effect on the sugar market, and the demand for refined exceeds the supply for prompt shipment, and the trade are reminded of the state of things existing during April by the urgency of the orders for sugar. The country is short of sugar, strange as it may appear in view of the largely increased amounts furnished to consumers since April. The exceptionally large fruit crops have exhausted all the jars in the land and canning will very likely be extended into next month, waiting the manufacture of new material. That the grocers generally are anticipating a good month in October is evidenced by the number of orders now coming in for next month's shipment of sugar. There is nothing doing in foreign refined, the quotations for old crop being above parity, and new crop product is not yet available. The Louisiana crop has improved in prospects recently, and a similar crop to last year is now hoped for. The first sugars may be expected about the middle of October. A good part of the crop will no doubt come to the northern refiners, the same as last year.

The Empire's special cable from London to-day says: Cane quiet, nothing doing; beet, dull, little doing.

## SYRUPS AND MOLASSES.

The trade in syrups is still a light one, but it has more life in it than it had a fortnight ago. The abundance and cheapness of fruit tend to keep the demand off syrups. There are dark grades as low as 2½c., and prices generally rule easier, as quoted in Prices Current. One house bought two cars last week at easy prices. In molasses, movement is not more active than it was a week ago. The stock of West Indies molasses at Montreal, the chief distributing point in the country, is said to be only 5,000 puncheons, as against 14,000 puncheons a year ago. New Orleans molasses, since it ceased to be classed as a syrup by the Customs collectors, has increased very greatly in consumption.

## TEAS.

The trade in teas is fairly active. The benefit of the demand, which is much stronger than at the beginning of the month, goes to Japans and Congous chiefly, as these have the main hold on consumers' favor, are in fullest supply throughout the range of value. Young Hysons are very scarce. Low grades of them would for sometime sell freely if they were in stock, though not nearly so

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St. Stephen, N. B.

large a volume of the demand awaits them as goes to Japans, the latter getting more and more in the ascendancy every year. The lowest prices are 16c. for Congou, 16½c. for Japans, and 18½c., for Young Hyson. Great uncertainty exists amongst buyers as to the probable course of the Indian tea market during the next few months, and prices during the week have been irregular except where the liquors have possessed any special point and character. This uneasy feeling, has doubtless been caused by the greatly increased estimate of crop as given by the Indian Tea Association in Calcutta at the outset of the season, and by the exceptionally early arrival of the crop in quantity. Judging from figures which we have obtained, giving actual production to the 31st ultimo as wired by many of the representative estates in each of the producing districts, the yield to that date—say for two thirds of the season—shows an increase of only 7 to 8 per cent. as against an estimated increase of about 13 per cent. all round.

## PETROLEUM.

The prices do not vary for refined, though trade improves. Local business has been very active this week.

The Petrolia Advertiser reports: Petrolia crude \$1.35 per bbl., Oil Springs crude \$1.35 per bbl. So far as the business in refined oil is concerned this week, it shows a much stronger feeling in the way of business done, although prices have not advanced any. In fact, Refined oil can be purchased for 9c. in bulk. Now there cannot be any money in selling refined oil at that price, but the fact still remains. Of course a number of new

wells are being finished every day, both here, in Moor township and Oil Springs. When we hear of parties bonding or purchasing land and contracting for from two to three wells to as high as twenty, one can readily make up his mind that crude oil is not liable to go up into the fifties, where it would have been long before this if the drill had not been so persistently worked. It's the producers own funeral, and of course they must abide by the consequences. No doubt there is one great point that is being thoroughly demonstrated to the outside public, and to those members of parliament who are so desirous of taking the duty off American refined oil coming into Canada, and that is we have thousands of acres of valuable oil lands all through the various townships surrounding us which are and will be gradually developed. Such being the case we cannot suffer from any depletion in the raw material so that our refiners here can supply this great Dominion of ours with the very best of illuminating oil, without asking any aid from our American friends. The Standard Oil Co. would indeed very much like to make a slaughter market of this country for their accumulated stocks of Ohio crude, but we hope and trust that "the powers that be" in their wisdom will see that we are perfectly able to take care of ourselves."

## DRUGS AND CHEMICALS.

Unchanged prices and quiet trade are about all there is to note in the drug and chemical business. Just now there is nothing in very special demand; the wares that sell being such as are more or less active at all seasons.

WE ARE BUYING

**Dried Apples.**

SEND SAMPLES  
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ESTABLISHED 1866.

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**Royal  
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**THOMPSON & KING,**  
Consignees, Brokers, General Commission  
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Storage. Correspondence Solicited.

**T. W. CLARK & CO.,**  
General Commission and Provision Mer-  
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**WANTED,  
CHOICE DAIRY BUTTER**

Correspondence Solicited.



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

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**ORANGES.**

Last car of Florida oranges for the season  
just received. Fancy stock. Send for prices  
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handle everything which the Country Store-  
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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.

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FANCY CALIFORNIA EVAPORATED AND  
GREEN FRUITS A SPECIALTY.

Correspondence solicited, and prices on Foreign  
Fruits, Figs, Dates, Nuts, etc., furnished on appli-  
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**W. H. Schwartz and Sons,**  
Coffees,  
Spices,  
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**Hams, Breakfast  
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New curing, now ready.

For Choice full flavor goods send us a  
Sample order.

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Apples and Potatoes.

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**BUTTER, EGGS,**  
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PATENT EGG CARRIERS SUPPLIED.  
Good Prices paid for Good Dairy Butter.

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Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried  
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Canned Corned Beef. Egg Carriers supplied.

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Solicit consignments of Country Produce  
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The Best Grocers Make  
a point of Keeping it al-  
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## MARKETS—Continued.

## BUTTER AND CHEESE.

There is no very marked activity in the butter trade, but the market cannot be said to be in an unsatisfactory condition. Quicker movement, a wider demand and higher prices are undoubtedly desirable, but, when all things are considered, it must be manifest that the butter market has seldom been in so good a position at this season in past years. In the first place, there is no residue of old stock; and, in the second, a large volume of summer-made stock has gone off through export channels. Country holders evidently believe in the future of the market, and do not readily come to the prices that purchasers for export hold out. A lot of 150 tubs of straight yellows was sold on Friday at 13c., and this was the lowest for that quality of butter reported this season. There is a good market for any quantity of the same kind at the same price. Good table butter in small lots sells freely at 14 to 16c., and seconds at 11 to 13c. The latter abounds. Of bakers' grades there is a marked scarcity, as the poorest butter keeps generally above the price that lard sells at.

Cheese is very firm at 10 to 10½c. The latter price is hard to obtain, but as the stock bought before the advance at the factories decreases, the higher price is more frequently realized. At the factories, prices are 10 to 10½c.

## COUNTRY PRODUCE.

**BEANS**—Are \$1.70 to \$1.75. Trade is continued in a small way. The new crop will begin to arrive in a few weeks.

**DRIED APPLES**—New fruit is offering, but no concern is evinced by buyers. The price is 6c.

**EVAPORATED APPLES**—New evaporated are opening low, carloads having been offered at 8½ to 9c. The demand side of the market is indifferent.

**HAY**—Is arriving more plentifully at \$11.50 to \$12. Pressing is reported to be more general.

**HIDES**—There is no change. No. 1 green are 5c. for hides of less than 60 lbs. weight, and 5½c. for hides of not less than that weight. Cured sell at 6c., a car having been shipped at that price on Monday.

**HONEY**—Is featureless and in light demand at 14 to 16c. for sections, and 7 to 10c. for strained.

**HOPS**—Are coming into more prominence, though they are not yet very active. New rule at 20 to 25c., and yearlings at 15 to 18c.

**ONIONS**—New are in and selling at \$2 to \$2.25 per barrel.

**POTATOES**—Are dull. Cars can scarcely be disposed of, because wholesalers find no outlet for them. The local demand is the only one looked to for a market, and that is clogged by large street receipts. The price is 35c. on track and 40 to 45c. out of store.

**SHEEPSKINS**—Are plentiful at 65c. Calfskins are quiet at 5c. for No. 2, and 7c. for No. 1.

**WOOL**—Are not more eager than they have been for the past several weeks to take quantities at 19c., but supplies keep on arriving.

## FISH.

The activity noted last week was but local and temporary, the Exhibition demand being the main sustainer of it. There is some trade now, but cooler weather is needed to bring it up to the level of the usual fall average. Pickerel are 6c. pike 5c. whitefish and salmon trout are 7 to 8c., lake herring are \$2.50 to \$3, haddock are 6c., B. C. salmon are 16c.

## FRUITS.

Fewer peaches are arriving. Prices are consequently stiffer. Early Crawfords are \$1 to \$1.15, and others are 75 to 85c. Bartlett pears are steady and in lower supply at \$4 to \$4.75 per barrel. Apples are growing scarcer at \$1.75 to \$2.75 per barrel. Watermelons are neglected and easy at 5 to 10c. each. Musk melons are \$1.50 to \$1.75 per barrel. Tomatoes are 20 to 25c. a basket. Egg plant is 25c. Grapes are 2½c. for Champions, 4c. for More's Early, 3 to 3½c. for Concord, 5c. for Rogers and 4c. for Jessicas.

## GREEN FRUIT.

There is a very good trade in lemons, of which at the moment there is a very limited stock. Messinas are scarce at \$4 to \$5.50. Maoris are probably out of stock, as also are Verdellis. Sorrento oranges are \$3.75 to \$4.50. Jamaicas are \$8 to \$8.50. Bananas are \$1 to \$1.50. Sweet potatoes are \$3.25 to \$4.25.

## PROVISIONS.

The continuance of hot weather keeps the demand as high as at midsummer. Stocks are declining rapidly and prices are stiff.

**BACON**—Long clear is 8¾c. The movement of stock has been confined to trade lots. Smoked back and bellies are 11c., and rolls are 9c.

**HAMS**—There is no change in the demand, which is active at 12½ to 13c. for smoked.

**LARD**—The stock of pure receives small additions from current slaughter, but the stock is still small at 10¼ to 10¾c. Compound is active at 8½ to 9c.

**MESS PORK**—There is little doing in mess pork. It sells at \$15 to \$15.50 for heavy, and \$16.50 to \$17.25 for short cut.

**DRESSED HOGS**—An occasional car arrives at \$6.50. Street receipts at about the same figure are quite numerous.

## SALT.

A fairly good demand for salt is reported by the manufacturers. Prices are steady at last weeks quotations, viz.: dairy \$1.25, sacks 70c., barrels \$1.20. These are the prices for cars.

## DRY GOODS.

The brighter aspect of the outlook as well as the quickened life of current trade, which were noted in last weeks report are more conspicuous in this week's business. Of course this week's business was rather a spasmodic than a normal spell of activity, but it has not been followed by the calm that generally comes after such spells.

## MONTREAL MARKETS.

MONTREAL, Sept. 24, 1891.

Trade in groceries is still quiet in a strictly wholesale sense, although jobbers report a little more activity in a small way, consequent upon the fact that it is exhibition week, which has brought with it its incidental purchasers. This, however, cannot be called the regular fall movement, which still keeps off. The fact is there will be no continued period of activity until the farmers are through with their crops and have got the money buttoned up in their inside pocket. Once this feat is accomplished some business may be expected in a regular way. Of course there is business doing all the time from first hands, which at intervals, recently, has quickened into a really active move, but this was due to anticipation on the part of jobbers who, when they considered that they had supplied themselves far enough ahead, discontinued

operations. These spells of buying, however, may be taken as an earnest of what is to come, viz., a good active fall business, which should follow the bountiful crops of grain, etc., that Canada has been blessed with. As to actual business features for the week, there are few. They may be condensed as sugar, steady and quiet; dried fruit firmer, especially raisins; tea nothing particular doing, and country produce, etc., etc., without especial feature.

## SUGAR, ETC.

The movement continues small in so far as wholesale business is concerned, and there are few features to note. The tendency of values is distinctly firm, and the general impression is that as soon as the present lull is over, and jobbers commence to operate, a good active movement will ensue. At present the latter are doing some business in a small way, but they are not taking any fresh supplies of consequence. Granulated rules steady at 4½c., and yellows 3½c. to 4¼c. In raw sugars there is not any more business to note than in refined stock. Refiners grades of raw are held for about 3¼c. While grocery Muscovados have been moved from first hands at 3¼ to 4c. for round lots. There is nothing doing in syrups, the demand being limited to a small call for actual wants, prices ruling steady at 2¼ to 3¼c. Molasses, however, has a free movement in 25 and 50 puncheon lots at 38 to 38½c.

## TEAS.

There is a fair sort of business doing in teas, but nothing very special, while supplies here are light. Low grade Japans, as usual, find the most favor at steady values, while blacks continue quiet and no further movement is reported in greens.

## COFFEE AND SPICES.

The coffee market shows a weaker feeling, although little change can actually be cited as ruling on the spot market. The alteration is due to the fact that Rios have taken a big drop over the line, but there is comparatively no stock on the market, so the change is not appreciable to the same extent. However, business has been done at 19 to 19½c., which is a fractional decline, and Jamaicas are on about the same level.

Spices show a firmer tendency, but there has been no important business as yet to fully demonstrate this.

## RICE.

The demand for rice has fallen off to a certain degree since our last, but there is still a fair movement in progress. We quote Patna, \$4.50 to \$5.00; Japan, \$4.25 to \$4.50; standard, \$3.90, and off grades \$3.50 in car lots.

## DRIED FRUIT.

The week has not been an active one in new fruit, but there has been a fair business doing for all that in new crop Valencia raisins, although it is not so large as some of the importers would like, a feature in the respect is the wide difference in price between old stock and new, the former being much lower and this has materially stimulated its sale so that there is practically none to be had here, about 3c. being the nominal idea. However despite this difference in price the values on new crop are not high as compared with the opening prices last season, so that it is disappointing to many that business should not be greater. The stock that has arrived so far has sold freely in a small way at 6¼c. A consignment that arrived in port to-day being turned over on this basis. All the fruit so far received has been via Liperpool, and the first direct steamer has not left Denia yet, where she was at last reports waiting for



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Direct from their estates in Assam.

New Season's Teas are now arriving.

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## BRANDON ROLLER MILLS,

Brandon, Man

— MANUFACTURERS OF —

Hungarian, Patent, Strong Bakers

# -- FLOUR --

Also Oatmeal, Rolled Oats, Rolled Oatmeal,  
Granulated and Standard.

Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y,  
PROPRIETORS.

## Dominion Mills, LONDON, ONT.

HEADQUARTERS FOR

# OATMEAL

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

Write for Samples and Prices.

GARTLEY & THOMSON,  
303 to 311 Talbot St.

## Brantford New Mills.

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

J. & R. ROBSON,  
Brantford, Ont.



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

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

Sole Agents for Vancouver, New West-  
minster and District for LEITCH BROS.'  
CELEBRATED OAK LAKE MANI-  
TOBA FLOUR.

City Office and Store: 130 Condova St.  
Wharves, No. 1 and 2: False Creek,  
Westminster Avenue,  
VANCOUVER, B.C.

T. A. Snider Preserve Co., Cincinnati, O  
Snider's Tomato Catsup.  
do Chili Sauce.  
do Tomato Soup.  
do Chicken, Mock Turtle, etc.

To be had of Wholesale Grocers.

AGENTS:

WRIGHT & COPP,  
40 Wellington St. East, Toronto.  
TELEPHONE 2662.

## N. WENGER & BROS., AYTON, ONT.

- - MILLERS - -  
(Hungarian Process)

BRANDS:  
KLEBER, MAY BLOSSOM.

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

## HODD & CULLEN Roller Millers.

# FLOUR

Manufactured "Hulgarian" System.

Our brands are

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

Heavy dealers in

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

Quotations by wire.

Address, STRATFORD, ONT.

## EMBRO OATMEAL MILLS.

D. R. ROSS, - - EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

# Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices  
of Oatmeal or Oathulls in Car-loads or less 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.



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



**MONTREAL Markets Continued.**

fruit. Nothing in the way of business has transpired in relation to her lots, but advices from primary market show a distinctly firm tendency, and would mean equal to over 6c. laid down here. The same state of affairs prevails in New York, where however the California offerings are a factor for consideration. The first receipts of new crop currants have been received lately and met with a fair demand as the old stock is practically nil, scarcity having been a ruling factor for some weeks back. The shipment mentioned above has been partly turned over already at 6c. per bbl., 6½ for half barrels and 6¼ c. in cases.

**CANNED GOODS.**

The jobbing and wholesale trade in canned goods is quiet at the moment. Salmon appears to be plentiful now, more so than was expected, and one dealer has sent out circulars offering a leading brand at \$1.15 on the coast. As already mentioned the tomato pack is very large, and nothing has transpired of importance since our last. In the natural course of events, though, values should rule very easy. The heavy crop of fruit is having the same effect, and nothing is doing, as buyers are operating very cautiously in anticipation of more favorable terms. Values, therefore, are generally nominal.

**GREEN FRUIT.**

There is no change in lemons or oranges, business in them being of a normal kind of steady values. Jamaica oranges in barrels move at \$7 to \$8, and Sorrentos at \$3.50 to \$4.50 per box. Lemons meet a quiet demand at \$3.50 to \$4 per box, and on round lots firmer.

**FRESH FRUIT.**

The market, generally, has been abundantly supplied, and values rule very easy on all descriptions. Grapes are a plentiful offering, Concords moving easy at 2 1-2 to 3c., and others from 3 1-2 to 6c. Pears are not so plentiful as they were, but there is sufficient for the demand, and prices are unchanged. Bartlett's rule at \$6 to \$8, and Flemish beautys \$3.50 to \$4.50 the bbl. Plums are nearly done, those arriving, mostly, showing a wasted condition, selling from 30 to 40c. per basket. Peaches are a light receipt now selling from 75c to \$1, as to quality.

**APPLES.**

As the season advances, the crop gives every promise of being enormous, and a dealer who has just returned from a trip through the various districts in Ontario, etc., says: That 1,000,000 barrels as the Canadian output is not excessive. The fruit shows splendid quality, but the large crop is inducing operators to proceed very cautiously. At present \$1.00, or thereabouts, is being asked for the fruit picked, and \$1.60 f.o.b., on the cars. Fall apples are coming in freely—St. Lawrence, etc.—and meet a fair demand at \$1.00 to \$2.00. Some small export consignments of them are also going forward on growers' account.

**HOPS.**

This product continues to present an indefinite aspect as far as actual business on spot is concerned. It is certain though that considerably lower values have been accepted for new crop stock than was paid for the first purchases. It is well known that considerably under 20c. has been accepted in the country for new crop, and some stock from one of the best growers in Canada would be parted with at the figure mentioned on spot, but buyers at the basis are hard to find. The fact is brewers are only taking for

immediate wants, and therefore content themselves with a bale or so at a time. They evidently don't expect values to advance.

**PROVISIONS.**

There is a good jobbing trade in provisions, especially in pork, which moves freely at quotations. Smoked meats are also receiving considerable attention, but lard continues in slow demand:—We quote Canadian short cut, per barrel is quoted at \$17.00 to \$17.25; mess pork, western, per barrel \$15.25 to \$15.75; short cut, western, per bbl \$17.00 to \$17.50; hams, city cured, per pound 10½ to 11¼c.; hams, canvassed, per lb 0 00 to 0 00c.; lard, Canadian, in pails, 8¾ to 9c.; bacon, per pound, 9 to 10c.; lard, com., refined, per lb, 7¾ to 8c.

**EGGS.**

Reports from the country state that despite the tariff provisions, American buyers are taking all the eggs they can lay their hands on in the Morrisburg district, paying as high as 14c. for good fresh stock, all of which is going into cold storage, either for shipment across the line later, or some other source of outlet. In consequence of these operations, supplies of strictly fresh stock on spot are small, and prices have advanced to 14 to 14¼c. per doz. Medium and poor stock however continue in large supply and, are hard to move at 10c. to 12c., candled stock being only in fair demand at 13c.

**BUTTER.**

The market is a steady one, with a fair demand for late made creamery for shipment, but otherwise there was nothing special to mention during the week. Holders, however, do a good deal to check business by their policy of holding for extreme values. For business in a regular way 21c. is the idea for August on spot, but more could be made for September creamery if it were here. In Western dairy there is nothing doing for shipment, and the demand for local wants is only a bagatelle. Finest creamery 20½ to 21c., finest townships 16 to 17c., finest Western 14½ to 15c.

**CHEESE.**

The big operators by their speculative operations have put factormen into such a humor, aided by the supplementary of small local speculators throughout the country, that values have been forced altogether too high, and as a result the market drags along slowly, and business in a regular way, at a fair margin, is entirely precluded by the first cost of the article. Therefore there is little to note of importance. Finest Brockvilles, etc., 10 to 10¼c. Finest Eastern and States 9¾ to 10c. Fine 9¼c. Medium 8 1-2 to 9c. Cable 45s. 6d.

**GRAIN.**

The grain market shows no change locally, but deliveries at interior points in Manitoba are more freer. The stocks in store show a decrease of 85,359 bushels of wheat, 2,987 bushels of rye, and an increase of 2,500 bushels of corn, 47,685 bushels of peas, 14,463 bushels of oats, 582 bushels of barley, compared with a week ago, and an increase of 97,427 bushels of wheat, 51,034 bushels of oats, and 4,261 bushels of rye, and a decrease of 7,673 bushels of corn, 8,213 bushels of peas, and 13,546 bushels of barley. We quote:—No. 2 hard Manitoba, \$1.05 to \$1.07; No. 3 do., 97c.; No. 2 Northern, \$1.04, peas 80c. per 66 pounds in store; 81c. afloat; oats, 34 to 35c. per 34 pounds; corn, 75 to 77c. duty paid; feed barley, 50c.; good malting do., 55 to 57c.

**FLOUR.**

The small tiff between the two big city millers here and the reduction prices that it caused has not brightened up the market to any appreciable extent, for buyers obstinately pursue the hand to mouth policy. The stock in store shows a decrease of 3,578 barrels compared with a week ago, and 4,238 barrels compared with a year ago. Patent spring \$5.25 to \$5.50, patent winter \$5.25 to \$5.50, straight roller \$4.85 to \$5.00, extra \$4.60 to \$4.70, superfine \$4.20 to \$4.30, city strong bakers' \$0.00 to \$5.25, strong bakers' \$5.00 to \$5.25.

**BUSINESS CHANCE.**

**NEW HONEY. COMB OR EXTRACTED**—We can supply the trade. Write for prices. GOULD & CO., Brantford, Ont. 46

**WANTED**—CITY TRAVELER TO HANDLE fast selling article. Can be handled in connection with regular trade. Liberal commission. Star Manufacturing Co., London, Ont.

A. H. BADGEROW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar

Manufacturing Co.,

79 and 81 Jarvis St., Toronto

Highest award, Toronto Exhibition.

**PURE CONFECTIONERY,  
FINEST BISCUITS.**

Manufactured by

J. McLAUCHLAN & SONS,  
OWEN SOUND, ONT.**BREADMAKER'S  
DRY HOP  
YEAST**

Makes light white, wholesome, and delicious Bread.

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

Manufactured by

THE BREADMAKER'S YEAST CO.,

TORONTO, ONT.

Elliott, Marr &amp; Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.



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

**NEW CANNED PEAS.**  
 Now arriving the undermentioned very choice brands, "Aylmer" "Simcoe" "Boulter's" "Miller's" and "Lakeport." Quality guaranteed. Early purchasers likely to do best. Orders filled promptly.

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

Arriving this week  
**New Valencias**  
**H. P. ECKARDT AND CO**  
 Wholesale Grocers,  
 3 FRONT ST. EAST, TORONTO.

Rice and Valencia Raisins.  
 To the Trade.  
 We offer  
 1000 Boxes Valencia Raisins,  
 2300 Sacks of Rice.  
 Write for quotations.

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

**RIO COFFEE**  
 Ex. S. S. Phidias.

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

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

**BALFOUR & CO.,**  
**IMPORTERS OF TEAS**  
 —AND—  
**WHOLESALE GROCERS,**  
**HAMILTON.**

WESTERN ONTARIO AGENTS FOR  
**Cherry's Irish Mustard, X.D.S.F.**  
 This is superior to any other grade in the market. Try it.

**JUST ARRIVED !**  
 Consignment finest Mocha Coffee.  
 Write for Samples and Quotations.

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

**- CEYLON TEAS -**  
 THE CELEBRATED  
 "Crescent Brand"  
 is packed expressly for  
**J. W. LANG & CO.,**  
 Wholesale Grocers,  
**TORONTO.**

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

**NEW FRUITS IN STORE.**  
 Valencia Raisins  
 and Currants.

**J. F. EBY. HUGH BLAIN.**  
**CEYLON**  
 —AND—  
**ASSAM**  
**TEAS**  
 IN GREAT VARIETY.  
**EBY, BLAIN & Co.,**  
 Wholesale Grocers,  
 FRONT AND SCOTT STS. TORONTO.

### A BIG SURPRISE CAUSES RANDOM GUESSES.

Of the exhibits in the Main building at the Industrial Exhibition none attracted more attention than that of the St. Croix Soap Manufacturing Company, whose brand, the Surprise, has now an enormous sale in every part of the Dominion. Morning, noon, and night the exhibit was surrounded by thousands anxious to see the enormous cake of Surprise soap which was enclosed in a large glass case inside the stand. U. C. packages of this soap were built up in a huge pyramid, and 75,000 samples were given away to be tested by housekeepers, who will thus be made familiar with the superior qualities of this kind of soap for household purposes. The St. Croix Manufacturing Co. placed the big cake of soap on exhibition for the purpose of giving the people an opportunity of guessing its correct weight, coupons being provided free for that purpose. These coupons, when filled in, were deposited in a large box, and the lucky guesser was to receive a prize of \$200. Mr. W. J. Forrestall, the Ontario representative of the Company was in charge of the exhibit, and he and his assistant were taxed to the utmost to keep pace with the demands for coupons. At the hour the cake was to be weighed the stand was surrounded by a surging crowd, anxious to hear what the correct weight was. However, Mr. John I. Davidson, president of the Board of Trade and Mr. R. Barron, president of the Grocers' Association, who had the arrangements in their own hands, decided not to announce the weight at that time, but to do so when the coupons had been examined and the name of the winner known. The whole exhibit, including the big cake, was sold to Michie & Co., who will place it in their window. Some idea of the interest this guessing competition has aroused can be gathered from the following, which appeared in the Detroit News last Wednesday:—"The centrepiece of an Industrial Exhibition is the Main building. Here I find that the principal attraction of the Main building is a very nice looking young man, with a lovely moustache, giving away small packages of prize soap. So great is the eagerness of the crowd to obtain this soap that the railing around this building is broken down every day in the mad rush for soap. Here is also found a huge cake of soap, upon the weight of which the people are guessing for a \$200 prize. The interest in soap here is something enormous. This popular interest in soap exceeds the expectations of the managers, and at times the services of a dozen policemen are required to force the people from this exhibit to the Art gallery.

The weight of the soap is announced in the following report of Messrs. R. Barron and John I. Davidson:—

TORONTO, Sept 19, 1891.  
Messrs Wright & Copp, 40 Wellington street east, Toronto.

DEAR SIR: The weight of the bar of Surprise Soap as weighed by us was 947 pounds.

The \$200 will have to be divided among eleven persons who were the nearest to the exact weight. They will have to forward their coupons to Messrs Wright & Copp, 40

Wellington street east, the Toronto agents of the St. Croix Soap Co., who will pay them the divided amount at once.

### CAPE COD'S CRANBERRIES.

It will be a merry and busy time among the sunny sand knolls of Cape Cod this week, says a despatch from Chatham, for then about 1,000 berry pickers will begin to gather its great cranberry harvest. In all Barnstable county, from Buzzard's Bay to the tip end of Provincetown, every level bog among the hills will be bright with the gay garb and animated by the chatter of squads of nimble-fingered pickers.

Most of the harvesters are Cape Cod lads and maidens, who have become expert pickers after long practice, and who, like the country women of Connecticut, yearly earn snug little fortunes at gathering cranberries in September. Some of the best harvesters, though, are Portuguese, who came years ago in whalers from the Azores to the cape, and others are cotton mill hands from Fall River and New Bedford, who looked forward all the year with happy expectations to the annual outing in the cranberry bogs among the fragrant pine woods of the cape.

Clean, sweet and pleasant work it is, that of cape cranberry picking, for the harvesters are in the mild sunlight and wholesome salt air from sunrise till sunset, and at night the stars shine into the open windows of their cabins at the bay, and the night wind comes to them laden with the aroma of pines and ocean. The girls sing and chat at their work in the dry fragrant bogs, the fellows whistle and shout, and make love to the maidens, and pretty nearly a third of the nuptial engagements in the villages between Plymouth and Provincetown are made in the cranberry patches of the cape in September.

The long drought of the summer did not help the cape cranberries, but heavy rains the other day succored them in the nick of time, so they are ripening well now and the crop will be an average one. "It is no better and no worse than that," said Mr. A. D. Makepeace, the cranberry man of West Barnstable, the other day. "If the drought had continued two weeks longer, the berries would have been seriously injured. The Wareham and Carver crops caught more rain and are in a very good condition. I expect, on the whole, that we shall get a fair average crop unless something unexpected happens, for you see the cranberry crop is an extra hazardous one to raise at best, there are so many things that may occur suddenly and spoil the crop. The prices, I anticipate, will open at about the same figure as last year, that is, about \$7 a barrel. That is what the sellers reasonably ought to expect, but of course the buyers will have a good deal to say about that when they get together and decide on the price.

"The harvesting is about to begin all along the cape, and the uniform price of ten cents per measure of six quarts will probably be paid by most bog owners to the pickers. There may be a few cases where extra inducements will be offered to pickers, but 10 cents have come to be the uniform price all through south-western Massachusetts. We have little difficulty in getting all the pickers we need."

### A WORD TO THE YOUNG MEN.

Too many young men at the present time have an altogether wrong impression of life. Seeing those about them in a prosperous business, employing a large capital, with an immense plant, and doing business on a large scale, they are ambitious to do the same. They do not stop to consider that it has taken years, possibly generations, to develop what they see. They only see it as it is, and believe that in order to become successful it is necessary to do business in the same way, upon the same extensive scale.

A prominent writer says that the great industrial enterprises of the world have, as it were, developed unconsciously to those who have been their principal manipulators. Many of them have commenced so insignificantly that some of our bright young men of to-day would scorn the idea of commencing life in a similar manner. It is said that one of the largest sugar refining institutions of the world was commenced by a single kettle virtually over a kitchen fire, and we know positively of one business which was capitalized very recently for a couple of million dollars that was started in a small wash kitchen, when the stock in trade, fixtures, machinery and business utensils would not have brought \$20 under the hammer, and the man who started it lived to see it placed on the market at \$2,000,000, and declared several years' successful dividends. We know of another business enterprise, which to-day is worth at least \$2,500,000, that was commenced on \$100, and that was borrowed.

Constant dropping wears away the stone. Constant work, intelligently directed, brings success. It is idle to say that there are no opportunities and things are not what they used to be. The opportunities of to-day are just as great as they ever were, if we only have the ability and the energy to take advantage of them. Mistakes will occur, and bright prospects are sometimes blasted, but the fault generally lies with the individual, and not with the circumstances or with the opportunity. We have heard men say that they have failed to do certain things because circumstances have been against them. Our reply is that they failed because they did not have the ability to make the most of their opportunities and guard against loss. There are many palliating circumstances, we must admit, but it is the individual who has the ability to get up and get who brings success. Many men fail; some men fail often. Yet all of these ultimately succeed, simply because they do not and will not give up. They are just as ready and eager for the fray as they were before they had been knocked down twice. Indeed, the partial failure has only acted as an incentive for increased effort.—Exchange.



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





**SEE** our great **EXHIBIT !!!**

At Toronto Industrial Exhibition.

Our friends and customers from the country are cordially invited to visit our Factory whilst in Toronto.

Samples of this wonderful Yeast FREE.

**THE BARM YEAST MFG. CO.,**

TELEPHONE 1920.

35 Wellington St. E., Toronto.

**Dont' Fail to Get**

—A BOX OF—

**Adams' Monte Cristo**  
CHEWING GUM.

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

Be sure to ask your Jobber for it.

**ADAMS & SONS' CO'Y**

11 and 13 Jarvis St., Toronto.

**PICKLING VINEGAR.**



**T. A. LYTLE & CO.,**

Bonded Manufacturers,

124--128 RICHMOND ST. W.,

TORONTO.



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

**G. T. HEISEL,**

36-38 Lombard St.  
TORONTO.

ALL GROCERS SHOULD SELL  
THE

**ROYAL DANDELION COFFEE**

Manufactured by

**ELLIS & KEIGHLEY,**

TORONTO.

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

REPRESENTING.

ERIE PRESERVING CO., Canned Goods, &c.

MONCTON SUGAR REFINING CO., Sugars.

JAMES E. BAILLIE, Toronto, Hams and Bacon.

ALEXANDER KELLY & CO., Brandon, Flour, Oatmeal, &c.

**-STORAGE-**

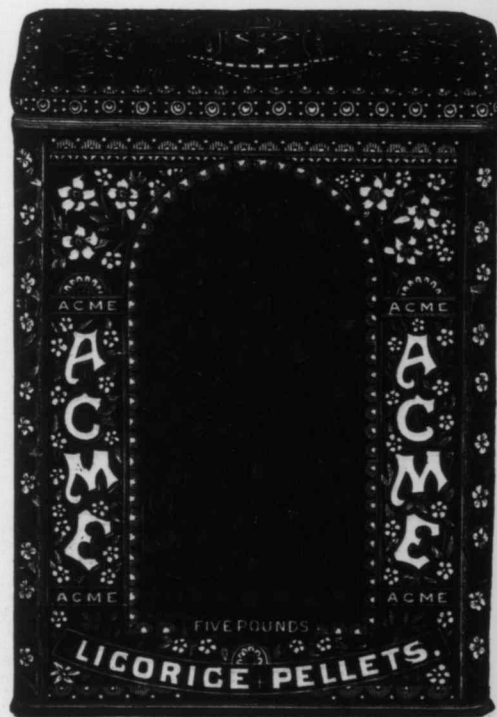
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Warehouse Receipts Issued.

**THE SHEDDEN CO., Ltd.,**

184 Front St. East,

TORONTO



**Acme**  
**Licorice**  
**Pellets.**

In Five Pound Tins.

Manufactured exclusively by

**Young & Smylie,**

54 to 64 South 5th St.,

Brooklyn, N.Y.

**PURE ROCK SALT**

FOR

**Cattle and Horses.**

**TORONTO SALT WORKS,**

128 Adelaide Street East.

Sole Agents for

**RETSON MINING COMPANY.**

Write for Quotations



We are now reducing our surplus stock in order to make room for FALL GOODS.

We beg to offer a BIG REDUCTION IN PRICES to our RETAIL FRIENDS. Customers visiting Toronto, during the Exhibition, will find it to their interests to call and inspect stock before placing their fall orders.

## R. TEW & CO.,

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

10 FRONT ST. East,

(Adjoining Board of Trade Building.)



SALES MADE OR PENDING.

J. J. Jelly, grocer, Petrolea, Ont., has sold out.

Oxford Bros., general merchants, Glenboro, Man., have sold out to A. Thompson and J. F. Fumerton.

The general store stock in the estate of James H. Hunter, Durham, Ont., is advertised for sale by tender.

PARTNERSHIPS FORMED AND DISSOLVED.

J. H. Roy & Co., grocers, Montreal, have dissolved.

FIRES.

Octave Quellet, grocer, Quebec, P. Q., is burnt out.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

D. F. Power, grocer, Halifax, has assigned.

H. D. Beland, grocer, Montreal, has assigned.

J. C. Campbell, grocer, Montreal, has assigned.

Baker & Sherwood, grocers, etc., Centreville, N. B., have assigned.

J. F. Commean, general merchant, Petit Rocher, N. B., has assigned.

L. W. Gauvin, general merchant, Notre Dame de Stanbridge, Que., has assigned.

D. M. Smith, general merchant, Beaverton, Ont., has assigned to Henry Barber & Co., Toronto.

R. Henderson, grocer and dealer in agricultural implements, Alliston, Ont., has assigned to C. S. Scott, Hamilton.

### NO SUCH THING AS LUCK.

"You young people," said a successful banker, "are fond of talking of luck and chance. As for myself, I do not believe in either.

"Each year that I live I am more impressed with the order and meaning which underlie events—the least as well as the

greatest. Under this inexorable law the smallest incident in our lives works for our good, if we try to do right. If you live long enough to look back, and are observing and thoughtful, you will find this to be true.

"There was a certain snow storm, for example, which for twenty years I regarded as the unluckiest accident of my life. This is a true story, remember.

"At the time of this storm I was a young man just beginning my business career as a clerk in the employ of a large firm of cotton brokers," says a writer in the Jamesbury Advance.

"A heavy hail storm had broken down the telegraph poles coming into the place, and I was bidden to take a despatch to the nearest city and send it by wire to New York. The success of a large venture which the firm had made depended on it.

"I set out in a sleigh with a stout pair of horses; but the fiercest snow storm I ever knew set in, and before I had made half the distance to my destination the drifts were impassable.

"I was forced to turn back. As I plowed my way through the night and storm, I heard a feeble cry for help, and found buried in the snow by the roadside a woman and her child nearly frozen. The almshouse was near and I managed to reach it with them. The mother died that night, but the child lived and remained in the almshouse.

"I could not send the despatch. In consequence our firm lost a third of its capital, and in the financial embarrassment that followed I was thrown out of employment and went to the West.

"For years, as I said, I regarded that storm as a cruel accident.

"But when I look back at it now I find that the loss of money was but a temporary matter, which affected no human life seriously. The firm recovered from the shock in a year or two. My 'ill luck' forced me to exert myself as I had never done before, and new avenues of success opened before me.

"The boy, who would have died if I had not been driven back by the storm, was a thin, nervous little fellow, full of energy and courage. He pushed his way through school and college, became a specialist in medicine, and has made scientific discoveries which have benefited the civilized world.

"We grumble against fate whenever our plans are defeated by what we call accident or luck. It is not in a day, perhaps, nor in a year, possibly not in this life, that we shall see the whole meaning of the defeat. But God sees it, and I am sure means the defeat as a part of our education."—Exchange.

No doubt "ill luck" is the poor excuse of many who do not succeed, whereas the proper term should be want of ability. And yet we take it no man would assert that luck or good fortune does not enter largely into business and every day life.

We overheard the captain of a Boston schooner tell a little story the other day to this effect: "I have been sailing up and down Boston harbor for years," said he; "hardly a day have I been far distant from a certain point on which a schooner went ashore yesterday. But on that day I was obliged to sail out to another port, and when I was there a schooner went ashore. A

tramp boat came along and helped her off and got \$3,000 salvage. I sailed by ten minutes later. There was ill luck, for you."

Can any one gainsay that? A man dies and a clerk steps into the business. Of course he must have ability to carry it on—but another clerk may have just as much ability and work for a man who lives on and on—he has no chance to rise.

Had there been no rebellion, Grant would have died unknown, and so we might go on giving similar cases.

Mind you, we have no sympathy with those who are continually crying about ill luck, nor yet for those that wait, Macawber like, for something to turn up. But we do claim that luck and chance do play a part in the world. Opportunity gives some men the chance—let the men be equal to it. To others it may not come, and they have no opportunity to know whether or not they would be equal to it.—New England Grocer.

### THE LESSON OF A RECENT COMMERCIAL FAILURE.

The recent suspension of a prominent retail house in this city is ascribed on good authority to the ambition of its proprietor to do a more extensive trade than the means at his command warranted. Having by enterprise and hard work attained success in a moderate way of business, like many other merchants under similar circumstances, it was his ambition to branch out in a bigger establishment on a more prominent thoroughfare, where rents and other expenses of doing business were largely increased, without a corresponding gain in sales. Financial embarrassment—the usual result—followed this step, which it is probable would not have occurred had a more conservative policy been followed. The merchant who has the wisdom to let well enough alone, and to restrict his business to safe limits, not only makes more money than those who possess less discretion, but what is even better, preserves his dignity and peace of mind. The position of the trader who must give the best part of his time to "shinning around" to provide means to carry on a business too large for his capital, is most unenviable. The attention demanded to the details of even a small business, if success is to be attained therein, will absorb the best energies of its proprietor. When to this is added the anxiety incident to insufficient means, prosperity is next to impossible. There are found now and then merchants of such rare financial skill that they are able to overcome even so great an obstacle to success as lack of capital, but they are the exception rather than the rule. Recent statistics of mercantile failures on this coast show that 40 per cent. of these disasters came not from inexperience in trade, but from insufficient means. The loss to creditors by failures thus caused is by no means the worst feature of this exhibit. In a majority of such instances solvent merchants are obliged to meet the competition of such insolvents, which is often of the most risky character.—Ex.





**STRENGTH**  
IS WHAT  
**JOHNSTON'S FLUID BEEF**  
IMPARTS.

Forms **SINEW** and **MUSCLE**,  
and gives **SOUNDNESS** to the  
**CONSTITUTION**.

**W. G. A. LAMBE & CO.,**  
**Commission Merchants,**  
**TORONTO.**  
AGENTS FOR  
The St. Lawrence Sugar Ref'g Co., Montreal.  
The British America Starch Co., Brantford.

ORDER A CASE OF  
**OCEAN WAVE BAKING POWDER**  
From your Wholesale Grocer.  
Sells itself after one Trial. Prices Current

TO THE TRADE  
—IN—  
**Canned Goods.**

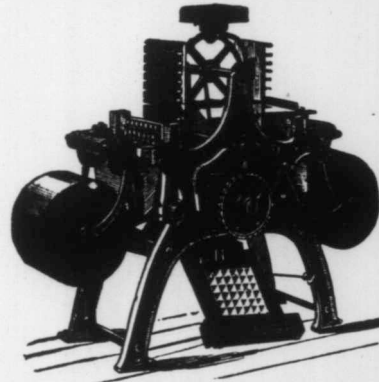
We are making all arrangements for this season's pack—and enlarging our factory considerably—Thanks for last season's trade and soliciting this year's.

Faithfully yours,

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

**Northumberland Paper and Egg Case Co.**

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



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

**The Norton Manufacturing Co.,**

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

MANUFACTURERS OF

**TIN CANS**

By Automatic Machinery.

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

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

**HAMILTON, - ONT.**

**A. HAAZ & CO.,**

Bonded Manufacturers of

Honey Dew, White Wine, Malt and Cider  
**VINEGARS.**

74 Bagot Street, - Kingston, Ont.

**Cowan's**  
**Soluble Cocoa**

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

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

Samples free. Correspondence Solicited.

**LEONARD BROS.,**

Wholesale Fish Dealers,

Are now prepared to fill all orders for their

**Celebrated Boneless Codfish**  
(from new fish)

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

SEND FOR QUOTATIONS.

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

**GOLDEN BRAND**  
**CANNED**  
**FINNAN HADDIE**

Are put up in flat and tall tins.  
Quality guaranteed.

AGENTS,

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

**ORIENT MILLS.**

**SINCLAIR, HOOD & CO.,**  
(SUCCESSORS TO W. A. BRADSHAW & CO.)

Importers and Manufacturers of

**Coffees,**  
**Spices,**  
**Mustards,**

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

**48-50 Lombard Street, Toronto.**

The British Columbia Fruit Canning and  
Coffee Co'y, Lt'd.  
**VANCOUVER, B.C.**

Importers and Manufacturers of

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



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

CUT SMOKING:

OLD FLAG.  
GOLD FLAKE.  
HAND MADE.

FINE CUT CHEWING:

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

MANUFACTURED BY

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

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Sept. 25, 1890.

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

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

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

BAKING POWDER.



Cleveland's Superior Baking Powder in tin cans, per dozen net.

10 cent tins	1 00
1/2 lb.	1 50
6 oz.	2 20
1/2 lb.	2 80
12 oz.	4 25
1 lb.	5 50
5 lbs.	25 50

Dunn's No. 1, in tins	2 00
" 2, in tins	75
Cook's Gem, in 1 lb pkgs.	\$1 75
" " 7 oz	85
" " 2 oz	40
" " 5 lb. tins	65
" " bulk, per lb.	12
Empire, 5 dozen 4 oz ca s	\$0 75
" 4 " 8 " "	1 15
" 2 " 16 " "	2 00
" 1/2 " 5 lb cans	9 00
" " bulk, per lb.	15

COOK'S FRIEND.

(in Paper Packages.)	Per doz
Size 1, in 2 and 4 doz boxes	\$2 40
" 10, in 4 doz boxes	2 10
" 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
" " 1/2 lb, 4 "	1 30
" " No. 1, 2 "	1 90
" " 1 lb, 2 "	2 20
" " 5 lb, 1/2 "	9 60

BISCUITS.

Abernethy	8 1/2
Arrowroot	\$0 11
Butter	0 6 1/2
Cabin	0 7 1/2
Cottage	0 8 1/2
Digestive	0 10
Daisy Wafer	0 15
Garibaldi	0 10
Gingerbread	0 11
Ginger Nuts	0 10 1/2
Graham Wafer	0 09 1/2
Lemon	0 10
Milk	0 09 1/2
Nic Nac	0 12
Oyster	0 06 1/2
People's Mixed	10 1/2
Pic Nic	0 09
Prairie	0 08 1/2
Rich Mixed	0 14
School Cake	0 11 1/2
Soda	0 06 1/2
" 3 lb	0 21
Sultana	0 11
Tes	0 11
Tid Bits	0 09 1/2
Variety	0 11
Village	0 07 1/2
Wine	0 08 1/2

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " 1/2 "	2 10
" " 1/4 "	1 10
Spanish, No. 3	4 50
" " 10	9 00
JACQUAND FRENCH BLACKING.	
No 2	2 30
No 3	3 45
No 4	4 60
No 5	6 90

BLACK LEAD.

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

BLUE.

Reckitt's Pure Blue, per gross	2 10
TELLIER, BOWWELL & CO'S.	
Mackerel	1 00
Parisian Square Blue, per lb.	.13 to 14c

BROOMS.

Per doz.	
Carpet... 4 strings	2 90
X Parlor, 2	2 65
Louise 3	2 65
1 Gem 4	3 25
" " 3	2 65
" " 2	2 20
" " 2	1 95

O Hurl... 4	"	2 65
" " 3	"	2 35
" " 3	"	2 05
" " 3	"	1 70
OK " 2	"	1 35
Hvy Mill 4	"	3 70

CORN BROOMS.

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

CANNED GOODS.

Per doz	
Apples, 3's	\$1 00 \$1 15
" " 2	3 00 3 20
Blackberries, 2	2 00 2 10
Blueberries, 2	1 25 1 40
Beans, 2	1 00
Corn, 2's	1 10 1 15
" " Special Brands	1 30 2 10
Cherries, red pitted, 2's	2 25 2 40
Peas, 2's	1 10 1 20
Pears, Bartlett, 2's	2 00
" " Sugar, 2's	1 70
Pineapple, Baltimore	2 40 2 50
" " Bahama	2 90 3 00
Peaches, 2's	2 25 2 40
" " 3's	3 25 3 50
" " Pie, 3's	1 60 1 65
Plums, G Gages, 2's	1 40
" " Lombard	1 75 2 00
" " Damson Blue	1 90 2 00
Pumpkins, 3's	0 75
" " gallons	3 00 3 25
Raspberries, 2's	2 25 2 40
Strawberries, choice 2's	2 25 2 40
Succotash, 2's	1 50 1 65
Tomatoes, 3's	1 10 1 20
Finnan haddies	1 50
Lobster, Clover Leaf	2 95
" " Other brands	2 10 2 30
Mackerel	1 00 1 10
Salmon, 1's, talls	1 35 1 55
" " flats	1 60 1 70
" " white	1 10 1 25
Sardines Albert, 1/2's tins	1 15
" " 1/2's "	18
" " Martiny, 1/2's "	10 10 1/2
" " 1/2's "	16, 17
Other brands, 9 1/2, 11, 16, 17	
P & C, 1/2's tins	23, 25
" " 1/2's "	33, 36

Sardines Amer, 1/4's "	6 1/2, 8
" " 1/2's "	5, 11

JAMS AND JELLIES.

Jams assorted, 1's	2 35
Jellies, 1's	2 25

TORONTO BISCUIT & CONFECTIONERY CO.

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

CANNED MEATS.

Comp. Corn Beef 1 lb cans	\$1 60 \$1 65
" " 2 "	2 60 2 70
" " 4 "	4 60 5 00
" " 6 "	8 00 8 25
" " 14 "	18 00 19 50
Minced Collops, 2 lb cans	2 80
Roast Beef	1 80
" "	2 75
" "	5 85
Par Ox Tongue, 2 1/2 "	\$8 50 8 75
Ox Tongue	8 25 8 50
Lunch Tongue	3 25
" "	5 75 6 25
English Brawn, 2 "	2 75 2 80
Camb. Sausage, 1 "	2 50
" "	4 00
Soups, assorted, 1 "	1 35
" "	2 25
Soups & Bouilli, 2 "	1 80
" "	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	\$12 00

CHEWING GUM.

ADAMS & SONS.	
To Retailers.	
Tutti Frutti, 36 50 bars	\$1 20
Bo-Kay (new) 150 pieces	1 00
Sappota, 150 "	1 00
Magic Trick, 115 "	0 75

ALWAYS ORDER

RECKITT'S BLUE.



Prices Current, Continued—

Red Rose, 115 pieces	0 75
Sweet Fern, 230 "	0 75
Puzzle Gum, 115 "	0 75
Oolah " 115 "	0 75
Monte Cristo, new 180 "	1 80
C. T. HEISEL.	
Red Jacket, No. in box, Per box	
Royal Fruit, 115 pieces	0 75
Digestive, 365 pkgs.	1 20
largest Heart p. gum 150 "	1 00
Globe picture gum, 150 "	1 00

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, Homeopat'c, 1/4's, 8 & 14 lbs	30
" Pearl	25
" London Pearl 12 & 18 "	22
" Rock	30
" Bulk, in bxs.	18
BENS DORP'S ROYAL DUTCH COCOA.	
1/4 lb. cans, per doz.	\$2 40
1/2 " "	4 50
1 " "	8 50

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)	
Mott's Prepared Cocoa	per lb \$0 30
Mott's Homeopat'c Cocoa (1/4's)	28
Mott's Breakfast Cocoa	32
Mott's Break. Cocoa (in tins)	40
Mott's No. 1 Chocolate	35
Mott's Breakfast Chocolate	28
Mott's Caracas Chocolate	40
Mott's Diamond Chocolate	22
Mott's French-Can. Chocolate	30
Mott's Navy or Cooking Choc.	26
Mott's Cocoa Nibs	30
Mott's Cocoa Shells	5
Mott's Vanilla Chocolate stick 72 & 24	5
Mott's Pure Confec. Chocolate 22-38	30
Mott's Sweet Confec. Choc. 11-30	30

COWAN COCOA AND CHOCOLATE CO.

Cocoas	
Hygienic 1, 1/4 lb. boxes	70, 75
Iceland Moss 1/4 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, "	30
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'um No. 1, bxs. 12 & 25 lbs each	40
Baker's Vanilla in bxs 12 lbs each	52
Caracas Sweet bxs 6 lbs each, 12 bxs in case	55
Eagle, sweet & spiced, bxs 12 lbs each	33
Vanilla Tablets, 416 in box, 24 bxs in case, per box	3 65
Spanish Tablets, 100 in box, 12 bxs in case	3 00
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes, 12 lbs each	25

Grocers' Style, in cases 24 boxes, 6 lbs each		25
48 Fingers to the lb., in cases 12 bxs	12 lbs each	25
48 Fingers to the lb., in cases 24 bxs	6 lbs each	25
Cocoa—		
Pure Prepared boxes, 12 lbs each		40
Cracked, boxes, 20 lbs each, 1 lb and assorted papers		32
Cracked, in bxs, 12 lbs., each, 1 lb. papers		32
Cracked, in bags, 6, 10 & 25 lbs each		30
Cocoa and shells, 12 & 25 lbs each		30
Breakfast Cocoa—		
In bxs, 6 & 12 lbs., each, 1 lb. tins		45
In boxes, 12 lbs., each, 1 lb. tins, decorated canisters		45
Broma—		
In boxes, 12 lbs., each, 1 lb. tins		40
Packed chocolate, white and pink assorted, or if required, any kind separate.		



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

COFFEE.

GREEN	
Mocha	c. per lb. 32, 35
Old Government Java	30, 33
Rio	19, 21
Plantation Ceylon	29, 31
Porto Rico	24, 28
Guatemala	24, 26
Jamaica	22, 23
Maracaibo	24, 28
WHOLE ROASTED OR PURE GROUND.	
ELLIS & KEIGHLEY'S.	

c. per lb	
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
Leguayra	29
Mocha and Java	32, 33
Java, Standard	33
" Old Government	30, 32
Arabian Mocha	36
Santos	28
J. W. COWAN & CO.	
Standard Java in sealed tins, 25 and 50 lbs.	36
Standard Imperial in sealed tins, 25 and 50 lbs.	32
Standard Blend in sealed tins, 25 and 50 lbs.	33
Ground, in tins, 5, 10, 15 and 25 lbs.	20, 30
Say's Parisien, in 1/4 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

FIRE LIGHTER.

"Star" Fire Lighter, per gross.	\$1 70
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FLOUR AND MEAL.

per bbl.	
Flour, Manitoba Patent	5 80 5 85
" Ontario patents	4 75 5 25
" Straight Roller	4 50 4 60
" Extra	4 20 4 30
" Low grades	2 00 3 75
" Strong bakers	5 50 5 60
Oatmeal, standard, bbis	4 40
" granulated	4 50
" rolled	4 50
Rolls Oats	4 50
Bran, per ton	11 50 12 00
Shorts	17 30 18 00
Cornmeal	4 00 4 40

FLUID BEEF.

JOHNSTON'S, MONTREAL.	
per doz	
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, bbis	6 1/2, 6 3/4
" " 1/2 bbis	6 1/2, 6 3/4
" cases	6 1/2, 7
Filiatras, bbis	6 1/2, 6 3/4
" " 1/2 bbis	6 1/2, 6 3/4
" cases	6 1/2, 6 3/4
Patras, bbis	6 1/2, 7
" " 1/2 bbis	7, 7 1/2
" cases	7 1/2, 7 3/4
Vostizzas, cases	7 1/2, 9 1/2
" " 1/2 cases	8 1/2, 10
5-crown Excelsior (cases)	9 1/2, 10
" " 1/2 case	9 1/2, 9 3/4
Dates, Persian, boxes	5 1/2
Figs, Elemes, 14 oz., per box	10
" 10 lb boxes	12 1/2, 13
" 20-lb "	15 1/2, 16
" Seven-Crown	18
Prunes, Bosnia, bags	18
" cases	5 1/2, 6 1/2
Raisins, Valencia, off stalk	4 5
" New, off stalk	7 1/2, 8
Selected	7 1/2, 8
Layers	8 1/2
Raisins, Sultanas	12, 14
" Eleme	7 1/2, 8
MALAGA:	
London layers	2 70 3 00
Loose muscatels	2 35 2 75
Imperial cabinets	3 25 3 50
" qrs. flat	1 00
Connoisseur clusters	4 00 4 25
Extra dessert	4 75 5 00
" qrs.	6 00 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 " "	4 75 5 00
" qrs	1 50 1 60
Fine Dehesas	7 00 7 25
" qrs	2 00 2 25
Lemons, Palermos	4 00 6 50
" Messina	4 00 6 50
Oranges, Jamaica	4 50
" Sorrentos	4 50

DOMESTIC.

Apples, Dried, per lb	0 06 1/2 0 09
do Evaporated	0 13 1/2 0 14

GLASSWARE.

TAYLOR, SCOTT & CO.	
c. per doz	
Lamp Chimneys, O	32
" " A	35
" " B	45

GRAIN.

Wheat, Fall, No. 2	0 96 0 99
" Red Winter, No. 2	0 97 0 98
" Spring, No. 2	0 94 0 95
" Man Hard, No. 1	1 10
" No. 2	35 37
Oats, No. 2, per 34 lbs.	50 51
Barley, No. 2, per 48 lbs.	55 56
" No. 3, extra	48 55
" No. 3	80 81
Rye	67 70
Peas	67 70
Corn	70

HAY & STRAW.

Hay, Pressed, "on track	11 50 12 00
Straw Pressed, " "	5 00 7 00

LARD.

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

MUSTARD.

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

NUTS.

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

PICKLES & SAUCES.

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

**B. F. P.** Grocers, Confectioners and Druggists.

The season is now at hand when you will be asked for Cough Drops. Send us Sample Order for the Celebrated **B. F. P. COUGH DROPS**, Put up in 5c. Tins, Bottles and Boxes, and in 5c. Packages. Nothing like them for Sore Throat, Hoarseness, Coughs, Colds.

**Toronto Biscuit and Confectionery Co.,**  
7 Front St. East, Toronto.

Prices current, continued—

SAUCES.	
John Bull, kegs, per gal.	1 25
1/2 pt. bottles, per doz.	
3 pt. bottles, per doz.	
(according to quantity) 90c	1 00
Devonshire Relish, kegs, p. gal.	1 75
1/2 pt. bottles,	
per doz.	1 25
Niagara Tomato, kegs, per gal.	1 25
Reputed pints	2 25
Raspberry Vinegar, per doz.	2 25
Raspberry Syrup and vinegar	2 25
Terry's Candied Peels, c. per peels	
Lemon, 7 lb boxes.	3 25
Orange, "	3 25
Citron, "	3 25
CROSS & BLACKWELL'S.	
Pickles, all kinds, pints, per doz	3 25
LEA & FERRIN'S, per doz.	
Worcester Sauce, 1/2 pts.	\$3 60 \$3 75
" pints	6 25 6 50
LAZENBY & SONS.	
Pickles, all kinds, pints	3 25
quarts	6 00
Harvey Sauce—genuine—1/2 pt.	3 25
Mushroom Catsup	2 25
Anchovy Sauce	3 25
PRODUCE.	
DAIRY.	
Butter, creamery, rolls	\$0 21 \$0 22
" tub...	0 19 0 21
" dairy, tubs, choice	0 14 0 16
" medium	0 10 0 12
" low grades to com.	
Butter, pound rolls	0 15 0 16
" large rolls	0 12 0 14
" store crocks	0 12 0 14
Cheese	0 09 0 10
COUNTRY	
Eggs, fresh, per doz.	0 13 0 14
" limerd	
Beans	1 65 1 70
Onions, per bbl.	
Potatoes, per bag	0 35 0 55
Hops, 1899 crop	0 15 0 18
" 1891 "	0 20 0 25
Honey, extracted	0 08 0 10
" section	0 14 0 16
PROVISIONS.	
Bacon, long clear, p. lb.	0 08 1/2 0 09
Pork, mess, p. bbl.	15 00 17 25
Hams, smoked, per lb.	0 12 1/2 0 13
" pickled	0 10 0 11

Bellies	0 10 1/2 0 11
Rolls	0 09
Backs	0 11
Lard, Canadian, per lb	0 10 1/2 0 10 3/4
Hogs	7 00 7 25
Tallow, refined, per lb.	0 05 1/2 0 05 3/4
" rough,	0 02
RICE, ETC.	
	Per lb
Rice, Aracan	3 1/2 4c
" Patna	4 1/2 5 1/2
" Japan	5, 5 1/2
" extra Burmah	3 1/2 4
Grand Duke	6 1/2 7 1/2
Sago	4 1/2 5 1/2
Tapioca,	3 1/2 6
SPICES.	
GROUND.	
Pepper, black, pure	\$0 15 \$0 18
" fine to superior	19 15
" white, pure	25 25
" fine to choice	20 25
Ginger, Jamaica, pure	25 27
" African,	18 18
Cassia, fine to pure	18 25
Cloves,	14 25
Allspice, choice to pure	12 15
Cayenne,	30 35
Nutmegs,	75 1 20
Mace,	1 00 1 25
Mixed Spice, choice to pure	30 35
Cream of Tartar, fine to pure	25 37
STARCH.	
EDWARDSBURG STARCH CO. LIMITED.	
MONTREAL.	
	c. per lb.
No. 1 White, 4 lb cartons	5 1/2 c
Canada Laundry	4 1/2
Silver Gloss, crates	6 1/2
Silver Gloss, 1 lb chromos	6 1/2
Satin, Starch 1 lb chromos	7 1/2
No 1 White, barrels & halves	4 1/2
Benson's Canada Prepared Corn	7 1/2
Canada Corn	6 1/2
Rice Starch, 1 lb	9
BRITISH AMERICA STARCH CO.	
BRANTFORD.	
1st quality white, 3 lb. cartons.	5 1/2
Lily White gloss, crates	6 1/2
Brantford gloss, 1 lb	7 1/2
Lily White gloss, 1 lb chromo.	6 1/2
Canada Laundry, Boxes	4 1/2
Pure Prepared corn	7 1/2
Challenge Corn	6 1/2
Rice Starch, fancy cartons	9
" cubes	7 1/2

KINGSFORDS OSWEGO STARCH.	
Pure Starch—	
40-lb boxes, 1, 2, and 4 lb. pack'g's	8
36-lb boxes, 3 lb. packages	8
12-lb "	8
38 to 45-lb boxes	8
Silver Gloss Starch—	
40-lb 1, 2 and 4 lb packages.	9
40-lb 1/2 lb package	9 1/2
40-lb "	10
40-lb assorted 1/2 and 1 lbs.	9 1/2
6-lb sliding covers	9 1/2
38 to 45 lb boxes	9
Oswego Corn Starch—for Puddings,	
Custards, etc.—	
40 lb boxes, 1 lb packages.	8 1/2
20 "	8 1/2
SUGAR.	
	c. per lb
Granulated, 15 bbls or over	5
less than 15 bbls.	5 1/2
Paris Lump, bbls and 100 lb. bxs	5 1/2
" 50 lb. boxes	5 1/2
Extra Ground, bbls	5 1/2
" less than a bbl.	6 1/2
Powdered, bbls	5 1/2
" less than a bbl.	5 1/2
Extra bright refined	4 1/2
Bright Yellow	4 1/2
Medium	3 1/2
Brown	3 1/2
Raw	3 1/2
SYRUPS AND MOLASSES.	
SYRUPS.	
	Per lb.
D	2 1/2
M	2 1/2
B	2 1/2
V.B.	2 1/2
E.V.B.	2 1/2
E. Superior	2 1/2
XX	2 1/2
XXX	3 3/4
MOLASSES.	
	Per gal.
Trinidad, in puncheons	0 38 0 40
" bbls	0 40 0 42
" 1/2 bbls	0 42 0 44
New Orleans, in bbls.	0 48 0 65
Porto Rico, hdds.	0 38 0 40
" barrels	0 42 0 45
" 1/2 barrels	0 44 0 47
TOBACCO AND CIGARS.	
British Consols, 4's; bright twist,	
5's; Twin Gold Bar, 8's	67c
Ingots, rough and ready, 7's	64
Laurel, 3's	57
Brier, 7's	55

Index, 7's	50
Honeysuckle, 7's	58
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette and Lovely, 12's	50 1/2
Prince of Wales, in caddies	51 1/2
" in 75 lb boxes	51
Bright Smoking Plug Myrtle, T & B, 3's	60
Lily, 7's	53
Diamond Solace, 12's	50
Mvrtle Cut Smoking, 1 lb tins	70
1/2 lb pg, 6 lb boxes	70
oz pg, 5 lb boxes	70
GLOBE TOBACCO COMPANY.	
CUT SMOKING TOBACCO.	
	Per lb.
The Old Flag, 1/2 lb. in 5 lb. boxes.	70c
" " " 1 lb. Fancy Tins	70c
" " " 1 lb. Fancy Tins	41c
Gold Flake, 1-5, 6 lb boxes.	70c
" " " 1-5	70c
" " " 1-10, 5	80c
" " " 1 fancy tins	70c
" " " 1 "glass jars	41c
" " " 1 "glass jars	77c
Hand Made, 1-5, 6 lb boxes	65c
" " " 1-5	68c
" " " 1 fancy tins	68c
" " " 1 glass jars	49c
" " " 1 glass jars	75c
GRANULATED SMOKING TOBACCO.	
Uncle Tom, 1-5, 6 lb boxes	45c
" " " 1-10, 6 lb	45c
LONG CUT SMOKING TOBACCO.	
Wig Wag, 1/2, 6 lb boxes	41c
" " " 1-5, 6 lb	43c
" " " 1-10, 6 lb	45c
FINE CUT CHEWING TOBACCO.	
Golden Thread, 5 & 10 lb pails	95c
Globe, "	90c
Victoria, "	75c
High Court, "	70c
Jersey Lilly, "	65c
Golden Thread, 1-16 " Foil in 1/2 gro.	
boxes, per gross	9 05
Solace " 1-16 " Foil in 1/2 gro.	
boxes, per gross	6 05
CIGARS—S. DAVIS & SONS, Montreal.	
	Per M
Madre E' Hijo, Lord Landsdowne	\$60 00
" Panetelas	60 00
" Bouquet	60 00
" Perfectos	85 00
" Longfellow	85 00
" Reina Victoria	80 00
" Pins	55 00

# KINGSFORD'S

# OSWEGO

# STARCH

PURE AND SILVER-GLOSS CORN STARCH

FOR THE LAUNDRY | FOR THE TABLE

THE STANDARD OF EXCELLENCE ABSOLUTELY PURE

FOR SALE BY ALL LEADING JOBBERS IN CANADA

## T. KINGSFORD & SON,

OSWEGO, N.Y.





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

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

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

**W. H. GILLARD & CO.,**  
**WHOLESALE GROCERS, HAMILTON, ONT.,**

Agents for Canada.

Prices current, continued—

El Padre, Reina Victoria	55 00
Reina Vict., Especial	50 00
Conchas de Regalia	50 00
Bouquet	55 00
Pins	50 00
Longfellow	50 00
Perfectos	50 00
Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	29 00
Cigarettes, all Tobacco—	
Cable	7 00
El Padre	11 00
Mauricio	15 00
DOMINION CUT TOBACCO WORKS, MONTREAL.	
CIGARETTES. Per M.	
Athlete	\$7 50
Puritan	6 25
Sultank	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
CUT TOBACCOS. per lb	
Puritan, 1 lb pkg., 5 lb. boxes	70
Old Chum, 1 lb pkg., 5 lb. boxes	70
Old Virgin, 1-10 lb pkg., 10 lb boxes	62
Gold Block, 1 lb pkg., 5 lb. boxes	70
CIGARETTE TOBACCO.	
B. C. N. 1, 1-10, 5 lb boxes	83
Puritan, 1-10, 5 lb boxes	85
Athlete, per lb	1 15
SOAP.	
Ivory Bar, 1 lb. bars, per lb	5 1
Do. 2, 6-16 and 3 lb bars	5
Primrose, 1 lb bars, wax W	4 1
John A, cake, wax W. per doz	42
Mayflower, cake	42
Gem, 3 lb bars per lb	3 1
13 oz, 1 and 2 lb. bars	3 1
Queen's Laundry, per bar	5 1
Pride of Kitchen, per box	2 75
Sapolo, 1 gross boxes	3 25
per gross, net cash	12 00
TAYLOR, SCOTT & CO.	
per doz.	
Baby's Own, 1 doz boxes	\$1 25
Our Boys, 1 " "	1 25
Sea Foam, 1 " "	75
London Bouquet, 1 " "	60
Oatmeal, 1 " "	85
" " " "	60
Paris Assortud, 1 " "	75
Albert Oatmeal bar, 2 doz. boxes	0 75
" White Castile bar, 2 doz. boxes	0 75
Fatherland, 1 doz boxes, p. gro.	5 00
MORSE'S SOAPS. Per lb	
Mikado (wrapped)	0 04
Eclipse	0 04
Stanley Bar	0 04
Defiance	0 04
Toronto, 12 oz.	Per doz 0 50
Ruby, 10 oz.	" 0 30
Monster, 8 oz.	" 0 21
Detroit, 14 oz.	" 0 48
Lily White	" 0 80
Everyday	" 0 80
Queen City, 14 oz.	" 0 72
Per box	
Mottled in 5 box lots, 100 bars	5 00
" " " " 60 bars	3 00
Floater (boxes free)	6 50
Electric	2 75
Hard Water Electric	2 50
Royal Laundry	3 25
Octagon	4 00
Per doz	
Royal Magnum	0 25
25 doz per box	0 20
Anchor, Assorted	0 10
Castile	0 50
Morse's Assorted	0 45
Morse's Rose	0 45
" Windsor	0 45
" Castile	0 45

Bouquet, paper and wood	0 80
Prize Magnum, White Castile	0 72
" " Honey	0 72
" " Glycerine	0 72
" " Oatmeal	0 72
" " Honeysuckle	0 72
Sweet Briar	0 85
Extra Perfume	0 55
Old Brown Windsor Squares	0 30
White Lavender	1 00
Per doz	
White Castile Bars	0 85
White Oatmeal	0 85
Persian Boquet, paper	2 50
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood	0 40
Carnation	1 50
Rose Boquet	0 60
Cocoa Castile	0 40
Arcadian	0 45
New Arcadian, per gross	4 25
Ocean Boquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 60
Magnolia	1 20
Oatmeal	0 85
Unscented Glycerine	0 90
Grey Oatmeal	0 60
Plain Honey	0 70
Plain Glycerine	0 70
Plain Windsor	0 70
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20

**WOODENWARE. per doz**

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

**MATCHES, 5 case lots. Single cases**

Parlor	1 70	\$1 75
Telephone	3 90	4 00
Telegraph	4 10	4 20
Safety	4 20	4 30
French	3 60	3 75
Railroad (10 gro. in case)		
Single case and under 5 cs.	\$1 00	
5 cases and under 10 cases	3 90	
Steamship (10 gro. in case)		
Single case and under 5 cs.	3 89	
5 cases and under 10 cases	3 70	
per doz.		
Mops and Handles, comb.	1 25	
Butter tubs	\$1 60	\$3 20
Butter Bowls, crates ast'd	3 60	

**CLOTHES PINS.**

5 gross, per box	0 75
4 gross, " "	0 85
6 gross, " "	1 20
CHAS. BEECH & SONS.	
per box	
5 gross, single & 10 box lots	0 75
Star, 4 doz. in package	0 80
" " " "	1 25
" " " " cotton bags	0 90
INDURATED FIBRE WARE.	
1 pail, 6 qt.	\$4 00
Star Standard, 12 qt.	4 50

Milk, 14 qt.	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	15 50
" " " "	13 25
" " " "	11 00
Nests of 3.	3 40
Keelers No. 1.	10 00
" " " "	9 00
" " " "	8 00
" " " "	7 00
Milk pans	3 25
Wash Basins, flat bottoms.	3 25
" " " " round "	3 50
Handy dish	3 75
Water Closet Tanks	18 00

**DURABLE PAISLS AND TUBS**  
 WM. CANE & SONS, MANUFACTURING CO  
 NEWMARKET.

Per doz.	
Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish.	3 25
No 1 tubs	9 50
No 2 " "	8 50
No 3 " "	7 50

**BARM YEAST.**

3 doz. 5c. packages, in boxes.	per box 1 00
3 doz. 10c.	1 95
1 1/2 " 10c. and 3 doz. 5c. packages	2 00
in assorted boxes	2 00

**"OUR NATIONAL FOODS."**

Desiccated Wheat	4 lb. \$2 35
Roll'd Oats	4 " 2 35
Snow Flake Barley	4 " 2 35
Desiccated Rolled Wheat	3 " 2 35
Backwheat Flour, S. R.	4 " 2 25
Prepared Pea Flour	2 1/2 " 2 00
Baravana Milk Food	1 " 3 53
Patent Prepared Barley 1	2 00
Patent Prepared Groats 1	1 50
Gluten Flour	4 lb. 3 00
Farina, very choice	1 1/2 lb. 1 40

**HARDWARE, PAINTS AND OILS.**

CUT NAILS, from Toronto:	
10 dy. to 60 dy.	2 30
8 dy. and 9 dy.	2 65
4 dy. to 7 dy.	2 90
3 dy.	C.P. 3 05
3 dy.	A.P. 3 45
HORSE NAILS:	
"C" 60 to 60 and 10 per cent. from list.	3 50
HORSE SHOES:	
From Toronto, per keg	3 50
SCREWS: Wood—	
Flat head iron 7 1/2 p.c. dis	
Round " " 7 1/2 p.c. dis.	
Flat head brass 7 1/2 p.c. dis.	
Round head brass 70 p.c.	

**WINDOW GLASS:** [To find out what break any required size of panes comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.]

1st break (25 in and under)	1 45
2nd " (26 to 40 inches)	1 35
3rd " (41 to 50 " )	3 40
4th " (51 to 60 " )	3 70
5th " (61 to 70 " )	4 00

**ROPE: Manila** 0 12 | 0 12 1/2  
 Sisal 0 08 | 0 08 1/2  
 New Zealand 0 08 | 0 08 1/2

**BINDER TWINE:**  
 Crown Brand (from factory) 11  
 Red Cap " " 12  
 Blue Ribbon " " 14  
 Silver Composite " " 9

**AXES:** Per box, \$3 to \$12.  
 SHOT: Canadian, dis. 7 1/2 per cent.  
 HINGES: Heavy T and strap .04 | 05  
 " Screw hook & strap .03 | 01 1/2

**WHITE LEAD: Pure Ass'n guarantee ground in oil.**

25 lb. irons	per lb 5 1/2
No. 1	" 5
No. 2	" 4 1/2
No. 3	" 4
TURPENTINE Selected packages, per gal	
gal	0 55
LINSEED OIL per gal, raw	0 60
Boiled, per gal	0 63
CASTOR OIL: Best per lb.	0 08 1/2
GLUE: Common, per lb.	0 10

**PETROLEUM.**

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

**DRUGS AND CHEMICALS.**

Alum	lb \$0 02
Blue Vitriol	0 06
Brimstone	0 02 1/2
Borax	0 13
Camphor	0 65
Carbolic Acid	0 35
Castor Oil	0 11 1/2
Cream Tartar	0 30
Epsom Salts	0 01 1/2
Paris Green	0 16
Extract Logwood, bulk	0 13
" boxes	0 15
Gentian	0 10
Glycerine, per lb	0 18
Hellebore	0 16
Iodine	5 50
Insect Powder	0 35
Salpêtre	0 08 1/2
Soda Bicarb, per keg	2 50
Sal Soda	1 00
Madder	0 12 1/2

**VINEGAR.**  
 A. HAAZ & CO

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

**FISH.**

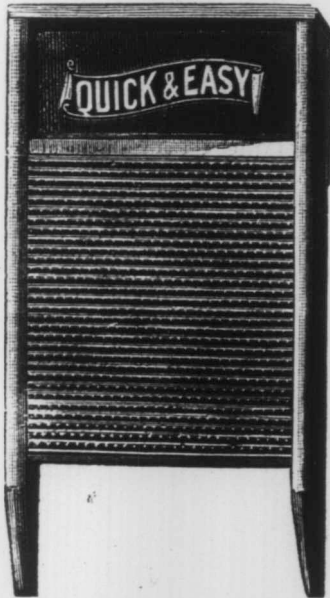
Pickarel	per lb 0 06
Pike	do 0 05
White fish	0 07
Salmon Trout	0 07
Lake herring	2 50
Pickled and Salt Fish:	
Labrador herring, p. bbl	5 75
Shore herring " "	4 50
Salmon trout, per 1/2 bbl	4 25
Dried Fish:	
Codfish, per quintal	5 25
" cases	5 00
Boneless fish	per lb 0 04
Boneless cod	" 0 06
Smoked Fish:	
Finnan Haddies	per lb 0 07 1/2
Bloaters	per box 1 00
Digby herring	" 0 16
Sea Fish:	
Haddock	per lb 0 03
Cod	" 0 02
B.C. salmon	" 0 16

# "Quick and Easy"

IS THE BEST

## WASHBOARD

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



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

### T. G. Williamson & Co.,

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

### TORONTO SALT WORKS,

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

Dealers in all kinds of Table, Dairy, Meat Curing, Barrel and Land Salts.

The "Acme" Table Salt (new process) will not get damp or hard.

Two Silver Medals, at Industrial Exhibition, Toronto, 1890, for our "Acme" Table Salt and our "Star Brand" Dairy Salt.

## CORTICELLI

SPOOL SILKS & TWISTS,  
EMBROIDERIES & FANCY SILKS.

To satisfy and please your customers you must keep the best lines. "CORTICELLI" has that reputation; if you want to put in a line of these goods. Send for further information and prices to

**CORTICELLI SILK CO.,**  
**ST. JOHNS, P. Q.**

## Commercial Travellers.

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

### STAR FIRE LIGHTER.

FAST SELLER. GOOD PROFIT  
285 gross sold in London, Ont., in 5 weeks, and sells faster every day.  
NO COAL OIL.  
Send for sample. See our prices.  
**STAR MFG. CO., London.**

### COUGH DROPS.

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.

**GENERAL STOREKEEPERS**  
Who deal in Dry Goods  
Should Subscribe for  
**THE DRY GOODS REVIEW**  
It will keep you informed on all important questions of the day affecting the Dry Goods and allied trades.  
SUBSCRIPTION 1/6  
SEND FOR SAMPLE COPIES  
**THE DRY GOODS REVIEW, TORONTO**  
THE J.B.M'LEAN CO. (LTD) PUBLISHERS.

**BUY ONLY  
THE BEST**



### THE GAIL BORDEN Eagle Brand Condensed Milk

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

# - PARISIAN - BLUE!

Is Stronger and More Economical  
THAN ANY OTHER BLUE.

It Does Not Stain the Linen.

**TELLIER, ROTHWELL & CO.**

# - BROOMS -

EXTRA SELECT.

35, 30, 25, 20, 15.

Just what you want for choice family trade at prices to suit all.

These Brooms are made of selected stock, handsomely finished and warranted to be always same weight and quality.

Note our Special Brands.

35	"Peerless"	35
30	"Ideal"	30
25	"Royal"	25
20	"Anchor"	20
15	"Crown"	15

Manufactured by

**CHAS. BOECKH & SONS, - TORONTO.**

- ALSO -

Household Brushes of every description,  
Pails, Tubs, Washboards,  
Matches, etc.

Price List sent on application.

ESTABLISHED 1856.

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

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

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

If your wholesale grocer does not keep them write direct to

### MARTIN BROS.,

Mount Forest, Ont.

Oats and Feed a Specialty.

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

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