

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

THE CANADIAN GROCER
& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$200 PER YEAR

VOL. V.

TORONTO, MARCH 13, 1891.

No. 11

Fac-Simile of Package.



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BENSON'S
CANADA **PREPARED CORN**

Superior to any Imported
CORN STARCH.

RELIABLE AND UNIFORM
IN QUALITY.

FOR SALE BY EVERY GROCER.

H. A. NELSON & SONS
MANUFACTURERS

AND
Wholesale Dealers

—IN—
BROOMS
AND
WHISKS,

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

MONTREAL, - TORONTO.



ASK FOR

MOTT'S

DUNN'S BAKING POWDER

THE COOK'S BEST FRIEND
Largest Sale in Canada.

Taylor, Scott & Co.
TORONTO.



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IS THE CHEAPEST.

Retail Price, 25c.

For sale by all first-class grocers

FINE GOODS OUR SPECIALTY.

MUNGO CIGARS, EXCEPTIONALLY FINE.

MADRE E. HUGO (7 SIZES).

EL PADRE AND CABLE.

ALL-TOBACCO CABLE AND EL PADRE CIGARETTES.

THE CANADIAN GROCER

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



AGENCY FOR—
 Ganong's Lilly Chocolates,
 Terry's English Bottled Confectionery,
 Negree's French Crystallized Fruits.

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A. HAAZ & CO.,
 Bonded Manufacturers of
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VINEGARS.
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The Canada Sugar Refining Co.

Redpath (Limited),
MONTREAL



We are now putting up, expressly for family use, the finest quality of PURE SUGAR SYRUP, not adulterated with Corn Syrup, in **2-lb.** cans, with movable tops.

FOR SALE BY ALL GROCERS.

THE CANADIAN GROCER
 & GENERAL STOREKEEPER

PUBLISHED WEEKLY.
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Published in the interest of Grocers, Canners, Produce and Provision Dealers
 and General Storekeepers.

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

115 ST. FRANCOIS XAVIER STREET,
 MONTREAL.

8 WELLINGTON STREET WEST,
 TORONTO.

Vol. V.

TORONTO, MARCH 13, 1891.

No. 11

SPECIAL TO OUR READERS.

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

OUR MONTREAL OFFICE.

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

EFFECTS OF THE NEW TERMS.

The grocery trade of the country already begins to show symptoms of the working of the new terms. One feature that has been very marked since these terms were adopted is the decline of speculative buying. The time is now too short for retailers to foresee the same chances to turn over large stocks of any class of goods, and buying has therefore been more proportioned to the estimated consuming power of the retailers' customers. Where accounts have to be paid so soon, there is less disposition to be caught with a lot of the goods on hand 30 days after the purchase of them, as thirty days after purchase now represents pay day on the most important staples. Then there is not such a vista of favorable probability in a short time as there is in a long one. If prices are becoming high, consumption may hold off considerably, but if the time were 60 days, the chances of its not holding off so long would be tempting. Speculation is all right within bounds, but when it becomes the rule and not the exception in a trade, it is likely to be dangerous and reduce trade to gambling. Another outcome of the new

terms is observed in the reduction of the number of people in the trade. There were undoubtedly too many. Those who could barely continue by having liberal time given them are often unable to continue in the face of the present short terms. They therefore go out. Their departure must benefit those who remain. Weak men are not suffered to be driven out in every case, but the weak worthless ones are. And the trade is not being recruited so rapidly from the farms and workshops of the country as it was. The farmer who thinks there is a chance to become rich in the grocery trade, pauses when he sees that payment must so soon and so certainly follow purchase. When he sees that a man's credit must be gilt-edged before he can get even these scant terms he is likely to stick to his farm. There are stores vacant to-day in several thriving places, where there would have been tenants selling goods if the terms had been easier.

MEN OF THE TIMES.

With a portrait and sketch of the life of the Hon. Frank Smith, we this week begin a series, of which the subjects shall be the leading men of the times who are in the grocery trade or any business that is connected with it. The men who have succeeded are supposed to know the paths of fortune, and there is perhaps no man who has yet his fortune to make, that does not feel a yearning curiosity to know something about experiences that have ended in affluence or eminence. The lesson taught by the story of an honorable career will not only interest, but will instruct and encourage. Among our readers there are plenty of men who have before them what their wealthy fellow merchants have left behind them viz., arduous and patient toil. We hope many of them will get through so successfully.

THE PATRONAGE OF THE PATRONS.

The delegates which make up the supreme body of the Patrons of Industry in this country met recently in Sarnia. There were representatives from 18 counties, a fact which throws some light on the extent over which the association has grown. The most important business was the passing of a resolution to sever the Canadian branch from the United States Patrons. This resolution was held in abeyance until the 28th of this month, when the annual meeting of the United States body takes place at Jackson, Mich. The following were the officers elected:

Fergus Kennedy, of Camlachie, Lambton, grand president; Caleb A. Mallory, of Warkworth, Northumberland, vice-president, and L. A. Welsh, Strathroy, secretary-treasurer, salary \$500 per annum.

Farmers, mechanics and laborers are eligible for membership, as are also persons male or female who derive two-thirds of their livelihood by manual labor. But doctors, lawyers, merchants, politicians, liquor dealers and non-producers of all kinds are excluded from the lodges. Zealous organizers have been at work in the several counties in Ontario, and branches of the association are springing up and permeating the population. In the western portion of the Province they are especially strong, no less than 130 lodges having been organized in the county of Lambton.

The lodges are resolved into corporate purchasers, and deal with the man who signs the following blank:

ARTICLES OF AGREEMENT.

Province of Ontario }
 County of..... }

This agreement, made and entered into by and between..... of..... dealer in..... of the first part, and the Patrons of Industry of the second part, witnesseth, that the said party of the

first part, for and in consideration of the covenants to be performed by the parties of the second part hereby agree with the parties of the second part part as follows :

1. To sell goods to members of said order as follows, to wit : will sell all lines of goods in store, or that may hereafter offer for sale at store, at the following named prices (and furnish invoice of same if required), for cash or its equivalent in produce to be taken at the market price :

2. In case that any goods are sold to persons not members of the order as a "leader" or "specialty" or for other cause at less than the above rate, then the same kind of goods shall be sold to all members of the order at such special rate.

3. The party of the first part agrees to show the invoice of said goods to any member of said order having authority of said order, to be copied by said member if he so desires. And the said party of the first part further agrees that will not sell goods to persons not members of the order at the price aforesaid.

The Patrons of Industry, parties of the second part, agree to and with the said party of the first part, to patronize said party of the first part in line of goods, and to protect by their efforts and influence. And the parties of the second part further agree that they will not make known to persons not members of said order the price they pay for goods.

Should any member of the order feel himself wronged by any deal he shall furnish the president of his association with a bill and a description of the goods purchased, giving kind, marks, etc., sufficient to identify them, and said president shall investigate the same, and if he cannot satisfactorily arrange the matter, he shall refer the same to the proper committee, who shall take action thereon.

And it is further agreed by and between the parties that this contract shall be and remain in force for from this date, to be renewed if desired by the parties.

Witness our hands and seals the day of A.D. 189..

In presence of :

..... [L.S.]
..... [L.S.]
..... [L.S.]

This lop-sided agreement, whereby only one party is bound, and that the hapless retailer, is what the merchants of this country are asked to sign by the Patrons. The only condition imposed on the Patrons is that they shall pay cash or its equivalent in produce at the market value. This condition ought to be a salutary one. But can the retailer obtain the same price for an article sold on credit to a Patron, as he can for an article sold to anybody else? If that Patron comes in for an article that sells to other consumers for 35c., and to him for 28c. cash, he will be unwilling to pay the extra 7c. when he has not the cash, and will go to some other store to get a price between Patrons' price and the consumers' price. The credit trade of the Patrons will be very troublesome when access to the merchant's invoices is permitted them. Also the obligation of the merchant to recognize produce as cash will be unpleasant. That is the sort of

cash will be most in circulation. The clause that obliges the merchant to give no other customers the same terms as to the Patrons must surely be a galling spot in the yoke to which the unfortunate dealer bends his neck. He is not to let anybody else have the same bargains, for thereby he would keep them from joining the Patrons. The Patrons may deal where they please. If a bankrupt stock comes into the place when they have money they may go there for bargains, and leave in the lurch the patient dupe who has signed their agreement. The retailer, however, has a loophole. Since he has to produce his invoices when called upon, he needs to have his invoices to suit. Herein he must make the wholesaler his confidant, and be beholden to the latter for two invoices, one a genuine one, the other a fictitious one, but quoting prices sufficiently high to make a 12 per cent. profit remunerative. Thus the retailer can draw a red herring across his guileful track, and make money out of his patron, whose aim is to be equally sharp.

The Patrons try to make the public believe that the Wholesale Grocers' Guild is opposing them, and thus they hope to swell their importance in the eyes of consumers, but the Guild has not opposed them, and has so far ignored their existence.

FINE TEA.

The few use it. And such has been the history of the trade from the start. In this country the people have not been educated to demand a high grade of tea and to pay for flavor. Cheap tea rather than choice tea has been too much the cry of the retail grocer. This subject is prominent with grocers in England, in which country the consumption of tea per capita exceeds five pounds, while here it is about one and one-quarter pounds, coffee being the more favored beverage. English grocers are asking why the people use a poorer grade of tea than is used in Ireland. One of them, in writing to the London Grocer, says :

The grocers have the matter in their own hands, and if they will push low-priced rubbish, which brings them no credit and very little profit, they must expect to find their tea trade dwindle to insignificant proportions, and fall into the hands of people who retail and push higher-class teas ; while they can, if they desire, restore their tea trade to its old-time dignity, and educate the consumer to a taste better for his enjoyment and health, while benefiting themselves at the same time.

I am, etc.,

A LOVER OF FINE TEAS.

Manchester, Feb. 18.

The above will answer quite as well for American grocers. Last year the imports of tea were large, but the declared value of the 89,249,443 pounds imported was little over 15 cents per pound ! This does not indicate a very high grade of tea, and reveals one reason why our people prefer coffee or beer, for the two latter have become national

beverages, we using about sixteen gallons per capita of coffee, and twelve gallons per capita of beer per annum, to about six gallons of tea.

There is both profit and satisfaction in handling fine tea. It makes trade. Customers, as soon as their attention is directed to the matter, will discover that there are pronounced differences in flavor, and come to appreciate the delicate fragrance of a fine leaf, instead of, as now, being satisfied with any sort of an infusion so long as it is warm.

It is not likely that a grocer will sell fine tea unless he is himself a lover of the beverage and can discriminate as to body and flavor, and, last of all, style. People will soon learn that a high-priced tea is very little more expensive than a cheap tea. The Ceylon factors impress upon their customers that their " money can go as far in \$1.25 tea as in a 50 cent tea ; that is, good tea can be cheap." Then, consumers need to learn the art of making tea and acquire the habit of steeping it at the table.

When Japan tea was first introduced into the United States only the choicest kinds were imported. A well-known expert has remarked that had the first imports been such tea as is sold at \$1 for three pounds, the enterprise would have failed. This country should use 240,000,000 pounds annually instead of 80,000,000 pounds, but that day will not come until the average value per pound of the imports of tea is raised from 15 to 30@40 cents per pound. Fine tea becomes a subject of tea-table gossip, and sets tongues a-wagging the same to-day as in Ben Jonson's time. Hence to build up a paying tea trade the dealer should abandon the sale of poor, inferior or low grade tea.—The American Grocer.

SALES OF LOW GRADE BUTTER.

The butter market is having another favorable spell. This time the demand is waited from New York. On Saturday last a considerable quantity was bought up by buyers from that city, who paid good prices for low grade stock. Butter, no better than what was offered in vain for 7c. at this time last year, was taken freely at 11c. The buying was confined almost exclusively to low grades, as the scarcity of fine stock keeps the market here in a good condition, without the aid of any outside demand. The prices are therefore too high for New York buyers to take the best grades, pay the freight charges and the duty of 6c. per lb. that the United States government now puts on imported butter. It is surprising that they can afford to pay 11c. for the best low grade stock. The United States butter men can do much better with such stock than we can. Our processes of making over fail to keep the butter sweet for any long time. They are, on the other hand, wonderfully successful in securing this result. Run into the oleomargarine factories, our poorest butter becomes a constituent of a very salable, well keeping article. The operations of the New York buyers are expected to be continued. If so, the loss on low grade butter will be greatly reduced. At present the stock is small.

MEN OF THE TIMES.

I.

THE HON. FRANK SMITH.

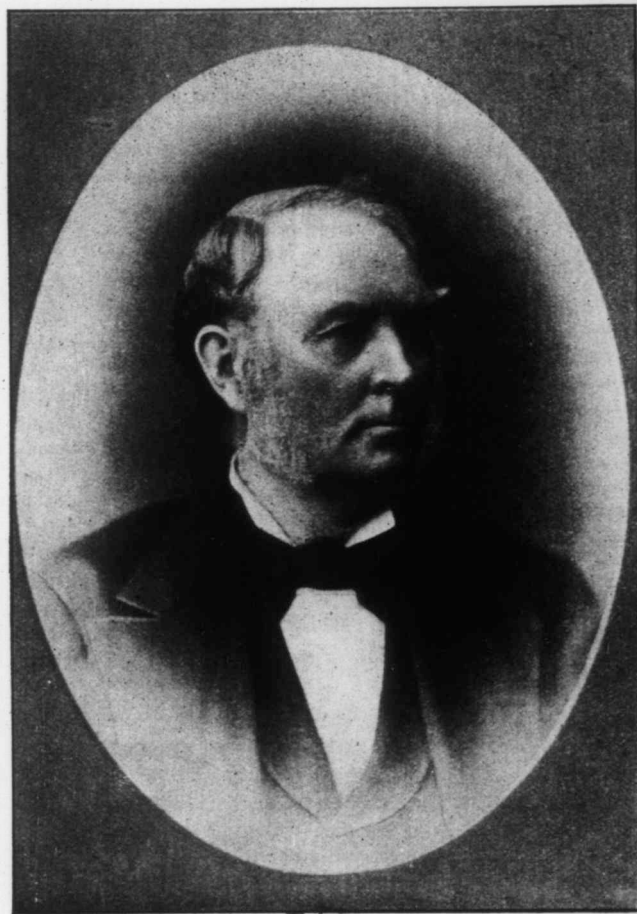
"I'll give to any well-deserving friend,
But in the way of bargain, mark ye me,
I'll cavil on the ninth part of a hair."

The name of the Hon. Frank Smith is one that is graven deeply upon the forefront of Canadian commerce and Canadian finance. It is also prominent in Canadian politics. It is connected with much that is solid and with nothing that is flimsy in the social economy of our day. The owner of it is the sole member of the large wholesale grocery firm, Frank Smith & Co., Toronto; he is the president of two loan companies, one of them the richest private bank in Ontario; he is vice-president of the Dominion Bank; he is president and half owner in the Toronto Street Railway Company; he is a director of the Northern Railway; he is sole owner in the Niagara Steam Navigation Company; and he is, as trustee or director, on the board of several other financial institutions in this province. For many years he has been a senator and a member of the Canadian government. There are few men in whose brain are converged so many wires, pulsing with interests so momentous and diverse. To ease somewhat the mental strain that his plurality of public and business cares has been tightening rather than relaxing for some years, Mr. Smith lately concluded to retire from the grocery trade, and sold out the other day to Eby, Blain & Co.

In breaking his connection with the grocery trade, Mr. Smith puts an end to a commercial career that was, throughout, an exceptionally honorable and successful one. He started at the most lowly and climbed to the most lofty position in the grocery trade, and a few of the facts of his life are worth volumes of abstract preaching as stimuli to the energies of young men.

Mr. Smith came to Toronto from Ireland in the year 1832, a lad ten years of age. His first employment was as a farmer's boy on the lake shore. In 1835 he went to work at \$5 a month, and remained in the service of the same employer for thirteen years. In that time he went through all the grades from the bottom to the top of the staff, becoming manager of the eleven stores run by his employer, and having the entire direction of forty employes entrusted to him. Two of the stores of this business were in

Toronto. The stores in those days opened at 7 in the morning and closed at 11 at night, and between these hours the store hand had to be constantly at his post. This left little time for that improvement of the mind that ought to be going on hand in hand with the development of habits of business or industry. With most men the other eight hours of the twenty-four would be necessary and would be appropriated to rest exclusively. Not so with the young Irishman. He was as ambitious as he was indefatigable. Every night for three or four hours after 11, he would work at his arithmetic, spelling-book, and writing exercises. In this way he schooled



himself while others rested. "Thus toil the workmen who repair a world." He owed his education to no one and to nothing but his own powerful will, at a time of life when will is with most men both weak and wayward. He might ask with Owen Glendower: "Where is he living who calls me pupil?" On Sundays when his fellow laborers sought to make up for the scant leisure of the other six days by hiring horse and rig and driving into the country, Mr. Smith saved his money and steadied his habits by staying at home.

In 1848 he resigned the charge of the 11 stores, and obtained the managership of the Welland Canal store. This he held as long

as there was anything to learn in it, and then he gave it up. As an inducement for him to stay, he was offered double salary and the present of a horse and saddle when the work was over. But he had an assurance of better things than that, to be come at by way of thorough business study, and the canal store was not the place where the object lessons were to be had. Its trade was too limited, was too much of the machine type, to present the problems that would sufficiently engage an expanding mind. He quit the canal store and returned to the service of the man whose eleven stores he had run.

His next step was into a business of his own. He opened a wholesale and retail grocery store in London, Ont., in 1849. It is important to observe that he was then only 27 years old. To make the start he borrowed money and paid cash for his goods. His first autumn was a blue one. His bookkeeper—a most cautious, worthy fellow—to whom Mr. Smith had told all about his borrowing the initial capital, grew uneasy, and on a wet, foggy day, three weeks before Christmas, bade Mr. Smith prepare for the worst, as there was nothing but absolute and swift ruin before him. His employer asked, "Is there enough cash in hand to pay your salary?" The answer was, "Yes." "Is there enough to pay the rent?" There was. "Then," said Mr. Smith, "I'll not fail. I did not ask your opinion about the outlook. I never had any misgiving that I should fail, and I never shall fail." He did not fail. That cardinal belief in the certainty of his own prosperity was characteristic, and was the theory to which every act corresponded. Determination and hard work form the keystone which holds the whole fabric of Mr. Smith's individuality together. A determined worker, he was also a shrewd business engineer,

always saw the end at the beginning, and had his plans for honorable retreat well laid.

When he started in London there were no sidewalks, there were not even macadamized roads. Business, therefore, had to be done under difficulties, and the conditions of trade required that every man should bear a hand. One season Mr. Smith concluded to make more money out of his butter than he had made the year before. He concluded to pack the butter himself, and after the late hours of business he went night after night alone to his warehouse, and worked until he got 660 110-lb. tubs packed. On that butter

he got 3c. a pound more than anybody else got for similar lots, and made more than \$2000 above what he would have got if he had left the work to be done by his men. This was a pretty good thing to earn after hours during the winter nights. For three years afterwards, urgent orders were forwarded from Liverpool for more butter of that brand.

When the financial hurricane of 1861, struck the country, he had £24,000 scattered through the townships about London. Day after day the reports of retailers failing came in thick and fast, and the average loss to Mr. Smith was \$2,000 per day for a considerable period. Still he did not get into a panic. He limited credit more closely, sailed close, and in the following year he owed no man. Before he left London he worked up a business of \$600,000 per year.

In 1867 he moved to Toronto, and opened a wholesale grocery store on Front street, east of Church street, leaving a branch behind him in London. Soon the Toronto premises became too small, and he bought the land for the site of his present stand (that sold to Eby, Blain & Co.) from the city, and the extensive and massive edifice he built there is one of the best wholesale grocery houses on the continent. There he did for years an immense business, particularly in the days when wet groceries were kept almost as generally as dry groceries. Toronto was very flat when he came. The wholesale trade was light, and the best bills were going to Montreal. Auction sales were a feature of the trade done here at that time, but there was a lack of enterprise in the management of them. Jobbers would not sell if they could not get a bid above cost, and the sales were small. When Mr. Smith came here he made a big sale, at which \$154,000 worth of goods was disposed of, and on which he lost \$9,000. But that bold step started business, on which he soon redeemed all he had lost.

Mr. Smith would never speculate outside of his own business. He brought the strong grasp of his mind to bear, however, upon problems in the grocery trade where a little venture seemed to him to be prudent. For

To Grocers!

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

The "Horseshoe" brand of canned fruits and vegetables.

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

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

Packed by Alexander Cairns, Paisley, Scotland.

The "Trident" brand of canned salmon.

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

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

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

nine years he did a heavy speculative business in tea, importing from China for both the United States and Canadian trade. Although he would lose on some shipments, he always came out ahead in the season's business. Incidental and intermediate loss he was always prepared for, but loss on the ultimate issue of any enterprise he took in hand he never had to face. He never brought out his season's purchase in a single cargo, but divided it among several ships, thus diminishing the chance of loss.

The life of the Hon. Frank Smith ought to be encouraging reading for young business men. Few are gifted with his rare powers of mind and body, so that not everybody can aspire to his success, but if an exceptional degree of mental and physical ability can overcome great difficulties and rise high above them, then a moderate endowment of these qualities ought to win a man moderate success. A will like his, tenting a weak body, would quell poverty and the circumstances that tend to keep a man unknown. He had the blessing of good health, with scarcely an exception all his life, and this was an important factor in the determination of his career. But health he owed to his temperate habits, and these all men can cultivate. He was an athlete in his young manhood, and few he met could outdo him in the foot or bodily contests that the young fellows of his time engaged in. His clear head, strong will and able body had not more to do in making him what he is than had his business enthusiasm. Business hath her votaries, as well as hath art or religion. The Hon. Frank Smith was one of them.

JOHN PETERS & CO.

John Peters & Co., manufacturers' agents and commission merchants, Halifax, N. S., are, in their two-fold character as exporters and importers, doing a large and increasing trade. They do a brokerage business extending over the three maritime provinces, and handle grocers' and hardware sundries. They have excellent frost-proof warehouse accommodation at Halifax, and have exceptional facilities for representing any house in the interior provinces that handles flour, peas, beans, general produce, etc. They aim to add more business to that they are now doing. We recommend them with pleasure and confidence. A branch of their business has lately been opened at Kingston, Jamaica, and the resident manager is the junior member of the firm, Mr. E. B. Richardson. There they will handle, with the exception of liquors, all sorts of products, and will have the most protective storage buildings. The Jamaica addition to the business will make the firm a serviceable medium of trade in many lines that the opening West Indian intercourse will create new customers for

HINTS TO THE SALESMAN.

One of the best salesmen says the seller should only talk enough to keep the buyer talking.

There is a maxim, "When you buy, keep one eye on the goods and the other on the seller. When you sell, keep both eyes on the buyer."

It is certainly true that salesmen of ready and fluent speech, good talkers, are often surpassed by those who say little.

One of the happiest forms of speech for a salesman, as it is for any person who has to convince others, is that of a short, plain and pithy illustration. It strikes home. Long-winded stories are tedious, and so are hobbies.

The salesman speaks to explain, convince and persuade, and he should keep his final aim constantly in mind. He knows instantly the effect he is producing, and the more favorable it is the better he can talk, because his readiness is encouraged.—Publishers Weekly.

WHAT IS IN A NAME.

The cheap name of a place often leads people to make bad bargains. The reputation of the store as a cheap place to deal at is as dust scattered in the eyes of those who go to buy a particular article there. They pay without question a price they would haggle about elsewhere, and the article bought is as likely to be dear as cheap. This is the strong point in the position of the dealer who trades upon his fame as a price-cutter. He does cut prices, but he also pieces on profits in lines wherein he can baffle simple methods of detection. Fancy goods, notions, small wares generally, lend themselves admirably to the purposes of such dealers. On trashy stock they can get the price of first-class stock. There is many a line in which the department store may steal a march on the customer who goes to it for bargains. The most is made of the confusion between the cheap name of the store and the supposed cheap price of the article sold.

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

IT PAYS TO SELL

ROYAL
DANDELION
COFFEE.

ELLIS & KEIGHLEY,
Toronto, Manufacturers.

"HILLWATTEE TEA"

The number one blue label is about as fine a blend as money can buy. The number two red label is by long odds the best value in our market at the price. We keep in stock full lines of China, Japan, Assam, Ceylon and Formosa Teas. **Send for samples.**

LUCAS, PARK & CO.,

WHOLESALE GROCERS AND IMPORTERS,

73 McNab St. North, Hamilton, Ont.

Letter orders a specialty. Personal care given to same.

MUNN'S

Labrador Herrings

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

STEWART MUNN & CO. - Montreal

KOFF NO MORE.

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

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

Mention THE GROCER.

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

Manufacturers of

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

PETROLIA, - ONTARIO.

DURABLE PAILS AND TUBS.

TRY



THEM

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

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

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

LOCKERBY BROS.,

WHOLESALE GROCERS,
75 ST. PETER STREET,

MONTREAL, P. Q.,

ARE OFFERING THIS WEEK

SUGARS.
TEAS.

{ Barbadoes
and
Cuba

MOLASSES.

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

Canned Salmon, Lobsters, Mackerel and Oysters.

HUDON, HEBERT & CIE.,

WHOLESALE GROCERS

— AND —

WINE IMPORTERS,

NO TRAVELLERS ON THE ROAD.

304, 306 St. Paul St.

148, 145 Commissioners St. **MONTREAL.**

"DEAD SHOTS."

Mackerel Herring--in one lb. tins, 40c. per doz., 4 doz. in a case.

Qt. Glass Jars, Tomatoes--\$2.50 per doz. in cases of one doz. each.

Supply limited. Send orders by mail at once.

TURNER, ROSE & CO., Montreal.

BEST GOODS IN THE MARKET.

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

PUT UP BY THE MOFFATT PACKING CO.,
MONTREAL.





A few words
on a
Dark subject.

Our Star brand of black chewing tobacco is giving such general satisfaction that all who sell this kind of tobacco should send for our price list.



Do you live in the country
where our Travellers do not call?
Let us know and we will send you
price list or a few sample caddies.
We put up blacks in all sizes.

Empire Tobacco Co.,
Montreal.

TORONTO
RETAIL GROCERS' ASSOCIATION.

The monthly meeting of the Toronto Retail Grocers' Association was held in Richmond Hall on Monday evening. Though the weather was bad, there was a good turnout of the members. The following were present at the roll-call:—Messrs. Gibson, Thackray, Mills, Hodgins, Lindsey, Mara, White, Butcher, Johnston, Clarke, Westren, Radcliffe, Williamson, McCulloch.

In the absence of the President, the Vice-President, Mr. Gibson, took the chair. The minutes of last meeting were read and confirmed.

COMMUNICATIONS.

Perkins, Ince & Co. acknowledged in fitting terms the letter of condolence elicited by the death of Mr. Young.

The Simcoe Association sent \$4 as fees of H. P. Price and J. C. Watson, delegates to the Toronto Association from the Simcoe body.

Hamilton Association also wrote approving of the formation of a provincial association of which Toronto should be centre.

The Halifax Association acknowledged letter, with thanks, in the matter of the sale of goods to hotel-keepers, etc.

These communications were received.

The Secretary next read a copy of his letter to the Sunlight Soap Company, written subject to the resolution passed at last meeting upon the case of Mr. Hodgins. The Secretary's letter was answered by another letter asking when the next meeting of the association would be held. The Secretary had replied, naming the date of the next meeting of the executive. This was answered by the Sunlight Soap Company inquiring again for the date of the next regular meeting. A reply to this brought a lengthy communication from the Sunlight Soap Company, which the Secretary read. It was a reply to the resolution, and was accompanied by another lengthy letter from the manager, referring to the transaction of which Mr. Hodgins had complained, and giving the manager's personal version of the matter. The reply to the resolution stated that the company made a rigid rule, to give no terms but those they had insisted on from Caldwell & Hodgins, and that their traveller's mistake did not bind them to break this rule.

After the reading of these communications Mr. Gibson cited a case similar to the one of Mr. Hodgins, with reference to an order for canned goods, in which the traveller had sold for 15c. a dozen less than he should. The goods were forwarded, however.

Mr. Mills held that the order should have been filled and the traveller held responsible.

Mr. Westren said the order should have been recognized, filled, the regular price exacted and the difference allowed back.

Mr. Hodgins asked if any other soap house in the country would refuse jobbers' rates to a retailer for a quantity. He thought not. The Sunlight communications were then laid over till the executive committee's report

should be read, as that report contained a clause under which the soap company's case might be brought.

THE EXECUTIVE'S REPORT.

The Secretary read the executive committee's report. The first clause, "That all goods are under combination when the manufacturer refuses to sell to retailers in quantities at the same prices and discounts as to other parties," was carried.

The second clause, resolved that wholesalers who sold to hotel-keepers and boarding houses, were infringing on the rights of the retail trade, and recommended that the association take steps to obtain the co-operation of other associations to put a stop to the practice. This was also carried, particular stress being put on the recommendation in it.

The third clause introduced the Treasurer's report for 1890, which in its former presentation had not taken cognizance of the accounts outstanding at the beginning of the present year. It was now read by Mr. Williamson, and showed a deficit of \$17.48. Adopted.

The last clause recommended that the delinquent list be made self-sustaining, and paid for by a special assessment on the members.

Mr. Westren, seconded by Mr. Mills, moved that the matter of the delinquent list be re-considered by the executive committee, which should be augmented for that special purpose by Messrs. Butcher, Hodgins, Mara, and Westren.—Carried.

The discussion on the delinquent list brought out considerable praise for the idea which underlay it.

Mr. Mills thought that if all accounts slightly past due were given over by grocers to some trusty agent to look after the collection of them, there would be fewer accounts drift into the bad debt category. This collecting function might be added to the present duties of the keeper of the delinquent list.

Mr. Mara also liked the system. If it could be extended so as to cover more grocers than those in the Association, or if the success of it had brought more into the Association, its usefulness could not be gainsaid. If it were taken in hand privately and made to cover a good part of the city grocery trade he would give \$5 or \$10 a year to support it, and drop one of the collecting agencies he is now in.

Mr. Hodgins was of the opinion that the Association ought to have a collector.

THE SOAP CASE DISPOSED OF.

Mr. Mara, seconded by Mr. Mills, moved that the Secretary be instructed to inform the Sunlight Soap Company, that the association would deal with that company's goods as with other goods under combine—namely, by not using its influence to further the sale of these goods, and by recommending the purchase of substitutes in every instance possible; that it was the unanimous opinion of the association that the house should have filled the order; and that it was held by the association to be an established principle of business to deliver goods not according to contract. Carried.

THE HALF HOLIDAY.

Mr. Clarke brought up the question of the Wednesday afternoon holiday in the weeks throughout July and August. A vote was taken, and the meeting was unanimous that there should be a half holiday on Wednesdays during these months. All would support such a holiday if it were practicable.

The meeting then adjourned.

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

ABSOLUTE PURITY GUARANTEED.

Wilkins & Co., Adamsville, Que., are contracting for the product of over 100,000 trees. Our **MAPLE LEAF BRAND** has earned a reputation all over the Dominion. Ten years ago, when we began shipping to Ontario, bright maple syrup made from sap caught in covered tin buckets and with the aid of Heaters and Evaporators was a new commodity in the Queen City. Now all the leading grocers in Toronto keep Wilkins & Co's Pure Eastern Townships maple syrup. For prices and other information address **JOHN WILKINS,**

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

M. LEFEBVRE & CO. Established 1849.

GOLD, SILVER
—AND—
BRONZE MEDALS

20 1st prizes.

Reg. Trade Mark.

MICHEL LEFEBVRE & CO'Y
Manufacturers of
Lion--L--Brand
Pure Vinegars, Mixed Pickles, Jellies, Jams, Preserves.

Montreal, P.Q.

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



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

THE CHISHOLM PLANT BOX.

OAKVILLE, ONT.

**MUNN'S PURE
BONELESS
CODFISH**

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

**TASTY
ECONOMICAL
DELICIOUS**

Send for Sample at once.

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



**STUART,
HARVEY & Co.**

Importers and

WHOLESALE GROCERS

A Large and Well-Assorted Stock of

Teas, Sugars and General Groceries

HAMILTON, ONT.

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




**HUCKINS
SOUPS**

Require only to be heated. Prepared with great care from only the best materials. Have enjoyed the highest reputation for more than 32 years.

TEST FREE

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

**RICH AND
PERFECTLY SEASONED.**

SOLD BY ALL LEADING GROCERS.

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

Send us 20 cents, to help pay express, and receive, prepaid, 2 sample cans of these Soups, your choice.
J. H. W. HUCKINS & CO.,
Sole Manufacturers, Boston, Mass.

TRADE MARK



**Ram Lal's
PURE
INDIAN TEA**

GUARANTEED ABSOLUTELY PURE
AS MANUFACTURED ON THE
GARDENS IN INDIA.

Buyers selling our celebrated Ram Lal's Teas are guaranteed these teas are grown, blended by an expert, and packed on the Garden of India. Coming direct to us here, being in heavy leads, these teas retain the lovely flavor and strength Indian Teas are noted the world over for, and Ram Lal's in particular.

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

**TURNER, ROSE & CO.,
MONTREAL.**

WHOLESALE AGENTS.

SOME OTHER CAUSES OF FAILURE.

[CONTRIBUTED.]

(Scene—Drawing-room, furnished on the weekly payment system; Grocer sitting in easy chair, reading "Causes of Failure"—See back numbers of CANADIAN GROCER.)

Enter city traveller, in evening dress.

Grocer—Ah, come in; how are you? I'm glad to see you.

C. T.—I'm pretty well, thanks; feel a little tired after the day's work, but that's all.

Grocer—Sit down. I have just been thinking over what you told me about the cause of some men failing, and the more I think the more convinced I am of the truth of it.

C. T.—Why, of course, it's true. I can prove everything I say, and I know the parties who are guilty of these things. Why, I hadn't left you more than half an hour when I met a man who had bought four barrels of American potatoes and had paid \$4 a barrel for them. He sold them out at 30 cents a peck, and as the American barrel only holds ten pecks, he just lost a dollar on each barrel. And about that coal oil; let me give you a pointer. Just you weigh two or three of your empty barrels and see how they agree with the tare marked on the ends. And how often do you find a barrel of fruit that is the same right through? You will always find the best fruit on the top, and sometimes you'll get a peck of straw in the bottom. Why, bless you, these wholesale and commission men are full of tricks. You very seldom hear of one of them failing, even with the number of losses which some of them have. What you grocers ought to do is to put your heads together and purchase by Imperial measure only. All American goods are put up wine measure and are misleading. If the members of the Grocers' Association would get to work upon it they would soon have it fixed all right. I was in a store to-day when the proprietor put a butter tub on the scales; it weighed 13 lbs. Pointing to the lid, he said—See that? I am only allowed 10 lbs. on that tub, and it weighs 13 lbs. I left him to figure out 3 lbs. of tub at the price of butter. Now these things are occurring every day, and it's about time they were stopped. Of course I don't mean to say it is always the wholesale or commission man's fault. They may send goods out as they get them, but that would show gross carelessness and want of business tact. Still, I don't believe they are so truly innocent and unsuspecting as to take the weights of everything sent in to them as correct. If they do so I am very much surprised.

Grocer—Well, I guess you are about right. I don't think they are quite as green as that.

C. T.—No sir, before I get through I am going to show you their dealings with some of their customers, or those who at one time were customers, and I don't think you will

be any the more favorably impressed with their honesty. Why, some of them would take the bed fom under you if they could, and they figure high in church work at the same time. I know what I'm talking about.

Grocer—It is really too bad that we trust to such men, and that they should be permitted to hold the positions in the churches some of them do. No wonder some people rail at Christianity, when they see this class of gentry at work. It's their money that does it. If they were poor they would be despised, but money covers a multitude of sins. I tell you the truth. I am in the power of one of these men. As long as I was regular in my payments I had to buy from him, but now he wants me to get all I can from others and pay him off. I say I won't do it, and now he threatens to close me up, so I'm in a fix.

C. T.—Do the straight thing, my boy, and if you have to go to the wall, let him flounder with the rest. It would be unfair to open new accounts for the purpose of letting him out. I will give you the history of some of these men by and bye. It will serve to show you what great hearts some of them have.

Grocer—I guess it will.

C. T.—Yes sir, and if you take notice, you will find that the men who are doing most in their power to manufacture failures, are the men who take care to collect their money every week. They say we'll get our money every week, and we don't care whether they fail or not. Let the grocers stick together, for the fruit men are quite aware that oysters are being sold below cost. It is simply dishonest to stand by and see it done without giving a word of warning.

Grocer—That's so, but say you were going to tell me something about the peddling business.

C. T.—Oh yes. Well, look here; I was in a store the other day. A lady came in and asked the price of potatoes—"\$.25 per bag," said the grocer. "Oh, my!" said the lady, "I can buy them from the peddler for a dollar." "Well, ma'am," said he, "I cannot sell mine at that price," and so out she went. Shortly afterwards she sent to the grocer for a barrel to put them in. The next time I called he told me that he saw the lady the next day, and enquired if she had got her potatoes all right. "Oh yes," she replied; "I got two bags." "Did they fill the barrel?" he asked. "Why, no," she said; "it would have held a couple of pecks more." The grocer invited her into the warehouse, and taking an exactly similar barrel he emptied two bags of potatoes into it. The barrel was filled to the top. "Did your two bags fill the barrel like that?" he asked. "Oh no, not by quite a bit," said she. "Well then," said Mr. Grocer, "My potatoes are as cheap as those you bought." "That's so," said the lady, "and it has taught me a lesson. I thought I was smart, but the peddler has beaten me. I guess I'll quit buying from peddlers."

Grocer—Well that's good, but a peddler always makes six bags out of five, and very often in the season makes fourteen boxes of strawberries out of a dozen.

C. T.—There's the tea peddler again. He gives the people a present with every pound of tea. But he gives them twenty-five cent

tea for fifty cents and that's how they pay for the presents. But there are lots of people who seem to enjoy being taken in. There is one manufacturer of pickles who is supplying the stores, and is peddling from door to door as well. I guess the Grocers' Association don't know it, but they will be on to it presently, and then Mr. Pickles can look out for squalls, but there, I have said enough for this time, it is getting late, and I must be going home, or my wife will think I am like the joiner who was hardly ever at home. Good night, old man, I'll see you again soon.

Grocer—Good night, and don't forget to call again. Exit C. T.

WE WISH

TO REPRESENT

AN A.1. MILLING HOUSE

— IN —

Flour, Oatmeal, &c.

Have good connection, can give good references, and know that business will result. Address,

JOHN PETERS & Co.,

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Halifax, N.S.

H. W. NORTHRUP & CO.

Commission Merchants,

South Wharf, - Saint John, N. B.

Dealers in

Provisions, Groceries, Fish, Teas
Dulse, Fruit, Spices, etc.

—AGENTS FOR—

Canned Finnen Haddies,
and Bread-Makers Yeast Cakes.

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakemen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made. Dealers will consult their best interests by waiting for our Travellers.

W. H. STOREY & SON,
ACTON, ONT.

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.**



**SILVER
STAR
STOVE
POLISH,**

THE PHENOMENAL POLISH,

BLACK, BRILLIANT, BEAUTIFUL,
Handsomely put up in 3 doz. hinged cases,
can be had from all wholesale grocers,

Or from **F. F. DALLEY & CO.,**
PROPRIETORS,
Hamilton, Canada.

JAS. WATSON & Co.,

Coffee and Spice
Dealers.

Toronto, Ont.



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

SOMETHING NEW.

The Tutti Frutti Automatic Vending Co. supply their Tutti Frutti Automatic Selling Machines to all who have good positions. For all particulars apply to

E. BELLINGER, Manager,
60 Yonge St., Toronto, Ont

N. K. FAIRBANK & CO.,

COMPOUND



REFINED LARD.

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

Condensed Mince Meat.

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

Will not ferment in warm weather.

Sells at all seasons by all wholesale grocers.



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

Packed in 1/4 and gross cases.

Sole manufacturer for Canada.

Ask your wholesale grocer for it.

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

GEO. MATTHEWS

-PACKER and CURER.-



PURE LEAF LARD A SPECIALTY.

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

IMPORTANT TO THE TRADE.

Non-Explosive Fire Lighter.

A new patented article which is beyond question the most economical and effective fire-lighter ever placed on the market. It is patented in Canada and United States. Although on the market only ten days over eighty retailers in the City of Hamilton are handling it successfully

THE NON-EXPLOSIVE FIRE LIGHTER is put up in pressed cakes of eight squares each and is retailed at 3 cents per cake or 2 cakes for 5 cents. ONE SQUARE is sufficient to light a heavy wood fire, thus enabling the consumer to light 16 fires at a cost of 5 cents.

Packed, 1 gross of cakes in a case—Price, \$2.40 per case. 50% profit and a fast seller.

W. H. GILLARD & CO.,
WHOLESALE GROGERS, HAMILTON, ONT.,

Sole Agents for Canada.

Orders promptly filled. Sub-Agents wanted in all Eastern Cities.



TORONTO MARKETS.

TORONTO, March 12, 1891.

GROCERIES.

The elections have not been followed by any noteworthy revival so far. The political dust has not yet got sufficiently settled for the health of trade to become completely restored. There is more business doing but less than will be doing next week it is hoped. Once the air is clear business cannot but mend. There is more inquiry than actual trade in some lines, while in others the present business is very good. The former is true of canned goods, for example, while the latter is true of tea. In sugar the amount of buying is not appreciably larger than it was. The advance in the price of it had no enlivening effect upon trade. Dried fruits are very quiet. Money is scarce, the reduced productiveness and marketing of the campaign period having also reduced the circulation of money in the country. The first week after elections is a week of selling rather than of buying on the part of consumers, who are after money. Hence trade is naturally not at its best immediately after the close of the polls.

CANNED GOODS.

The inquiry from both east and west is good, and is a hopeful sign that some business will be done, the tone of the incipient demand not being decisively at variance with present quotations. Meanwhile the stock continues to move, with little sound of its going into retail hands, so that the supply shrinks at about the same rate as the demand for large quantities grows. The advantage is clearly with those who have stock. Those who have not to buy it and those who have it to sell have no grounds for worry, as the position of stockholders is improving rather than standing still. If trade is as good as it is expected to be prices are most likely to go up.

COFFEE.

Prices are yet quoted as they have stood for some time, though scarcity is a growing feature and good grades are hard to get. Outside, the position is firm in both Rios and Javas. Local business is light.

DRIED FRUIT.

The quiet trade usual at this season goes on without any eventful interruptions. There are no inducements offered retailers to take large quantities, and consequently only what is wanted at present is bought. The jobbers are satisfied that they are not overstocked and do not hurry business. Prices are unchanged. Currants remain firm outside since the recovery in England noted a week ago, and Valencia raisins are steady.

NUTS.

The trade in nuts is about at a standstill, being less active than that in dried fruits.

SUGAR.

The price of granulated is now firm at 7c. for lots not under 15 barrels, and 7½c. for smaller lots. These prices were the outcome

of advances made at the close of last week, and which were preceded by a rise in the New York market. The stiffness of raw is the cause of the advance. Yellow is also dearer, the very lowest grade being 5½c., costing jobbers 5¼c. at the refinery. The week's trade has been about on an average with the business done throughout the winter, and has not been enhanced by the advance in price. The prices are firm for the moment, but uncertainty as to tariff developments here and in the United States causes the present situation to be viewed as a temporary one.

SYRUPS AND MOLASSES.

Syrups are easier and in fairly good request. The trade in molasses is quiet.

TEAS.

The position of the tea market has not been changed in any respect. Firmness is still one of the most marked properties of prices. Low grade Young Hyson is in leading demand and is in scantest supply; but all classes of tea are strong. The present position of the market warrants the belief that prices will advance further. There has been a fair amount of local buying.

PETROLEUM.

Trade is reasonably good, though the growing daylight is bringing us into a time of year when the demand for lamp purposes is lighter.

DRUGS AND CHEMICALS.

The demand is light for the lines kept by the general trade.

BUTTER AND CHEESE.

The butter market has been benefited by the operations of buyers from the United States, whose purchases gave a tone to the market that has been wanting since the selling for German export a month ago. This is perhaps the first instance of American buyers taking large lots of butter off this market in the memory of any provision dealer here. Prices have been advanced as a consequence of the United States export. Dairy tub is now 19c. for the best; medium is firm at 16c., and low grades have got up to 11c. for the best, while the lowest may be quoted at 4c. But there is little tub butter now in stock. The very choice is always scarce, and so keeps the market good for medium, while the low grades have been mostly taken up by the purchases spoken of. Roll butter is scarce also. Large rolls are not to be had below 15c., and the best 20c. beyond that, while good pound rolls are firm at 19 and 20c.

Cheese is selling fairly well at 10½ to 11c., and is as firm as it was a week ago.

COUNTRY PRODUCE.

APPLES—Are more scarce, a considerable quantity having been taken off since our last report, at prices below the highest therein quoted. The scarcity makes these prices more practicable now, and good Spies and Kings are \$4.50 to \$5. Lower grades are \$3.50 to \$4.

BEANS—Are unchanged, fine hand picked being \$1.65 in car lots, and common \$1.35. The stock will evidently not be too great for the demand that has yet to be filled.

DRIED APPLES—Are not in any materially different position from that described last week. The demand for them seems to be developing, and 8 to 8¼c. is firm.

EVAPORATED APPLES—Are 13c., and somewhat firmer than they were. There appears to be a demand for the making up of export lots.



JAMES LUMBERS.

I quote:

EXTRA GRANULATED SUGAR 6.95 per lb.,
REFINED 5 1-4.

For one or more barrels, subject to change with the market, but always 17½c. per 100 pounds

Less than the Combination

Bright Yellow Sugar, 5¼c.; send for Sample. My Discounts are 1½ per cent. off Sugars.

I carry a full line

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

Gunpowder Tea.

I have a consignment of Gunpowder Tea in 30 pound caddies which I am offering at 21c. per lb. This is a special bargain and if you are open for anything in this line I will be pleased to send you samples.

RED HERRINGS or DIGBY CHICKENS.

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

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

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

IN STORE

Full lines of the best brands of British Columbia Salmon including "Lynx" and "Clover Leaf." Also the celebrated "Clover Leaf" Lobsters. If not already handling these goods send trial order.

Sloan & Crowther
 WHOLESALE GROCERS,
 TORONTO.

To close a Consignment.

CALIFORNIA

Evaporated Peaches..... 15c
 do peeled Peaches 20c
 do pitted Plums.... 12c

H. P. ECKARDT AND CO
 Wholesale Grocers,
 3 FRONT ST. EAST, TORONTO.

Thos. KINNEAR & Co
 Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,

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

BALFOUR & CO.,
 IMPORTERS OF TEAS
 AND
 Wholesale Grocers
HAMILTON.

WARREN BROS. & BOOMER,
 IMPORTERS
 AND
 WHOLESALE GROCERS,
 35 and 37 Front St. East,
TORONTO, ONT.

SUGARS, COFFEES AND TEAS,
 SPECIALTIES.

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

SMITH & KEIGHLEY
 WHOLESALE GROCERS
 AND IMPORTERS OF
Mediterranean Fruits.
 FINEST SELECTIONS IN THE MARKET
 -OF-
 China, Japan, Indian and Ceylon
TEAS.

9 Front St. E., Toronto

STEEL, HAYTER & CO
 IMPORTERS OF
INDIAN TEAS
 Direct from their estates in Assam.
 Assams, Kangras, Darjeelings and Indian Oologs in stock.
 PROPRIETORS OF THE WELL-KNOWN
"MONSOON" BRAND.
 SAMPLES AND QUOTATIONS ON APPLICATION
 11 & 13 Front St. E. Toronto.
 Calcutta and London Firm: Octavius Steel & Co
 Telephone 2354.

J. W. Lang & Co.
 Wholesale Grocers,
 TORONTO.
Canned Goods.

We will give special attention to enquiries for these goods DURING MARCH.

Send for Prices.

33 Front St. East.

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

Offer full stock of

TEAS,
COFFEES,
SUGARS,
 and General Groceries.

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

J. F. EBY. HUGH BLAIN.
First Direct Importation
 -OF-
BRIGHT NEW ORLEANS MOLASSES.
 BARRELS ONLY.
 Write for Samples and Quotations.
EBY, BLAIN & Co.,
 Wholesale Grocers,
 FRONT AND SCOTT STS. TORONTO.



MARKETS—Continued.

EGGS—Are stronger and higher, 16½c. being the lowest price now paid, and 17c. being the basis of most of the business done. Fine weather ought to make these prices easier.

HAY—Is unchanged, in declining request, and also in less liberal receipt. Good timothy is \$8.50 on track, and mixed is \$6.50.

HIDES—Green are 5 to 5½c. for No. 1, and cured are 6 to 6¼c.

HONEY—Is dull. Good basswood is 10½c. for clear, and combs are 14 to 16c.

HOPS—Stock of the '89 crop is 18 to 25c. and scarce, while '90 crop is going out quietly at 35 to 40c.

OATS—Are stronger and scarcer at 50 to 51c.

ONIONS—Increasing scarcity makes prices firmer at former quotations. Reds are \$3, whites \$3.50.

POTATOES—Car lots are 85 to 90c., and out of store lots are 95c. to \$1. They are not arriving so freely as the fine weather would lead buyers to expect, but the lateness of the season has no doubt something to do with this. This augurs well for higher prices.

SEEDS—Prime to choice alsike is \$7 to \$8, red clover \$4.50 to \$5, timothy \$1.50 to \$1.55.

SKINS—Are scarce, and firm at \$1 to \$1.40 according to size.

STRAW—Is easier at \$6.50. It is not now in very strong demand.

TALLOW—Rough is 2c., refined 5½ to 6c.

WOOL—Receives little attention, is not offering nor asked eagerly, at 20c.

FISH.

The market does not present so busy an aspect this week, but it is still putting a large amount of stock daily into consumption. Stock is scarce and prices are as firm as ever, but there is not that headlong rush of orders that there was the fortnight preceding this week. There is no remark to make about any particular class of fish. White are still scarce; lake herrings are out, which were facts a week ago. In dried and smoked fish the demand is easier.

GREEN FRUIT.

Trade is picking up, the balance shifting this week somewhat on the side of the supply. The reduction of stock has been brought about by another cause as well as by the increased demand, and that is the effect of frost. There is a considerable quantity of the lemon stock that is chilled. Sound lemons are up and firm at \$4 to \$4.50. Chilled stock is \$3.50. Oranges are unchanged; Valencias \$4.50, California navel \$5.50, Riverside seedlings \$3.50 to \$4, according to size of case. Pineapples are scarce and hard to get. The price depends on the condition the stock arrives in, good seconds bringing \$2.50, and first \$3.50 to \$4.50. They are now very risky and liable to arrive black. Bananas are poor, and run from \$1.50 to \$3.50, according to quality. All the dealers have been unfortunate in their banana stock, having received a large proportion that was bad.

CRANBERRIES.

Cape Cod berries are \$14 per barrel and are quite scarce.

PROVISIONS.

This market is in a better condition, the uncertainty of the way the elections would go having kept the market in a state of suspense, and almost temporary paralysis. Trade is quiet but all business is on a better basis.

BACON—Long clear is 7½ to 8c., bellies are 10 to 11c., backs are 10 to 10½c., and rolls are 9 to 9½c. These prices are rather firm.

DRESSED HOGS—Are \$5.50 to \$5.75, and in meagre supply, while the demand is good and the price firm for middle weights.

HAMS—Are 11 to 11½c.

LARD—Is 9c. to 9½c.

MESS PORK—Is \$14.50 for heavy U. S. \$15 for Canadian heavy, and \$16 for Canadian short cut.

SALT.

This is the season of repose for the salt trade. Business will open up again in a short time now. Meanwhile the trade is in table stock almost entirely. The business of the

present week has been limited to 2 cars of barrels at \$1.40, a car of sacks at 70c. and one car of dairy at \$1.25.

DRY GOODS.

The bright weather and recovered interest in business matters have made an improvement in the dry goods trade more noticeable than in the grocery trade. Travellers are now carrying samples for the summer trade, and are doing a sorting up business in spring goods. Trade is very good.

RAW FURS.

Raw furs are in reduced demand and easier, but quotations here still hold. They are:—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.25; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.25; Muskrat, fall, 12c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.25.

MONTREAL

MONTREAL MARKETS.

MONTREAL, March 12, 1891.

GROCERIES.

The market remains quiet, and as the movement in dried fruit, etc., out of first hands that was noticeable last week has disappeared matters are uninteresting. Prices generally, however, are firm and in no particular article do we hear complaints of heavy stocks, so that when the movement does come and it is expected shortly, a good trade is expected on a healthy basis.

SUGAR, SYRUPS, ETC.

As far as business is concerned the market for refined sugar is still more or less unsettled, and only a quiet jobbing trade is doing. Stocks, however, must be small in consumers hands, and for this reason considerable accession to the movement is looked for shortly. The nominal figure for granulated is still 6 1-2c., but it is doubtful if anything could be had now under 6½c. The very inside figure for yellows is 5¼c., and extra bright stock could not be moved for less than 6c.

Syrups are moving out fairly well at 3¼ to 4c., but business is small in the aggregate.

Molasses shows no actual change, and is moving at 33 1-2 to 34 1-2c., with possibly some possibility of concession if a good round order was given.

TEAS.

There is a continued good demand for Japan, and green teas, but blacks have been rather duller lately. The market remains

WE ARE BUYING

Dried Apples.

SEND SAMPLES AND QUOTATIONS

ESTABLISHED 1860.

STANWAY & BAYLEY
BROKERS

AND GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST. TORONTO.

WE ARE BUYING

Evaporated Apples

SEND SAMPLES AND QUOTATIONS.

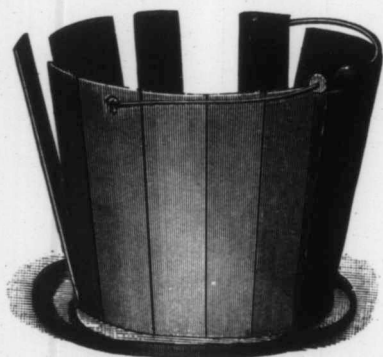
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ST. LAWRENCE SUGAR REFINING CO'S
Granulated
and Yellows
ARE PURE.

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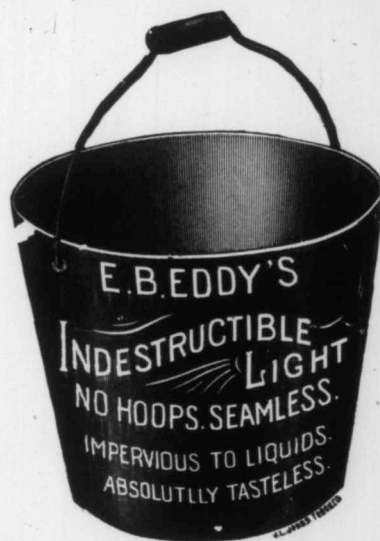
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OUR GRANULATED.

CATCH ON!



The Old Wooden Bucket.



E. B. Eddy's Indurated Fibre Pail.

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

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

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

THE E. B. EDDY MFG. CO.,
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ADAMS & SONS'
TUTTI-FRUTTI
CHEWING GUM.

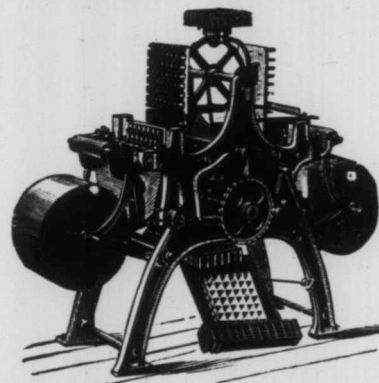
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Other Staple Brands :

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

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

MONTREAL MARKETS.—Continued.

as strong as ever, especially for low grades, which are considered excellent property by the few who hold any.

RICE.

There is no change to report in the condition of the rice markets, advices from primary centres continuing as strong as ever. We quote prices unchanged at \$4.10 to \$4.25 for Japans; \$5.50 for Patna; \$3.90 for Standard, and \$3.50 for off grades all in car lots.

FRUIT.

The week has been dull and uninteresting, with nothing to note, while the movement in dried fruit out of first hands that we had to note last week has died out, which makes matters still quieter. The tone remains strong, and with stocks light, both of green and dried, values are expected to rule firm. In dried fruits Valencia raisins have been moved at 5½ to 6c. for ordinary, but firsts are held firm at 6¼c. Currants remain as before, 5¼ to 6½c. Prunes are quiet and unchanged; common, 7 to 9c, and Bordeaux 11 to 13c. Green fruit is working firmer on staple lines. Good Valencia oranges cannot now be had under \$4.25 to \$4.50 per case. White lemons run up to \$4. On the whole though the market is quiet, but some improvement is expected in the course of a week or so.

CANNED GOODS.

This market has developed some improvement since our last report, especially in relation to corn, peas, and tomatoes, for which there has been a better demand, consequently holders are more sanguine in their views. Tomatoes have been moved at \$1.25; corn, \$1.20 to \$1.30, and peas \$1.25 to \$1.30.

FISH.

As we noted last week the activity in fish has disappeared to a great extent, and now, outside of an ordinary jobbing movement, there is nothing to note. All lines continue firm, however, and with light stocks and light receipts they are likely to continue so. Herring is reduced in supply and steady at \$4.50 to \$4.75, while dry cod is held at \$4.50 to \$5, the run on green stock having, as we have already noted, materially benefitted it. Green cod remains stiff, and in the absence of any large transactions figures are somewhat nominal. Large No. 1 could not certainly be moved under \$7.25 to \$7.50, and other lines are in proportion. Salmon continue steady on the basis of \$16 for No. 1, and other lines are the same.

HOPS.

This market rules dull with buyers indifferent, so that little is doing and prices are nominal. The most recent transaction in 1890 was on a 36c. basis, but a very tempting offer made the other day to a brewer failed to elicit any response. Yearlings are of course lower, and offers at 22c. have been made without any result.

APPLES.

Locally there is only a quiet jobbing movement in apples at \$5 to \$6. Returns from the lots ex Polynesian netted very fair figures in the west, but the lots ex Circassian and Toronto did not encounter so favorable a market, and 50c. less was made on them.

PROVISIONS.

Provisions show no change, and there is a fair trade passing in pork and lard at quotations, but business in the aggregate is not large. Canadian short cut, per bbl \$15.00 to \$15.50; mess pork, western, per bbl \$14.50 to \$15.50; short cut, western, per bbl \$15.50 to \$16.00; hams, city cured, per lb 10½ to 11½c.; hams, canvassed, per lb 10 1-2 to

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

BEST BRANDS OF

Bakers' and Family Flour

ALSO WANTED.

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

Write for Quotations for this market or Britain to

IMPERIAL PRODUCE CO'Y., OF TORONTO, LTD., 69 Front Street East, Toronto.

11½c.; lard, Canadian, in pails 8¼ to 8 1-2c.; bacon, per pound, 9 to 10¼c.; lard, com., refined, per lb, 7¼ to 7¾c.

EGGS.

As we noted last week the egg market developed a better tone, and this has been improved upon since our report of a week ago. For whereas 18c. was the idea then for the majority of the business, 20c. is a figure readily obtainable now, and we quote 19 to 20c. as a range. Canadian stock are in excess of those for the same period last year, but are insufficient for the demand, which continues very good.

DRESSED HOGS.

There has been nothing to note in this market since our last, business being of a jobbing character on a \$6.00 to \$6.25 basis.

BUTTER.

As we intimated in our last, the diminishing stocks of finest was a favorable feature and it has already begun to have some visible effect on the market. The position has been subjected to a natural and gradual improvement within the week from this cause, while an additional feature in this respect, and one which has materially strengthened the position of holders of stock grading just under finest, has been the enquiry on American account, which resulted in some good sales of creamery on a 24c. basis. In addition to this, several New York and Boston buyers have been personally on the market here, and have closed for lots of dairy fall ends at fair figures, while they have others under offer. The bare markets in New York and Boston have been the cause of this development. The only description of stock that can now be said to be in really large supply is Western dairy, and the improved position of the market otherwise, may naturally have some good effect on it.

We quote: Finest creamery 23 to 24c.; fine creamery 21 to 22c.; choice dairy 21 to 22c.; Morrisburg and Brockville 19 to 21c.; Western dairy 14 to 15c.; old butter 6 to 8c.

CHEESE.

The market works along on a firm basis with a gradual but steady movement of stock to its proper destination on the British markets. Recent transactions comprise some round lots of late Augusts at 10 to 10¼ and Medium grades at 9½c. The shipments to date from here since the close of navigation both through and local comprise 209,866 boxes which with some 37,595 boxes from the district west of Toronto via the Suspension Bridge brings up the total since the close of navigation to 247,461 boxes. Finest late makes, 10½ to 10¾c.; fine stock, 10 to 10¼c.; medium grades, 9¾ to 9¾c.; Cable, 53s.

FLOUR AND GRAIN.

The grain market has been working stronger since our last report in sympathy with markets elsewhere. Business, however, is still limited, although steady in a small way, with oats the principal article of enquiry. The stocks in store, compared with those of a week ago, show a decrease of 18,038 bushels of wheat, 1,377 bushels of corn, 4,236 bushels of peas, 4,004 bushels of barley, and an increase of 6,853 bushels of oats and 1,000 bushels rye. Compared with same week last year there is an increase of 211,155 bushels of wheat, 70,617 bushels of oats, and a decrease of 12,103 bushels of corn, 236,384 bushels of peas, 37,647 bushels of barley, and 9,852 bushels of rye. We quote No 2 hard Manitoba, at \$1.04 to \$1.06; No. 3 do., 94c. to 96c.; No. 2 Northern, 98c. to \$1; feed do., 62c.; peas 80c. per 66 pounds in store; Manitoba oats, 51c. to 53c. Upper Canada. do. 54c. to 55c. per 34 pounds; corn, 72c. to 73c. duty paid; feed barley, 52 to 54c.; good malting do., 60c. to 67c.; rye 65c. to 68c.

The flour market has been working firmer for some time under the influence of the upward tendency of allied markets so that an advance was expected. It came on Monday when the city millers decided to mark up the price on strong bakers 25c. to \$5.25 and this has livened up buyers considerably besides having a stiffening effect on the holders of Ontario grades. In sympathy with the altered conditions we mark up our prices as follows:—Patent spring \$5.55 to \$5.75 patent winter, \$5.25 to \$5.40; straight roller, \$4.80 to \$4.90; extra, \$4.35 to \$4.50; superfine, \$3.75 to \$4.15; fine, \$3.00 to \$3.50; city strong bakers, \$5.25 to \$5.00; strong bakers, \$5.25.

The stocks in store show an increase of 4763 barrels compared with a week ago.

William Tufts, London, Ont., has gone to Vancouver, B.C., and his son Andrew will follow in a few weeks. They have conducted a large grocery business in London for several years, and formerly lived in Hamilton, where Mr. William Tufts was connected with Lucas, Park & Co.

The grocers of Brandon, Wis., are at war. Last week a business house put its kerosene down to 10 cents per gallon. Other houses put their heads together and lowered to 9 cents. The first man thought he would do a little better and came down to 8 cents. His kerosene went like hot cakes and business was lively until he happened to smell a mice and found out that the other merchants had hired all the small boys in town to purchase his 8-cent kerosene.—Pennsylvania Grocer.

**Cowan's Cocoas
and
Chocolates**

The Purest and Best in the World.

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

TO GROCERS.

SIMCOE CANNING COY'S

Goods are warranted first-class.

PUSH THEM.

Order through your wholesale
House.

W. BOULTER & SONS,
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PACKERS OF THE CELEBRATED

LION



BRAND

Canned Fruits and Vegetables.

Every can has a Lion on the Label. This label is a guarantee to the consumer that the quality is first-class. Ask your Grocer for the Lion Brand Do not take any other.

**Bay of Quinte
Canning Factories.**

Head Office, PICTON. Branch, DEMORESTVILLE.

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



Absolutely the Finest Quality of Pickles Packed, most generally used in England quotations.

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

Buy direct from the Mills.

**MANITOBA
FLOUR.**

All Grades from Choice
Hard Wheat.

Correspondence from Cash Buyers Solicited.

LEITCH BROS.,

FLOUR MILLS. - OAK LAKE. MAN.

SEND TRIAL ORDER TO

MELDRUM DAVIDSON'S

Roller Mills,

PETERBORO', - ONT.

MANUFACTURERS OF

Choice Winter Wheat and Manitoba Flours.

BRANDS:

Mikado. Delight.
White Lilly. Manitoba.

Mixed cars a Specialty.

HALIFAX AGENT. - J. P. Cox.

CAR LOTS or BROKEN LOTS

-OF-

Flour, Meal, Buckwheat Flour, Cornmeal,

Rye Flour, or anything in the Flour, Feed or Grain line furnished on shortest notice at lowest prices.

J. & R. ROBSON,

Millers and Grain Dealers, Brantford, Ont.

SEAFORTH OATMEAL MILLS

Manufacturer of and Dealer in

Rolled, Granulated & Standard Oatmeals,

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

D. D. WILSON,
SEAFORTH, ONT.

N. WENGER & BROS.,

AYTON, ONT.

Manufacturers of

Winter Wheat Flour

KLEBER, } Patents,
and }
EDELVEIS }

MAY BLOSSOM—(straight roller).

MINERVA—(extra).

Write for Samples and Prices,

N. Wenger & Bros.,
AYTON, ONT.

Canadian White Enamel Sign Co.,

Sole Agents for Caesar Bros.

The Most Durable Sign Letter.

4 Adelaide St. W., Toronto.

A responsible agent wanted in every town and city.

WALKER, HARPER & COMPANY
OXFORD MILLS.

"FLOUR" Manufactured by Improved Roller System.

BRANDS:

Golden Star. Golden Sheaf.
Oxford. Ontario Queen.
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Manufacturers of
STANDARD AND GRANULATED OATMEAL.
ROLLED OATS. ROLLED OATMEAL.

DEALERS IN

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

ADDRESS:

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Mixed cars a specialty.

HODD & CULLEN

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FLOUR

Manufactured "Hulgarian" System.

Our brands are

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

Heavy dealers in

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Quotations by wire.

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**EMBRO
OATMEAL
MILLS.**

D. R. ROSS, - EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

FROM THE TRAVELLING TINKER.

A correspondent writes a United States exchange:—I've been the busiest man in sixteen counties since I wrote to you last time, but things is getting kind of settled down like, and so I am going to give you another whirl. I reckon you remember about me telling you I'd got a job of clerking in a store, and what a queer old chap the boss is. Well, he's one of the best men I ever had anything to do with, the easiest fellow to get along with, and all that, but how in the world he ever made a living out of this store is what has been puzzling me for a long time. He's just like a good many other storekeepers I've seen, though. He lets the store almost run itself, or did before I came here, but now he lets me run it, and helps out when things is too busy for me. The balance of the time he sets in a big chair by the stove and talks politics to the boys, and he knows a heap about it, too, and that's where he's got the bulge on some of the other storekeepers here. Nearly all the farmers 'round here like to come in and talk to the old man, and he's as good as a lawyer in giving advice, and of course, when they want anything he's got they buy it from him, and that's what has given him pretty near all his trade. He's pretty sharp in driving a bargain, too, but he's honest about it, and does the fair thing every time. Well, after we'd got the store fixed up and some new goods in, the old man says to me:

"See here, Mr. Tinker, you seem to be a pretty square kind of a fellow, and I'll tell you what I'll do with you. You just take holt and run the business. I'm getting a little old and stiff, ain't as spry as I used to be thirty years ago, and we'll whack up." I was willing enough, and so we made it a bargain. It's one of those kind of co-operative businesses, you know. I get my wages, and if we make lots of money why I get some of that, too, and if we don't make lots the old man takes it all. But I work so much harder, you see, and the old man takes it easy, and that's what he's after, I guess.

Something funny happened in our store. I want to tell you about. A chap from the country walked in one day when the old man said:

"Hullo, Bill, workin' to-day?"

"Yes," said Bill, "but I come in for an ax, and I want one just like you sold Jim Carter two or three weeks ago. Them's the best axes I ever seed. I wanted to buy one from Jim, but he said he wouldn't take nothin' for one, because he'd never had as good ones before as them was."

"Workin' for Jim?" asked the old man.

"No," says Bill, "not now. Jim's too dogoned smart for me. He's always tradin' with a feller for something, and somehow he always gets the best of it, and that's why he don't have much wages to pay, so I quit him. Gettin out ties now."

The old man looked around and told Bill he hadn't no more of them axes, but would get some by next week, and for him to come

in again, and Bill said he would. A couple of days after that a fellow came in and slammed a couple of axes down on the counter, and turns to the old man.

"See here," says he, "them two axes you sold me wouldn't cut a sour apple in two without turning the edge, and you've got to knock somthing off on them, or take them back."

The old man put on his specs, and took the axes to the door where it was light and looked at them close. Then he come behind the counter, laid the axes down on the shelf out of chap's reach, pulled out the money drawer and give him his money without saying a word. Then the chap began to hem and haw, and at last said:

"O, I guess they'll do well enough this time, and I ain't got time now to look around for more, so never mind the money."

But the old man wouldn't have it that way.

"That game won't work here any more, Jim Carter," says he, "you've done it often enough before, but this was just once too often. Bill Wood wants them axes."

Well, sir, that fellow hung around for an hour trying to get them axes back again, but he couldn't get them. You see the old man had guaranteed them, and he was bound to make his guarantee good. He sent word to Bill Wood next day he had some axes for him, and Bill come in and took them both, and paid cash down for them, and was mighty glad to do it, too, when the old man told him how he got them. Bill said he'd done considerable work for Jim Carter, but that was the first time he'd ever got the best of him.

That excellent Journal, the Dominion Illustrated is steadily improving under its present energetic management, and is as steadily growing in public favor. The enlargement to twenty-four pages weekly afforded opportunity for great improvement in its literary contents, the contributors to which now include many well-known writers. Historic sketches, healthy fiction, crisp editorials on current topics, bright correspondence from London, New York, Toronto and other cities, sports and pastimes, humorous sketches, etc., make up with the numerous illustrations, dealing chiefly with Canadian scenes, events and personages, a charming journal for Canadian readers and a welcome weekly visitor in every home. The prize competition which the publishers have so successfully inaugurated is not an effort to work off some bogus silverware, but a straightforward agreement made in good faith with their subscribers. The result, from the nature of the competition, must be beneficial to the readers, and the publishers' only hope of adequate return is in an enlarged and permanent circulation, which was their object at the outset. On receipt of 12 cents in stamps they (the Sabiston Litho. and Pub. Co., Montreal) will forward to any address a sample copy of the journal with full particulars of the competition.

THE SUCCESSFUL MERCHANT.

The merchant who is successful in business is a man that is interested in his business, loves his business, and attends to it. He should always be pleasant, patient and attentive to his customers as this is the way he gains their good will and patronage. It should always be a pleasure to him to show his goods to customers, and if after so doing they don't care to purchase at that time, they may see goods that they would come in later and purchase if they get the attention and courteous treatment due them. Even the children should be received with a welcome, and as the parents love love their children they naturally have a kind regard for the merchant that has a good word for the little ones.

The children themselves always remember the "nice man" that has a pleasant word for them, and even though their purchases are small they are most always cash and a source of profit to the dealer, besides they almost always recommend their little friends to trade there too. A good word spoken of you by the children has a great influence over the parents toward respect and friendly feeling to the dealer. Now don't get too old-fashioned so that you would not take a bargain offered you in the way of trade, as trade is progressive and you should keep up with the times. Yet, as a rule, I don't think it advisable to be continually changing your places of trading.

Be economical, but not stingy. Buy close and pay cash. If you can't pay don't buy. Sell for cash even though you sell less. Advertise your business in the home papers. Put in short displayed advertisements and change them daily. Make a leader of one thing to-day, something as a specialty calls in people to the store, who after calling usually see goods they need. Don't hire small boys for clerks, but men of brains and judgment who will take an interest in your welfare and work for your interests faithfully, so they may advance with you as they help build up your trade. H. P. LOMBARD, in the Retail Grocers' Advocate.

The Pennsylvania Grocer gladdens the eye of its readers with the reflected brightness of its own new style of make-up, under a more artistic heading than its old one. Its form is now more in keeping with its excellent matter.



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

Write for Prices or Telephone 5120.

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

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

Consignments solicited and business transacted
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Established 1886.

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References : Bank of British Columbia.

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—DEALER IN—

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

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LAURENCE GIBB
 Provision Merchant,

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

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

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



All kinds of produce handled. Consignments
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 Wholesale Fruits, Fish and Oysters
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ORANGES.

Our First Car RIVERSIDE SEED-
 LINGS and WASHINGTON NAVELS
 now due ; two cars FLORIDA ORANGES
 just arrived. Mostly saleable sizes. Lowest
 market price.

J.F. YOUNG & CO.,
 PRODUCE AND COMMISSION MERCHANTS

74 Front St. E., Toronto.

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

We Furnish Egg Cases. Try Us.

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

FANCY CALIFORNIA EVAPORATED AND
 GREEN FRUITS A SPECIALTY.

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

Choicest Smoked Hams
 and Breakfast Bacon.
 Bbl. Pork, Long Clear,
 and Pure Lard
AT REDUCED PRICES.

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

For Choice full flavor goods send us a
 Sample order.

Jas. Park & Son,
 Toronto, Ontario.

The Badgerow-Falconer
 Bonded Vinegar Manufacturing Company
 Highest Medal Award Toronto Exhibition.
 Telephone 1261 69 & 81 Jarvis St., Toronto.

LEONARD H. DOBBIN,
 Commission Agent.

AGENT FOR

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

4 Hospital Street, MONTREAL, P.Q.

JNO. A. MOIR,
 GENERAL AGENT.

Consignments Solicited.

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

41 St. Francois Xavier Sts., Montreal.

JAMES E. BAILLIE,
PORK PACKER,
 TORONTO.

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

Reesor & Rogers,
 Produce and Commission Merchants

Solicit consignments of Country Produce
 from Storekeepers.

71 Colborne St., Toronto.

Telephone 2291.

Established 1874.

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

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

EDWARDS, CATCHPOLE & COY

MANUFACTURERS OF

French Blacking,
 'Stove Polish,
 Writing Inks and Mucilage.

33 Wellington East, Toronto.

McLAREN'S



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

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

A CASH EXPERIMENT.

A movement has been started among the Bay City, Mich., grocers to do a strictly cash business after the first of April next. The leaders in the movement have been going about quietly among the other dealers, agitating the question and getting assurances of support, and as a result of their efforts a combination has been formed sufficiently strong to insure the success of the plan. The cash plan has been tried in Bay City before, but it was not altogether successful, owing to some of the parties to the combination dropping out of the ranks. In the present case, however, a strong determination is expressed on the part of all to adhere to the resolutions, and by this means to put an end to the credit business.—Chicago Grocer.

LET SPECIALTIES SELL STAPLES.

The spirit and method which characterize an election or political contest afford a good hint for an advertiser.

Campaigns are fought out on issues—live ones, too.

A campaign without an issue is spiritless, dull and without importance.

A candidate, when he asks for support, bases his claims upon reason, either good, or alleged to be good.

He does not usually have an easy victory, either. There is need for him to bring arguments, and forcible ones, too. Strong statements, bright, interesting talk and brilliant hits characterize his welfare for votes. At all events you are not in the dark as to what he thinks about himself or his party—he advertises boldly. Why not try the same tactics in advertising business?

Have an issue, have some special article that will bear talking of, and which ought to sell if known, and let that article be your text for the day's advertising.

I mean this in plain words: Have "leaders" every day.

Even if you have a whole storeful of new and saleable goods, don't try to present an inventory of the whole in every advertisement. No one wants to buy a dozen articles—seldom more than one at a time. Good advertising consists in the selection of a few strong, quick-selling specialties, to stand as the representatives of your stock, in price, quality and pattern. Just as you select one smart, active man from every 100,000 of the people, and send him to Congress as your representative, so choose a good thing to represent the store, and talk about that article. Put your whole energy and force into a strong argument why that should be in every reader's hands; try to talk as though that article was your entire stock. You will find it will draw more people to your store than the mere mention of a thousand articles. If you have sufficient space two or three leaders can be put out at once, but seldom more than that in an ordin-

ary advertisement. Each day take a new article and treat it in like manner, and you will soon find that your leaders will be town talk.

If you are a grocer it won't be necessary to say that you keep all kinds of groceries and itemize them. If you are an ordinary dealer, the public know that without telling, but should you have a new brand of pickles that is especially desirable, confine your advertisement to pickles for the day.

No tradesman need lack for a specialty. If it is a good article, it will pay to push; and if it sells the staples will sell with it.

Let specialties sell staples always, and try to take rank among your competitors as the one who is the quickest to recognize a good thing and the first to sell it.

Don't be classed with "that funny merchant who still sells the lamp that was best before the 'Pittsburgh' came out." No one wants second best goods. Nobody reads back numbers. Nobody cares to trade at slow stores.

Let your advertising reflect the policy of your store. Be a leader in all things.

The old-fashioned circular seems to have given place to the "primer," or little book. The same amount of matter that was formerly crowded into a two or four-page circular in the form of a letter sheet, is now gotten up in small book form.

The advertising matter is confined to the inner leaves, which are usually of white or cream tinted paper, and the covers are of darker, heavier paper, often in rough effects. There may be four, eight, twelve, sixteen or as many pages as are necessary to contain the required matter. The page size is small, usually not over $3\frac{1}{4}$ to 4 inches, and liberal margins are allowed, to afford a contrast for the type.

They are neatly printed, and are certain to receive dignified and considerate attention from the recipient.

They are greatly used in the large department stores, being scattered all through the establishment in little baskets on the counters, easy to reach.

Customers pick them up while purchasing other goods, often being in that manner reminded of articles needed, which perhaps they otherwise would not have bought.

To help sell specialties and new lines of goods they are invaluable. Merchants frequently secure effective distribution by having one of every kind wrapped up in parcels and sent to the homes of their customers. Their cost is not excessive; in lots of 25,000 a twelve-page booklet on ordinary size, with neat cover, will cost about \$5 per thousand.—Printers' Ink.

Mr. Kirk L. Perry, of the firm of Morrison & Perry, Toronto, Canada, is in the city on a flying trip for the purpose of securing additional agencies for American goods. Mr. Perry has imbibed much of the Yankee spirit of enterprise, and proposes to get there, and doesn't care how soon reciprocity comes along.—American Grocer.

TREAT ALL CUSTOMERS ALIKE.

The dealer should make it his business to know that all his customers are treated equally by his employes, for it is natural to presume that the dealer himself will need no admonition of this sort for personal actions, experience having taught him the necessity of following such a policy. This can be applied to all customers, for when a dealer finds that he has an objectionable patron it would be better for him to inform such a customer privately that his trade was not desired than to openly snub him. It does not matter whether the customer asks for a pound of nails or an article of an hundred-fold the price when he enters the store—if he is first to come let him be first served. If this is not done he can take umbrage at the slight showing, whereas those who enter the store after he did cannot possibly be justly offended because they are compelled to await their turn. Do not be deceived by appearances. The man clad in jeans may buy and pay for more than the one with a silk tile and garments of broadcloth. Never keep any customer waiting longer than is absolutely necessary, and no matter how badly rushed do not give curt replies to respectful inquiries. The successful salesman has a way of entertaining customers while waiting on them that makes them feel at home, and they will come again. The dealer should remember that he is in business to please the purchasing public, and to sell goods—not to impress upon all who enter his store that he owns the place and considers it a favor to show goods to would-be-purchasers. It costs nothing to be courteous—on the contrary, it pays.—Ex.

THE USE OF LABELS.

It is of course impossible for small dealers to handle their own brands of goods as successfully as retailers of larger capital who can purchase in sufficiently large quantities to make it an object to jobbers and manufacturers to put them up for them at a reasonable rate. But until his business grows to the point that will warrant a retailer indulging in that efficient yet cheap mode of advertising, it is certainly advisable for him to paste his own labels on many descriptions of goods, in addition to those that they may already bear. But if the merits of the goods are such that will be likely to draw trade there can be little doubt that a moderate sum expended in procuring neat labels bearing the merchant's name would always be a good investment.—Merchant's Review.

IT PAYS TO SELL

**Royal
Dandelion
Coffee.**

ELLIS & KEIGHLEY,

Toronto, Manufacturers.

The two Strong
Points of



—ARE—
and

Its large percentage of Strength-giving elements

It being so easily digested.
It fulfils the ESSENTIAL CONDITIONS of a PERFECT FOOD.

SUGGESTIONS FOR THE RETAIL TRADE.

The following is extracted from the correspondence of a writer signing "C. L. Stearcy," in the American Storekeeper: "If you are worthy of the confidence of your neighbours go to work with a vim and try to get every good new customer possible by being polite and attentive. Be the first man to open your store in the morning and the last man to close; take as much pains to wait on a child as on a grown person; never misrepresent goods, but do a straightforward, square business, and you will gain custom. Keep your own secrets; if you are making \$5,000 per annum do not tell any one, as human nature is weak and jealous. If you are losing money and cannot stop the leak don't tell it, but close out to some man that thinks he can make money, and try a new location. Don't try to be a successful merchant and at the same time run the political machinery in your "district;" it will be too great a strain on your nerves.

It falls to the lot of only a few merchants to be able to run a strictly cash store, but they have to sell on credit in farming communities, etc. Don't imagine that when you are selling a great many goods on credit at a good profit you are getting rich. You will soon run against a solid rock wall, and will have to take to the woods. Scrutinize closely all the surroundings of your customers who desire credit. Have a specified limit agreed to and thoroughly understood by customers who desire credit, and do not fail to stop when the limit is reached. When a customer is not entitled to credit, say "No," politely, but positively. Be firm in all your transactions. There can be considerable ingenuity and tact about refusing a man credit and still retain him for a cash customer. As a general thing, avoid giving credit to squatters and transient customers,

as they generally fold their tents and quietly slip away to try their credit on another confiding merchant.

In giving credit always remember that you are the party that is extending the accommodation, and not the customer. When you have your goods credited out you are at the mercy of your trade, and have to depend on their prosperity for your success. If you owe a lot of minor accounts in your neighborhood it is your duty to settle up by cash or note. Don't permit them to accumulate. Short settlements make good friends. In collecting debts remember the old Quaker advice that there is more virtue in a gill of oil than a barrel of vinegar; therefore do not abuse a man when he owes you, or crowd him when he is down, but trade your bad debts, to him for anything that has a market value, and you will realize more than in a legal process, and still have him for a cash customer. Never leave a debt open on your books; no matter how small, close it up by note, and then there will be no misunderstanding.

Don't forget that the credit business is dangerous and requires much watching and prayer to avoid the deadfall. In every community there are customers who regard all merchants with doubt; a good idea is to present each with a pass book and require them to bring it and record each transaction and they will soon get over it. Have every transaction thoroughly under stood before customers leave. Keep a pass book in your pocket to enter each sale when made, and invariably at night copy same in day book. Keep your ledger posted up; never get way behind; it is a mark of laziness and shows that you do not keep in advance of your business. After you have been in business 40 years you can still learn something new. To sum up, a merchant's life is one of toil and trouble; all that embark in this business must begin with a determination to keep a firm and steadfast grip on their business. At times it will seem dark and gloomy, but will eventually land you on the top round. Frequently an embryo bankrupt, with a little

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

STORAGE

54 & 56 Wellington St. E., Toronto

money or brains, will open a rival store and tear up the gravel generally for a few days by selling goods at ruinous prices and take every underhand advantage of your trade, but by and by all will be still except the red flag fluttering to the breeze about his store. As a general thing, merchants are always the first approached for all enterprises that help build up the country, and it is a constant thing for them to feed and clothe the widow and orphan, the humble and down trodden all over the land, and for these many unpublished charities let us hope they are recorded on the Cr. side of that Great Ledger in that country where no shoddy goods go.

Women Who Know a Good Thing



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

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

TARBOX BROS.,

73 Adelaide Street West, Toronto,
Sole Manufacturers.

IT PAYS TO SELL

**ROYAL
DANDELION
COFFEE.**

ELLIS & KEIGHLEY,

Toronto, Manufacturers.

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

ARE OFFERING THIS WEEK

Messina, Valencia and Florida Oranges. Fine Bitter Oranges and Fancy Lemons. Fresh Cocoanuts. New Prunes, Fancy Figs and Fancy Apples. Canned, Evaporated, Dried and Green Apples. New Maple Sugar and Syrup. Quality guaranteed.

Bargains in Nuts. Let us hear from you.



OUR travellers are now starting out with a full line of Samples.

Kindly reserve orders till you inspect our lines. You will not regret it.

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



SALES MADE OR PENDING.

J. & E. Taylor, grocers, Moncton, N.B., have sold out.

The stock of O. E. Bock, crockery dealer, Montreal, is advertised for sale by tender.

W. & P. Dickson, general merchants, Balgonie, Man., have sold out to Sparling & Hawke.

The general stock in the estate of W. R. Cavana, Victoria Road, Ont., is advertised to be sold by auction on the 17th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Thouin & Debren, grocers, Montreal, have dissolved.

Wright & Fowler, general merchants, Woodstock, N.B., have dissolved.

Davison, Scott & Co., provision and commission merchants, Toronto, have dissolved.

Jas. Butler & Co., West Indian trade, Halifax, have admitted John M. Inglis, jr., under same style.

In the firm of Marchand & Co., general merchants, Vercheres, Que., Theo. Marchand is now registered proprietor.

The Badgerow-Falconer Vinegar Mfg. Co., Toronto, has dissolved, and is succeeded by the Badgerow-Dixon Vinegar Mfg. Co.

Loynachan Bros., general commission merchants, Montreal, have dissolved, D. H. Loynachan continuing under unchanged style.

Jeffery, Montreuil & Co., fish dealers, Quebec, have dissolved, E. A. Jeffery, I. Montreuil, and F. A. Jeffery, continuing under unchanged style.

REMOVALS AND DEATHS.

J. V. Varnop, general merchant, Sheffield, N.B., is deceased.

Patrick Sheedy, grocer, flour and feed merchant, Toronto, is deceased.

John James, of the firm James & Furness (John James only), provision and commission dealers, Toronto, is deceased.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Geo. Guertin, jobber, Petawawa, Ont., has assigned.

H. L. Snider, grocer, Prescott, Ont., has assigned.

J. F. Faulkner, grocer, Truro, N. S., has assigned.

John Woods, merchant, Amherst, N. S., has assigned.

James R. Garden, general merchant, Gibson, N. B., has assigned.

A. L. Lacroix, general merchant, Montebelle, Que., has assigned.

Nicholas Kearns, grocer, Montreal, has assigned to J. N. Fulton.

J. B. Giroux, wholesale and retail dealer in fruits, Quebec, has assigned.

Chas. Currey, general merchant, Dunville, Ont., has assigned to Robt. Elliot.

Messrs. Lucas, Park & Co., of Hamilton, advise a big run on Hillwattee tea, so much so that present stock is about exhausted. They are offering to arrive in say two weeks.

If you want the best canned Salmon take Horseshoe Brand only. 11

DETECTIVE AGENCIES.

HOWIE'S DETECTIVE AGENCY, 86 WELLINGTON ST. WEST, Toronto, Ont., established 1886 Telephone 1309.

SITUATION WANTED.

YOUNG MAN WANTS SITUATION—UNDERSTANDS THE GROCERY BUSINESS THOROUGHLY, first-class references. Apply, J. George, 453 Church St. 8

BUSINESS CHANCES.

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



SEALED TENDERS marked "For Mounted Police Clothing Supplies," and addressed to the Honourable the Minister of Railways and Canals, will be received up to noon on Monday, 9th March, 1891.

Printed forms of tender containing full information as to the articles and quantities required, may be had on application to the undersigned.

No tender will be received unless made on such printed forms. Patterns of articles may be seen at the office of the undersigned.

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

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

FRED. WHITE,

Comptroller N. W. M. Police.

Ottawa, Feby. 9th, 1891.

IT PAYS TO SELL

ROYAL DANDELION COFFEE.

ELLIS & KEIGHLEY,

Toronto, Manufacturers.

-STORAGE-

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,

TORONTO

To Arrive

Shortly, an Assortment of

HUNTLEY & PALMER'S

English Biscuits,

in casks and 14 lb. tins.

TURNER, ROSE & CO'Y, Montreal,

Selling Agents

Todhunter, Mitchell & Co.

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

:: TORONTO.

WHOLESALE AND JOBBING TRADE ONLY.

THE GLOBE TOBACCO WORKS COMPANY OF LONDON LIMITED,

Are again manufacturing their Choice Standard Brands of Tobaccos from pure Virginia and Kentucky leaves.

CUT PLUG SMOKING:		FINE CUT AMERICAN CHEWING:	
Gold Flake.	Uncle Tom.	Golden Thread.	Victoria. Globe.
Hand Made.	Wig Wag.	High Court.	Jersey Lily.

ASK FOR THEM. M. MASURET,
President.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Mar. 12, 1890.
This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.
Goods in large lots and for prompt pay are generally obtainable at lower prices.
All quotations in this department are under the direct control of the Editor, and are not paid for or doctored by any manufacturing or jobbing house unless given under their name; the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Dunn's No. 1, in tins	Per doz	2 00
" " 2, in tins	"	75
Cook's Gem, in 1 lb pkgs	\$1	75
" " 7 oz	"	85
" " 2 oz	"	40
" " 5 lb. tins	"	65
" " bulk, per lb	"	12
Empire, 5 dozen 4 oz cks	\$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
" " 3, in 4 "	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.

Arrowroot	Per lb	\$0 11 1/2
Abernethy	"	9
Ginger Nuts	"	11 1/2
New York Fruit	"	14 1/2
Pilot Family	"	10 1/2
People's Mixed	"	6 1/2
Snowflake	"	11
Niagara	"	15
Soda	"	6
Soda, 1 lb packages	"	7 1/2
" " 3 lb	"	20 3
Sultana	"	12 1/2
Oyster crackers	"	6 7 1/2
Milk biscuit	"	10
Butter crackers	"	9 1/2
Tea	"	11 1/2
Wine	"	9 1/2
Wine, sweet	"	9

BLACKING.

Day & Martin's, pints, per doz	\$5 20
" " 1/2 " "	2 10
" " 3/4 " "	1 10
Spanish, No. 3	4 50
" " 10	9 00
Jacquot's French No. 2	3 00
" " 3	4 50
" " 4	8 00
" " 1-gross Cabinets, asst.	7 50
EDWARDS, CATCHPOLE & CO'S	
No. 1	9 00
No. 2	4 50
No. 3	3 60

BLACK LEAD.

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

BLUE.

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

BROOMS.

Carpet	4 strings	Per doz.	2 90
X Parlor,	2 "	"	2 65
Louise	3 "	"	2 95
1 Gem	4 "	"	3 25
" "	3 "	"	2 65
" "	2 "	"	2 30
" "	4 "	"	1 95
O Hurl	4 "	"	2 65
" "	3 "	"	2 35
" "	2 "	"	2 05
" "	3 "	"	1 70
OK	2 "	"	1 35
Hvy Mill	4 "	"	3 70

CORN BROOMS.

CHAS. BOECKH & SONS.

X Carpet, 4 strings, net	per doz	\$3 20
" " 2 " "	"	2 90
" " 3 " "	"	2 60
" " 4 " "	"	2 40
XXX Hurl	"	2 60
1X	"	2 40
2X Parlor	"	2 25
" " 3 " "	"	1 95
" " 5 " "	"	1 70
" " 7 " "	"	1 30
Girls	"	1 50
Railway	"	3 00
Ship	"	4 00
2 Cable	4 " wire bands, net	3 00
3 " "	"	4 00

1 Hearth 2 strings, net	1 75
2 " " "	1 50
3 " " "	1 20
4 " " "	1 00

CANNED GOODS.

Apples, 3's	Per doz	\$1 10	\$1 20
" gallons	"	2 50	3 00
Blackberries, 2's	"	2 00	2 10
Blueberries, 2's	"	1 25	1 40
Beans, 2	"	0 95	1 10
Corn, 2's	"	1 10	1 25
Cherries, red pitted, 2's	"	2 25	2 40
Peas, 2's	"	1 25	1 35
" sifted select	"	1 35	
Pears, Bartlett, 2's	"	2 00	2 25
Pineapple, Baltimore	"	2 40	2 50
" Bahama	"	2 90	3 00
Peaches, 2's	"	2 75	2 85
" 3's	"	1 60	1 65
" Pie, 3's	"	2 00	2 10
Plums, Gr Gages, 2's	"	2 00	2 10
" Lombard	"	1 90	2 00
" Blue	"	1 00	1 10
Pumpkins, 3's	"	3 00	3 25
Raspberries, 2's	"	2 45	2 50
Strawberries, choice 2's	"	1 60	1 65
Succotash, 2's	"	1 65	1 85
Tomatoes, 3's	"	1 35	1 40
Finnan haddies	"	1 50	
Lobster, Clover Leaf	"	2 75	
" Crown	"	2 25	
" Bishop's Rock	"	3 10	
Mackerel	"	1 40	1 50
Salmon, 1's	"	1 40	1 55
" white	"	1 10	1 25
Sardines Albert, 1/2's tins	"	11, 11 1/2	
" " 3/4's "	"	15, 18	
" " 1/2's "	"	10, 10 1/2	
" " 1/2's "	"	18, 19	
" Other brands, 9 1/2, 11, 16, 19	"		
" P & C, 1/2's tins	"	23, 25	
" " 1/2's "	"	33, 36	
" Amer, 1/2's "	"	6 1/2, 8	
" " 1/2's "	"	9, 11	

MARMALADE, JAMS AND JELLIES.

CAIRN'S.

(Blaklock Bros., Montreal, Agents.)

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

" Home Made," glass 1 lb.	\$2.35
" " White 1 lb.	2.25
" " " "	4.15
" " Stone 7 "	13.20
Scotch	White 1 " 2.10

Jams.

Gooseberry	
Strawberry	
Black Currant	
Red Currant	
Green Gage	
Apricot	
Raspberry	
Damson	
Plum	
Red Currant and Raspberry	

2 lb. white pots, 4 doz. assorted, per doz. \$2.35.

Jellies.

Red Currant, 1 lb. white	\$2.75
Black Currant, 1 lb. white	2.75

DELHI CANNING CO.

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

CANNED MEATS.

CLARK'S.

Comp. Corn Beef 1 lb cans	\$1 60
" " 2 " "	2 65
" " 4 " "	5 00
" " 6 " "	7 75
" " 14 " "	18 00
Minced Collops, 2 lb cans	2 60
Roast Beef	1 60
" "	3 15
" "	5 85
" "	7 00
Par Ox Tongue, 2 1/2 "	\$7 25
Ox Tongue	2 "
Lunch Tongue	1 "
" "	3 00
" "	5 25
English Brawn	2 "
Camb. Sausage	1 "
" "	2 50
" "	2 50
Soups, assorted	1 "
" "	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..... \$13 50

CHEWING GUM.

ADAMS & SONS.

To Retailers.

Tutti Frutti, 36 5c bars	\$1 30
Bo-Kay (new)	150 pieces 1 00
Sappota	150 " 1 15
Magic Trick	115 " 0 85
Black Jack	115 " 0 85
Red Rose	115 " 0 85
Sweet Fern	230 " 0 85
Adams' N.Y. Gum	200 " 0 50
Caramel Tolu	72 " 0 40
New Fruit Asst.	115 " new 0 75
Puzzle Gum	115 " 0 75
Colah	115 " 0 75

ALWAYS ORDER RECKITT'S BLUE.

Prices Current, Continued—

CHOCOLATES & COCOAS.

Table listing chocolate and cocoa products such as French, Caraccas, Premium, Sante, Diamond, and various cocoa types like Homeopatic, Pearl, London Pearl, Rock, and Bulk.

Table listing chocolate products from John P. Mott & Co.'s, including R. S. McIndoe, Mott's Broma, Prepared Cocoa, Breakfast Cocoa, Breakf. Cocoa, No. 1 Chocolate, Breakfast Chocolate, Caraccas Chocolate, Diamond Chocolate, French-Can. Chocolate, Navy or Cooking Choc., Cocoa Nibs, Cocoa Shells, and Vanilla Chocolate stick.

Table listing cocoa products from J. W. Cowan & Co.'s, including Hygienic, Iceland Moss, Soluble, Cocoa Nibs, Cocoa Shells, Cocoa Essence, and various chocolate types like Mexican, Queen's Dessert, Vanilla, Sweet Caraccas, Chocolate Powder, Sticks, Pure Caraccas, Royal Navy, Confectioners', Chocolate Creams, and Chocolate Parisien.

Table listing chocolate products from Walter, Baker & Co.'s, including German Sweet Chocolate, Grocers' Style, and various chocolate bars and tins.

Cocoa—

Table listing cocoa products such as Pure Prepared boxes, Cracked boxes, Cracked in boxes, Cracked in bags, Cocoa and shells, Breakfast Cocoa, Broma, and In boxes.

Table listing cocoa products from Gibson & Gibson's, including Sydney per lb, Cocoa, Soluble Cocoa, Prepared do, Sydney Gibson's Chocolate, and various chocolate types like Mocha, Old Government Java, Rio, Plantation Ceylon, Porto Rico, Guatamala, Jamaica, and Maracaibo.

Table listing cocoa products from Ellis & Keighley's, including Mocha, Old Government Java, Rio, Plantation Ceylon, Porto Rico, Guatamala, Jamaica, and Maracaibo.

Table listing cocoa products from Todhunter, Mitchell & Co.'s, including Excelsior Blend, Our Own, Laguayra, Mocha and Java, Java, Standard, Old Government, Arabian Mocha, and Santos.

Table listing cocoa products from J. W. Cowan & Co., including Standard Java in sealed tins, Standard Imperial in sealed tins, Standard Blend in sealed tins, Ground, in tins, and Say's Parisien.

EXTRACTS.

Table listing extracts such as Dalley's Fine Gold, No. 8, per doz, and various other extracts.

FLOUR AND MEAL.

Table listing flour and meal products such as Flour, Family, Manitoba Patent, white wheat patent, Strong bakers, Oatmeal, standard, bbls, granulated, rolled, Rolled Oats, Bran, per ton, Shorts, and Cornmeal.

FLUID BEEF.

Table listing fluid beef products such as Johnston's, Montreal, Cases, No. 1, 2 oz tins, No. 2, 4 oz tins, No. 3, 8 oz tins, No. 4, 1 lb tins, and No. 5, 2 lb tins.

FRUITS.

Table listing various fruits such as Currants, Provincial, Filigras, Patras, Vostizzas, 5-crown Excelsior, Dates, Persian, boxes, Figs, Elemes, Prunes, Bosnia, Raisins, Valencia, off stalk, Selected, Layers, Raisins, Sultanas, Eleme, Malaga, London layers, Loose muscatels, Imperial cabinets, Connoisseur clusters, Extra dessert, Royal clusters, Fancy Vega cartoons, Black baskets, Blue, Fine Dehasas, Lemons, Malaga, Palermos, and Messina.

Table listing oranges and apples, including Oranges, Floridas, Jamaicas, Valencias, California navels, Dried, per lb, and Evaporated.

GLASSWARE.

Table listing glassware products such as Lamp Chimneys, O, A, B, and others.

GRAIN.

Table listing grain products such as Wheat, Fall, No. 2, Red Winter, No. 2, Spring, No. 2, Man. Hard, No. 1, No. 2, Oats, No. 2, per 34 lbs., Barley, No. 2, per 48 lbs., No. 3, extra, No. 3, Rye, Peas, and Corn.

HAY & STRAW.

Table listing hay and straw products such as Hay, Pressed, on track, and Straw, Pressed.

LARD.

Table listing lard products such as Fairbank's Refined Compound, In Butter Tubs, Fancy, 3-hoop pails, and 60 lb. cases of 3 lb, 5 lb, and 10 lb tins.

MUSTARD.

Table listing mustard products such as Durham, Fine, in 1 and 1/2 lb tins, Fine, in 1 lb jars, Fine, in 4 lb jars, Ex. Sup., in bulk, per lb, Superior, in bulk, per lb, and Fine.

COLMAN'S AND KEEN'S.

Table listing Colman's and Keen's products such as In 4 lb jars, In 1 lb jars, D. S. F., in tins, per lb, in 1/2 lb tins, per lb, and D. F. in 1/2 lb tins, per lb.

NUTS.

Table listing nut products such as Almonds, Ivica, Tarragona, Formigetta, Almonds, Shelled Valencias, Jordan, Brazil, Cocomnuts, Filberts, Sicily, Filberts, Oblong, Peanuts, roasted, green, Walnuts, Grenoble, Bordeaux, Naples, cases, Marbots, and Chilis.

JAMS AND JELLIES SUPERIOR IN QUALITY.

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

Red Currant, Raspberry and Strawberry Jellies.

Glass, Tin and Wood Packages.

ADMITTED BY ALL

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

DELHI CANNING CO., DELHI, ONT.

Prices current, continued—

PICKLES & SAUCES.	
BRYANT, GIBSON & CO'S. TORONTO PICKLES.	
John Bull, mixed, in bulk	\$0 60
" Chow Pickle, in b/lk	2 15
" Mixed & Chow-Chow pts	3 25
" Mixed & Chow-Chow qts	1 90
" " 16 g.	2 25
Horse Radish, bottles, per doz	1 25
SAUCES.	
John Bull, kegs, per gal.	1 25
" 1/2 pt. bottles, per doz	1 00
(according to quantity) 90c	1 75
Devonshire Relish, kegs p. gal	1 25
" 1/2 pt. bottles,	1 25
Niagara Tomato, kegs, per gal	1 25
" Reputed pints	1 25
Terry's Candied Peels. c. per peels	16
Lemon, 7 lb boxes.	18
Orange, "	30
Citron, "	30
CROSS & BLACKWELL'S.	
Pickles, all kinds, pints, per doz	3 25
LEA & PERRIN'S. per doz	3 60
Worcester Sauce, 1/2 pts.	6 50
" pints	6 50
PRODUCE.	
DAIRY. Per lb	
Butter, creamery, rolls	\$0 00 \$0 00
" tub.	0 18 0 19
" dairy, tubs, choice	0 15 0 16
" " medium	0 05 0 11
" low grades to com.	0 18 0 20
Butter, pound rolls.	0 15 0 18
" large rolls.	0 15 0 18
" store crocks	0 10 0 11
Cheese.	0 10 0 11
COUNTRY	
Eggs, fresh, per doz.	0 16 0 17
" limed	1 30 1 65
Beans	3 00 3 50
Onions, per bbl.	0 85 0 90
Potatoes, per bag on trk	0 15 0 18
Hops, 1890 crop	0 35 0 38
" 1890 "	0 08 0 10
Honey, extracted	0 14 0 16
" section	0 08 0 08
PROVISIONS.	
Bacon, long clear, p lb.	0 07 0 08
Pork, mess, p. bbl.	14 50 16 00
Hams, smoked, per lb.	0 11 0 11 1/2
" pickled	

Bellies	0 10	0 11
Rolls	0 09	0 09 1/2
Backs	0 10	0 10 1/2
Lard, Canadian, per lb.	0 09	0 09 1/2
Hogs	5 75	5 75
Tallow, refined, per lb.	0 05 1/2	0 05 1/2
" rough,		0 02
RICE, ETC. Per lb		
Rice, Aracan	3 1/2	4c
" Patna	4 1/2	5c
" Japan	5 1/2	5c
" extra Burmah	3 1/2	4c
Grand Duke	6 1/2	7c
Sago	4 1/2	5c
Tapioca	5 1/2	6c
SPICES. GROUND. Per lb.		
Pepper, black, pure	\$0 20	\$0 22
" fine to superior	12	18
" white, pure	32	35
" fine to choice	25	30
Ginger, Jamaica, pure.	25	27
" African,	18	18
Cassia, fine to pure	18	25
Cloves,	25	40
Allspice, choice to pure	12	15
Cayenne,	30	35
Nutmegs,	75	1 20
Mace,	1 00	1 25
Mixed Spice, choice to pure	30	35
Cream of Tartar, fine to pure	25	37
STARCH.		
EDWARD, BURGH STARCH MFG. CO. MONTREAL.		
BRITISH AMERICA STARCH CO. BRANTFORD.		
c. per lb.		
No. 1 Laundry, 4 lb cartons	5 1/2	5 1/2
Canada Laundry	4 1/2	4 1/2
Silver Gloss, crates	6 1/2	6 1/2
Lily White, crates	6 1/2	6 1/2
Silver Gloss, 1 lb chromos.	6 1/2	6 1/2
Lily White, 1 lb chromos.	7 1/2	7 1/2
Satin, Starch 1 lb chromos.	7 1/2	7 1/2
Brantford Gloss, 1 lb chromos.	7 1/2	7 1/2
No 1 Laundry, barrels & halves	4 1/2	4 1/2
No 1 Prepared Corn	7 1/2	7 1/2
Canada Corn	6 1/2	6 1/2
Challenge Corn	6 1/2	6 1/2
Rice Starch, 1 lb.	9	9
Cube, 1 lb.	7 1/2	7 1/2
KINGSFORDS OSWEGO STARCH.		
Pure Starch—		
40-lb boxes, 1, 2, and 4 lb. pack'g's	8	8
36-lb boxes, 3 lb. packages	5	5

12-lb "	8 1/2
38 to 45-lb boxes	8
Silver Gloss Starch—	
40-lb " 1, 2 and 4 lb packages.	9 1/2
40-lb " 1 lb package	10
40-lb " 1/2 lb package	9 1/2
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
30 "	8 1/2
SUGAR. c. per lb	
Granulated, 15 bbls or over	7
" less than 15 bbls.	7 1/2
Paris Lump, bbls	7 1/2
" less than a bbl	7 1/2
Extra Ground, bbls	8
" less than a bbl.	8 1/2
Powdered, bbls	7
" less than a bbl.	7 1/2
White refined	6 1/2
Extra bright refined	6 1/2
Bright Yellow	5 1/2
Medium	5 1/2
Brown	5 1/2
Raw Jamaica, in bags	5 1/2
SYRUPS AND MOLASSES.	
SYRUPS. Per lb.	
Redpath's "D"	3 1/2
" "M"	3 1/2
Redpath's "B"	3 1/2
" "VB"	4
" Extra	4 1/2
" Ex. Sup.	4 1/2
" XXX Sup.	4 1/2
Corn Syrup	4 1/2
MOLASSES. Per gal.	
Trinidad, in puncheons	38, 40c
" bbls	40, 42
" 1/2 bbls	42, 44
New Orleans, in bbls	90, 100
Porto Rico, hdds.	38, 45
" barrels	42, 47
" 1/2 barrels	44, 49
TEAS. GREENS. Per lb	
Gunpowder—	
Cases, extra firsts	42, 50c
Half chests, ordinary firsts	22, 38
Cases, sifted, extra firsts	42, 50
Cases, small leaf, firsts	35, 40

Young Hyson—Moyunes	
Half chests, ordinary firsts	22, 38
" " seconds	20, 22
" " common	18, 20
PING SUEYS.	
Half chests, firsts	28, 32
" " seconds	20, 22
Half Boxes, firsts	28, 32
" " seconds	20, 22
JAPAN.	
Half Chests—	
Choicest	38, 40
Choice	32, 36
Finest	28, 30
Fine	25, 27
Good medium	22, 24
Medium	19, 20
Common	18, 19
Nagasaki, 1/2 chests Pekoe	16, 17
" " Oolong	17, 18
" " Gunpowder	18, 20
" " Siftings	8, 12 1/2
CONGOUS.	
Half chests, Kaisow, Moning	52, 55
Caddies and half chests	15, 50
Cadies, Paking and new makes	18, 50
OOLONG.	
Half chests Formosa	34, 50
Caddies	36 55
ASSAMS.	
Chests and half-chests Pekoe	22,
SCENTED ORANGE PEKOE.	
Boxes, Foochow and Canton	28, 60
TOBACCO AND CIGARS.	
British Consols 4's; bright twist,	
5's; Twin Gold Bar, 8's	62c
Ingots, rough and ready, 7's	59
Laurel, 3's	52
Brier, 7's	50
Index, 7's	45
Honeysuckle, 7's	53
Napoleon, 8's	49
Royal Arms, 12's	50
Victoria, 12's	48
Brunette and Lovely, 12's	45 1/2
Prince of Wales, in caddies	46 1/2
" in 75 lb boxes	46
Bright Smoking Plug Myrtle, T & B, 3's	55
Lily, 7's	48
Diamond Solace, 12's	45
Myrtle Cut Smoking, 1 lb tins	65
1/2 lb pg, 6 lb boxes	65
oz pg, 5 lb boxes	65

KINGSFORD'S

OSWEGO

STARCH



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

PURE AND SILVER GLOSS CORN STARCH
FOR THE LAUNDRY | FOR THE TABLE
THE STANDARD OF EXCELLENCE ABSOLUTELY PURE
FOR SALE BY ALL LEADING JOBBERS IN CANADA
T. KINGSFORD & SON,
OSWEGO, N.Y.

KNOX, MORGAN & CO.,

Wholesale Dry Goods Importers,
HAMILTON, - - - ONTARIO.

Special values for Independent Buyers in Spring (1891) samples :

ROUGH BROWNS, 8 and 10c. Three lines BLACK WORSTEDS, VICTORIA LAWNS, 8 and 10c.
 DRESS GOODS—Entirely new stock, very latest Novelties, large variety of designs.
 ALL WOOL BLACK CASHMERES, 37½c.
 In GENT'S FURNISHINGS we have made special efforts. 200 styles and neckwear, 120 styles shirts and top shirts.

LACES, FRILLINGS and HOSIERY.

Prices current, continued—

GLOBE TOBACCO COMPANY. CUT SMOKING TOBACCO.

Gold Flake, 1-5, 6 lb boxes.....	65c
“ “ 5 “ “ “ “ “ “ “ “ “	65c
“ “ 1-10, 5 “ “ “ “ “ “ “ “	75c
“ “ 1 fancy tins “ “ “ “ “ “	65c
Hand Made, 1-5, 6 lb boxes.....	65c
“ “ 1 “ “ “ “ “ “ “ “ “	62c
“ “ 1 fancy tins “ “ “ “ “ “	62c

GRANULATED SMOKING TOBACCO.

Uncle Tom, 1-5, 6 lb boxes.....	40c
“ “ 1-10, 6 lb “ “ “ “ “ “	4c

LONG CUT SMOKING TOBACCO.

Wig Wag, ½, 6 lb boxes.....	35c
“ “ 1-5, 6 lb “ “ “ “ “ “	38c
“ “ 1-10, 6 lb “ “ “ “ “ “	40c

FINE CUT CHEWING TOBACCO.

Golden Thread, 5 & 10 lb pails.....	90c
Globe, “ “ “ “ “ “ “ “ “ “	85c
Victoria, “ “ “ “ “ “ “ “ “	70c
High Court, “ “ “ “ “ “ “ “	65c
Jersey Lilly, “ “ “ “ “ “ “ “	60c
Globe Fine Cut, foil, per gross.....	\$9 00
Solace Fine Cut, “ “ “ “ “ “	6 00

CIGARS—S. DAVIS & SONS, Montreal.

Madre E' Hijo, Lord Landsdowne.....	\$60 00
“ “ Panetelas “ “ “ “ “ “	60 00
“ “ Bouquet “ “ “ “ “ “	60 00
“ “ Perfectos “ “ “ “ “ “	85 00
“ “ Longfellow “ “ “ “ “ “	85 00
“ “ Reina Victoria “ “ “ “ “ “	80 00
“ “ Pins “ “ “ “ “ “ “ “	55 00
El Padre, Reina Victoria “ “ “ “	55 00
“ “ Reina Vict. Especial “ “ “ “	50 00
“ “ Conchas de Regalia “ “ “ “	50 00
“ “ Bouquet “ “ “ “ “ “	55 00
“ “ Pins “ “ “ “ “ “ “ “	50 00
“ “ Longfellow “ “ “ “ “ “	80 00
“ “ Perfectos “ “ “ “ “ “	80 00
Mungo, Nine “ “ “ “ “ “ “ “	35 00
Cable, Conchas “ “ “ “ “ “ “ “	30 00
Queens “ “ “ “ “ “ “ “	29 00

CIGARETTES.

Athlete.....	\$7 50
Puritan.....	6 25
Sultana.....	5 75
Derby.....	4 00
B. C. No. 1.....	4 00
Sweet Sixteen.....	3 50
Puritan, ¼ lb pkg, 5 lb boxes.....	65
Old Chum, ¼ lb pkg, 5 lb box.....	65
Old Virgin, 1-10 lb pkg, 10 lb bxs	57
Gold Block, ¼ lb pkg, 5 lb boxes	65
Puritan, 1-10, 5 lb boxes.....	78
Athlete, per lb.....	1 10

SOAP.

Ivory Bar, 1 lb bars..... per lb	5½
Do, 2, 6-16 and 3 lb bars.....	5
Primrose, ¼ lb bars, wax W.....	4½
“ “ “ “ “ “ “ “ “ “ “ “	4½
John A. cake, wax W. per doz	42
Mayflower, cake, “ “ “ “ “ “	42
Gem, 3 lb bars per lb.....	3½
“ “ “ “ “ “ “ “ “ “ “ “	3½
Queen's Laundry, per bar.....	2 75
Pride of Kitchen, per box.....	3 25
Sapolo, ¼ gross boxes.....	3 25
per gross, net cash.....	12 00

TOILET SOAP.

TAYLOR, SCOTT & CO.

Baby's Own, ¼ doz boxes.....	\$1 25
Our boys, “ “ “ “ “ “ “ “	1 25
Sea Foam, “ “ “ “ “ “ “ “	75
London Bouquet, “ “ “ “ “ “	60
Oatmeal, “ “ “ “ “ “ “ “	85
Paris Assorted, “ “ “ “ “ “	60
Albert Oatmeal bar, 2 doz. boxes	0 75
“ White Castile bar, 2 doz.	0 75
boxes.....	0 75
Fatherland, ¼ doz boxes.....	5 00

WOODENWARE.

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
“ “ 1.....	8 00
“ “ 2.....	7 00
“ “ 3.....	6 00
Washboards, Globe.....	\$1 90
“ “ Water Witch.....	1 40
“ “ Northern Queen.....	2 25
“ “ Planet.....	1 70
“ “ Waverly.....	1 60
“ “ X X.....	1 50
“ “ X.....	1 30
“ “ Single Crescent.....	1 85
“ “ Double.....	2 75
“ “ Jubilee.....	2 25

Matches, 5 case lots. Single cases	\$1 75
Parlor.....	4 15
Telephone.....	4 30
Telegraph.....	4 40
French.....	3 75

Mops and Handles, comb.

Butter tubs.....	\$1 60
Butter Bowls, crates ast'd.....	3 60

CLOTHES PINS.

5 gross, per box.....	0 75
4 gross, “ “ “ “ “ “ “ “	0 85
6 gross, “ “ “ “ “ “ “ “	1 20

CHAS. BECKH & SONS.

5 gross, single and ten box	0 75
lots.....	0 80
Star, 4 doz. in package.....	0 85
“ “ “ “ “ “ “ “ “ “ “ “	1 25
“ “ “ “ “ “ “ “ “ “ “ “	0 90

INDURATED FIBRE WARE.

¼ pail, 6 qt.....	\$4 00
Star Standard, 12 qt.....	4 50
Milk, 14 qt.....	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1.....	15 50
“ “ 2.....	13 25
“ “ 3.....	11 00
Nests of 3.....	3 40
Keelers No. 1.....	10 00
“ “ 2.....	9 00
“ “ 3.....	8 00
“ “ 4.....	7 00
Milk pans.....	3 25
Wash Basins, flat bottoms.....	2 75
“ “ “ “ “ “ “ “ “ “ “ “	3 00
Handy dish.....	3 75
Water Closet Tanks.....	18 00

DURABLE PAILS AND TUBS

WM. CANE & SONS, MANUFACTURING CO NEWMARKET.	
Per doz.	
Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish.	3 25

No 1 tubs.....

No 2.....	9 50
No 3.....	8 50
“ “ “ “ “ “ “ “ “ “ “ “	7 50

YEAST.

Barm yeast in boxes of 2 doz.	
10c. and 2 doz. 5c. packages,	
per box.....	2 00
Royal Yeast Cakes, 3 doz 10c.	
packages in case..... per case	\$1 95
Royal Yeast Cakes, 3 doz 5c.	
packages in case..... per case	1 00

OUR NATIONAL FOODS.

Desiccated Wheat..... 4 lb.	\$2 30
“ “ “ “ “ “ “ “ “ “ “ “	2 25
Snow Flake Barley..... 4 “	2 40
“ “ “ “ “ “ “ “ “ “ “ “	2 25
Buckwheat Flour, S. B..... 4 “	2 00
“ “ “ “ “ “ “ “ “ “ “ “	1 80
Prepared Pea Flour..... 2½ “	3 00
Baravena Milk Food..... 1 “	1 80
Patent Prepared Barley 1 “	1 50
Patent Prepared Groats 1 “	2 25
Beef and Barley Extracts 6 oz	2 80
Gluten Flour..... 4 oz	2 80

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto:	
10 dy. to 60 dy.....	2 55 2 60
“ “ “ “ “ “ “ “ “ “ “ “	2 85 2 90
8 dy. and 9 dy.....	3 05 3 10
4 dy. to 7 dy.....	4 05 4 10
3 dy..... C.P.	3 55 3 60
3 dy..... A.P.	3 55 3 60
HORSE NAILS:	
“ “ “ “ “ “ “ “ “ “ “ “	0 15 0 16
“ “ “ “ “ “ “ “ “ “ “ “	0 11½ 0 12½
HORSE SHOES:	
From Toronto, per keg.....	3 60 3 75
SCREWS: Wood—	
Flat head iron 7½ p.c. dis	
Round “ “ “ “ “ “ “ “	7½ p.c. dis
Flat head brass 75 p.c. dis.	
Round head brass 70 p.c.	

WINDOW GLASS:

25 in and under.....	1 55 1 60
26 to 40.....	1 60 0 00
41 to 50.....	3 60 0 00
51 to 60.....	3 90 0 00
61 to 70.....	4 20 0 00
Rope: Manila.....	0 15 0 16
Sisal.....	0 11½ 0 12½

AXES: Per box, \$8 to \$12.

SHOT: Canadian, dis. 7½ per cent.

HINGES: Heavy T and strap..... 05 05½

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Borax.....

Camphor.....

Carbolic Acid.....

Castor Oil.....

Cream Tartar.....

Epsom Salts.....

Paris Green.....

Extract Logwood, bulk

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THE CANADIAN GROCER

FOURTH ANNUAL STATEMENT OF The Manufacturers' Life Insurance Company,

For the Year ending 31st of December, 1890.

PRESIDENT---THE RIGHT HONOURABLE SIR JOHN A. MACDONALD, G.C.B., P.C.

RECEIPTS IN 1890:	
Premiums.....	\$161,196 82
Interest and rents.....	10,241 01
Total receipts.....	\$171,438 43
DISBURSEMENTS IN 1890:	
Death claims.....	\$ 44,649 18
Cash for surrenders.....	1,148 00
Annuity payments.....	420 00
Total payments to policy holders.....	\$ 46,214 18
Commission, medical fees, salaries and other expenses of management.....	\$ 70,603 14
Re-insurances.....	11,600 56
Total disbursements.....	\$ 88,208 70
Total Receipts less Total Disbursements.....	\$ 83,229 73
ASSETS JAN. 1st, 1891:	
Dominion Government Bonds.....	\$ 58,000 00
Mortgages on Real Estate.....	159,242 84
Stocks and Debentures.....	24,150 00
Life Interests and Reversions.....	4,500 00
Office Furniture.....	4,500 00
Bill Receivable.....	10,285 01
Due from Agents.....	5,574 60
Premiums Outstanding.....	51,907 83
Interest Due and Accrued.....	3,554 82
Cash on hand and in Bank.....	28,907 54
Total Assets.....	\$345,972 44
LIABILITIES.	
Reserve Fund.....	\$215,251 00
Contingent Fund to cover Sundry outstanding expenses.....	2,608 02
Total Liabilities.....	\$217,859 02
Surplus Policy-holders account.....	\$128,113 42
Number of Policies issued in 1890.....	1847
Number of Policies in force Dec. 31, 1890.....	32,308 650
Number of Policies in force Dec. 31, 1890.....	4907
Number of Policies in force Dec. 31, 1890.....	36,830 525
These results surpass those of any other Canadian Company in the first seven years of its existence.	
GEO. GOODERHAM, WM. BELL, S. F. MCKINNON.	Vice-Presidents.
JNO. F. ELLIS, Managing Director.	

TRAVELLERS' GUIDE

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

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

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

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Favorite Western Summer Resort. The best of accommodation for travellers.
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First-class in every respect.
JAS. O'CONNOR, Prop. FRED SPRADG, Mgr

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Graduated Prices. Recently furnished.
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The finest hotel in the Northwest. Pure spring water. Corner Main and Albert Sts.
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Beautifully situated, fine sample rooms. Special attention and accommodation for travelling men.
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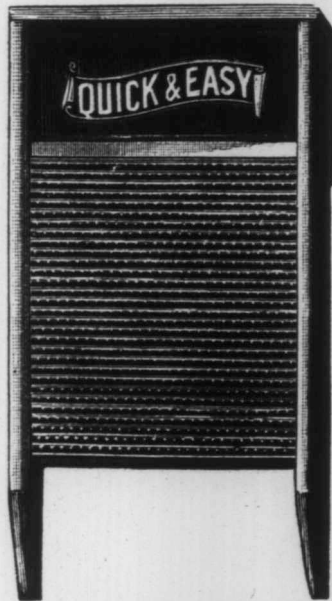


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 MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

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

Capacity, fifty thousand fruit cans per day.

Sole Agents in Canada for
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 33 & 35 WELLINGTON ST. EAST
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SILVER CREAM
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Put up in ¼ lbs., ½ lbs., 1 lbs., 3 lbs., 5 lbs.,
 10 lbs., and 20 lb. cans. Also by the brl.

No Glass, Crockery, or other Fakir
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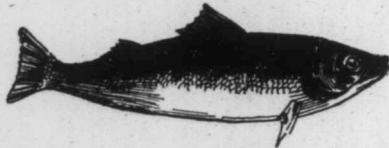
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