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THE CANADIAN GROCER,
CHRISTMAS, 1893



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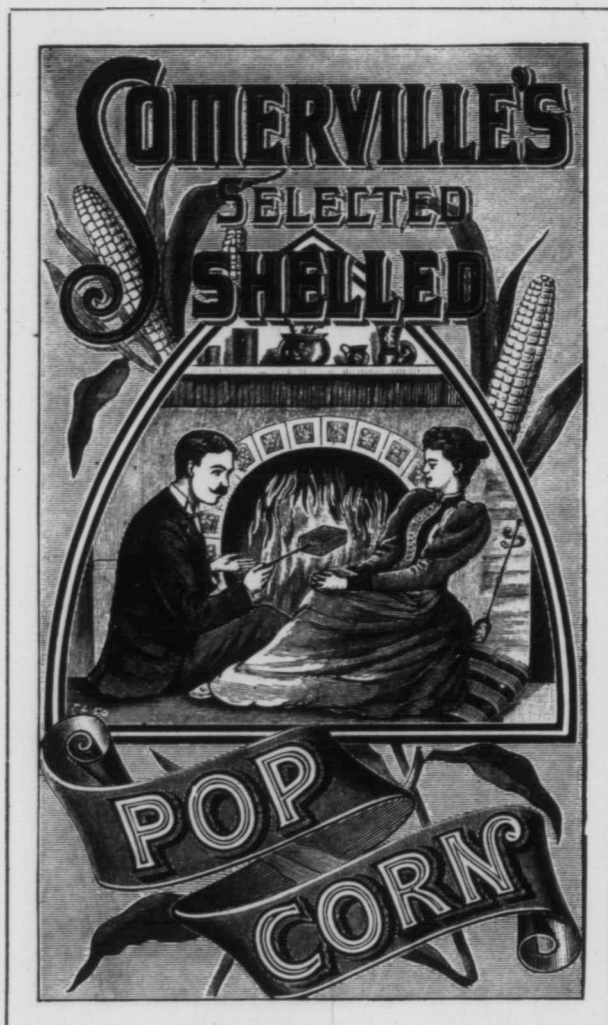
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The People
POP CORN



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Somerville's
Handy Package
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Carefully
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Popping Corn
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THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$200 PER YEAR

VOL. VII.

TORONTO DECEMBER, 22, 1893.

No. 51

FINE GOODS OUR SPECIALTY.

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Is said to be the sincerest flattery. That being so, we ought to feel highly flattered by imitators who, by copying the package try to pass off inferior French Matches for

Eddy's "TELEGRAPH" MATCHES

which are put up in packages like the sketch given here.



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We Protect Jobbers handling our Matches from any drop in price, on stock in hand.

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PERFECTLY PURE

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IDEAL BEVERAGE

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DELICIOUS DRINK
 has ever been manufactured.

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NO TROUBLE
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HIGHLY NUTRITIOUS
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—
A TEASPOONFUL MAKES
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J. S. FRY & SONS are the
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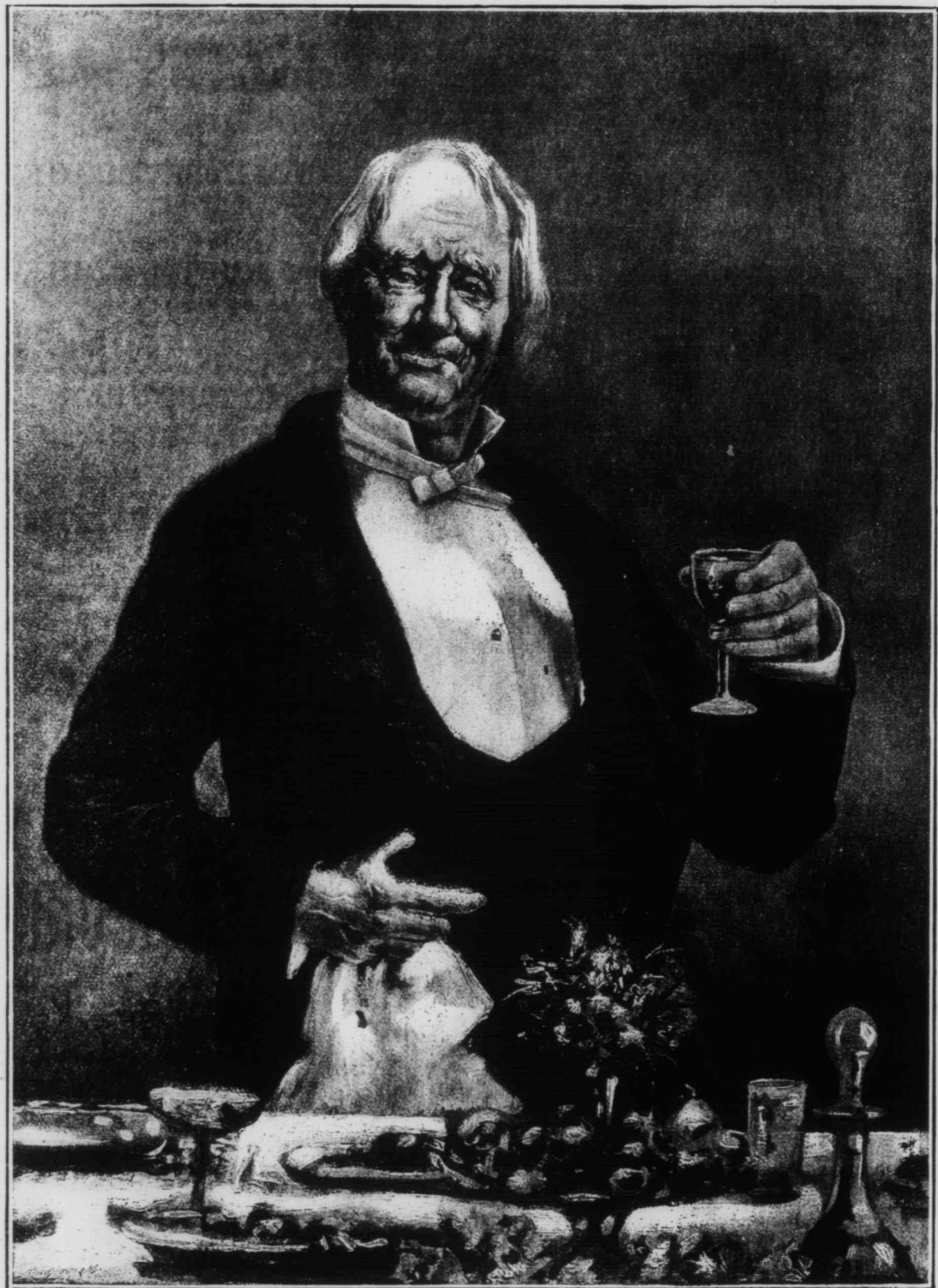
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"WELL, HERE'S TO YOU, AND MANY OF THEM."

THE CANADIAN GROCER
& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$200 PER YEAR

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

Vol. VII.

TORONTO, DECEMBER 22, 1893

No. 51

J. B. McLEAN, President. HUGH O. McLEAN, Sec.-Treas.
THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
TRADE JOURNAL PUBLISHERS.

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POETS may sing of Christmas in peons of heavenly inspiration; but after all there is nothing that wears so well as the good old homely Anglo-Saxon greeting—"A Merry Christmas and a Happy New Year." There is no superfluity of adjectives in that sentence. Every word carries weight, and every word is understood by the ignorant as well as the educated, by the poor as well as the rich. "I wish you a Merry Christmas and a Happy New Year." What is their more pleasant to receive than such words as these falling from lips which are moved by the impulses of a warm and generous heart! Nothing. One may be the recipient of valuable presents; but presents in themselves are less to be sought after than the good wishes of fellow man. "I wish you a Merry Christmas and a Happy New Year" is a prayer that blesses both him who utters it and him who is the object for whose welfare it seeks. Kind words, we are told, never die; neither do

the well-wishes embodied in the Christmas greeting. We are each one of us only so many atoms in the sea of humanity, and what touches one, be it evil or good, touches all.

To its readers THE GROCER wishes the enlarged form of greeting: "A Merry Christmas and a Prosperous and Happy New Year" say we. So far the holiday trade has not opened out as auspiciously as some would desire. The periodical cloud of depression that is sweeping over the world is casting some of its shadows over the Dominion, and the spirits of some merchants are dampened thereby. Where these conditions obtain merriment and happiness can scarcely be unalloyed. And yet there is no reason why all should be a'loy. There are some grains of gold in every man's experience. In order to see them, all he has to do is to open his eyes and look around. He will be sure to see something in his surroundings that will help to wipe dull care away; something that he can throw into the scales and balance up things a little. The Canadian merchant can, for instance, thank his stars that his store is not in the United States, where such a large number of consumers are out of employment. In Canada we are by no means experiencing a boom. Nor are we without our quota of idle workingmen. But the great mass of our working people—in whose weal or woe the retailer is so wrapped up—exhibit no such deplorable condition. On the contrary, some classes of skilled mechanics are unusually busy for this time of year. Of course, generally speaking trade and commerce is quiet. It would be absurd to assert anything to the contrary. The fact is only too plain. But that the con-

dition of trade is congested and alarming we do deny, and that most emphatically.

The world is passing through one of its transformation periods. The day for high prices of grain has gone. So has the value of other staples; and the price of labor is tending in the same direction. All this means that we have got to cut our garments according to the cloth. In other words, all hands have got to economise. And it is while conforming ourselves to the new conditions that we feel a little inconvenienced or hurt occasionally. But conceding that the proportion of pleasure a merchant takes out of Christmastide is dependent upon the volume of business he transacts and the profits that accrue thereto, it is obvious that he can of his own evolution do much toward securing the desideratum. The Christmas holiday trade is different from that of any other time of the year. The merchant needs to keep this in mind. In a word, it is a time when novelties for a brief season are king. Novelties, too, yield, as a rule, better profits than staples. It is obvious what it is most advisable for the merchant to do in the premises. Then a little more discrimination in regard to accounts will by no means be amiss. But there is one thing wherein much can be done towards providing the profits which some may deem necessary to a merry Christmas, and that is—stop cutting prices, stop selling at or below cost. Cutting prices is one of the greatest evils in the trade to-day, and as a cause of failures has been one of the most prolific, while as a creator of ill-feeling between merchant and merchant there is none so potent. Quit cutting; and it will not only enable you to earn proportionately higher profits, but to spend a Merry Christmas and a Happy New Year, which THE GROCER wishes all its readers may experience. But if we want a Merry Christmas and a Happy New Year we must seek them. Pleasure does not come unsolicited. Like a coy maiden, it must be sought.

We cover the ground from the Atlantic to the Pacific, and have double the circulation of any other journal in Canada.

AN ILLEGITIMATE COMPETITOR.

THE world seems made up of contradictions. And we find not infrequently that those things we naturally expect to derive benefit from are injuriously affecting us.

The newspaper — whether it be trade, daily, or ordinary weekly — is in its generally accepted sense, one of the greatest, if not the greatest, factors in business building that the merchant possesses. If he is a wholesaler there is no medium through which he can so well get access to the retailer as the reputable and widely-circulated trade journal. If he be a retailer there is no medium through which he can so well acquaint the great mass of consumers with the character of the goods he has in stock for their inspection as the daily or weekly newspaper. But at the same time the good that some of them do is counteracted by the injury they effect as well. There are some so-called trade papers that are also culpable in this respect. But fortunately they are trade papers only in name. The classes under which they should be designated are either blackmailing or advertising sheets. These are soon known by their works.

The ways in which the interests of merchants have been injuriously affected by the daily and weekly newspaper are many and varied. Of the injury worked by the daily press we have had more than one instance lately. One has been in regard to wholesale quotations, which, published in *ex tenso*, have naturally gone into the hands of consumers, who knowing nothing about what they read, have readily jumped to the conclusion that the retailer was a leach living in ease and luxury on the exorbitant profits he is sucking out of them. Other instances have been from time to time cited of late, one, it will be remembered, only a few weeks ago, when one of the leading daily papers of Toronto allowed itself to be used by a gang of advertising fakirs as a medium for bleeding the merchants and manufacturers of the city of, in the aggregate, large sums of money.

A way in which some of the daily and weekly newspapers, indiscreetly at least, injure instead of benefit the merchants, is in the premiums that some of them give. Most people who have glanced over the list of premiums that some of the papers offer to subscribers, must, it seems to us, have been repeatedly struck with this fact. The moment the newspaper begins to offer as premiums the goods you are selling that moment does it become your competitor. The publisher, ninety-nine chances to one, never intended that he should assume that position towards you. But that does not, all the same, alter the fact that he is a competitor with you. Look in his paper and the chances are that he is offering as premiums the very same commodities or articles which you or somebody else are adver-

tising in an adjoining column. If somebody were to suggest that you contribute towards buying the goods with which your neighbor was to compete with you in securing the patronage of the consumers in your locality you would naturally refuse. Then no more should the retailer advertise in the paper that so far steps out of its sphere as to trespass upon the domain of the legitimate merchant. It is scarcely likely that the merchant would have to go to the extreme of taking out his advertisement. As already stated, the publisher has probably no intention of competing with his patrons, and, therefore, all that would be necessary in the premises would be to intimate that he was trespassing upon your trade. Of course, if he refuses to move off, there is no other alternative for you but to seek some other advertising medium. But advertise somewhere or somehow.

DISHONEST EMPLOYEES.

“HONESTY is the best policy” is a proverb that nearly every man and woman of to-day has had drummed into them to a more or less extent.

But into some people it does not seem to have been drummed enough; and one does not need to go into the by-ways and alleyways where crime is supposed to reek to discover that fact either.

A glance at the daily papers of the last few weeks demonstrates that there is room for the old proverb being at least practiced, if not taught, in many business places.

Of late dishonesty seems to be almost verging on an epidemic among clerks and persons holding responsible positions; and it is feared that the cases given publicity through their ventilation in the police courts are but a small proportion of the thieving which is being practiced or the frauds perpetrated from time to time.

As far as Toronto is concerned we know the whole has not been told. In one warehouse alone there was only the other day a chief of a department and several clerks discharged because of dishonesty. While in some of the larger retail stores employees have been caught red-handed, but against whom their employers took no criminal action, merely discharging them on the spot.

Whether to allow dishonest employees to escape without instituting criminal proceedings is the proper course to pursue is questionable. In the first place the employee who steals money or goods from his employer is guilty of an infraction of the law of the country, and to that law is he amenable. Therefore the employer who allows a dishonest employe to go free is in reality compounding a felony. Of course there are instances where leniency may be shown, and that is where a young man or woman who has previously borne a good character has, on the impulse of the moment, or under unusual temptation, taken the first false step. But

in cases where it has been discovered that dishonesty has been carried on systematically it is a positive injustice to the community to allow the perpetrator to escape the consequences of his misdeeds, as he has more than once been allowed to do of late.

So numerous of late have these petty cases of thieving become that merchants who employ large numbers of hands are beginning to get serious over the matter; and well they might. We know of a case the other day where, while there was known to be extravagance and neglect of business on the part of the employer, there was well-grounded suspicion that his failure was caused in part at least by systematic thieving on the part of employees.

“Honesty is the best policy,” let people say what they will. In the rush for existence and in the keenness of competition there are often strong temptations on the part of merchants as well as clerks to swerve when the occasion, as they think, demands it, from the path of integrity. Indeed, there are some, and among them merchants, who hold that a man cannot remain in business and be strictly honest. They never made a greater mistake in their lives. “Honesty is the best policy.”

As to the dishonesty of employes, it is just a question whether, in some instances, the employer himself is not responsible to some extent for its existence. If he pays salaries to the young men or the young women in his establishment which he knows is not sufficient to keep body and soul together, no matter how frugal they may be, and dress as respectably as the character of his business demands, he cannot but expect that some of them will be led to acts that are dishonest. Of course there is a difference between low wages and starvation wages. The law of supply and demand regulates the price of labor as well as the price of commodities, but the employer knows when the limit of the one is below the living stage as well as if an article offered him is below the price which it could be honestly produced. Then if a merchant allows a clerk to palm off on a customer goods that are not what they are represented to be, he can hardly be said to be setting a good example for his employees. It is to be feared that there are some employers as well as some employees who need to remember the old proverb a little better.

A Minnesota merchant, who was compelled to go into bankruptcy, issues the following manly statement: “It has been the greatest sorrow of my life to know that through my misfortunes others have suffered, but I trust that I may yet be of service in assisting the closing up of matters to the benefit of my creditors. It is my purpose to devote the balance of my life to the task of making good the losses of those who have suffered through my business reverses.”

HINTS FOR CHRISTMAS TRADE.

BY H. E. WILTON, SPRINGFIELD.

AT this season of the year, and as Christmas is close at hand, every merchant is looking forward to an increase of business, and as the summer months are the harvest for the farmer, so are the present days the harvest for the grocer. In expectation of a larger trade, stocks are being increased and every imaginable scheme worked out to catch customers, some of which are good and some bad indeed. One bad habit of many merchants at this season of the year is in cutting prices. Go where you will, you will find circulars, posters, etc., announcing great cuts in groceries for the Xmastrade. Why should this be? This is the time when every merchant should not only do a larger trade, but also maintain the regular prices, which, by the way, are already fine enough. Instead of this, however, many will resort to the system of "cut and slash." Then after the Christmas and New Year trade is over, and they figure up the amount of business done, they will find that although a large trade may have been done, the profits are all gone, and they are just exactly where they were before the Christmas trade commenced, minus their own time and labor and the profits which could just as well been made as lost. There is no advantage in doing a large trade unless something is made, and why so many groceries will persist in this cutting of prices at the very time when they should not is a mystery to me.

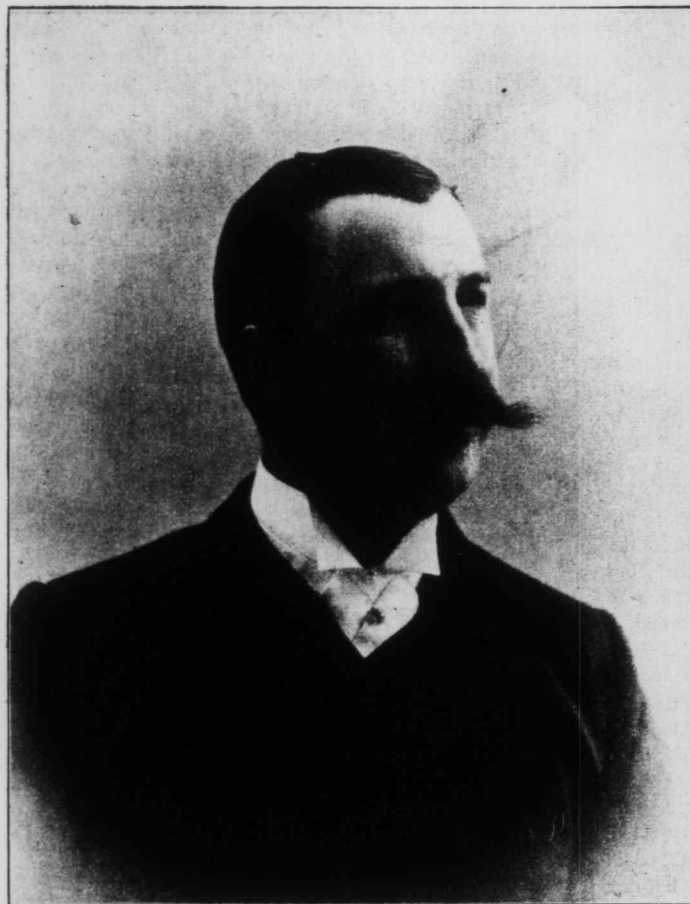
There are times in the year when a reduction of prices on certain articles may be an advantage, take for example the dull mid-summer season, when farmers are all busy and trade in general quiet. At this season, when cash is also scarce it is sometimes a good plan to force business by a few cuts in prices on lines of goods not then staple stock. And while even in the busy season it is always best to keep your business well before the public by good newspaper advertising, the time for increased advertising and special effort in promoting trade is in the dull season, when, too often, many merchants sit quietly down, and while waiting for better times, wonder how it is that trade continues to be so quiet. Keep at all times your business well before the public, but by no means

do not reduce your advertising account in the dull season. In my estimation, the main qualifications for a successful business is a neat, clean and attractive store; buy often and keep fresh goods; do a cash business and sell your goods at a fair living profit; have one price only, and that marked in plain figures on all goods so that the customer may see it; have your window dressed neatly and change it often; build up your business on the principle of quality, not quantity, and patronize liberally your local paper; see that clerks are at all times neat in their appearance, obliging and polite, and look well after that class of customers who buy in small quanti-

guarantee that you will do a paying business. The most profitable and direct way of letting the people know these things is through the newspaper—and then do as you advertise.

W. L. HUNTER.

OF the many well known travelers going out of Toronto few are better known than W. L. Hunter. He first saw the light of day in London, England, and came to Toronto some 35 years ago. Since that time with the exception of three years spent in the Western States, he has been a resident of the "Queen City of the West." During the three years he was in the West he passed through the great Chicago fire of 1871. His connection with the grocery trade dates back to 1880, when he became assistant bookkeeper for J. C. Fitch, since retired. In 1885 he resigned, to accept an opening with J. W. Lang & Co., and with that firm he is still connected, having since he first entered its employ covered the greater part of Ontario from Renfrew, Carleton Place and Belleville to Chatham and Sarnia. His present territory covers the Midland districts and the Niagara Peninsula. Mr. Hunter was liberally educated in his youth, and since he came to manhood has had ample opportunity for acquiring a thorough knowledge of the grocery trade and its requirements, while in ambition and enthusiasm he lacks nothing. These qualifications are all more or less essential to a successful traveler. In Mr. Hunter's territory are included such towns as Peterboro', Lindsay, Uxbridge, Cannington, Beaverton, etc. In addition to doing service for the grocery trade, Mr. Hunter has done service for



W. L. Hunter.

ties and come often, as in nine cases out of ten they will, in the course of a year, leave you more cash than your wealthy customer. Clerks are often inclined to slight the customer who buys in small quantities. This should not be allowed. Where goods are delivered, do so with as much haste as possible. I know of two cases where good customers were lost by neglect in this matter. Let the public once learn that the quality of your goods are excelsior, that your store is always neat and clean, that both your word and that of the clerks can be relied on as truthful, and even though your prices were higher than those of your neighbor, I will

the country, having, while a member of the Queen's Own, taken part in the engagement at Ridgeway, June 2, 1866.

WE KEEP THEM OUT OF BED O' NIGHTS.

TILSONBURG, Dec. 14, '93.

DEAR SIR,—I have started business in Tilsonburg and must have THE GROCER sent to me, as it is a welcome source of information to all grocers who wish to keep up with the times.

Yours, etc.,

H. P. OSTROSSER,
(late of Port Rowan.)

SALMON CANNING ON THE FRASER.

THE British Columbia salmon-canning industry is yearly growing in importance. The pack last season was enormous, particularly on the Fraser River, which is the most important centre of the industry. In the December issue of The Canadian Magazine appears an article on salmon fishing and canning on this particular river.

It will be remembered that during the last season extraordinary reports were sent across the continent by wire and mail regarding the run of salmon on the Fraser. Reports stating that the river was almost choked with the heavy run of fish were common, but one went so far as to chronicle a party of men in a boat poleing themselves across the river on the backs of the salmon which were in a solid mass beneath. The writer in The Canadian Magazine also touches upon this peculiar feature of the annual fish runs. What he says, to some extent at least, bears out previous reports regarding the extraordinary character of the run; and what he says cannot be doubted, for he has reverend prefixed to his name—Rev. Herbert H. Gowen. "One sees," he notes, "the river in some places and at certain times almost choked with the salmon forcing their way to the upper waters for the purpose of depositing their spawn—so numerous that, as the popular saying has it, you can almost walk across the river on their backs."

During the course of the season there are several runs. In the spring there is the spring salmon, "a fine, delicious fish, but not sufficiently numerous for the canner to use." Then in July, and until the end of August, comes the great run of the year, that of the sockeye salmon, a fish smaller than the spring salmon, but more remunerative for canning. It is for this kind that the cannery is prepared, and when the sockeyes depart the cannery is shut down. Following the sockeyes, come the humpbacks, ill-shaped and deemed unfit for food. Then come the steelheads, "a beautiful fish, canned sometimes with sockeyes, but not numerous enough to be sought for their own account." Lastly come the cohoes, which run till the end of October, "and are kindly welcomed on all sides and universally esteemed."

The canning season is of but short duration. It begins about the middle of June and ends with August. The majority of the fishermen are Indians. There are also white men in plenty—English, French, Italian, Scandinavian, and a considerable number of Japanese. The most successful fishermen are those who can endure the longest hours on the water, "and in this respect the palm may almost certainly be given to the Newfoundlanders, of whom there are quite a number on the Fraser. Each boat is manned by two men, or, in

some instances, by a man and his wife. One manages the boat and the other the net—no light matter when it is remembered that a salmon net is 300 yards long, and that the work of hauling includes the killing of each salmon by striking it a sharp blow on the head with a stick." This sort of work goes on all through the long night watches. What the fisherman accounts a good night depends on a variety of circumstances. In what he terms the good year the fisherman can catch during a run more than the canneries have capacity to deal with, and, therefore, a limit of perhaps three hundred fish a night is set to the exertions of each boat.

There is one particular in which the canner must be prepared before the season opens; and that is in regard to cans. "Nothing could be more interesting than this," says the writer, "and it is here that the Chinaman's share of the work comes in. Making the cans is an operation involving about fourteen several processes, from the time the boxes of tin are unshipped, piled, and counted, to the time that the traysful of cans stand ready to receive their dainty contents.

Turning to the fish again the writer says: "Here, again, time would fail to tell of the many hands employed before the perfect result is attained—certainly forty, and none of these superfluous. The fish is cleaned, and it is no uncommon thing for a Chinaman to clean as many as a thousand fish a day, working like a machine, without haste and without rest. Then they pass into the hands of the Kloochmen, who wash the fish and prepare them for a sort of guillotine arrangement by which they are cut up into the requisite lengths. There is a certain amount of waste, but on an average, about thirteen fish go to a case of forty-eight cans." After the fish are cut into lengths the cans are filled and carried to the scales and weighed. Then they are taken, and by successive stages wiped, topped, crimped, soldered, piled in coolers, tested to find out whether they are air tight, and put into the boiling kettles. After a sufficient time has elapsed they are taken out and tested a second time, then placed in a retort for cooking. Next they are washed with caustic soda, after which they are wheeled to the packing room, tested with a nail, piled in trays, taken to the lacquering table, lacquered, labelled, boxed, piled and shipped. A good cannery can turn out from 1000 to 2000 cases of 48 cans per day.

It is at the close of the fishing, says the writer, that the good results of a successful season become most apparent, and perhaps the busiest time for the canner is when the pack of fish has been completed and he has to discharge his men and sell his fish. The latter process is sometimes simplified by a buyer coming along and purchasing as many as 40,000 cases at one transaction. But the

work of "paying off the men is a sore vexation and trial of patience." All want to be off at once, "and to make up their individual accounts and settle disputed claims is not done most conveniently with a horde of Indians, Chinamen and white men pressing eagerly into the sacred precincts of the office and each vociferously demanding attention before the other. . . . And it is no inconsiderable amount that the fishermen have at their disposal at such a time. Of course prices vary from year to year, but the fisherman never gets less than six cents for a fish, and occasionally as much as fifteen cents, so that it is quite possible for a man to earn \$100 in a night, and stories are told of men earning over \$1,000 in a season." That money is plentiful is soon noticeable in the towns, where the banks are paying out at the rate of \$60,000 per day. The money once in their possession, the Indians wander curiously from store to store, heaping together goods wherewith to fill their canoes for the return voyage northward." They are not particular as to what they buy; indeed, their chief anxiety is lest they should have money left on their hands." They buy flour and clothing, saddles and bridles, guns and ploughs, even coffins and gravestones. "However," concludes the writer, "as a good deal of money is left to circulate in our midst, and the Indians go home well satisfied, it is not for us to grumble. Indeed, grumbling is at a discount after the fishing, or should be, for it is the harvest of the year—a blessing to the fishermen, a blessing to the canners, a blessing to the tradespeople in our cities, and, let us hope, a blessing to the world at large which tastes our Fraser River salmon, as fresh a year hence as on the day they are caught."

STORY RE BLENDED TEA.

“JUST taste that tea and tell us if that suits your palate,” said Mr. Hustwitt, who is now with Eby, Blain & Co., to me the other day as he smacked his lips and poised the spoon he held, as if he knew what he was talking about. “Yes, that is considered with many city grocers the best blended tea ever offered in Toronto. I’ll tell you how I came to make up that blend of tea. It is rather interesting. About two and a half years ago the wife of one of my city customers took a trip over to Ireland to visit the old folks at their homestead near Belfast. While there she drank what they called the Belfast blended tea. She got to like it so much that on her leaving for Toronto she had to get some of this wonderful tea to surprise the folks with at home. She went to Foster, Green & Co.’s, Belfast, where she purchased two packages of the tea, paying 4s. 2d. per pound sterling for it, and brought it out as a surprise for her friends in Canada. I happened to call at her store, which is situated on Queen street west, just the day after she had ar-



Oh no, we never advertised; we thought we knew it all,
Till biz'ness took a sudden slump an' pushed us to the wall;
An' now we're knockin' 'round the world, our hopes unrealized,
An' all because we knew so much, we never advertised.

rived home. She told me that Toronto tea was only rubbish; that she had been to Ireland and had there drank the loveliest tea in the world; that her daughter had made her a cup of tea on her arrival home last night, and it was simply rubbish. 'Oh, how I long for a cup of Belfast tea,' she said. I smiled at what she said and I replied, 'Why did you not bring some of the tea with you?' With that a thought seemed to strike her, for she immediately left the store, and returning in a few minutes holding a package of tea in her hand, and patting it lovingly, exclaimed, 'Oh, this is the Irish tea for you!' Of course I became much interested, and asked permission to look at it, which I did very carefully, asking if I might take a little with me so that I might test it at the office. She reluctantly gave me permission to do so, I promising to see if I could possibly match it, and I would let her know in a few days. Well, like the doctors, I had to make a diagnosis of the case, the outcome of which was that I succeeded in making a fac simile tea. I then took her a large sample and told her to try it at the table at meals, and I would call again in a few days for her verdict and respective orders, which I got, and she is using the same tea to this day with surprising success. Well, sir, that lady thinks I am a phenomenon on tea. She even wanted to claim me as an Irishman, and she seemed surprised and somewhat disappointed when I told her I never made a practice of deceiving ladies, and that I unfortunately came from the next furthest sister isle, called England, and that I had never seen nor kissed the blarney stone. She said, 'Then you must have been in company with someone that had.' And now she sells and continues to drink Irish tea from Belfast without having to go there to buy it. So you see we know a little about tea after all in Toronto, and if could but get our Canadian cows to give us as good milk and cream as they get around Belfast we could beat them badly in a cup of blended tea at considerably less prices than 4s. 2d. a pound sterling retail."

Politeness, like beefsteak, had better be a little underdone than overdone.—Galveston News.

AMERICAN TARIFF AND DRIED FRUIT.

There is considerable discussion among Montreal wholesale grocers and traders generally as to the possible effect on prices of foreign dried fruit in case there is any reduction in the American duty on it.

Theories vary as to the influence it will have on the market for dried fruit in Canada. The majority seem to think that it will tend to lessen the influence that stocks of fruit in New York frequently have on prices in Montreal.

It is often the case—these people say—that a line of dried fruit, which has been held in bond for over a year at the former port is offered to Montreal buyers at almost anything it will bring. The New Yorkers do this owing to some deterioration in the goods or because stock that has been held over a year cannot compete with new fruit, and naturally so. It does not profit them therefore to pay a duty of 2½c. per lb. in New York if they can sell it in Canada and only pay a duty of about 1½c. If the duty is removed there will be no reason to do this, and besides it will tend also to increase the consumption of foreign dried fruit across the lines. This result will of course relieve the New Yorkers of the necessity of finding a market elsewhere for such lots of goods as the ones referred to above.

In this connection a well known Montreal broker cited a case in point. He said that a line of layers which had been held in bond in New York for over a year had been put into the hands with authority for him to sell it at anything he could get. This tends to illustrate the position above outlined, and in the case in question it was only the poor quality of the lot which prevented it being sold, and so competing with higher priced stock already on Montreal wholesalers' shelves.

The majority of the Montreal traders hold, however, that the possibility of any reduction in the American duty on foreign dried fruit is very remote. They say that the interest of the Pacific coast growers will be sufficiently strong to upset any effort in

this direction being carried to an ultimate conclusion. In any event they hold that it can hardly have effect on prices on fruit at present in Canadian sellers' hands, for the reason that the provisions of the Wilson Bill itself enact that it does not come into force until June next.

CONCERNING RETAILERS.

C WILSON, formerly of Wilson & Young, Seaforth, has started into business in the same place.

Harry Scully of 430 Yonge street, Toronto, has sold out, so has J. A. Fish of Spadina avenue.

Barnes & Padget, Toronto Junction, have an extra fine holiday window display. The same may be said of their stock generally.

Hutchinson & Hill, general merchants, Weston, have got an excellent stock for the Christmas trade.

D Rountree of Weston is one of the general merchants of the country who is making more than usually extensive preparations for the Christmas trade.

H. Wilson of Oakville has recovered from an attack of the grip just in time to prepare for the holiday business.

R. A. Smith, of Newmarket, is said to be showing an unusually fine display of fine groceries for the Christmas trade.

George Little, formerly with Brunlon Bros., of Newmarket, has begun business for himself in that place with a nice stock of groceries and confectionery.

Pollock Bros., formerly of Liwood, have opened up a grocery store at Wellesley and Ontario streets, Toronto.

Brown & Maxwell, grocers, Queen street west, Toronto, have about one of the best dressed windows in the Toronto grocery trade. Christmas delicacies and novelties and evergreens have been turned to excellent advance, and the window is one of the cynosures on the street.

A number of the employees of Acton Tanning Company were "laid off" on Monday until after New Years.

NOTE BOOK GLEANINGS OF THE FAIR.

“DON'T miss it.” “It's the opportunity of a life time.” “As an educator it is invaluable.” “It beats anything of the kind that the world has ever seen.” It was these and sundry similar remarks dropped by friends of mine that induced me to spend a week in the White City towards the close of the Columbia Exhibition. All that I had previously read and heard about this, the greatest triumph of modern civilization, were as feeble in comparison as would be the attempts of a five-year-old child to describe the majesty and beauty of the great Niagara cataract. In the week I was there I saw much and yet comparatively little. I have put in many a hard week's work in my life, but yet the week I spent wending my way, twelve and fourteen hours on a stretch per day, was the hardest I ever put in. But it was a labor of love, but if an inviting seat did occasionally tempt me to rest my tired limbs, my interest flagged not.

And then an occasional rest like this gave me an opportunity to study the conglomerate mass of humanity that was ever sweeping by or to fall into conversation with some other fellow-tired sight-seer. One peculiarity which I always noticed during such moments of ease was the large number of country people that were ever floating along in the tide of humanity sweeping by. In appearance they looked much the same as those we see at our own Industrial Fair. The men wore the same identical clothes, carried the same identical air, wore the same identical soft-felt hats, with the rim turned down in front, and moved along with the same identical gait. The women were dressed in just the same style, and their hats were trimmed with the same variety of colors; they wore the same identical care-worn expression as do so many of their Canadian sisters, and carried around in their arms the same identical infants in long clothes, and had tugging along at their heels the same identical chubby, candy-be-smear-faced, tired-limbed youngsters. The young men—that is the single men—were usually in groups of half a dozen. Almost invariably dangling at a waistcoat button by a piece of pink tape was a small card-board box of lunch, which was sold outside the fair grounds by innumerable hucksters.

I never had to sit down long before I fell into conversation with some one. And I did not have to “break the ice” either. It did not matter whether my next neighbor was a New Englander, a Westerner or a Southerner—I cannot say so much for a New Yorker, as I did not happen to fall in with one—he would talk. He might begin by passing a remark about the delightful nature

of the weather. I am not so sure about that, however. But I do know that the first question he would put as he would turn toward me, throwing one leg over the other as he did so, would be: “What State are you from?”

When this question was put to me on the first day I was on the grounds I would answer somewhat meekly, “Canada,” but after I had caught a few of the glories of my own country, as reflected at the fair, I would swell out with pride and answer with all the emphasis at my command, “Canada, sir.”

I do not know whether it was because I was a white man, or because I was not clad in furs, or whether it was because I spoke English, or whether it was that a Canadian should venture so far away from home—perhaps it was all these—but whatever was the cause, they would stare at me in blank amazement and remarked in effect, when they had recovered themselves: “From Canada! Who'd thought it! Why, isn't that a long way?”

“No, Toronto, where I came from, is only a little over 500 miles from Chicago.”

One man I fell into conversation with was a farmer from near Nashville, Tenn. I was seated one night in a chair in one of the main avenues in the Manufacturers' and Liberal Arts' building. He was a long, lank, cadaverous individual, but with a face honest and simple-looking, but a face upon which was implanted much determination. First he shuffled himself up near me. The next thing he did of course was to ask me from what State I hailed. And when I told him I was from Toronto, Canada, he, like every other American with whom I had had any conversation, gave vent to the usual exclamations of surprise, although in his case they were a little more pronounced. Next he wanted to know what the farmers down down “our way mostly raised.” I told him; and then I seized the opportunity to boast of the fruit, vegetables, live stock cheese and other exhibits made at the Fair by Canada, taking particular pains to dwell on those which had proved superior to those from his own country. He had seen some of the exhibits in question, and like a wise man, to use a slang phrase, “acknowledged the corn.” Then I took a turn at question plying. First, I “wanted to know” something regarding the condition of the farmers in his part of the country, and fortunately I was not enquiring at the Circumlocution office. “It's bad; very bad,” he said as he rested his cadaverous jaw in the palm of his hand. “Darn it, you see we ain't getting nothing for the stuff. And as for raising mules, I'm out of it. I believe in figgering out everything; and I've figgered out that to raise a mule at the prices going now—\$80 to \$100—I'm actually out of pocket; I might say the same thing of horses.” Then I undertook to fathom him on the currency question. “What we want,” he replied as

he gave his knee a thump, “is more money. Yes sir, more money. With that things will improve; and until we have they won't.”

“You want free silver, then?” I ventured.

“I don't care what it is, so long as it's got the Government's stamp upon it,” he rejoined. “They can put it on a piece of paste board and I'll be satisfied. But I tell you we want more money. Wall street has been running this country too long.” Then his wife, a big bouncing woman, came and towed him away.

* * *

One day I was leaning over a display of mica in the Mining building, when, “Mica!” I heard in a shrill voice close to my ear. Turning quickly around I encountered the gage of a woman's dark eyes. Then pointing to a large sheet of the mineral resting against which was a card with the word “Mica” printed in large letters, she said, addressing herself to me: “We always called that ising-glass.”

“Yes, I know some people do,” I replied, “but the proper name is mica; we call it such and as such you see it is labelled.”

“Young man, where are you from?” she queried, looking me straight in the eyes.

“From Canada,” I quickly replied.

“O, I thought,” she rejoined as she tossed her head, “that you were a different countryman. I'm from America.”

And before I could reply that I too was from America, and from the greater half to boot, she had grabbed her husband's arm and vanished in the crowd.

* * *

Another American woman—lady I should say—displayed her native egotistical characteristics when viewing the exhibit of the Manitoba Indian Industrial School. “O, what are these,” she queried, addressing an Indian maiden. But the child was not conversant with what we call on this side of the line the English language, and replied in French, which her questioner could not understand, who remarked with a lofty air: “Oh, can't you speak United States?”

* * *

If there was one class of people at the Fair to whom I became partial, it was the New Englanders. They have good honest faces, and have little or none of the boastful characteristics that have some of their fellow countrymen hailing from other parts of the Union. One afternoon I was inspecting an old plough shown in the New Hampshire exhibit in the agricultural building. What interested me more than its quaintness and vastness was that it was “made by Daniel Webster and used by him on his Marsfield estate.”

“Daniel Webster's plough! “Well, now, I would so like to know how long it is,” said a pleasant-faced woman, who had probably

seen half a century of life, as she held pencil to note book.

"I can tell you within a few inches," I ventured.

"Well, could you?" she rejoined. "I wish you'd try." I did, and told her that the plough was about fourteen feet long.

"Goodness me, it's that long, is it? What a length! Well, I'd like to see the man who could handle it now," she said with a laugh.

"Yes, particularly if he struck a rock," remarked a companion.

Then it came my turn to be curious. "What are these?" I asked, pointing to a group of ancient-looking wooden tools.

"Oh, this is the flax-break," she explained as she lifted the old wooden hammer that in the early days of the country had been used to crush the flax seed. "And this," she continued, as she picked up a long wooden knife that was suspended to a post, whose head was sharpened to a point like the blade of an axe, and began to wield it, "is the swinging-board, with which they used to cut off the seeds from the flax. Then they took the flax and heckled it over these sharp teeth"—placing her hand on the iron teeth through which the flax was drawn—"and then it was put over this spinning-wheel. What is this?" she said, repeating the query of one of the party, who wanted to know what a short post was with a top dug out like a mortar. "Oh, that is a mortar for crushing mush," she explained as she picked up the big wooden pestle that was standing in it, "which your forefathers and mine used. Oh, I can remember seeing my dear old grandmother use it down in my dear old New Hampshire home, for I'm a New Hampshire woman born and bred," she concluded as her face assumed a more thoughtful expression.

"How, then, did they grind their flour?" queried a by-stander.

"They didn't have any flour," she quickly replied with a laugh.

"Well, I believe they'd go hungry now if they had to eat such stuff," ventured another female spectator.

"Yes, indeed they would," chimed in a jolly, nautical looking man, who had charge of the exhibit. And then I moved on to other exhibits, sorry to part with one of the nicest motherly women I had met in Chicago.

I had a pleasant fifteen minutes' talk with the gentleman in charge of the Bulgarian exhibit in the Manufacturers' and Liberal Arts' building. He was a pleasant fellow, willing to be communicative, and from him I picked up a good deal of information about the little Balkan state which has occupied so much attention during the last fifteen years. To be brief I learned from him that wheat was the principal product of the farms; that their chief manufacturers were woolens and silks; that the schools are compulsory and

that a child must attend at least six years; that the dwelling houses are not higher than two stories—"none of the 22 stories like you have in Chicago"; that they are following the European plan in regard to building cities and that the Government furnishes the plans for new building to be erected; that they have little or no literature; that they have three industrial schools in the country. "We are now," he said, "engaged in building railways; in fact we may be said to be in a railway age. Before we had railways we did not know what the people in the next village were doing. As a consequence there were no uniformity of custom or of dress. Now this is gradually being done away with and we're becoming an united and progressive people." And his dark eyes shone with pride.

* * *

Of course I went around to see the big Canadian cheese. I had heard about it before I left Toronto, and I knew of its presence before I saw it. When I got a view of the big iron sheathing in which it was encased I saw many people trying to ascend the half-dozen steps leading to the platform on which it was standing, but the proportion that traveled the whole distance and peered over the iron casing was small. All had handkerchiefs to their nose, and by the time I had drawn up along side I was glad to swathe my nasal organ in linen. Among those who were determined to see the cheese was a middle-aged man, who, by the aid of a pair of crutches, could hardly hobble along on the level, much more climb steps. "Smell or no smell, I'm going to see that cheese, Maria," he said as he began the ascent.

"O, he'll get up all right," said an old woman. "The smell will help him."

And when every body got through laughing a young urchin remarked: "You bet it will. There was a feller here t'other day who tried to steal the cheese, and the smell was so strong that it held him fast until a cop arrived and arrested him."

"O, go along with you," said the old lady as she made a half playful whack at him with her gingham umbrella.

* * *

On my way from the Fair grounds to catch the train for Toronto I dropped into one of the many little stores where souvenir knick-knacks could be purchased. I went in more with the object of getting rid of the Yankee silver I had in my pocket. I made some purchases, and still having a dollar's worth left asked the man behind the counter if he would give me a bill for it, I remarking that I did not want to take silver back to Canada with me. "Parlez vous Francais," he eagerly asked, while his eyes sparkled with as much pleasure as if he had met with a long-lost friend. When I told him that we did not all speak French in Canada he looked surprised, and when I ventured the further information that in the part I came from nothing scarcely but English was spoken he looked sad as well as surprised.

BYSTANDER.

CHATS WITH BUSINESS MEN.

"I AM glad to see THE GROCER has undertaken to point out the evil results of wholesalers furnishing extended prices to the daily papers," said a traveler from the north to me a few days ago. "Why, do you know any amount of injury is being done to the retail trade by those quotations that are every week appearing in the Mail. Up in my part of the country every old woman thereabout is coming into town with the Mail in her hand dictating to the country merchant the price at which he shall sell them this and that that commodity, claiming that they know what the goods cost him. One merchant in Barrie, complaining about the matter, asked me how the house would like some one to publish the prices it pays for the goods it sells wholesale so that the retailer might know. I think it is a big mistake to give the daily papers quotations which go into the hands of consumers." Continued the traveler, "The proper place for these quotations is the trade papers. I'm going to speak to the boss about it, and see if the Guild can't be persuaded to take the matter up and put a stop to it. Ah, here he comes now and I'll collar him straight."

* * *

I had a brief conversation with Mr. W. Boulter of the Bay of Quinte Canning Factories, when he was in Toronto last week. He told me that he was never sold so low before at this time of the year, while of tomatoes, all he had left was some 200 cases. The especial object of Mr. Boulter's visit was to advance arrangements for the new canning factory which he is to open in the old Jacques & Hay building on the Esplanade here next spring.

* * *

I fell in with a group of grocers the other night. They were talking about dried fruit. The subject was broached by a gentleman who was praising the virtues of a certain currant cleaner which he was handling.

"Well," remarked one as he tilted back his chair, "I've come to the conclusion that the best plan is to buy first-class fruit that will not require cleaning."

"So do I," said another, "and what is more I've come to the conclusion that people are more and more turning their attention to the better class of dried fruits of all kinds. I for one have quit handling off-stalk raisins."

All agreed that the public taste was drifting toward the better class of fruit, but all were not convinced that it had gone far enough in that direction to warrant them either getting currants that needed not to be cleaned or to warrant them discontinuing the sale of off-stalk Valencias.

* * *

"There is quite a scarcity of oats and potatoes around Bracebridge," said a traveler, who had recently returned from that part of the country. "Potatoes, I know, they are getting from the neighborhood of Barrie, but from where they are getting their oats I can't say."

BYSTANDER.

EDWARD ADAMS & CO.'S GRIP MEN.

ONE of the best known wholesale grocery houses in the west is that of Edward Adams & Co. of London. And one of the chief factors in bringing about this desired condition has been that their representatives upon the road have been live, energetic men, whose first concern was the interests of the firm. The accompanying cut is taken from a photographic group of the firm's present staff of travelers, and a brighter and more intellectual looking aggregation of "Knights of the Grip" no

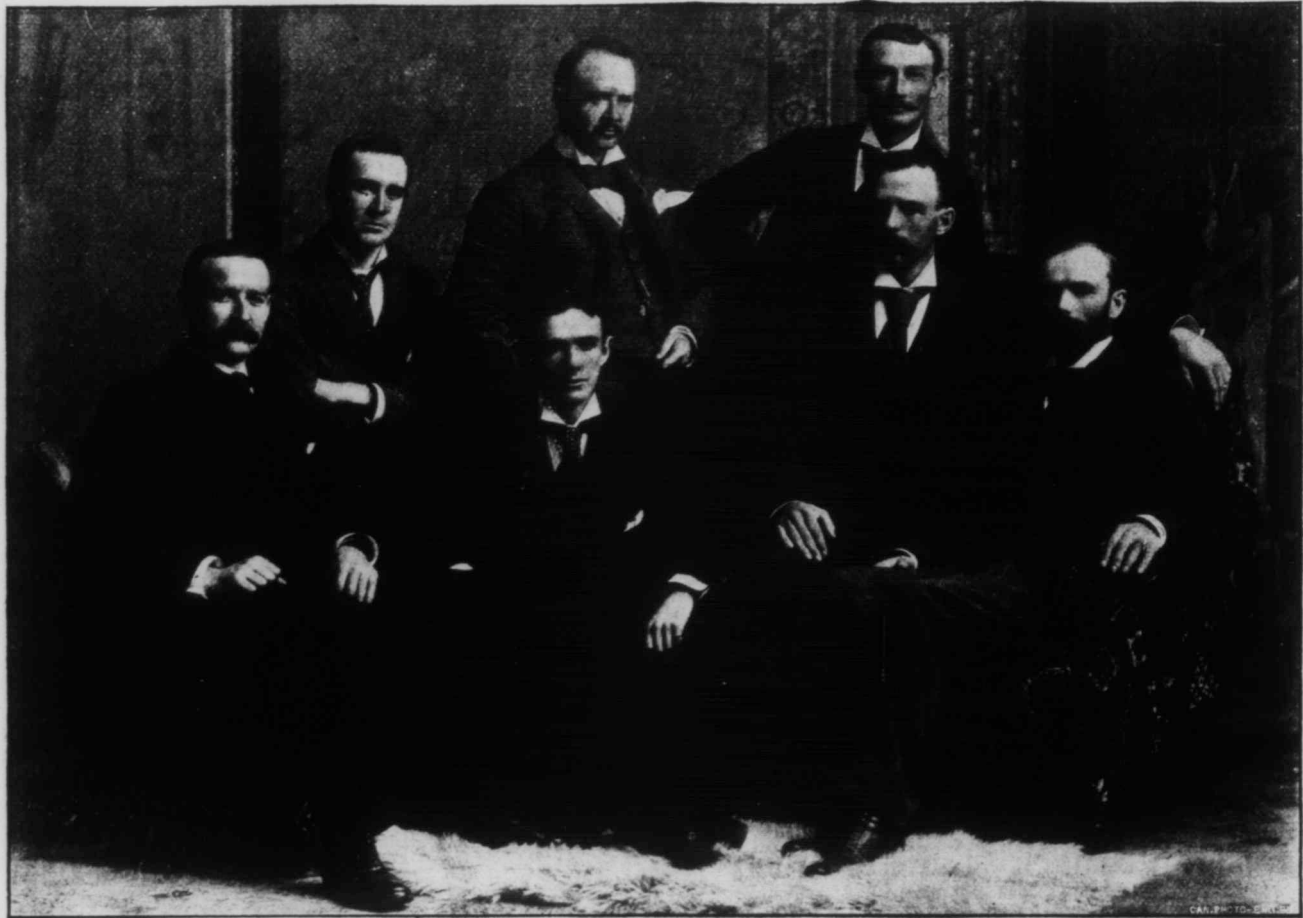
L. H. & B., and W. G. & B., route north, taking in Wingham, Exeter, Kincardine, Goderich, Clinton, etc. Every grocer in these towns knows Bert Moore and all can rely upon him for good goods and right prices.

William J. Boyd has been about nine years with the firm of Edward Adams & Co. His route lies on the G. T. R. east and Warton branch. Woodstock, Ingersoll, Stratford, St. Mary's, Durham, Warton, etc., are towns visited by Mr. Boyd. He is well up in the grocery business, having been sev-

DRY GOODS.**MONTREAL MARKETS.**

SO RTING trade keeps up fairly brisk, on account of the demand for Christmas novelties and the fact that the continued cold weather stimulates inquiry for heavy goods.

At the present time of writing many of the travelers are in off the road and the balance will report at headquarters in the course of a week or so, the most of them remaining in town until the turn of the year. In fact,



S. METCALFE. A. T. CLEGHORN.

H. V. TAYLOR.
R. G. LIND.W. J. BOYD.
R. G. MOORE.

W. TURNBULL.

wholesale house in the country could probably produce.

William Turnbull has been with Edward Adams & Co. for ten years. His trip lies along the M. C. R. and Air line, taking in such towns as St. Thomas, Essex, Amherstburg, Aylmer, Tilsonburg, Simcoe, etc., where he is well and favorably known by all his numerous customers. His home is in St. Thomas.

Hedley V. Taylor has been with the firm some fifteen years. His trip lies on the G. T. R. west of London, taking in Windsor, Chatham, Sarnia, Petrolia, etc., where he does a large business.

Robert G. B. Moore has been with the firm for about fifteen years. He goes on the

eral years behind the counter, and consequently knows what is best suited for his customers, with whom he is a great favorite.

Robert Lind is also an old employee, having been eight years with Edward Adams & Co. He devotes his time to the city and towns in immediate vicinity. Bob is well up in the business and a hustler.

Andrew T. Cleghorn devotes his time to the city customers, by whom he is well and favorably known. He is a member of the firm of Edward Adams & Co.

Simon Metcalfe is known by the trade in Western Ontario as a thorough tea salesman, as he devotes most of his time and energy to pushing the Fan brand of teas. His judgment is taken as correct by the many customers he has on his list. He makes Galt his headquarters.

some of the houses are already engaged in getting up their complete lines of samples for the spring placing trip. In this connection it may be noted that orders for several spring lines of which the travelers carried samples have been coming in pretty freely; lines of brown sheetings, bleached cottons, colored cottons, cottonades, ticks, etc., and print cloths, have also been in request.

Remittances have been fair under all circumstances since our last report, and the trade seems to be fairly well satisfied in this respect.

J. G. McKenzie & Co. report that the cold weather has had an appreciable effect on their remaining stock of overcoatings and rough goods. Since the first of the month

the sorting trade in these was remarkably good with them.

Wm. Agnew & Co. thank the cold snap for clearing off several lines of ladies' cloakings in German beaver, etc., during the past fortnight.

Mr. Laurencelle, the manager of Perrin, Feres & Co.'s Canadian business, says that the firm's travelers are through with their placing trip on spring account, and that the aggregate is fully up to that of last year. They note also a disposition among buyers to go in for smaller orders of one particular line, but a greater assortment and variety of the firm's famous gloves.

Mr. F. Fisher, the manager for John Fisher & Sons' (Huddersfield) Canadian branch here, notes that his advices from the other side indicate more of a disposition on the part of English manufacturers of fabrics in Manchester, Huddersfield, etc., to cater to the Canadian trade. With the exception of the home market, the Canadian one has been of late the most profitable for them, as the Australian markets were dead and American buyers did not know what to do.

Thouret, Fitzgibbon & Co.'s travelers are winding up their placing trips for spring supplies of Jammet's French kid gloves, and state that the volume of orders on this account is fully up to if not in excess of last season's.

TORONTO MARKET.

Collections show a large improvement ever since the first of the month, showing that retailers are selling their goods, and general stocks in their hands have been lowered. The demand for holiday goods has kept up remarkably well, and the total volume of trade is satisfactory. The selling to city retailers has been much slower than usual, showing a somewhat unsatisfactory state of trade and heavy stocks. Travelers are returning for their Christmas vacation at home, and will take only spring goods when they go out again.

Gordon, Mackay & Co. report their 1894 novelties as having fairly caught buyers in every section of the country. Winsome is the word that best describes their beauty.

Alexander & Anderson announce that their travelers will be on their respective routes on or about the 1st of January with a magnificent collection of new spring and summer samples. Their dress goods as usual will be found splendidly attractive. Their collection embraces all the newest and most fashionable fabrics produced for the approaching season.

Wyld, Grasett & Darling have already received for Xmas trade a large assortment of novelties in neckwear, and expect in a few days to reinforce their stock with another shipment of nobby and desirable goods. They have a shipment of two-inch Grandees,

which are now stocked in all sizes. Their new collars are stamped "Wyld's Grandee" and "Wyld's Glendowe."

Alexander & Anderson have been busy for the past month or more getting up their new spring styles of jackets, capes, etc. This firm is showing some stylish creations in this line for which they are sure to find a large and ready sale. Samples of these goods will be in the hands of their special mantle travelers in a few days, and all merchants interested in this line ought to see their collection.

Printed Swiss spot muslins promise well for the coming season. Gordon, Mackay & Co. have made liberal preparations in anticipation. Besides white grounds, delicate shades of light blue, straw, salmon, Nile and mauve are shown.

It gives retailers bad habits for the wholesaler to offer seasonable goods much under value, still Gordon, Mackay & Co. claim to be showing in their silk department black Peau de Soie, new, perfect goods, 25 per cent. under the prices of last season, and they also state they cannot repeat the goods at anything like the price.

For the holiday trade John Macdonald & Co. have some English smoking coats of the best quality; all kinds of fancy handkerchiefs, including cream brocades, some novelties in men's umbrellas, and several extra lines of fancy neckwear. Some unique shades in cashmere shawls, embroidered in silk, are shown for holiday buyers, while fancy frillings and ladies' fancy parasols have been re-stocked in anticipation of holiday demands. Their holiday stock of German fancy goods has been well picked up, and only a few clearances are left.

IMPORTANT AND UNBIASSED TESTIMONY

FROM LEADING AND INFLUENTIAL RETAIL GROCERS IN NEW BRUNSWICK.

Messrs. Harding & Smith,
Agents "Sunlight" Soap,
St. John, N.B.

St. John, N.B., Dec. 6, '93.

Dear Sirs:—It gives us much pleasure to testify to the quality of

SUNLIGHT SOAP.

We consider it the **best value for the consumer of any soap on the market.**

Yours truly,
PUDDINGTON & MERRITT.

LONDON GROCERS' ASSOCIATION.

At the regular meeting of the London Retail Grocers' Association, President W. H. Ferguson in the chair.

Connor Bros. and Chas. Stubbs were admitted to membership.

Under the head of report of committees it was announced that the committee on market by-law had carried out the resolution of last meeting and that some two or three hucksters had been convicted and fines imposed for violating the market by-law.

This question was asked: "Are the means adopted having the desired effect, viz., abating huckstering, or buying on the market for the purpose of selling on the market again?"

The committee said they had not sufficient time since last meeting to test the effect of the action taken, but no doubt a few fines will have the desired effect. There are now only two or three parties in the huckster business. The committee was empowered to continue with the means now being used until next meeting.

The question of the retail grocers of the city adopting a cash business was opened for discussion.

J. L. Fitzgerald said that the retail grocers have to enter into some definite understanding with the wholesale grocer as to when payment for goods bought are to be made—10 days, 15 days, 30 days, etc. While we sell those goods over the counter on indefinite periods of time, the accounts in many cases run on until it is the pleasure of the customer to pay. The retail grocers should have a definite understanding with their customers as to how long the account is to run, and if for one week or one month. The grocer should insist on the account being paid at that date. There would be very much less trouble if accounts were settled up in full on dates or time agreed on than on running accounts when a balance is carried over from time to time. He would like to see the grocers do a cash business or get as near to it as possible.

W. H. Ferguson said that, while in favor of cash business, he felt that there were difficulties to overcome. Many of the grocers of this city have been doing a credit business for many years and have customers who are perfectly good, and while they could pay cash if they choose to do so, they would feel it quite a hardship if informed by their grocer that they must pay cash; in fact in many cases no doubt they would feel quite insulted. Nothing would please him better than a strictly cash business, and he would like to hear the question fully discussed.

W. Sharpe thought the cash system might be adopted by degrees, one of which would be to try and induce the employers of labor to give their employees to understand that they were not in good standing with them while in debt. They could even go further and insist that they pay off a portion of their indebtedness each pay-day un-

til clear of debt. Many an employee would not like to know that he was not in good standing with the firm employing him while in debt, and would make an effort to pay his account, and once out of debt, try to keep out.

It was remarked that some firms will not keep an employee if they know him to be in debt, unless he make an effort to pay it off.

The discussion drifted to the civil service employees' act, and it was moved and seconded that the secretary open up communication again with other retail grocers' associations requesting united action in bringing influence to bear with Parliament at the coming session to amend the act relating to the exemption of salaries of civil service employees from garnishee.

R. A. Jones thought that the Association might take up the question of trying to induce manufacturers and all employers of labor to pay wages on some other day than Saturday, for when paid on Saturday night it made it late before the employees could get to the grocery store and settle up their accounts and order groceries, thus making it very late before the grocer could get his store closed, sometimes encroaching very closely on Sunday morning.

Moved by R. A. Jones and seconded by J. L. Fitzgerald, that the question of cash business be taken up for discussion at next meeting. Carried.

Meeting closed at 5.10 p.m. Next meeting will be held on Wednesday, January 3rd, 1894.

MONTREAL WHOLESALE GROCERS.

The Montreal Wholesale Grocers' Guild at the annual meeting held last Friday in the Board of Trade rooms in that city, elected the following officers:—President, Geo. Childs, Sr. (re-elected); vice-president, C. P. Herbert (re-elected); treasurer, W. W. Lockerby; Directors, C. C. Chapot, H. H. F. Hughes and W. Kinlock; Committee of Arbitration, H. Laporte, G. E. Forbes, J. E. Quintal, F. Birks and D. C. Brosseau.

DEATH OF JOHN GILLARD.

John Gillard, of the firm of W. H. Gillard & Co., wholesale grocers, Hamilton, died Tuesday evening. He had been in poor health for some time, and was unable to attend to business all last summer. Mr. Gillard was fifty-one years old, and was born in Devonshire, England. He came to Canada with his parents in 1856. Four years later he accepted a position with the dry goods firm of F. W. Gates & Co. On that firm retiring from business he bought the stock and formed a partnership with Mr. Crawford. Afterwards he was employed by James Turner & Co., of which firm his brother, Mr. W. H. Gillard, was a partner. The two brothers established the firm of W. H. Gillard & Co. The deceased was a general favorite with the trade and was highly

esteemed. He leaves a widow and four children to whom and the firm THE GROCER extends its sympathy.

AFTER THE FAIR.

After the Fair is over,
After the Ferris Wheel,
After the ride on the camel,
After the Dahomy reel;
After the Plaisance music—
Picola, cornet and drum—
Didn't you feel like chewing
Somerville's Pepsin Gum?

After the ride in the wheel chair,
After the gondolier,
After you paid for you dinner,
There wasn't much left for beer.
How did you spend the balance
It wasn't a very large sum,
'Twas enough to purchase an old friend,
Somerville's Pepsin Gum.

The streets of Cairo have vanished,
So has the wild east show,
So have the beauties of nations,
And the muscular dance, Oh! oh!
But a sound I cannot get rid of
Is the man calling, bum, bum, bum,
Candy direct from Turkey
As sweet as our "Mexican" gum.

Old Vienna is now in the background,
The Cliff Dwellers are out of sight,
The Esquimaux have snapped all the pen-
nies,
Blarney Castle went up in a fight.
Glass-Blowers from old Bohemia,
Japs, Chinese, and Africans glum,
All return to my memory plainly
As I chew Somerville's Pepsin Gum.

The Trade Review, of Montreal, looks neat, healthy and vigorous in its enlarged form and new dress.

The J. & J. Taylor Safe Works, of Toronto, made a shipment of safes to Hong Kong last week.

H. J. Brady & Co. of the Pacific sauce and vinegar works, Vancouver, announce that Mr. F. Falconbridge no longer represents them on the mainland.

Two more firms have gone into the curing of finnan haddies at Digby within the past week, giving employment to about twenty men. This makes seven firms now engaged in this business at that place.—Chronicle, Halifax.

A new tea firm began business a few days ago in the new Sullivan block, Cordova street, under the style of the East India Tea Company, the Vancouver branch being under the management of Messrs. Holmes and Lee. The former has had considerable experience in London, England, as a tea blender, and the latter is well-known in this city. This firm will only handle teas of the very best quality.—News, Vancouver.

"HOW IT IS DONE"

Between Christmas and New Year, our travelers will not be out. Should you require a few odds and ends, please write us—If in a hurry wire or 'phone us "at our expense."

QUALITIES AND PRICES GUARANTEED.

Lucas, Steele & Bristol,

TELEPHONE 447

Wholesale Grocers, HAMILTON

YOU BET

ENTER YOUR TRADE IN KEEPING IN STOCK

AMMONIA SOAP

Satisfaction goes with every bar, and thousands of testimonials certify that AMMONIA SOAP

W. A. BRADSHAW & CO., BEATS THEM ALL
Proprietors, - - - TORONTO, ONTARIO



To give you customers a lovely cup of Tea during Xmas week, sell them

Ram Lal's PURE INDIAN TEA

JAMES TURNER & CO.

WHOLESALE AGENTS.

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SNOWSHOE

If your trade calls for a fine, BRIGHT, SWEET. CHEWING TOBACCO, send us an order for sample four pound box of the

-: SNOWSHOE :-

brand with Dog's Head Tag.



It is the finest chewing made in Canada, and we know it will please your customers.

SNOWSHOE

EMPIRE
TOBACCO
Co.

MONTREAL

TETLEY'S TEAS.

"SIX years ago Tetley's tea," said David Brown, who has represented this firm since it established its Montreal branch, "was hardly known on the American continent, but in six short years it has become a familiar household word and a familiar article in every store. As such many people would like to know who is 'Tetley.' Joseph Tetley & Co. is one of the oldest established and most enterprising firms engaged in the wholesale tea business in London, England. They have been well posted for years past by innumerable friends in the great cities of the United States and Canada as to the teas where were obtainable in both countries, and as to the extraordinary and scanty importations of fine teas. They know that during the last fifteen years millions of people have left Europe ardent lovers of tea, and before residing three years on this side of the Atlantic have discontinued drinking tea altogether, or have come to take two or three sips daily of a decoction which bears no resemblance to that most delicious beverage which they had once held in loving regard as the cup which cheers but not inebriates. Joseph Tetley & Co. yielded to the pressure of their friends and sent out an expert to the United States and Canada, who, after purchasing generally the teas on sale and testing them most carefully, made his report to the London house. This report so impressed Joseph Tetley & Co. that they at once determined to establish branches throughout both countries, and it is to their foresight and enterprise that the American and Canadian people have the opportunity of judging between the teas of China and Japan, as generally in consumption here and held in light esteem, and the teas of India and Ceylon, which are universally drank in Great Britain with the keenest relish.

"Since Joseph Tetley & Co. opened their first American branch in New York they have established other branches in Chicago, Montreal, Toronto, Winnipeg, and Victoria. Besides these their efforts have been extended to Cape Colony, Natal, New Zealand, Australia, Tasmania, Peru, Chili, Mexico, besides the principal European countries."

"The popularity of any article is a pretty fair test of its merits, and when the imports of this tea considerably exceeds those of the preceding year, 'tis for the tea dealers to ask themselves the cause, and to ascertain if it be not a better article than what they have been handling. One distinctive character of Tetley's tea is that you get 'tea,' not mere bulk of leaves. You also get strength combined with flavor, aroma, tonic qualities and a non-injurious beverage. In fact, you get tea, not a parody on it. That these teas may be invariably sold absolutely pure and of uniform quality, they are

packed in leaden packages (which insures the tea keeping perfectly fresh until the lead is cut) of the weight of 1 lb. and ½ lb., bearing on the label the firm's name and also trade mark, an Elephant's Head. It must be understood that Joseph Tetley & Co. do not confine themselves exclusively to packet teas, but that their brands of Indian and Ceylon teas are standard, and can be recommended to the grocer as the best value at the respective prices."

THE GROCERS' CANDIDATE.

THE grocers of Toronto have long complained of the inattention of the City Council to matters concerning their welfare. They have at different times, by united action, compelled the civic fathers to remedy existing evils or enact new legislation; but the need of some one on the spot to watch that nothing inimical to their interest was done has long been felt. Now there is a possibility of the desideratum being secured in the person of A. R. Williamson,



whose portrait is here reproduced. Mr. Williamson, who carries on a grocery store at Esther street and Grange avenue, has been a successful business man, just the kind of material in which the present City Council is so lamentably lacking. He is out for Ward 4, and his chances for election are said to be excellent. He has always been an active member of the Retail Grocers' Association, and will get the support of that body. All grocers having votes or influence in Ward 4 should exercise them in the interest of A. R. Williamson.

Several Brantford boys instituted a dime novel club, robbed Ryerson Bros.' wholesale grocery and were arrested. In their den were found full euchre decks, wax candles, toy pistols, cigarettes, clay pipes, tin cups, which were used for drinking ale occasionally, and a brass lock, stolen from Grace Church.

To all our customers and friends

A MERRY XMAS

H. P. ECKARDT & CO., Wholesale Grocers, Toronto.

NOTICE.

The British Columbia Fruit Canning and Coffee Co'y, Lt'd.

VANCOUVER, B.C.

Having largely increased their capacity. We advise all dealers to see their price list before placing their orders for Jams, Jellies, Canned Fruits, and Canned Vegetables.

Besides their regular brands of Ground Coffee, now so favorably known, they quote:
Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest quality.

TRY

PHOENIX BRAND

CANNED CORN PEAS TOMATOES.

Factory, Welland, Ont.

W. E. HARDISON, Manager.

TETLEY'S TEAS

Liberal Discount to Grocers.

A 1/2 lb. Sample will be sent **FREE** and postpaid to any Grocer

ON APPLICATION TO

JOSEPH TETLEY & CO.

469 St. Paul Street, MONTREAL

Or 30 Front Street East, TORONTO.

Marshall's Choice Scotch Fish Delicacies

Warranted SOLELY from the FAMED ABERDEEN FISHERIES.

Fresh Herrings
Kipperred Herrings
Herrings in Tomato Sauce
Herrings in Shrimp Sauce
Herrings in Anchovy Sauce
Herrings a-la-Sardine
Preserved Bloaters, Etc.

ARE THE BEST TO BE HAD

The recognized leading Brand in all the markets of the world.

SALT HERRINGS, in tins and kegs,
and RED HERRINGS, in tins.

Specially adapted for family use. No household should be without them.

MARSHALL & CO.

Spring Garden Works, ABERDEEN, SCOTLAND.

Walter R. Wonham & Sons,

Sole Agents for Canada, MONTREAL,



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below, and our Prices Current, necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, Dec. 21, 1893.
GROCERIES.

THE near approach of the holidays is reflected in trade, the usual Christmas quietness now beginning to assert itself. Business however, is still fair for the season, and travelers report last week a rather busy one with them. This week they are still sending in fair sorting-up orders, showing that the buying has been of a hand to mouth character. One pleasing feature about the situation is the unanimity of the reports regarding payments all conceding that, while there is still room for improvement, they are becoming more satisfactory. Dried fruits are still occupying the most attention, although the demand for them is pretty well supplied. Fine selected Valencia raisins and Malaga fruit are scarce, while the market is almost bare of Eleme figs. Canned goods are occupying but scant attention, while in sugars about the only thing that is moving is granulated, and that not in great quantities. An improved demand has sprung up for fancy Japan rice, and spices are still going out quickly for the holiday trade.

CANNED GOODS.

There has been no material change in this line. Tomatoes, peas, and corn are moving slowly at the unchanged price of 80 to 85c. No offers have been heard from packers. In the salmon line the retail trade is, of course, supplied, and business in this particular line is consequently quiet. Ruling prices are still \$1.25 to \$1.35 for good red salmon in tall tins, \$1.50 in flats; Cohoes, \$1.05 to \$1.10. Lobsters of the better brands are in fair sorting up demand, at \$1.85 to \$2.10 for tall and \$2.40 to \$2.50 for flats. Poor brands of lobster are not wanted at any price. There is a fair demand for canned fruits at these prices:—Peaches, \$3 to \$3.25 for 3's, \$2.10 to \$2.25 for 2's; raspberries and strawberries, \$2 to \$2.10.

COFFEES.

The local market is still very bare of green Rio coffee; in fact, only one house on the street has any at all, and its stock is rapidly diminishing. Advices received by Warren Bros. & Boomer from Rio a few days ago state that no more orders will be received there at present owing to existing hostilities. We quote green in bags, as follows:—Rio, 22 to 23c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 22 to 23c.; Java, 30 to 32c.; Mocha, 27 to 28c.; Maracaibo, 21 to 23c.

NUTS.

The movement in this line is still free. Stocks are low and prices firm in the most reasonable kinds. We quote:—Brazil nuts 13 to 15c. a pound; Sicily shelled almonds, 28 to 32c. a pound; Tarragona almonds, 12½ to 14c.; peanuts, 11 to 12c. for roasted and 8 to 10c. for green; cocoa nuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½ to 15c.; Marbot walnuts 12 to 13c.; Bordeaux walnuts 11½ to 12½c.; filberts, 9¾ to 10¼c.; pecans 13½ to 15c.; chestnuts, \$4 per bushel; hickory, \$2.

RICE.

A good demand is reported for fancy Japan rice at about 5¾ to 6¼c. In other kinds trade is dull. We quote: Ordinary 3½ to 3¾c., Montreal Japan 5 to 5¼c., imported Japan at 5¾ to 6¼c.

SPICES.

A good holiday trade is reported in all lines at unchanged prices. We quote: Pure black pepper at 13 to 15c.; pure white at 20 to 28c.; pure Jamaica ginger, 25 to 27c.; cloves, 14 to 25c.; pure mixed spice, 30 to 35c.

SUGAR.

The local market remains much as before. A fair number of orders of small lots of granulated are being received, but in yellows the market is dull. Low grade yellows seem to be a little scarce at the moment on spot. As to price, 4¾c. is the ruling figure for granulated, although ½c. higher than that is occasionally obtained; 3½ to 4¼c. is the ordinary range for yellows.

Willett & Gray, in their Weekly Statistical, say: Raws—A further pressure to sell Java sugars caused a decline of ¼c. for all grades of raw sugar, and some sales of new crop Cuba Centrifugals for shipment were included at the decline, while some of the remaining old crop were disposed of at ½c. per lb. below new crop sugars on account of deterioration of quality and test. It is possible that under the necessity of planters to dispose of a certain part of the early grinding of the crop that 2¾c. may be made possible, but that price would seem to be low enough even under large prospects. The reports from Cuba indicate a large crop of 1,000,000 tons and a scarcity of money in the island with which to handle it, which may lead to early and free selling. 53,000 tons of the old crop are still on hand against 21,500 tons at this time last year, so that the amount of sugar available for export from Cuba in 1894 appears to promise a full million of tons against about 740,000 tons actual exports in 1893, a very important increase of near by supplies for United States. REFINED.—There has been no change during the week. The trade is moderate only and is on the hand to mouth basis. Foreign granulated can be laid down at 3.40c. in bond, which with 25c. duty proposed by the Wilson Bill would be 3.65c. duty paid.

SYRUPS AND MOLASSES.

There is a pretty active demand for both syrups and molasses at unchanged prices. For the better class of syrups selling 2 to 3¼c. is being obtained and low grade sells down to 1¾c. The idea as to price for molasses is 30 to 35c. per gallon in barrels and 32½ to 37 in half barrels.

TEAS.

The seasonable quietude in this line seems to be getting a little more pronounced. Medium grade Japans are reported to be occupying the most attention at the moment.

Japans are quoted ordinarily at from 14 to 38c.; Indians, Assams and Ceylons at 18 to 45c., and Young Hysons at 35 to 40c. Brokers report a little movement in low-priced Assams and Ceylons and in high-priced fine Ceylons. Advices from England report Assams and Ceylons firm there.

DRIED FRUIT.

The season's trade in this line shows signs of nearing its close. The holiday trade is pretty well supplied in Valencia raisins, although a fair business is still doing. Stocks are comparatively light, while selected fruit is about cleaned out. The idea as to price is unchanged, and we quote: Off-stalk, 4½ to 4¾c.; fine off-stalk, 5 to 5½c.; selected, 6 to 6½c.; layers, selected, 6¼c. Sultana raisins are in light request only. The quality of this fruit was never better; 5½ to 6¼c. is the idea as to price. Malaga raisins are not much enquired after, and prices are unchanged. London layers, \$2.25; connoisseur clusters, \$3; dessert clusters, \$3.75 to \$4; quarter flats Dehesas, \$1.50. Demand for Bosnia prunes is active, and they are so cheap and showing such good value that the French article is receiving, comparatively speaking, but little attention. Bosnia's are quoted ordinarily at 5½ to 7c. in cases, according to quality; French are quoted at 4 to 4½c. in boxes. Demand for currants is pretty well supplied, but for the season keep up well. Common currants are selling at 3¾ to 4c. for provincials in brls. and 4½c. in half brls.; Filiatras, 4¾ to 5c. in brls., 4¾ to 5¼c. in half brls.; Patras, 5¾ to 6c. for brls., 5¾ to 6¼c. in half brls., 5 to 6½c. in cases; Vostizzas, 7 to 8¾c. in cases, 7¼ to 8¾c. in half cases; Panaritt 9 to 10c. Eleme figs are a scarce article on this market. The second shipment for the Christmas trade has not yet arrived, nor is it now likely to be here in time to be of much use for that purpose. The idea as to price is 9½ to 10c. for 14-oz. and \$1 to \$1.10 per 10-lb. box. Natural figs are quoted at 6½c. up. Dates are also pretty well cleaned out. Further shipments are on the way but they are not expected to be in time for the Christmas trade; 5½ to 6c. is the idea as to price.

BUTTER AND CHEESE.

There is a good deal of poor stuff hanging around, which makes the market appear worse than it really is. Demand is keen for the good article, but the views of holders in the country are above those of the jobbers; they want as high as 20c., which is 1 to 2c. more than the latter are willing to pay, and as large rolls are coming in freely jobbers are turning their attention to them. Creamery butter is quiet and unchanged, with jobbers paying 23 to 24c. for tubs. We quote: Dairy—Choice tubs, 20 to 22c.; large rolls, 19 to 20c.; pound rolls, 22 to 25c. Creamery—Tubs, 25 to 26c., and pound prints sell at the same price.

Cheese shows some improvement, both in regard to price and demand. One reason advanced why the cheese market has been dull on spot of late is that large quantities of late make have been held at the factories, and buyers and sellers could not get together. Lately the improvement in the English market has enabled buyers and sellers to come together again, and it is now expected that all the late make of cheese will be cleaned out at 11½ to 11¾c. for export purposes. Ruling prices on the Toronto market are 11 to 11½c. for July and August make and 11½ to 12c. for September and October kinds.

(Continued on page 20.)

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J. F. EBY

HUGH BLAIN

THE time for advertising the merits of our goods has passed for this year, and we drop the pen with the feeling of satisfaction that we have tried to present to the trade and our customers the proper merits and qualities of our specialties and goods generally ; we can only hope that our efforts are appreciated and re-assure our friends that all goods advertised by us will turn out as represented in the future as they have in the past. With best wishes to all our friends for a very

MERRY CHRISTMAS

Eby, Blain & Co.

Wholesale Grocers,

TORONTO, ONT.

MARKETS—Continued

GREEN FRUIT.

Trade continues seasonably brisk. The feature of the market is the scarcity and consequent firmness of lemons. Advices from New York state that lemons are scarcer there than they have been for twenty-five years. Demand for them on the local market is active. Oranges are going out freely at unchanged prices, and a big demand is reported for Malaga grapes. Other lines remain as before. California pears are on the market, and they are selling at \$2.50 to \$3. We quote: Oranges—Floridas, \$2.50 to \$3. Mandarines and Tangarines, \$2 to \$2.25 half box. Lemons, Messinas, \$4.75 to \$5 for 300's, \$4.25 to \$4.75 for 360's; Floridas, \$4 to \$4.50; bananas, \$1.25 to \$2; California pears, \$2.50 to \$3 per box; Catawba grapes, 3½ to 4c. per lb.; Malaga grapes, \$4.50 to \$6 per keg. Cranberries, Cape Cod, \$7 per bbl.; boxes, \$2.25 to \$2.50; New Jersey, \$7 per bbl.; Canadian, \$5 to \$6 per barrel; boxes, \$2 to \$2.15. Apples, \$2.50 to \$3.50 per bbl. California dried fruit—Apricots, 17½c. per lb.; peaches, 14c. per lb.; nectarines, 15c.

There was a good attendance at Dawson & Co.'s sale Tuesday. Two carloads of oranges were sold at an average price of \$2.37 per box. One hundred kegs of grapes averaged \$4.

HOGS AND PROVISIONS.

The market here is a little firmer on dressed hogs on account of a demand from Montreal and the fact that the local butchers have been better buyers. Street hogs sell at \$6.25 to \$6.50, and for rail lots delivered here \$6.35 is the idea. Small hogs are fetching the best price. The feeling in lard is a little firmer, and a number of small lots are going out. There is scarcely any enquiry for provisions, and the little that is moving is principally long clear.

BACON—Long clear, 9¼ to 9½c.; smoked backs, 11 to 11½c.; bellies, 12½ to 13c.; rolls, 9¼ to 10c.

HAMS—Unchanged, at 12 to 12½c. for smoked, and at 11c. for pickled.

LARD—Pure Canadian 11¼c. in tubs, 11½c. in pails and 10 to 10¼c. in tierces. Compound 8½ to 8¾c.

BARREL PORK—Canadian heavy mess \$17 to \$17.50, Canadian short cut \$18 to \$18.50, shoulder mess \$16.

DRESSED MEATS—Beef fores, 5c., hind-quarters 6½ to 8c., mutton 5 to 6c., lamb, 6 to 8c., veal 7½ to 9c.

COUNTRY PRODUCE.

BEANS—Dull and unchanged. Jobbers are getting \$1.35 to \$1.40 for sacks and barrels and \$1.50 for single bushels of choice hand-picked.

DRIED APPLES—Prices firm and market quiet. As high as 6c. has been asked during the week for carload lots, but the price was entertained, buyers' views being 5c. here. The ruling price to retailers is 5¾c.

EVAPORATED APPLES—Ideas of holders seem to be getting larger. They have been asking 11c. during the week, but this is something like 1¼c. above the views of jobbers, delivered here. Jobbers are quoting 10¼ to 10½c.

EGGS—Demand fair only with prices steady at 17 to 18c. for cold storage, 22 to 25c. for new laid and 15 to 16c. for limed.

POULTRY—Receipts of poultry have been light during the past week or ten days, holders evidently deferring shipping till the latter part of the week. Prices are a

little higher. We quote: Turkeys, 9 to 10c. per lb.; geese, 6 to 7c.; chickens, 30 to 45c. per pair; ducks, 40 to 65c. per pair.

POTATOES—Market steady and demand fair. Carlots are offered on track at 55c. with 50c. bid; out of store 55 to 60c. is quoted. Farmers' loads are selling at 55c.

HONEY—There is nothing doing and prices are unchanged, at 8 to 9c. for extracted white clover in 10-lb. tins and upwards, and 14 to 15c. for sections.

HOPS—Business continues quiet and prices steady. Sales of round lots of '93's are reported at 18 to 20c., and of '92's at 11 to 12½c.

ONIONS—Quiet and unchanged, at 75 to 85c. per crate for Spanish and \$1 per bag for Canadian.

SEEDS.

About the only thing to notespecially is an easier feeling in alsike. Although as yet no actual change has taken place, there is no saying what day a drop may be announced. The cause is a falling off in the demand. There is very little red clover moving yet, higher prices being anticipated. There has been a little movement in timothy at unchanged prices. We quote: Alsike, \$6.50 to \$7 for prime to choice, and \$7.20 to \$7.30 for extra choice to fancy; red clover, \$5.50 to \$5.75 ordinarily, and \$5.90 to \$6 for choice to fancy; timothy, \$1 to \$1.25 for inferior and \$1.50 to \$1.60 for prime, while choice to fancy bring 15 to 20c. more.

SALT.

Trade is good and jobbing lots are moving quite freely. Prices are unchanged. We quote: Coarse sacks, 60c.; fine sacks, common, 70c.; dairy, in barrels, \$1.25; coarse barrel salt, 95c.; American rock, \$10.

FISH.

Trade is running fairly well, and the supply is equal to the demand. Fresh sea herrings have been circulating a little through the market during the present week at \$2 per hundred; smelts selling at 7½c. per lb.; haddies are a little scarce at 7½c.; oysters in bulk are \$1.10, standards, \$1.65 for selects. We quote: Fresh sea salmon, 17 to 19c.; skinned and boned cod-fish, 6½c.; Labrador herring, \$4.50 per barrel; shore herring, \$2.75 per bbl.; Digby herring, 13 to 15c.; boneless fish, 4c.; boneless cod, 7 to 8c.; blue back herring, \$2.50 per hundred and 4c. per lb.; blue pickerel, 4 to 5c. a lb.; yellow ditto, 7 to 8c. a lb.; salmon trout and white fish, 7½c.; oysters in bulk, \$1.20 to \$1.25 for standard and \$1.75 selected; kippered cisco, 2½ to 4c. each; ciscoes, \$1.22 per 100; salt mackerel in bulk, 10c. per lb.; pike, 6 to 6½c. per lb.; black bass, 10c. per lb.; haddock and cod, 5½c. per lb.; steak cod, 7 to 8c.; chicken halibut, 10 to 12c.

HIDES, SKINS, WOOL, TALLOW

HIDES—Are improving a little; tomatoes are beginning to inquire quite freely, and it is anticipated among dealers that a change for the better will take place after the holidays. Prices remain unchanged at last week's quotations, namely, 3¾c. for No. 1, and 3c. for No. 2.

SKINS—Are unchanged, with no prospects of an advance. Country dealers are still holding back, awaiting an advance in prices, but until they allow their stock to circulate through the market, they cannot expect any special inducements offered by wholesale dealers.

WOOL—Remains much the same as last report, a little slow. Some choice lots have

been moving at 20½c. These are exceptional cases though, and have occurred but rarely, the general run being from 17 to 20c. for pulled and fine combing.

TALLOW—Continues in good demand and dealers are paying a fair price for good quality. Culled tallow, 4½c.; rough, 2c.; select quality, 5 to 5½c.

OUR SPECIAL SUGAR CABLES.

THE GROCER'S special sugar cables from London show the course of the world's market for the past few days:

Centrifugal.	Muscovado		Beet	
	96' for refining.	s. d.	Dec.	March.
Dec. 14.....	15 0	12 6-9	12 2½	12 6
Dec. 15.....	15 0	12 6-9	12 3	12 6½
Dec. 16.....	15 0	12 6	12 3½	12 6½
Dec. 17.....	15 0	12 6	12 3½	12 7½
Dec. 18.....	15 0	12 6	12 3½	12 7½
Dec. 19.....	15 0	12 6	12 3½	12 7½
Dec. 20.....	15 0	12 6	12 3½	12 6½

MARKET NOTES.

Sloan & Crowther report a good trade in "Little Chief Extra Faultless" corn.

Davidson & Hay received a shipment of selected Valencia raisins Tuesday.

T. Kinnear & Co. have in stock Redpath's syrup in 2 and 3 gal. tins and 2 lb. tins.

Dawson & Co. this week received a shipment of figs, all sizes, from 14 oz. to 7-crown.

Eby, Blain & Co. have in stock finest Eleme 7-crown figs in 60's; also natural figs.

Smith & Keighley are offering a special line of Sphinx prunes, which they claim is extra quality, at 9c.

J. W. Lang & Co. have in stock a line of "7-crown" and ten-pound boxes of figs, the market in which is almost bare.

Clemes Bros. are this week receiving a carloads of bananas, fancy Messina lemons, and Uncas brand oranges; also a shipment of pineapples.

Honey is an article that is not handled as extensively as it might be. The trouble is sometimes to get the best and get it pure. R. F. Whiteside of Little Britain is adver-

WHITE & CO.

70 Colborne St., Toronto.

Oranges, Lemons, Grapes,
Jersey Cranberries,
Figs and Dates.

Dealers in Butter, Eggs, Cottolene, Lard and Honey

APPLES A SPECIALTY

Consignments Solicited. Telephone 867

THE SEASON'S GREETING!

1893  1894

CLEMES BROS.,
TORONTO

FOR DAIRY
BUTTER
OR DRESSED
POULTRY

Write or Wire

PARSONS
PRODUCE CO.

WINNIPEG — MANITOBA

BUCHANAN & GORDON,
 Brokers and Commission Merchants and
 Manufacturers' Agents.
 WINNIPEG

Representing in Manitoba and the
 North-West Territories:

ARMOUR & Co., Chicago, Ill.
 THE ARMOUR PACKING CO., Kansas City, Mo.
 THE B. C. SUGAR REFINING CO., Ltd., Van-
 couver, B. C.
 HIRAM WALKER & SONS, Ltd., Walkerville
 Ont.
 JOHN DEWAR & SONS, Tullymet Distillery
 Perth, N. B.
 PERINET ET FILS, Reims, Champagne.

Warehouses on C. P. R. Track.
 EXCISE, CUSTOMS AND FREE,
 AND LOW RATES STORAGE.
 CORRESPONDENCE SOLICITED.

LAURENCE GIBB
 Provision Merchant,
 83 COLBORNE STREET, TORONTO

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

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

THE
Winnipeg Produce and Commission Co. Ltd.
 WINNIPEG, MANITOBA.

We handle Grocers' Specialties, etc. Can
 we sell anything for "you" in this market?
 Write us. Good connection with Whole-
 sale and Retail trade.

COWAN'S
COCOAS AND
CHOCOLATES

Are Standard, and sold by
 all grocers.

Armour Packing Co., KANSAS CITY,
 MO.
 Canned Meats and Soups
 "Helmet" and "White Label" Brands
 — Agent —
W. M. BOWIE, 84 YONGE ST., TORONTO

ESTABLISHED 1874.

JAMES E. BAILLIE
PORK PACKER
 AND WHOLESALE PROVISION MERCHANT
 66 Front St. East, Toronto.

Mess Pork, Bacon, Hams, Lard, Cheese.
 Cold Storage for Butter and Eggs.
 Country Consignments Solicited.
 Prompt Returns Made.

WILLIAM RYAN,
PORK PACKER
 Toronto, Ont.

HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.
 WRITE FOR PRICES.

PARK, BLACKWELL & CO.
 (Limited.)
 — SUCCESSORS TO —
JAS. PARK & SON.
TORONTO.

Full lines of Superior Cured Hams, Break-
 fast Bacon, New Special Rolls,
 Beef Hams, Long Clear Bacon,
 Butter, Cheese, Lard, Eggs,
 Etc.
 Write for Price List.

FAC SIMILE OF PACKAGE.

ACME SALT
 NEW PROCESS
 SALT ONT
 PURIFIED AND GRANULATED
 TORONTO WORKS
 WILL NOT GET HARD

Butter in good demand; large rolls, pails,
 crocks, and best store-packed tub sell-
 ing 19 to 20c.; choice dairy tub, 20 to 22c.
 no stock on hand. Eggs, 16½ to 17c.
 We charge five per cent., and prompt
 returns by registered letter.

JOHN HAWLEY, Provisions and Commission
88 FRONT ST. EAST.
 Established 1870. Egg Trade a Specialty

S. K. MOYER,
 Commission Merchant,
76 COLBORNE ST.,
TORONTO, ONT.

DEALER IN
 Oysters, Oyster Carriers, Fresh and Salt
 Fish, Oranges, Lemons, Dates,
 Figs, etc.

Orders Solicited.

GEORGE MCWILLIAM. **FRANK EVERIST**
TELEPHONE 645.
MCWILLIAM & EVERIST
 GENERAL .. **FRUIT**
Commission Merchants
 25 and 27 Church street,
 TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLI-
 CITED. Ample Storage.
 All orders will receive our best attention.

Dawson & Co.
FRUIT
PRODUCE
 and **COMMISSION MERCHANTS**
32 WEST MARKET STREET,
TORONTO.
 Consignments
 Solicited

RUTHERFORD & HARRISON,
 Wholesale Produce & Commission Merchants
76 FRONT ST. EAST, - - - TORONTO,

DEALERS IN
 Butter, Eggs, Cheese, Poultry, Lard,
 Cottolene, Dried Apples, Honey,
 Hams, Bacon, etc.

Correspondence invited. Consignments
 solicited. Egg Carriers supplied.
 Liberal Advances Made on Consignment

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

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.

tising a honey that the trade should inspect. It is alsike clover, in 60 and 65-pound cans, and sells at 6½c. per pound.

Business is so brisk with Eby, Blain & Co. that their employees are compelled to work till six o'clock Saturdays instead of one o'clock as formerly.

James Turner & Co. have enjoyed a fine Christmas trade. They never had a better stock to do the same with. They sold, they say, at right prices.

Eby, Blain & Co. have this week received shipments of choicest Vostizza and finest Patras currants, both in cases; also finest Vourla Sultana raisins, extra fine.

C. R. Somerville's advertisements on inside of cover and page 49 are worthy of careful perusal. He is a persistent advertiser, and that means a successful one.

W. H. Gillard & Co., of Hamilton, report Christmas business brisk, and state that their fruit trade this season has been the most successful they ever experienced.

R. H. Stewart, grocer, Gerrard and Sackville streets, has further added to the improvements noted a few weeks ago, by putting a plate glass window in his store.

Red-label Hillwattee tea is put up in 50-lb. cases, pounds, halves, pounds and halves, or pounds, halves and quarters. Lucas, Steele & Bristol report a steady trade for this brand.

James Turner & Co. have a small lot of choice late fall caught salmon trout, sent them from Manitoulin. If you want a few nice kegs order quickly. Remember these are not summer catch.

W. H. Gillard & Co. are now in receipt of a consignment of the much talked of Panarita currants. They report that the second shipment is fully up to expectations and by long odds the finest quality of currants they have ever seen.

Toronto butchers are much interested at present in a new class of beef that is being placed on the market here for the holiday trade. It is known as ranch beef—that is from cattle raised on the Northwest ranches. It is not of course the first time ranch beef has been placed on this market, but the great difference between that which has been sold on this market in the past and that which is now being shown for the Christmas trade is that while the former was coarse and from common cattle, the latter is extra fine in the grain



Customers Want It.
Grocers Sell It.
Every Jobber Handles It.

THE ST. CROIX SOAP MFG. CO.,

Branches :

St. Stephen, N.B.

MONTREAL : 17 St. Nicholas St.

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

WINNIPEG : E. W. Ashley.

and from thoroughbred cattle. George Griffin, the butcher at Wilton avenue and Parliament street, has twelve of these cattle hung up in his shop, and they are attracting a good deal of attention. The color of the meat is richer than one usually sees in a butcher's shop, while another peculiarity is the shortness of the neck and shanks, thus reducing to a minimum what is known as waste. The Northwest is evidently able to raise superior beef as well as superior wheat.

HEARD IN THE SAMPLE ROOM.

T. Kinnear & Co. : We have a lot of currants, good sample, which we are offering the trade at low prices.

Lucas, Steel & Bristol : L. P. & Co. blend is as excellent coffee, and we ask the trade to try a sample tin of it. A trial will convince the buyer of its very excellent quality.

James Turner & Co. : The peer of all tea blenders in London & India to-day is the man who supervises Ram Lal's. Therefore, to people who love a beautiful cup blended tea you should only sell Ram Lal's.

W. H. Gillard & Co. : Pettijohn's Breakfast Food is steadily winning friends throughout the country. A carload which we received not long ago is now almost exhausted. The delicate, invigorating qual-

ities of this cereal recommend it to all requiring a pleasant as well as an appetizing food.

James Turner & Co. ; Make up your mind for the coming year for a half-dollar black tea to sell only Ram Lal's. By so doing you will treble your tea trade, bowling out unscrupulous opposition and gift tea enterprises. Those that have done so during '93 are more than gratified with the result.

MONTREAL MARKETS.

MONTREAL, Dec. 21, 1893.

GROCERIES.

THE same features noted last week characterize the grocery market here this week. All the houses report being busy on goods usually in demand at Christmas time, the chief call being naturally for dried fruit, spices, etc. The orders are mainly small ones, but they are coming in often, so that the aggregate movement is considerable. There is no change of importance to note in values this week, which rule steady in all the leading lines. A fair demand has been noted for sugar at last week's prices, and the same can be said of syrups and molasses, while dried fruit, spice and several lines of canned goods have furnished general activity in a jobbing way. Tea and coffee

CANNED
DRIED
CHOPPED

WE BUY
APPLES
STANWAY & BAYLEY

CORES
EVAPORATED
PEELINGS

.. TORONTO ..

"Kent" Bottled Pickles

Are honestly put up in full measure—20 oz.—bottles, from Carefully SELECTED Stock. Prepared in the best vinegar, with the purest and best spices procurable. Your trade requires, and will appreciate the BEST. You get it when you order "Kent" bottled Pickles. Don't allow substitution. There are plenty CHEAPER brands on the market but NONE BETTER.

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that UNSCRUPULOUS packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "BOULTER" across the face of each label in a distinctive color. Look out for the word "BOULTER" if you want first class "canned goods."

Bay of Quinte Canning Factories.
PICTON and DEMORESTVILLE.
W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

LYTLE'S PICKLES



ARE THE BEST.

Try them and be convinced.
Once used, will have no other.

T. A. LYTLE & CO.,
Vinegar and Pickle Manufacturers,
TORONTO.

The Imperial Rubber Stamp Works.
Rubber Stamps, Stencils,
Branding Irons, Seals, etc.

Estimates given. Orders by mail promptly attended to.

102 ADELAIDE ST. WEST - - - TORONTO.

BUY RELIABLE GOODS

.. Quality Is Our Aim ..

VEGETABLES:

Tomatoes, Corn, Peas, Etc.

FRUITS:

Pears, Peaches, Strawberries, Etc.

Lakeport Preserving Co.

LAKEPORT, ONT.

TOMATO CHUTNEE

Delicious flavor to Hot and Cold Meats, Gravies, Soups, Curries, Etc.

PREPARED BY

M. P. CARD,
GUELPH, ONT.

Is now used on board all steamers sailing from Montreal, as well as by all the best Hotels and Clubs in Canada.

Try a Sample Case

Keep your

EYE



on the

and your mind on the fact, that every can of goods put up by us, has printed in large letters the name describing the contents of the can truthfully, and Delhi Canning Company, Delhi, Ont., which is a guarantee that the contents are just as represented and strictly first-class. Yours truly,



TRADE MARK

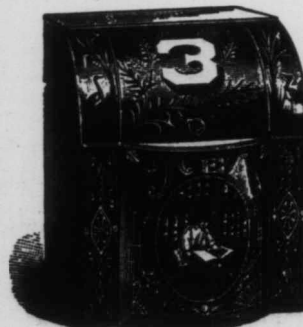
DELHI CANNING CO.



**BUTTERMILK
TOILET
SOAP**



BEST SELLING SOAP ON THE MARKET



WE MAKE THE
FINEST TEA CADDIES IN CANADA

Spice, Baking Powder, Tobacco Tins and
TIN SIGNS, Lithographed or Japanned.

In 3 and 5 lb. Lithographed Tea Caddies we can make an original design for each customer.

TRY THIS PLAN FOR INCREASING SALES.

Write our nearest house for Prices and Catalogue.

THE McGLARY M'FG COMPANY

London. Toronto. Montreal. Winnipeg.

MONTREAL Markets continued

has ruled on the quiet side, and otherwise there are no features to note. There are complaints regarding payments from many of the houses, some attributing it to the condition of the roads in the country, which in many sections are said to be very bad. With regard to the cutting to which reference has been made before in these columns, it is hardly as bad as it was, the change being attributed to the fact that the offenders are getting tired. Instances of cut rates have been cited in the case of some lines of canned goods, however, and also in fruit and sugar, but they are isolated for as a rule prices are steady as mentioned above.

DRIED FRUIT.

Though complaints are still being made with regard to low offers on Valencia raisins, the market here is a more satisfactory one to report than the one we had to note a week ago. This is due to the Christmas demand which set in in earnest last week and has kept up ever since. No large orders are spoken of, but they are frequent, and the aggregate movement is considerable. For anything like prime fruit the general run of jobbers maintain firm prices, those noted last week ruling while round lots of off-stalk have changed hands on a fairly steady basis, viz., $4\frac{1}{4}$ to 5c. according to grade. A line of layers has been offered here from New York, but the quality is not tempting. It is a line of fruit that has been held in bond there for some time. A scarcity of selected off-stalk is still a feature of the market. In a jobbing way we quote as before: Ordinary Valencia off-stalk, $4\frac{1}{2}$ to 5c. according to brand; fine, $5\frac{1}{4}$ c.; selected, very scarce at 6c., and layers at 6 to $6\frac{1}{2}$ c. according to quality. The current market maintains its steady feeling, and some considerable business in round lots both on city and outside account has transpired since our last on the basis of $3\frac{1}{4}$ to $3\frac{3}{4}$ c. for common and $3\frac{1}{2}$ to $3\frac{3}{4}$ c. for good Provincial in barrels and 4 to $4\frac{1}{4}$ c. for Filiastras in cases. We quote jobbing prices; Provincials at $3\frac{3}{4}$ to $4\frac{1}{4}$ c.; Filiastras, $4\frac{3}{4}$ to 5c., and Vostizzas 6 to $7\frac{1}{2}$ c., according to quality. One of the features of the week has been the rapid clearance of the new receipts of prunes which arrived during the week, which were all taken from first hands at about $5\frac{1}{2}$ c. There are now no Bosnia prunes to be had on the market at present. Figs rule steady and fairly active at former prices, viz., 11 to 12c for fancy, 8 to 10c for ordinary to good and $4\frac{3}{4}$ to 5c for mat figs. New dates have been selling at 5 to $5\frac{1}{4}$ c.

NUTS.

Nuts have continued active, as noted last week, but there are few new features to note. Further receipts have arrived, and the market has been fairly well supplied with new stock. We quote:—Grenoble walnuts, 11 to 13c.; pecans, $8\frac{1}{2}$ to 12c.; peanuts, 8 to 11c. per lb., and coconuts, \$3.75 to \$4 per 100; Terragona almonds, $11\frac{1}{2}$ to 12c.; and shelled almonds 23 to 45c.; filberts, $9\frac{1}{2}$ to 10c.; walnuts, 12 to 13c.

SUGARS.

The week has been a quiet one in sugar in a strictly wholesale sense. Wholesale grocers, however, have had a rather good demand in a small way on account of Christmas wants, but as a rule the disposition of buyers of this staple is to take only what they actually want. It is said that a wholesale house is selling granulated at $4\frac{3}{4}$ c., or

1-16c. under the cost price, but the trade as a whole are not doing so. English advices up to the time of writing have been easy on raw sugar, but local refiners have not been operating much as yet in the matter of next season's supplies. We quote prices for refined sugar from the refineries here as follows:—Grhnulated, 4 7-16c.; yellows, $3\frac{1}{4}$ to $4\frac{1}{4}$ c. Jobbing prices are, in most cases, at an advance of 1-16 to $\frac{1}{4}$ c. on these.

MOLASSES.

Barbadoes stock is steady and quiet, a round lot changing hands at $30\frac{1}{2}$ c. Demand on the whole is slack, however. We quote the jobbing range as before, 33 to 34c.

SYRUPS.

There has been very little change in syrups, prices ruling steady and unchanged. Canadian in the wood has sold at $1\frac{1}{4}$ to 2c. per lb., and American 22c. per gallon from Western buyers.

TEA.

More enquiry has been noted for tea during the week, but it is mainly enquiry and nothing more, the volume of business being small as before. Round lots of Japans have changed hands at 11 to $18\frac{1}{2}$ c. according to quality. We quote: Japans, common, 12 to 13c.; medium, 15 to 17c.; fine, 18 to 21c., and finest 23 to 32c.

In blacks a line of a few hundred packages changed hands at 12c., and another lot at the same figure.

COFFEES.

The coffee market is steady, but business is of moderate proportions. We quote: Jamaica, 16 to 18c.; Maracaibo, $19\frac{1}{2}$ to 21c.; Porto Cabello, 19 to 20c.; Rio, $17\frac{1}{2}$ to 19c.; Java, 24 to 30c., and Mocha, 25 to 28c.

SPICES.

There has been a good business doing in spices, some round lots of pimento and nutmegs moving. We quote: Jamaica ginger, 16 to 18c. for common, and 18 to 20c. for finer qualities; black pepper, 6 to 7c.; pimento, 6 to 7c.; and nutmegs, 65 to 70c. to \$1.

RICE.

There is only a small jobbing movement in rice, dealers having stocked up pretty well, and prices are unchanged. We quote: Standard Japan, \$3.75 to \$4; "B," \$3.50; Crystal, \$4.25 to \$4.50; Patna, \$4.25 to \$5.50; Carolina, \$6.50 to \$7.

CANNED GOODS.

There is no very new feature to report in canned goods, but a fair business has been done, some good sized lots of canned fruit and vegetables moving while mackerel and salmon have also received quite a lot of attention. We quote: Tomatoes, 75 to 80c., corn 75 to 80c., peas 90 to 95c., strawberries \$2.75 per doz., raspberries \$1.80, salmon \$1.25 to \$1.27 $\frac{1}{2}$ for best brands and \$1.05 to \$1.10 for cohoes, lobsters \$1.60 to \$1.75, mackerel \$1 to \$1.05.

GREEN FRUIT.

The apple market is firm under very light stocks, while demand is good at \$3.75 to \$4.10 per barrel for round lots of No. 1, and \$2.50 to \$3 per barrel for round lots of No. 2. Grapes are in good demand, Malaga selling freely at \$3.75 to \$5 per barrel, some fancy fetching \$5.50. Florida oranges run from \$2 to \$3 per box. Lemons are scarce, with demand good. As a consequence prices are very firm at \$3.50 to \$5 per box.

FISH.

A good steady business is being done in fish. Receipts are fairly liberal, but the demand is good, and all arrivals of fresh and

smoked stock are moving out freely at full figures. Pickled fish also show a satisfactory activity, although supplies are rather heavy. Round lots of shore herring have changed hands at \$4.35 to \$4.50, and genuine Labradors at \$5 to \$5.25. We quote: No. 1 C. B. herring, \$5.50; No. 1 Newfoundland do., \$5 to \$6; No. 1 green cod, \$4.75 to \$5; Labrador salmon, \$14 to \$15 per bbl.; B. C. do., \$12 to \$12.50; No. 2 mackerel, \$12; finnan haddies, 7 to 8c.; Yarmouth bloaters, \$1 to \$1.75 per box; haddock, 4 to $4\frac{1}{2}$ c.; cod, 4 to $4\frac{1}{2}$ c.; boneless cod, $6\frac{1}{2}$ to 7c.; hand picked malpeque oysters, \$5 to \$6.

COUNTRY PRODUCE.

The egg market is quiet. Fresh boiling stock is scarce, all offerings moving out freely at 20 to 22c., while candled are making 17 to 18c. Montreal limes are in good demand at 17 to 18c., and Western ditto 16 to 17c. Receipts of turkeys have been heavy, but owing to a good demand all fine, unfrozen, dry picked stock met a ready sale at 10 to $10\frac{1}{2}$ c. Good frozen stock sold well at 9 to 10c. and scalded at 9c. Choice well dressed chickens have been in good demand at 8c. and scalded 5 to 6c. A good demand has been noted for ducks at 9 to $9\frac{1}{2}$ c. Geese are quiet at 5 to 6c. Honey is steady, white clover-comb selling at 12 to $13\frac{1}{2}$ c., and dark buckwheat 10 to 12c., as to quality. Extracted is steady, at 7 to $8\frac{1}{2}$ c. for new and 5 to 6c. for old. Maple syrup is steady and unchanged, 50 to 65c. in the cans and 4 to 5c. per lb. in the wood, as to quality. Maple sugar ranges from 6 to 7c. Hops rule quiet and steady, at 17 to 21c., according to quality, and beans are steady, \$1.35 to \$1.50 for hand-picked choice, and ordinary \$1 to \$1.25.

PROVISIONS.

The provision market does not show much change. Pork is moving slowly at steady prices, and lard and smoked meats are quiet. We quote:—Canadian short cut, per bbl., \$17.25 to \$18.25; mess pork, western, new, per bbl., \$17.50 to \$18; hams, city cured, per lb., 12 to 13c.; lard, Canadian, in pails, $11\frac{1}{4}$ to 12c.; bacon, per lb., $11\frac{1}{2}$ to $12\frac{1}{2}$ c.; lard, com. refined, per lb. $8\frac{1}{4}$ to $8\frac{1}{2}$ c.

BUTTER AND CHEESE.

The cheese market does not show any special feature at the moment, business ruling quiet. For what little trade there is doing about 11c. to $11\frac{1}{4}$ c. is the idea on fall makes, while we hear of transactions in some moderate sized lots of earlier makes at $10\frac{1}{4}$ to $10\frac{3}{4}$ c.

The butter market is steady in a jobbing way. The stocks are small, business passing in creamery at $23\frac{1}{4}$ c. for November make rather off flavor. September and October goods would probably fetch more money. There is little or no dairy stock to be had. A buyer tried to pick up a small lot of Townships the other day, but could not succeed. What is offering of this grade sells at 21 to $21\frac{1}{2}$ c. Kamouraska changed hands to-day at $20\frac{1}{2}$ c. We quote:—Finest fall creamery, 23 to $23\frac{1}{2}$ c.; Finest Townships dairy, 21 to 22c.; Finest Western dairy, $19\frac{1}{2}$ to 20c.; Kamouraska $19\frac{1}{2}$ to 20.

MONTREAL TRADE NOTES.

A round lot of common black teas were sold here on English account at $6\frac{1}{2}$ d. f. o. b. London.

In consequence of strong cables from Great Britain and very light supplies here,

(Continued on page 25)



**MERIT IS ESSENTIAL
TO SUCCESSFUL SALE OF GOODS.**

Consumers have a habit of determining whether an article of goods is pure, wholesome, reliable, convenient and economical. We recommend them and you are safe in doing the same.

**Pettijohn's
California**



Breakfast Food

WILL SATISFY YOU.

Nourishing, Palatable, Delicate.

It has no equal as a Breakfast Food.

Highland



**Evaporated
Cream.**

It Pleases the Palate
Delights the Cook

Nourishes Babies
Helps Grocers.

8 Prize Medals have
been awarded to
BATTY & CO.

For the excellence of their
NABOB and other Pickles,
Sauces, Jams, etc.



**Nabob Pickles.
Nabob Sauces.**



**MacLaren's
Imperial Cheese**

FOUR SIZES.

The only Cheese at the
World's Fair which

**Scored
"Perfection."**

Wright & Copp, Dominion Agents, Toronto

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FLOUR AND FEED.

Notwithstanding the depression in trade, the streets and stores will be full of Christmas buyers. And the grocer, dry goods, and fancy dealer will make it as attractive as possible for the undecided purchaser to purchase at their store by making pretty a display of goods in their window as they possibly can. Flour and feed merchants should give more attention to this medium of advertising their wares, and although they may not have a large variety with which to dress a window, still a good deal may be accomplished by a little honest work. And what more sensible article for a Christmas present than a bag of good flour. It would be far more acceptable to hundreds of families than many the fancy presents going, which are neither pretty to look at nor good to eat.

In Chicago 117,000 men out of work, out of money, out of food. In Chicago elevators there are twenty-one millions of bushels of wheat. Less than half a million bushels made into flour would supply all those men with bread till the flowers of May were in bloom. Half a million bushels at current values is about three hundred thousand dollars. A resident of Chicago was said to have paid a third of the sum for one diamond during the Fair. Wealth and want were surely no more closely allied at any time during the world's history than they are this day in the city that has been more talked of than any other on the earth's surface, during the year that is closing.

If the 117,000 men in Chicago and the thousands in other cities of the United States who are in the same deplorable condition were at work, and eating as all men should be able to eat, the surplus of wheat that is such a depression to the world's markets—and such a rebuke to the wealth that owns it in the midst of hunger—would grow less instead of still increasing, as it continues to do. It would pay the owners of wheat to put it on a hard business foundation—to distribute their surplus, enough to fill the stomachs that will be not full at the "glad Christmas time.

THE MARKETS

TORONTO.

The increase in the visible supply—about a million and a half bushels—in the United States and Canada, and which was not expected, has settled on the markets like a wet blanket, and though prices are no lower—because already so low—no advance can be expected. At this season orders at the mills are scarce under ordinary circumstances, as so many dealers are clearing out for their annual stock taking. Bran and shorts are firm and higher, city mills' prices being \$14 to \$15.

FLOUR—Manitoba patents, \$3.70 to \$3.80; strong bakers', \$3.50; white wheat patents, \$3.25 to \$3.40; straight roller, \$2.80 to \$2.95; Ontario family, \$2.85 to \$3.10; low grades, \$2.10 to \$2.25. These prices are in large lots delivered here to the trade.

MEAL—Rolled oats, \$3.80 to \$3.85; granulated and standard oatmeal, \$3.80; cornmeal, common, \$3.15; gold dust, \$3.40.

FEED—Bran still continues in good demand with a further advance this week, city mills now selling at \$14 to \$15 per ton; delivered (on track) \$12.50 per ton. Shorts steady, at \$14 in ton lots; delivered on track, \$13.75. In oats the feeling has been easy all week, although at the close prices are stiffening up; 32½c. per bus. on track is about value. Market prices are 32½c. to 33½c. per bus.; feed corn, 53c. per bus.

HAY—Prices are steady. Pressed on track worth \$9.50 to \$9.75. Farmers' loads range from \$7 to \$9, according to quality.

STRAW—The demand is limited, with prices steady. Pressed on track, \$5.50 to \$6.00 per ton. Market prices are \$7 to \$8 for sheaf, with loose nominal at \$4 per ton.

PEAS—Steady, with sales on the market at from 56 to 57c.

MONTREAL.

The flour market is dull, there being very little doing at the moment, except in strong, which are now freely offered at \$3.50. Winter wheat, \$3.60 to \$3.80; Manitoba patents, best brands, \$3.70 to \$3.80; straight

rollers, \$3 to \$3.10; extra, \$2.90 to \$3; superfine, \$2.60 to \$2.90; Manitoba strong bakers', \$3.40 to \$3.60; Manitoba strong bakers', best brands, \$3.50 to \$3.55.

Bran is very scarce. The demand for both bran and shorts exceeds the supply, and prices are very firm. Bran, \$15.50 to \$16.50; shorts, \$16 to \$18; Mouille, \$22.

The oatmeal market is dull and unchanged. The movement is of a purely local character. Standard bags \$1.90 to \$2; do. brls., \$3.80 to \$4.10; granulated, bags, \$2 to \$2.05; do., brls., \$4.20 to \$4.30; rolled oats, bags, \$2; do., brls., \$4.20 to \$4.25.

The stock of flour in store in Montreal at the close of last week was 48,243 brls. against 43,903 brls. a week ago, and 36,519 brls. a year ago, and the stock of oatmeal, 294 brls. against 319 for a week ago and 129 for a year ago.

ST. JOHN, N. B.

The market is very quiet particularly in flour, a change in freight of 5c. decline where an advance was asked for and which caused a number to order futures, makes a loss in value to amount of decline. Prices at the mills also appear easier. There is, however, an advance in Manitoba wheat which is the one hopeful feature, and it is hoped that the near future will see an advance in flour. Bran is offering about 10c. below last week from the west. Oatmeal is firm. Manitoba flour, \$4.50 to \$4.60; high-grade Ontario, \$3.70 to \$3.85; medium, \$3.50 to \$3.60; oatmeal, \$4.30 to \$4.40; cornmeal, \$2.65 to \$2.75; oats on track, Ontario, 41 to 42c.; P. E. I., 38 to 40c.; N.B., 36 to 37c.; beans, hand-picked, \$1.35 to \$1.40; prime, \$1.25 to \$1.30; split peas, \$3.75 to \$4; barley, \$3.75 to \$3.85; hay, on track, \$13 to \$13.50, in small lots \$14 to \$15; oats, 38 to 45c.

CAFFAROMA

Makes the finest cup of coffee in the world. Sold in tins only. For sale by all wholesale and retail grocers. Sold in 1 and 2 lb. tins only

C. A. LIFFITON & CO., Montreal
Proprietors of the original patent Caffaroma

There is hardly another Food Cereal in the market which can be used for so many purposes as

CRYSTAL RICE.

CRYSTAL RICE FOR SOUP.
CRYSTAL RICE FOR BREAD, BISCUITS, ETC.
CRYSTAL RICE FOR PUDDINGS, MUSH, ETC.
CRYSTAL RICE FOR OYSTERS.
CRYSTAL RICE FOR OMELETTES, ETC.

Send for sample and Receipt Book. If you prefer order through your jobber.
Crystal Rice is now handled by the wholesale trade and in all the provinces.

CANADIAN SPECIALTY CO.,
38 Front St. East, Toronto, Ont.,
Dominion Agents

Why Bother with Selling Substitutes or Imitations, when

- S A P O L I O -

Has stood the test of between 30 and 40 years, and is sold throughout the civilized world as

THE GREAT SCOURING SOAP

It retails at 10 cents, leaving you a fair profit. GROCERS not having been supplied with iron signs nor advertising matter yet, will please ask their jobbers to have these enclosed with their next shipment of goods, as we gladly furnish same.

Depots at:
Toronto, Ont. }
Montreal, Que. } 38 Front St. East, Toronto, Ont.
St. John, N.B. } Canadian Agents.

Emil Poliwka & Co.

Flour is Cheaper THAN IT HAS BEEN SINCE BEFORE ANY OF US WERE BORN. . . .

The price of all kinds of Flour is so low that any Housekeeper can afford to use a good article.

This gives the live Flour Dealer or Grocer an opportunity to build up a permanent and profitable flour trade by filling his orders with our "Queen" Flour, which carried off the Medal and Diploma at the Chicago World's Fair.

For Bread, Cakes, Pastry or Pudding it is unequalled.

M. McLAUGHLIN & CO.
Royal Dominion Mills, TORONTO.

We are prepared to supply the Trade with any quantity of

Chopped Feed at Low Prices

- Ground White Oat Hulls
- Barley Chop
- Oat Chop
- Pea Chop
- Corn Chop
- Mixed Chop

Samples and prices furnished upon application by wire or letter.

E. D. TILLSON, - - Tilsonburg, Ont.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

AGENTS FOR CANADA:—
C. E. COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N. B., and Montreal.

EPPS'S COCOA

¼ lb packets, 14 lb. boxes secured in tin.
Special Agent for the Dominion:
C. E. Colson, Montreal

Embro Oatmeal Mills

D. R. ROSS, - - EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For offices of Oatmeal or Oathulls in carloads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.

Toronto Salt Works,

128 Adelaide East,
TORONTO

Dealers in Table, Dairy, Meat Curing Barrel, Rock Lump, and Land Salts.

Higgin's Eureka and Ashton's English Dairy Salts. Land Plaster.

R. & T. WATSON, Manufacturing Confectioners,

If you wish to handle the MOST SALABLE CONFECTION in the market, try BALALICO-RICE. We are Headquarters for Fine Chocolates, Creams, Swiss Fruits and One Cent Goods, Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

75 Front Street East, - - TORONTO.

KOFF NO MORE.

WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to Orators and Vocalists. R. & T. W stamped on each drop. Try them.

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MONTREAL MARKETS—Continued.

values on apples rate very firm. Straight car lots brought at auction on Monday \$4.10 the barrel.

Wholesalers have been securing supplies of spices during the week, round lots of nutmegs changing hands at 55c.

Mr. Lightbound of Lightbound, Rolston & Co., who has been laid up with a severe cold, was down town again on Tuesday.

Western buyers have been purchasing round lots of American syrup on this market at about 22c. per gallon for finest quality.

There is a general demand in a jobbing way for many grocery specialties on Christmas account. C. A. Liffiton's caffaroma is not being forgotten in this connection.

There are no lemons here, and it is very difficult to fill an order at present. A small lot that came in at the close of last week was cleaned up at full figures, \$4 to \$5 per box.

A nice line of Porto Cobello coffee was offered here this week at 19c.; also some small lots of Mexican coffees by the same brokers.

Sugar refiners are commencing to receive some offers on raw sugar for next season's supplies, but they do not seem inclined to operate with the tendency of the raw market as it is.

Caverhill, Hughes & Co. note a better business on Christmas account this year than last. Their staff was compelled to work four nights in the week after six o'clock to catch up with orders.

There is a decided scarcity of Bosnia prunes on this market, the great bulk of the receipts during the week having passed out of first hands at 5½c.

L. Chaput & Co. report that despite the severe cutting tactics of some competitors, their trade this year is in excess of that for the corresponding period in 1892.

Rose & Laflamme note some good orders for the line of "Cream Corn" which is admitted to be good value for the money. They are the sole agents for this specialty in the Dominion.

Keen's spices in one-ounce packages are a line of goods that are going well for the holiday trade. Frank Magor & Co. say that the orders from city houses are very good. Their line of Cadbury's specialties are naturally also good sellers at this season of the year.

There is a good demand for fish at the present time, and W. R. Wanham & Co. are offering some choice Scotch specialties of this sort which are well worthy of attention, coming as they do from Marshall & Co. of Aberdeen.

The stock of Sullivan Bros., general merchants, Newmarket, has been sold by the sheriff and realized 51c. on the dollar. Danford Roch, Newmarket, was the purchaser.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., Dec. 21.

THE trade this week, particularly with the retail people, has been good, and the wholesale trade cannot complain. The cold weather has filled the people with the right Christmas feeling. The snow, which has made "the going" so good, has added much to the general activity and good feeling. The closeness of money seems for a time forgotten, and all have something to spend. Values are easy all round, except in butter and fresh eggs, in which the market is higher.

CANNED GOODS—In this class there is no change of account; canned oysters and beef are both easier. We quote: Corn, 90c.; peas, 90c.; tomatoes, 90c. to \$1; Canadian canned beef, \$2.50 per doz. 2's; American do., \$2.60 per doz. 2's; oysters, \$2.15 to \$2.35; lobsters, \$1.75 to \$2; salmon, \$1.35 to \$1.40; haddies, \$1.30 to \$1.40.

DRIED FRUIT AND NUTS—Values keep very low. From New York raisins and currants are being offered lower than at any time during the season. There would appear to be a chance of currants being higher, but it looks as if raisins were down, at least to stay so for a time. No new prunes, except a few French, are as yet in the market. Prices to-day are:—Valencias, 4½ to 4¾c.; Valencia layers, 5¾ to 6c.; London layers, \$2; currants, bbls., 3¾c.; cases, 4½c.; dates, 5½ to 6¾c.; prunes, 6¾ to 7c.; figs, 10c.; dried apples, 6½ to 6¾c.; evaporated apples, 11 to 11½c.; peanuts, 10 to 11c.; walnuts, 11 to 13c.; Brazil, 13 to 14c.; almonds, 13 to 14c.; filberts, 10 to 11c.; pecans, 12 to 13c.

SUGAR—The market is easier and trade is light. People are not inclined to buy largely, and the quiet season being so near increases this feeling.

MOLASSES—Is in good demand, the week showing a good trade. The market is firm, and everything points to an advance, particularly in Porto Rico. Syrup demand keeps good, and prices, in spite of the lowness of sugar, keeps firm. Barbadoes molasses, best, 31 to 32c.; second, 29 to 30c.; Porto Rico, best, 35 to 36c.; second, 30 to 32c.; Antiqua, 29 to 30c.; Syrup, 35c.

DAIRY PRODUCTS—Butter is getting scarce, and good is eagerly sought. It has not yet, however, got to that point where people will buy poor butter. Eggs when fresh are bringing high figures, but case eggs are hard to sell. Cheese is quiet, and holders are confident of better prices. Prices to-day are:—Creamery butter, 23 to 25c.; dairy, 21 to 22c.; store-packed, 18 to 21c.; cheese, 11c.; fresh eggs, 23 to 25c.; case eggs, 18 to 20c.

FRUIT—Apples are in good demand and would bring high prices were it not they are keeping so badly. The English market has received very few so far from Canada, and for that reason prices are ruling high. Oranges are very low. West India fruit on account of quantity to hand is being sold at a loss. Good keeping cranberries and heavy weight grapes are scarce. Apples, \$2 to \$3; West India oranges, \$4 to \$4.50; Florida's, \$2.50 to \$3; lemons, \$4.50 to \$5; grapes, per keg, \$4.75 to \$5; cranberries, \$6.50 to \$7; bananas, \$1.75 to \$2.50.

PROVISIONS—Round hogs in the market are easier, 6½ to 7c. for extras. All pork products are in same condition. Clear mess

pork, \$20 to \$21; P. E. I. mess, \$18 to \$19; plate beef, \$14.25 to \$14.75; pure lard, 12 to 12½c., compound, 10 to 12½c.; hams, 14c.; bacon, 11½ to 12c.

FISH—The trade in which to the West Indies is now large, has only brought fair results this season. The high charges and the chance of a poor market are to the disadvantage of sending goods by steamer. The trade as yet in frozen fish is small, as the fish are not to be had. Pickled fish are also very scarce, and dried are very firm, and everything points to higher prices all round. Cod fish, large, \$4 to \$4.20; medium, \$3.40 to \$3.50; pollock, \$1.90 to \$2; haddock, \$1.80 to \$2; bay herring, brls., \$3 to \$3.25; half-brls., \$1.60 to \$1.75; Shelburn herring, brls., \$4 to \$4.25; half-brls., \$2.25 to \$2.50.

OILS—The wholesale trade have arranged a set price for all selling oil, which, it is expected, will allow a fair profit on what has been often at cost on account of the keenness of the competition: American, 20c. per gal., brl. free; Canadian, best, 19c. per gal., brl. free; Canadian, second, 13¼c. per gal., brl. free. Terms, net, 30 days.

PERSONAL MENTION.

J. Ross of Sloan & Crowther, and T. Smith of Dalton Bros., Toronto, spent a few spare moments in North Bay last week dressing the window of Mrs. McIntyre.

Albert French, the representative of the Pure Gold Co. in the Northwest, left Toronto for the West Monday.

Percy and Douglas Eby, sons of J. F. Eby of Eby, Blain & Co. are now filling positions in the warehouse of the firm.

STRICTLY BUSINESS.

"I—I hardly know what to say, Mr. Browncliff," said the agitated young woman who acted as assistant postmaster and grocer's clerk at the little village of Peaville, "I—I wasn't expecting anything of this kind."

"That's all right, Miss Frankie," responded Mr. Browncliff, traveling salesman for Pullem & Gummet's candy factory. "That's all right. You can just consider it a square offer. I have a good house and lot, \$2,000 in the bank, I'm getting a handsome salary, I am a good judge of girls, and you're the one I want to marry. I've got just five minutes to make a train, Miss Frankie," he added hurriedly, looking at his watch, "and I'll be round again in exactly thirty days for your answer with a full line of samples—save your orders for me and think over what I've said, and I haven't another second to spare; good by, dear!"—Ex.

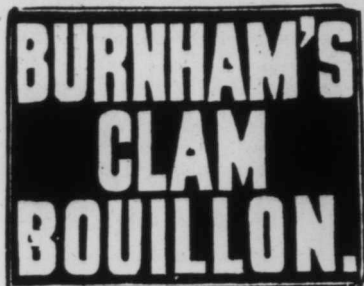
IRISH WIT.

The porter of a Dublin grocer was brought up before a magistrate on a charge of stealing chocolate, which he could not deny. Upon being asked to whom he sold it, the pride of Patrick was greatly wounded:

"To whom did I sell it?" says Pat; "why does he think I took it to sell?"

"Then, sir," said the magistrate, "what did you do with it?"

"Do wid it? Since you must know," said he, "we made tay with it."



IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. **Delicious Clam Broth** can be made from it in one minute, with Hot water.

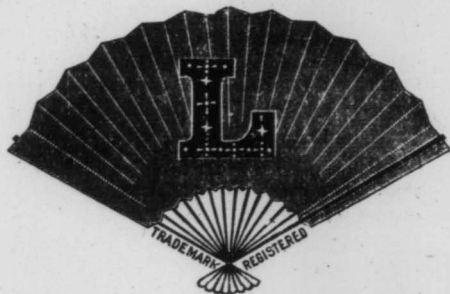
Three sizes, retails at 25c., 50c., and 90c., in bottles only.

Order from E. S. BURNHAM COMPANY, "Manufacturers," 120 Gansevort St., New York, U.S.A., or JAMES TURNER & CO., Hamilton; R. H. HOWARD & CO., Toronto H. P. ECKARDT & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.

We are in a position to ship all

CHRISTMAS ORDERS



The same day as received. Write or telephone us if our travellers are not with you.

Edward Adams & Co., Established 1844 **Wholesale Grocers**
LONDON, ONTARIO

Fruits and Holiday Goods.

Our stock is fully assorted, ensuring full and prompt execution of all orders.

We solicit mail orders from our friends who are not waited on personally between now and the end of the year. Prompt attention and lowest prices consistent with quality guaranteed.

We wish all our friends a merry Christmas and a prosperous New Year.

Stick to Us and You'll Wear Diamonds.

W. H. Gillard & Co., Wholesalers only **Hamilton, Canada.**

JOHN MOUAT, Northwest Representative, WINNIPEG, MAN.

18 to \$19;
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HINTS ON WINDOW DRESSING.

I WILL give a few hints to those who are striving to make their windows the centre of attraction in their towns. First of all, make the centre of the window the centre of attraction. The eye naturally rests upon that which is bright and striking. If you are putting some design in your window, place it in the centre, and work around it on either side, always being careful not to overcrowd, as by so doing the desired effect is lost and your time and trouble wasted.

Be careful how you combine the colors which you place in your window. You may ruin a very pretty design by a poor combination of colors. Study to make pretty designs and to harmonize colors, and you are master of the secret of window dressing.

Avoid overcrowding. You may have your window completed when some one suggests to you that if you would place a line of such a class of goods in such a part of the window, or on a pillow, in such a corner, it would add greatly to the general effect. By following such suggestion a great many very good windows are spoiled. An overcrowded window gives one the impression that the window dresser, being in a great hurry to get through, got some one to help him, and, between them, they managed to fill the window up without regard to design or taste.

Windows may be overcrowded in several ways: When you have a design as the attraction, and build too close around it, the effect is lost. When you make a display of one kind of goods, as gents' furnishing goods, and then try to work in something new; something that has just arrived; something that is as remote from gents' furnishing goods as dress goods are from sugar, your display is entirely spoiled and your time and labor are wasted.—C. A. Hirleman, in Trade.

TASTING TEA.

THERE is a class of men who find constant and remunerative employment among the large wholesale dealers in teas and coffee of New York that the average reader has never known to exist, says the New York Herald. These gentlemen are known to the narrow confines of their profession as tasters. They sample all of the finer brands and qualities of tea and coffee. The moment a bean or leaf is placed upon their tongues they can almost give a complete history of its quality, age, and even the country from which it has been shipped.

The least defect in proper preparation, the faintest taint of adulteration, is palpable to them in a degree astonishing to a layman.

Of these gentlemen there are about 500 in New York and vicinity, and all of them earn salaries ranging from \$5,000 to \$10,000 a year. The largest importing tea houses have

one and sometimes two of these experts constantly employed testing and passing upon the quality of their consignments prior to final payments.

"I know that my profession is a peculiar one," said one of the prominent experts the other day, and that the majority of teadrinkers believe that the quality of their favorite beverage is ascertained by a chemical process. In that, however, they are mistaken.

"They may also be led to believe that this profession is easy to acquire, and that no sacrifices are made to it by those who follow it for a livelihood. That is another mistake, even greater than the former. It takes years to acquire that delicacy of taste so necessary to determine the different qualities, and once acquired the sacrifices one has to make to retain it are even greater than the demands made upon the followers of the medical profession.

"If you smoke, the palate immediately loses the delicacy, and even a glass of liquor would do an injury which would require months of care to overcome.

"We cannot partake of rich food or spiced dessert of any kind for the same reason, and are compelled to take extra care in all our food.

"The most prominent opera singers do not take better care of their throats than the tea and coffee experts."

RETAILERS' SPECIALTIES.

It is the fashion for some retailers to put up their own specialties, believing that they can thereby obtain a larger profit. We admit that the provocation is great, particularly when a proprietary article in general demand is sold everywhere at a nominal profit. Probably baking powder is as striking an instance as we could name as offering the retailer an opportunity to get a large profit by himself compounding a powder to be sold under his own label. Recently we asked one of the most prominent and successful retailers in the United States: "Why don't you put up your own baking powder?" He replied: "Because one bad break kills any individual specialty. We did try baking powder, but one bad lot ruined our trade. One bad lot of flour from the mill killed our trade in a special brand. We tried putting up corn-starch under a private label, and even that was a fizzle, on account of one imperfect lot. No, sir; we have learned by experience to stick to our trade and let the experts and those who have all the machinery and skill for uniformly and properly combining ingredients put up the baking powder and other specialties; for, as I said before, one bad break kills an individual specialty."

Experience demonstrates the truth of this statement. We recall B, a flourishing grocer who built up a large trade in a special brand of flour. He was all right until a drummer

induced him to try the flour of another mill, claimed to be as good or better, and 50 cents per barrel cheaper. B took the bait, sold the flour, and took most of it back after having confidence in the brand ruined. Stick to a reliable thing. If the profit is small, push the sales the harder and make up a good net result on the theory that "a nimble sixpence is better than a slow shilling."—American Grocer.

TALK ABOUT TEA.

"Last mail orders from London," said a tea man to THE GROCER, "report that owing to exceptionally heavy auctions the market has been somewhat easier for Ceylon teas this week. Other kinds unchanged. Imports for month for London 26,642,000 lbs., against 24,939,000 lbs. last year. Deliveries for London for the month this year are practically the same as last year. The stock in London on 30th November was 88,648,000 lbs., against 82,012,000 lbs. last year. The local market has shown no new feature. General trade has been dull. There have been a few transactions in low Ceylons and Aasams for price, and fine Ceylons and a few parcels of China teas and Japans have been sold where exceptional value offered."

KEEP YOUR FEET SHOD.

At a certain horse race recently, it happened that one of the best horses fell behind, and the discovery was made that the jockey had been racing the horse with loose shoes. The jockey was fined, replaced by another, the horse's shoes were fastened on, and then the horse won the race with ease. We can find a moral in this incident of a horse race. Many a young man begins life handicapped by loose shoes; his principles are loose, his plans poorly formed. The wise young man, remarks an exchange, has his feet tightly shod, his principles are unwavering, his plans definite and stable.

DEPLETED OYSTER BEDS.

A. E. Kemp, oyster expert to the Marine and Fisheries Department, arrived at Ottawa last week from the Lower Provinces, where he has been engaged all summer prosecuting oyster culture. Mr. Kemp made his headquarters at Shediac, where he planted a large bed with about 390,000 oysters. Mr. Kemp believes that in a few years time, with care and cultivation, the depleted beds can be replenished. Mr. Kemp has had a very extensive experience in oyster culture at Whitstable, England, the home of the best oysters to be found in the British Isles. He mentioned a curious fact; that the European oyster is sexless; but by the aid of the microscope the sex of the Canadian oyster is distinctly discernible.

The creditors of Ellis & Keighley, spice manufacturers, Toronto, held a meeting at Assignee Clarkson's office on Wednesday. Nothing was decided, and the meeting was again adjourned.

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Silver Star . . Stove Polish

Has No Equal.

Is put up in two sizes of fancy tin boxes, packed in 3 gross cases, making a handsome package. The sale of it is on the increase. Where once tried, always used. This polish saves labor. It makes neither dust nor dirt. It gives a beautiful bright black polish. No mixing required. Always ready for use. Ask your wholesale or hardware house for it; they all keep it.

The F. F. Dalley Co.
of Hamilton, Limited.

We also make a polish for stove mounter's use; put up in bulk only.

A Useful Invention

for you to decorate your window
with and draw trade is . . .

ADAMS' TUTTI FRUTTI
SHOW CASE

Get one from your whole-
saler, or write us for Illus-
trated Descriptive card
FREE.

ADAMS & SONS CO., 11 and 13 Jarvis St., Toronto, Ont.



Sold by the
Wholesale
Grocery
Trade and
the
Manufacturers,
THE HAMILTON
COFFEE AND
SPICE CO.

Sales
Increase
Yearly
It Holds Trade

"IN THE GOLDEN DAYS"

- CHRISTMAS DELICACIES -

MALAGA RAISINS, VALENCIA RAISINS---Off-stalk, Fine Off-Stalk
and 4-Crown Layers, in 14 and 28 lb. boxes.

Hallowee Dates, Grenoble and Marbot Walnuts, Sicily Filberts,
Shelled Almonds and Walnuts.

AND AFTER THE WALNUTS

You want GENUINE JAVA AND MOCHA COFFEE

WE HAVE WHAT YOU WANT

Lightbound, Ralston & Co.

WHOLESALE
GROCERS,

MONTREAL.

OTHER SPECIALTIES.
 NOUGAT
 RAHAT LAKUHM
 ALMOND ROCK
 EL MAHNA



MEDALS AND DIPLOMAS.

PARIS
 SYDNEY
 MELBOURNE

ST. JOHN'S WORKS, LONDON, W.C., ENGLAND.



Chas. Southwell & Co.'s

High class JAMS (Kentish Fruit)

JELLIES

MARMALADES

SPECIALTY IN

Clear Jelly Marmalades, Orange, Lemon, and Citron Peels

ORDERS CAN BE BOOKED THROUGH

New Season's Jams
 Now ready . . .

Messrs. Frank Magor & Co., 16 St. John St., Montreal
 Chas. Southwell & Co., Works, Dockhead, London, England

SUPERIOR CANNED FISH.

E VOLUTION is as ever at work in the grocery trade as in the animal, mineral or vegetable kingdoms.

One need only glance back over the last five or ten years to realize this in many respects; but none more so than in the matter of canned goods in general and canned fish in particular.

The editor of THE GROCER was particularly impressed with this idea a few days ago when sampling some cans of kippered and fresh herring that had been submitted for inspection. They were from the famous establishment of Marshall & Co., preserved provision manufacturers, etc., of Aberdeen, Scotland. There have been placed upon the Canadian market during the last few years brands of fresh and kippered herring that were really fine. But to Marshall & Co. must be awarded the palm for the latest and most improved product of the kind placed upon this market. The quality is excellent, and cannot but please the most fastidious who gives it

a trial. We know for a fact that persons to whom other brands of kippered and fresh herring now on the market were unpalatable have eaten that from the factory of Marshall & Co. with relish, and have acknowledged so in terms of the highest commendation. It is not, therefore, surprising that in the comparatively short space of time which Marshall & Co.'s products have been on the Canadian market that the sale of them should have assumed extensive proportions.

But the goods of Marshall & Co. do not come to this country with no recommendation to accompany them. They have already "earned their spurs" in other countries. At the great international exhibitions held in Sydney, Melbourne and Adelaide, Australia, a few years ago, Marshall & Co. were awarded the highest and only awards for all kinds of canned fish; and this brand to-day stands second to none in the world. From a glance at the firm's price-list it is learned that its canned goods consist, among other lines, of the following:—Scotch salmon, turbot, fresh cod, real findon haddocks, fried

haddocks, herrings, boiled beef, boiled mutton, tripe, soups, finest Aberdeenshire beef, beef marrow fat, sausages, veal, game, poultry, vegetables, tomato conserve, oatmeal and pearl barley, etc.

HOPE FOR DEPLETED OYSTER BEDS

A. E. Kemp, oyster expert to the Marine and Fisheries Department, arrived at Ottawa last week from the Lower Provinces, where he has been engaged all summer prosecuting oyster culture. Mr. Kemp made his headquarters at Shediac, where he planted a large bed with about 390,000 oysters. Mr. Kemp believes that in a few years' time, with care and attention, the depleted beds can be replenished. Mr. Kemp has had a very extensive experience in oyster culture at Whitstable, England, the home of the best oysters to be found in the British Isles. He mentioned a curious fact that the European oyster is sexless; but by the aid of the microscope the sex of the Canadian oyster is distinctly discernible.

Large Discounts

Liberal Buyers

OF FANCY CHINA, RICH GLASS,
FINE LAMPS.

IT WILL PAY ANY DEALER TO
VISIT OUR SAMPLE ROOMS

JAMES A. SKINNER & CO.

TORONTO, ONT. VANCOUVER, B.C.

ESTABLISHED 1851.
WE OFFER
**5,500 Boxes Arguimbau
New Valencia Raisins.**
Also "G. Marcapoli & Fils" brand.
New Sultana Raisins and new Currants in
barrels, half barrels and cases. We guaran-
tee them first quality. Ask our prices and
samples before buying elsewhere.
N. QUINTAL & FILS,
WHOLESALE GROCERS,
274 St. Paul Street, Montreal.

MINCE MEAT

IN 5 LB. AND 27 LB. PAILS.

Guaranteed made of the finest
materials, and scrupulous care
taken in its preparation.

F. W. FEARMAN,
HAMILTON, ONT.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

FULL LINES OF
**Raisins
Currants
Figs and
Pure Spices**
AT LOWEST PRICES.

SLOAN & CROWTHER,
WHOLESALE GROCERS,
Toronto.

PRUNES New Bosnia,
Sphinx and
Atlas brands.

: also :

Bordeaux "Bags"
SPECIAL VALUE

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

**New Peels
New Dates
New Figs
New Nuts
New Malaga Fruits.**

Full Lines Now in Store.

J. W. LANG & CO.
59, 61, 63 Front St. East, TORONTO

New Fruits.

Dates, Figs
Sphinx Prunes
Sultana Raisins
Black Baskets
London Layers.

Nuts of all kinds.

T. KINNEAR & CO.,
49 Front St. E., TORONTO.

Condensed Mince Meat.

Delicious Mince Pies
every day in the
year.

Handled by retailer
as shelf or counter
goods. No waste.
Gives general satis-
faction.

Sells at all Seasons.

Will not ferment in
warm weather.



The best and
Cheapest Mince
Meat on Earth.

Price reduced to
\$12.00 per gross,
net.

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

FIGS

Choice Eleme.

PERKINS, INCE & Co.

41 and 43 Front St. East

**.. NEW ..
Sphinx Prunes**

All qualities in Cases.
Extra Choice in Half Cases.

NEW Figs AND Dates



**Smith and
Keighley**

9 Front St. E., Toronto

GLEANED FROM MANY SOURCES.

HAMILTON & FORD, grocers, Vancouver, will move during the next few days from Abbott street to a store in the Sullivan block on Cordova street.

The Laurel cheese factory this year made 50 tons of the article and sold it for \$10,000. This is the factory's best year.

Mr. F. A. Fitzgerald, of the Imperial Oil Company, has been asked to run for Mayor in London.

"What's the subscription price of your new paper?" "Two dollars a year." "Is it intended for any particular class of readers?" "Yes; it's for those who have two dollars."

According to the Dominion census there are in Canada 2,320 boot and shoe factories, employing 4,396 hands. It is too bad they cannot secure a pair of hands for each factory.—Toronto Globe.

The best way to ascertain whether coffee has been adulterated or not is to pour cold water on it. If pure it will color the water very slightly; if mixed with chicory the water will take a brownish hue.—Ex.

+ Fresh eggs are selling in Vancouver at \$1 per dozen. Dealers claim that the Calgary eggs sold in large quantities here taste of the sage brush the hens feed upon. In spite of the price of eggs, very few engage in chicken business.—Ex.

Capt. W. J. Sanderson, who had charge of the Agricultural building at Chicago, is authority for the statement that over \$10,000 worth of beverages has been destroyed in that building since the cold weather set in. Bottles burst over the entire building in a continuous fusillade.

At a general meeting of the Commercial Travelers' Mutual Benefit Society the following members were elected on the Board of Management:—Thos. Dunnet, president; Robert Cream, vice-president; Warring Kennedy, treasurer; trustees, J. M. Bayne, Joseph Taylor, W. B. Dack, Henry Goodman, R. L. Patterson, Joseph Bonnick, J. A. Ross, H. Lamont, L. R. Wickett.

These are the officers of the St. John, N. B., Board of Trade for the ensuing year:—W. Frank Hatheway, president; W. S. Fisher, vice-president; Ira Cornwall, secretary-treasurer; T. S. Sims, R. Cruikshank, Wm. M. Jarvis, W. H. Thorne, John White, D. W. Merritt, C. A. Everett, John McMillan, George Robertson, Thomas Gormau, F. W. Daniel, T. H. Hall, R. C. Rankine, George Waring, and Ward C. Pitfield, members of council.

E. McCarthy of the firm of E. McCarthy & Co. of Regina was in the city yesterday, on business connected with the burning out of their establishment in the recent big blaze at Regina. Mr. McCarthy says that the insurance on his firm's premises has not yet been paid. The building cost \$2,700, and was insured for \$1,200, while the stock was

worth \$11,150, and was only partially insured. Mr. McCarthy had an interview with the several agents here of the several fire insurance companies interested, and believes that a satisfactory settlement will be made, Free Press, Winnipeg.

We remember, says B. C. Commercial Journal, having read of a sign placed over a little cottage in a little hamlet in the Motherland which read somewhat as follows:—

"Bibles and Bacon,
Testaments and Treacle,
Godly Books and Gimlets
Sold here."

A cable from London, England, says: The arrivals of apples from Canada are utterly insufficient to meet the Christmas demand. Most of those that arrived last week were from Canada, and, as a result, there was keen competition, prices advancing from three to four shillings per barrel. This advance will, in all probability, be maintained for this week's arrival.

Mr. John Cameron, representing the J. B. McLean Publishing Co., Toronto, was in town recently looking after the interests of that company, who are the proprietors of no less than five papers, THE GROCER, THE DRY GOODS, HARDWARE, BOOKS AND NOTIONS, and THE PRINTER AND PUBLISHER. These are lively, creditable publications, and judging from appearances must be doing well for the publishers. Mr. Cameron has secured a long list of subscribers in this county.—Berlin News.

Robert Bowie, Brockville, J. M. Lottridge, of Hamilton, and Auguste Bolte, Toronto, representing the interests of the brewers of the Dominion, had an interview with Hon. G. W. Foster and Sir John Thompson last week. It is said that the delegation desired a reduction of the duty on malt. They argue that there is not enough profit in the business, and that they cannot charge the retail trade any more because the latter are unable to get more than five cents per glass for beer. In this way the brewers say that the malt duty is altogether a burden on the brewers, and cannot be properly distributed over the trade.



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



**McALPIN
TOBACCO
Co.**

**Manufacturers,
TORONTO.**

TECUMSEH

. FANCY .

CHEWING

TOBACCOS

We are packing a quantity of Tecumseh in 2 lb. Boxes, so that each consumer may procure an original package of tobacco; clean, sweet, and just as it is when it leaves our factory.

Every town in Canada has its "Nabob" chewers, who will buy and appreciate a strictly choice Tobacco put up in this way.

Order a few packages and we will guarantee satisfaction.

SEE "PRICES CURRENT" for our Tecumseh, Beaver, and other brands.

Christmas Fruits.

ELEME FIGS, 10 lb. boxes.

HALLOWEE DATES.

MALAGA RAISINS.

New French, Marbot and Grenoble Walnuts.

SEND FOR QUOTATIONS.

DAVIDSON & HAY,

36 Yonge Street, TORONTO

Ireland's

Desiccated

Rolled

Wheat

3LB. PACKAGES.

1 DOZ. PER CASE.

OF EXCELLENT QUALITY

IN ATTRACTIVE PACKAGES.

IT SELLS ITSELF.

The Finest Breakfast Cereal Food in the World. Many competitors but not an equal.

It's saying a great deal, but it's the truth. Write us for particulars.

The Ireland National Food Co. Ltd., Toronto, Can.

OPERATING The LARGEST and MOST COMPLETE BREAKFAST CEREAL FOOD MILLS in the Dominion

Our Patrons

Will understand that as usual we will meet them liberally in sorting for Xmas trade in what they may run short and order by express.

THE

SNOW DRIFT CO.

BRANTFORD

BROOMS BRUSHES

WOODEN WARE WILLOW WARE

Grocers' Sundries

Walter Woods & Co., Hamilton.

X. L. C. R. SOAP

\$2.25 per 1/2 Gross. For cleaning Silver, Nickel Steel, and Household Utensils generally.

Has no equal in the market.

L. E. LAWSON,

The College Grounds, Adelaide St. West,
TORONTO, ONT.

The Hilliard House

RAT PORTAGE, ONT.

Strictly first-class. The favorite commercial house along the line of C. P. R.

LOUIS HILLIARD, Prop.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

REV. R. J. MCKILL is the name of a Simcoe, Ont., grocer who has just assigned for the benefit of his creditors.

J. T. Crosby, boots and shoes, Vancouver, B.C., has assigned.

Tees, Bonham & Co., Standard Tea and Coffee Co., have assigned.

James T. Hurley, boots and shoes, St. John, N.B., has suspended.

W. H. Webster, grocer, Waterford, has assigned to W. B. Wilkinson.

Ganong & Wilson, general merchants, St. Stephen, N.B., have assigned.

J. W. Ross, general merchant, Chatsworth and Sundridge, has assigned.

Wilfred Lavail, cigars, Ottawa, is offering to compromise at 20c. on the dollar cash.

T. Geoffrin, manufacturer of boots and shoes, Montreal, has obtained an extension.

These are among the assignments announced in the Province of Quebec:— Moore & Co., general merchants, Windsor Mills; Arsene Crepeau, general merchant, Wotten.

PARTNERSHIPS FORMED AND DISSOLVED.

Wilson & Graham, drugs, Bothwell, have dissolved.

Langlois & Duval, manufacturers washing preparation, Montreal, have dissolved.

John L. Cassidy & Co., wholesale crockery, Montreal, is applying for a charter of incorporation.

Ames, Holden & Co., wholesale shoes and rubbers, Montreal, have dissolved. J. C. Holden is registered proprietor; firm name unchanged.

W. H. McLean and Allan McL. Evans have registered a partnership to carry on business as general merchants, Stellarton, N.S., under the firm name of McLean & Evans.

A. M. Archambault, L. J. Cartier and O. Bonin have registered a partnership to carry on business as butter and cheese manufacturers at St. Antoine, Que., under the style of Cartier, Archambault & Bonin.

A co-partnership has been registered in St. John, N.B., by J. F. and G. Welmore Merrett, general partners, and W. W. Turnbull, special partner, to carry on business under the firm name of Merrett & Co., wholesale grocers.

A co-partnership has been registered at New Glasgow, N.S., by James D. and Peter A. McGregor, Robert Murray and T. E. Conrod, to carry on business as wholesale grocers under the style of R. McGregor & Sons.

SALES MADE OR PENDING.

The general stock of James Heamen, general merchant, Alexander, Man., is advertised for sale by auction.

The general stock of Whitehead & Stewart, general merchants, Neepawa, Man., has

been sold at 64½c. on the dollar to Davidson & Co.

The boot and shoe and men's furnishing stock of W. Jenkins & Son, Petrolea, has been sold. The price was 56c. on the dollar, and George Howard was the purchaser.

CHANGES.

The general business of E. P. Archbald, Little Grace Bay, has been transferred to F. W. W. Archbald.

The grocery stock of John Moule, London, has been sold to H. Macklin for 60c. on the dollar by J. W. Jones.

John C. Nelson, who has been in the Northwest for some months, has disposed of his business here to his sisters, who will continue it under the firm name L. B. Nelson & Co. Mr. Nelson has purchased a boot and shoe business in Woodstock.— Free Press, Acton.

FIRES.

G. Brasher, general merchant, and C. Thompson, drugs, Tilsonburg, have been partially burned out.

DEATHS.

G. Wilson, one of the oldest merchants in

Notre Dame street, Montreal, dropped dead the other day.

S. W. Andrews, grocer, Coaticook, Que., is dead.

The C. P. R. salt well at Windsor is now turning out about 600 barrels of salt per day.

A first consignment of hops from the Okanagan country has just been forwarded to England.

Geo. Westland has entered into partnership with Thos. Steed in the pork-packing industry at Ridgtown.

At the Peterboro' cheese board during the past season 43,723 boxes, aggregating 2,841,996 pounds of cheese, were sold for \$272,286, while 3,000 boxes, 195,000 pounds, were sold off board for \$20,000.

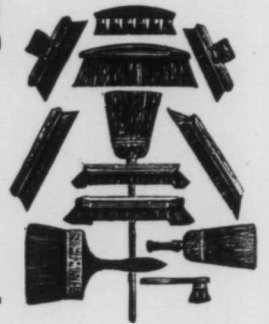
Hungry burglars broke into McCabe's grocery store, Palmerston, the other night last and helped themselves to a large quantity of biscuits and salmon. The night marauders broke open the till but decided to leave the few coppers, the silver and bills being in a safer place.

BRUSHES, WHISKS, BROOMS

We are continually improving in these lines. It will be to your interest to examine our offerings. Our new Broom is a common sense article and sells readily.

Write for Prices.

The Windsor Patent Brush Co. Ltd.
SANDWICH, ONT.



THE BEST IS THE CHEAPEST

USE.

MORSES
BEST
SOAP

MFG'D ONLY BY
JOHN TAYLOR & Co.
Toronto

PRITHEE PRETTY MAIDEN, PRITHEE TELL ME WHY
ON WASHING DAY SO LAUGHING SHINES THINE EYE?
"MY SECRET GENTLE READER MOST EASILY IS GUESSED,
THE ONLY SOAP I USE, IS "MORSES BEST."

THE "MOST POPULAR" BLACK LEAD



By Royal Warrant Manufacturers to Her Majesty the Queen.

NIXEY'S LEAD

THE "MOST REMARKABLE" POLISH

For KNIVES, FORKS, BRASS and STEEL WORK, Etc., Etc. Won't Wear the Blades like others.



6d. and 1s. Tins.

NIXEY'S

"CERVUS" KNIFE POLISH.

OF ALL STOREKEEPERS EVERYWHERE. Wholesale: W. G. NIXEY, London, England.

Canadian Representatives

Mr W. Matthews, 7 Richmond St. East, Toronto.
Mr. Chas. Gyde, 33 St. Nicholas St., Montreal.

HUNTER & CO.

24 FRONT ST. EAST,

Toronto and Western Agents for

CHRIST'ER JAMES & CO., London, Eng.

PICKLES SAUCES, JAMS AND MARMALADES
Ask your wholesaler for them.

HONEY

Well Ripened Alsike Clover Honey, in 60 and 65 pound cans, at 6½ cts. per pound.

Also. Buckwheat Honey at 5 cts.

Samples by mail.

R. F. WHITESIDE, Little Britain, Ont.

HOLIDAY EDITION

Harry Harman's School of
Window Dressing & Decorating

A MONTHLY PUBLICATION.

Special Xmas display for Grocers and all lines of business. 25c. (no stamps) Canadian currency accepted.

1204 Women's Temple, Chicago.

YOU LOSE
MORE
THAN WE DO
BY NOT
ADVERTISING
IN THIS
JOURNAL



STERLING

SOAP

BEST AND GOES FARTHEST.

Manufactured by

F. W. HUDSON & CO.,
Agents, TORONTO.

Wm. Logan
ST. JOHN, N.B.

Slee, Slee & Co.

makers of



ESTD

1812.

pure malt vinegar.

London, England.

Batty & Co have for half a century used
Slee, Slee & Co's pure malt vinegar in making
their genuine pickles, & sauces.



ESTABLISHED 8 YEARS

The "Monsoon" Brands

CONSIST OF THE FOLLOWING:

INDIAN.

1. Finest Assam Pekoe
2. Assam Broken Pekoe
3. Assam Pekoe Souchong

CEYLONS.

4. Finest Ceylon Pekoe
5. Ceylon Broken Pekoe
6. Ceylon P. Souchong

In Cases of 60 1-lb., 120 ½-lb. or 12 5-lb. packets. Cases can be assorted Indians and Ceylons.

The Above Brands Give Universal Satisfaction and Suit all Tastes.

We carry the largest and best assorted stock of Indian Teas in Canada. Write for samples and you will be satisfied of the values you can give.

STEEL, HAYTER & CO., Growers,

11 and 13 Front St., Toronto.

CHRIST^{TR} JAMES & CO., LONDON, ENGLAND.

MAKERS OF THE LEADING

Pickles, Marmalade, Sauces

Are you to be one of the few not yet stocked with these PICKLES at \$2.40 per dozen?

You do not know how many customers not seeing them in your store go to your neighbor who has them. If your jobber has not got them write to

M. F. EAGAR, General Agent, HALIFAX, N. S.

YOU WILL FIND

Boeckh's Brushes & Brooms

In almost every town from OCEAN to OCEAN. They are sold in all first-class stores, as goods bearing this brand are always reliable and as represented.

CHAS. BOECKH & SONS, Manufacturers,
TORONTO.

LION "L" BRAND

MICHEL LEFEBVRE & CO., Montreal & Toronto.
Beet Sugar Factory at Berthierville, P. Q.REGISTERED
TRADE
MARK.

PURE GOODS.

JAMS,
JELLIES,
VINEGARS,
PICKLES.The largest
factory of the
kind in the Do-
minion.DIPLOMA
AND MEDAL
Toronto Exhi-
bition, 1893.

SINCE WE ARE IN BUSINESS, OVER FIFTY YEARS

We have never been scared by competition. Our aim has always been to give entire satisfaction to our customers by selling them all goods as represented and at very lowest prices. When quoting goods in Montreal and Toronto papers, on same date, our customers and the trade generally, will find our prices to be the same.

L. CHAPUT, FILS & CIE,

Established 1842

Wholesale Grocers - MONTREAL

SOME PEOPLE BOAST OF THEIR

Imported Pickles and Jams

But if you want a first-class
article for less money, try
T. HOSKIN, 535-537 King St. West .. TORONTO

LAWSON BROS. Manufacturers

Rolled Oats, Rolled Wheat, Flake Peas,
Flake Hominy, Flake Barley, Wheatlets,
Etc. Put up in bulk, boxes, barrels, and
packages.

The Best Goods in the Dominion.

The College Grounds,
Adelaide St. West, Toronto, Ont.

GEO. ROSSITER,

Brush Manufacturer,

10 to 14 Pape Avenue, TORONTO

Machine Brushes Made to Order

SEND FOR PRICE LISTS

To all **DRINKERS**
OF —



A Merry Christmas

IS ASSURED.

ROSE & LAFLAMME,

Eastern Agents,
MONTREAL.

Do You Sell —
BROOMS ?

We make the best. Our Brands are all Sellers.

-: THE QUEEN BROOM :-

Is the favorite, and has the largest sale of any Broom made in Canada.

.. THEY GIVE SATISFACTION ..

Taylor, Scott & Co.
TORONTO.

PLEASE REMEMBER IN

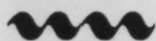
SWEET HOME SOAP



YOU GET BEST VALUE FOR YOUR MONEY.



Retails for **"only five cents a cake."** A high grade, attractive and fast selling soap, competes with any of the high-priced soaps.



LONDON SOAP GO.,

LONDON, ONT.

"Jersey Brand"
Condensed Milk



It is guaranteed Pure and Unskimmed.

An excellent Food for Infants

Buy only the **Jersey Brand** for all purposes. Sold by Grocers. Outfitters and others.

— MANUFACTURED BY —

FORREST CANNING CO.,

HALIFAX, N. S.

F. W. HUDSON & CO., Agents, Toronto.

Another Christmas is at hand ❖ ❖

And as is our custom, we desire, through the medium of the CANADIAN GROCER, to thank our many friends for their liberal support during the present year. We have every reason to be thankful for the immense trade we have done, and with every attention on our part to those who favor us with orders in the future, we hope to be able, yet another year, to be in a position to repeat our thanks. We have done our very best to please you and to retain your confidence and support.

That the year 1894 may be one of prosperity and happiness for all the people of our land, and especially of those with whom we have had such pleasant business relations, is our earnest wish.

Yours very truly,

Toronto Biscuit & Confectionery Co., 7 Front St. East, Toronto

HENRY C. FORTIER.

CHARLES J. PETER.

Prices current, continued—

EXTRACTS.

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

FLUID BEEF.

JOHNSTON'S, MONTREAL.	
Cases, No. 1, 2 oz tins	per doz \$2 75
" " " " " 4 oz tins	5 00
" " " " " 8 oz tins	8 00
" " " " " 1 lb tins	12 60
" " " " " 2 lb tins	25 00

FRUITS.

FOREIGN.	c. per lb
Currants, Provincial, bbls.	4 1/2
" " " " " 4 bbls	4 1/2
" " " " " 4 bbls	4 1/2
Currants, Patras, bbls.	5 1/2
" " " " " 4 bbls	5 1/2
" " " " " cases	6 1/2
" " " " " Vostizzas, cases	7 1/2
" " " " " 5-crown Excelsior (cases)	8 1/2
" " " " " 4 case	8 1/2
" " " " " Panarita (finer than Vos.)	9 1/2
Dates, Persian, boxes	10 1/2
Figs, Elemes, 14oz., per box	10 1/2
Gold medal washed Turkey, bgs abt 6lbs, finest grade grown	10 1/2
Prunes, Bosnia, casks	5 1/2
" " " " " Bordeaux	5 1/2
Raisins, Valencia, off-stalk	4 1/2
Selected	5 1/2
Layers	6 1/2
Raisins, Sultanas	6 1/2
" " " " " Eleme	6 1/2
" " " " " Malaga	2 25
London layers	1 60
Loose muscatels, Califor	2 00
Imperial cabinets	3 25
Connoisseur clusters	3 50
Extra dessert	3 50
Loyal clusters	3 50
Fancy Vega boxes	3 40
Black baskets	3 50
Blue	3 50
Fine Dehesas	3 00
Lemons	2 75
Oranges, Jamaica	4 50
" " " " " Valencias	3 00
" " " " " Floridas	3 50
DOMESTIC	
Apples, Dried, per lb.	6 1/2
do Evaporated	10 1/2
FISH.	
Oysters, per gallon	\$1 25
" " " " " select, per gallon	1 75
Pike	0 06
White fish	0 07
Salmon Trout	0 07
Lake herring	2 00
Pickled and Salt Fish:	
Labrador herring, p. bbl	5 00
Salmon trout, per bbl	6 00
White Fish, 1/2 bbl	5 00
Smoked Fish:	
Finnan Haddies, per lb	0 06 1/2
Bloaters	1 00
Digby herring	0 12
Sea Fish: Haddock per lb	0 05
Cod	0 05
B.C. salmon	0 13
Frozen Sea Herrings	2 65



FOOD—BREAKFAST.

PETTIJOHN'S
Per case, 3 doz. 2 lb pkg in case \$4 40
Freight allowed on 5-case lots.

FOOD—NATIONAL.



Cases contain 1 doz packages

Dessicated Wheat	per case	2 25
" " " " " Rolled Oats	2 25	
" " " " " Rolled Wheat	2 00	
Snowflake Barley	2 25	
Buckwheat Flour, S.B.	2 25	
Breakfast Hominy	2 00	
Prepared Pea Flour	2 00	
Farinose or Germ Meal	2 35	
Pearl Barley (xxx)	1 40	
Farina	1 40	
Gluten Flour	3 00	
Gluten Biscuits	per lb 12 1/2	
Whole Wheat Flour	3	

FOOD

ROBINSON'S BARLEY AND GROATS.		
Patent barley, 1/2 lb. tins	per doz,	\$1 25
" " " " " 1 lb. tins	2 25	
Patent groats, 1/2 lb. tins	1 25	
" " " " " 1 lb. tins	2 25	

GRAIN.

Wheat, White	0 57
" " " " " Red Winter	0 57
" " " " " Goose	0 54
Wheat, Spring, No 2	0 57
" " " " " Man Hard No 1	0 72
" " " " " No 2	0 70
" " " " " No 3	0 66
Oats, No 2, per 34 lbs	25 1/2
Barley, No 1, per 48 lbs	40 1/2
" " " " " No 2	40 1/2
" " " " " No 3	51
Peas	51
Corn	51

HAY & STRAW.

Hay, Pressed, "on track	0 00
Straw Pressed, " " " "	0 00

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto		
50 to 60 dy basis	2 30	
40 dy	2 35	
30 dy	2 40	
20, 18 and 16 dy	2 45	
10 dy	2 50	
8 and 9 dy	2 55	
6 and 7 dy	2 70	
5 dy	2 90	
4 dy A P	2 90	

3 dy A P	3 30
4 dy C P	2 80
3 dy C P	3 90

HORSE NAILS:

Canadian, dis. 65 to 70

HORSE SHOES:

From Toronto, per keg .. 3 65

SCREWS: Wood—

Flat head iron 77 1/2 p.c. dis

Round " " 72 1/2 p.c. dis.

Flat head brass 75 p.c. dis

Round head brass 70 p.c.

WINDOW GLASS: [To find out what

break any required size of pane comes

under, add its length and breadth to-

gether. Thus in a 7x9 pane the

length and breadth come to 16

inches; which shows it to be a first-

break glass, i.e., not over 25 inches in

the sum of its length and breadth.]

1st break (25 in and under) .. 1 25

2nd " (36 to 40 inches) .. 1 40

3rd " (41 to 50 ") .. 3 10

4th " (51 to 60 ") .. 3 40

5th " (61 to 70 ") .. 3 70

ROPE: Manila .. 0 11 1/2

Sisal .. 0 09 1/2

New Zealand .. 0 08 1/2

AXES: Per box, \$6 to \$12.

SHOT: Canadian, dis. 12 1/2 per cent.

HINGES: Heavy T and strap .. 04 1/2

" " " " " Screw, hook & strap. 03 1/2

WHITE LEAD: Pure Ass'n guarantee

ground in oil.

25 lb. irons .. per lb .. 5

No. 1 .. " .. 4 1/2

No. 2 .. " .. 4 1/2

No. 3 .. " .. 4 1/2

TURPENTINE Selected packages, per

gal .. 0 44

LINSEED OIL per gal, raw 0 60

Boiled, per gal .. 0 63

GLUE: Common, per lb .. 0 10

INDURATED FIBRE WARE.

1/2 pall, 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

Fibre Butter Tubs (30 lbs) .. 4 50

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 .. 3 25

" " " " " round .. 3 50

Handy dish .. 3 50

Water Closet Tanks .. 18 00

JAMS AND JELLIES.

DELHI CANNING CO

Jams assorted, extra fine, 1's .. 2 25

Jellies, extra fine 1's .. 2 25

TORONTO BISCUIT & CONFECTIONERY CO

Per lb

Jams, absolutely pure—apple .. \$0 06

Family .. 0 07

Black and Red currant, Rasp-

berry, Strawberry, Peach

and Gooseberry per lb .. 0 12

Plum .. 0 10

Jellies—pure—all kinds .. 0 10

These goods are put up in

glass jars and in 5, and 10

lb. tins and 28 lb. pails.

Marmalade—orange .. 0 12

SOUTHWELL'S GOODS

per doz.

Clear jelly marmalades .. \$2 40

Whole fruit jams .. 2 40

Other .. 2 10

Black currant jelly .. 3 20

Red .. 3 20

All the above in 1 lb. clear glass pots

LICORICE.

YOUNG & SMYLLIE'S LIST.

5 lb boxes, wood or paper, per lb 0 40

Fancy bxs. (36 or 50 sticks), per

box .. 1 25

" " " " " Ringed" 5 lb boxes, per lb .. 0 40

" " " " " Acme" Pellets, 5 lb cans, per

can .. 2 00

" " " " " Acme" Pellets, Fancy boxes

(30s) per box .. 1 50

" " " " " Acme" Pellets, Fancy paper

boxes, per box (40s) .. 1 25

Tar Licorice and Tolu Wafers, 5

lb cans per can .. 2 00

Licorice Lozenges, 5 lb glass

jars .. 1 75

Licorice Lozenges 5 lb cans .. 1 50

Purity" Licorice, 200 sticks .. 1 45

Imitation Calabria, 5 lb bxs

p lb .. 0 25

MINCE MEAT.

Condensed, per gross, net .. \$12 40

MUSTARD.

KEEN'S.

Square tins— per lb

D.S.F., 1 lb. tins .. \$0 40

" " " " " 1/2 lb. tins .. 0 40

" " " " " 1/4 lb. tins .. 0 44

Round tins—

F.D. 1/2 lb. tins .. 0 25

" " " " " 1 lb. tins .. 0 27 1/2

" " " " " 4 lb. jars, per jar .. 0 75

" " " " " 1 lb. jars, per jar .. 0 25

" " " " " 4 lb. tins, decorated, pr. tin 0 80

CHEERRY'S IRISH

Pure in 1 lb. tins .. 0 40

Pure in 1/2 lb. tins .. 0 42

Pure in 1/4 lb. tins .. 0 44

NUTS.

per lb

Almonds, Ivica .. 12 1/2

" " " " " Tarragona .. 12 1/2

" " " " " Fornigetta .. 9 10

Almonds, Shelled Valencias 27 30

" " " " " Jordan .. 40 45

" " " " " Canary .. 26 27

Brazil .. 12 1/2

Cocoanuts, per 100 .. \$4 50

Filberts, Sicily .. 9 10

Pecans .. 13 1/2

Peanuts, roasted .. 11 1/2

" " " " " green .. 8 10

Walnuts, Grenoble .. 13 1/2

" " " " " Bordeaux .. 11 1/2

" " " " " Naples, cases .. 11 1/2

" " " " " Marbots .. 11 1/2

PETROLEUM.

5 to 10 bbl lots, Toronto. Imp. gal

Canadian .. 0 12 1/2

Carbon Safety .. 0 16 1/2

Canadian Water White .. 0 17

Amer'n Water White .. 0 19

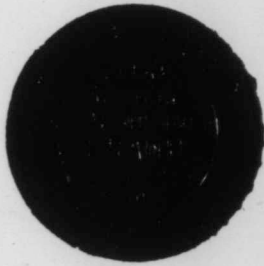
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(For prices at Petrolia see Marke

Report.)

BEST

VALUE..
EVER...
OFFERED



OUR..... SPECIAL JAVA... BLEND..

TRY IT, YOU'LL LIKE IT.

PURE GOLD MANFG. CO.

TORONTO.

Prices current, continued.

PICKLES, SAUCES, SOUPS.

Wright & Copp, Agents, Toronto.

Snider's Tomato Catsup.....	per doz	5 50
" " " " " "	pts	3 50
" " " " " "	1/4 pts	2 00
" Chili Sauce.....	pts	4 50
" " " " " "	1/4 pts	3 25

Snider's Soups (in 3 lb cans).

Tomato.....	3 50
Chicken, Mock Turtle, Cream of Pea, Cream of Asparagus, Cream of Celery, Cream of Corn, Oxtail.....	4 50
Chicken Gumbo, Mulligatawny, Mutton Broth, Beef, Vegetable, Printanier, Julienne, Vermicelli, Noodle.....	4 25
Assorted-Consomme, Bouillon, Pea.....	4 00

Worcester Sauce, 1/2 pts..	\$3 60	\$3 75
" " " " " "	6 25	6 50
Pickles, all kinds, pints.....	3 25	
" " " " " "	6 00	
Harvey Sauce-genuine-hlf. pts	3 25	
Mushroom Catsup " "	2 25	
Anchovy Sauce " "	3 25	

PRODUCE.

Butter, creamery, tubs.	\$0 24	\$0 26
" dairy, tubs, choice	0 20	0 22
" " " " " "	0 17	0 19
" " " " " "	0 15	0 16
Butter, pound rolls.....	0 24	0 25
" " " " " "	0 19	0 20
" " " " " "	0 17	0 19
Cheese.....	0 10	0 11 1/2
Eggs, fresh, per doz.....	0 17 1/2	0 18
" " " " " "	0 15 1/2	0 16
Beans.....	1 25	1 50
Onions, per bag.....	1 00	0 00
Potatoes, per bag.....	50	0 60
Hops, 1883 crop.....	0 12	0 13
" " " " " "	0 18	0 20
Honey, extracted.....	0 05	0 08
" " " " " "	0 14	0 15

PROVISIONS.

Bacon, long clear, p lb	0 09 1/2	0 09 1/2
Pork, shortcut, p. bbl.	18 00	18 50

Hams, smoked, per lb...	0 12	0 12 1/2
" " " " " "	0 11	0 11
Bellies.....	0 12 1/2	0 13
Rolls.....	0 09 1/2	0 10
Backs.....	0 11	0 11 1/2
Lard, pure, per lb.....	0 10	0 11 1/2
Compound.....	0 08 1/2	0 08 1/2
Tallow, refined, per lb.....	0 05	0 05 1/2
" " " " " "	0 02	0 02

RICE, ETC.

Rice, Aracan.....	3 1/2	\$ 3 65
" Patna.....	4 1/2	
" Japan.....	5	
" Imperial Secta.....	5 1/2	
" extra Burmah.....	3 1/2	4
" Java extra.....	6 1/2	6 1/2
" Genuine Carolina.....	9 1/2	10
Grand Duke.....	6 1/2	6 1/2
Sago.....	4 1/2	5 1/2
Tapioca.....	4 1/2	5 1/2
Goathead (finest imported).....	6 1/2	6 1/2
Crystal, 25 lb sacks.....	\$1 35	
" " " " " "	50 "	2 60

SAPOLIO.

In 1/2 for grs. boxes, per gross.....	\$11 30
---------------------------------------	---------

ROOT BEER.

Hire's (Liquid) per doz.....	\$3 25
------------------------------	--------

SPICES.

GROUND		Per lb.
Pepper, black, pure.....	\$0 14	\$0 16
" " " " " "	10	15
" " " " " "	20	28
" " " " " "	20	25
Ginger, Jamaica, pure.....	25	27
" " " " " "	16	18
" " " " " "	18	25
Jassia, fine to pure.....	14	25
Cloves, " " " " " "	13	15
Allspice, choice to pure.....	30	35
Cayenne, " " " " " "	75	1 30
Nutmegs, " " " " " "	1 00	1 25
Mace, " " " " " "	30	35
Mixed Spice, choice to pure.....	25	32
Cream of Tartar, fine to pure.....	25	32

KEEN'S MIXED

1 oz. tins, 2 lb boxes, per box.....	1 00
--------------------------------------	------

STARCH.

BRITISH AMERICA STARCH CO

1st Quality White Laundry—	
3 lb. cartoons, boxes, 36 lbs.....	5 1/2
Ditto.....brls., 175 ".....	5
Ditto.....kegs, 100 ".....	5

Canada Laundry, boxes, 40 lbs.....	4 1/2
Brantford Gloss—	
1 lb. fancy boxes, cases, 36 lbs.....	7 1/2
Lily White Gloss, kegs, 100 lbs.....	6 1/2
1 lb. fancy cartoons, cases, 36 lbs.....	7
6 lb. draw-lid bxs, 8 in c'te, 48 lbs.....	7
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases, 28 lbs.....	9
No. 1 Pure Prepared Corn—	
1 lb. packages, boxes, 40 lbs.....	7 1/2
Challenge Prepared Corn—	
1 lb. package, boxes, 40 lbs.....	7

KINGSFORDS OSWEGO STARCH.

Pure Starch—	
40-lb boxes, 1, 2 and 4 lb pack'g's	36-lb " 3 lb. packages.....
12-lb " " " " " "	8 1/2
38 to 45-lb boxes.....	8
Silver Gloss Starch—Less trade dis.	
40-lb boxes, 1, 2 and 4 lb. pack'g's	9
40-lb " " " " " "	9 1/2
40-lb " " " " " "	10
40-lb " " " " " "	9 1/2
6-lb " " " " " "	9 1/2
38 to 45 lb boxes.....	9
Oswego Corn Starch—for Puddings, Custards, etc.—	
40-lb boxes, 1 lb packages.....	8 1/2
20-lb " " " " " "	8 1/2

ST. LAWRENCE STARCH CO'S

Culinary Starches—	
St. Lawrence corn starch.....	7 1/2
Durham corn starch.....	7
Laundry Starches—	
No. 1, White, 4 lb. Cartons.....	5 1/2
" " " " " "	5
" " " " " "	5
Canada Laundry.....	4 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers.....	7
Ivory Gloss, fancy picture, 1 lb packs.....	7
Patent Starch, fancy picture, 1 lb. cartons.....	7 1/2
Ivoryine Starch in cases of 40 packages.....	\$3 00

SUGAR.

Granulated.....	c. per lb	4 1/2	4.65
Paris Lump, bbls and 100 lb. bxs	5 1/2	6	
" " " " " "	5 1/2	6	
Extra Ground, bbls	5 1/2	5 1/2	
" " " " " "	5 1/2	5 1/2	
" " " " " "	5 1/2	5 1/2	

Powdered, bbls.....	4 1/2	5
" " " " " "	4 1/2	5
Extra bright refined.....	4 1/2	4 1/2
Bright Yellow.....	4 1/2	4 1/2
Medium ".....	3 1/2	4
Brown.....	3 1/2	3 1/2
Dark yellow.....	3 1/2	3 1/2
Raw, brl.....	3 1/2	3 1/2

SALT.

Bbl salt, car lots.....	0 90
Coarse, car lots, F.O.B.....	0 60
" " " " " "	0 75
Dairy, car lots, F.O.B.....	1 25
" " " " " "	1 50
Common, fine car lots.....	0 38
" " " " " "	0 70
Rock salt, per ton.....	10 00
Liverpool coarse.....	0 75
" " " " " "	0 80

SYRUPS AND MOLASSES.

SYRUPS.		Per lb.
D.....	bbls.	1/2 bbls
M.....	2 1/2	2 1/2
B.....	2 1/2	3 1/2
V.B.....	2 1/2	3
E.V.B.....	2 1/2	2 1/2
E. Superior.....	2 1/2	2 1/2
XX.....	2 1/2	2 1/2
XXX.....	2 1/2	3
Crown.....	3	3 1/2

MOLASSES.

Trinidad, in puncheons.....	0 32	0 35
" " " " " "	0 36	0 37
" " " " " "	0 40	0 40
New Orleans, in bbls.....	0 30	0 52
Porto Rico, hdds.....	0 38	0 40
" " " " " "	0 42	0 44
" " " " " "	0 44	0 46

SOAP.

Ivory Bar, 1 lb. bars.....	per lb	6
Do. 2, 6-16 and 3 lb bars	"	5 1/2
Primrose, 12 oz. cake, per doz.....	48	



MORSE'S

Per box	
In f box lots	
100 bars	5 25
60 bars	3 25
Chicago	
Water	
Electric	2 50

E. BROWN & SON'S, 7 Garrick St., London, England, and 26 Rue Bergere, Paris.

BOOT PREPARATIONS
SOLD EVERYWHERE.



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



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



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



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

Messrs. SALOMON & PHILLIPS, 33 Spruce St., New York, Sole agents for Canada and U.S.A

MUNN'S BONELESS CODFISH.

NEW ARRIVALS.

Send in your orders. Full stock on hand of Assorted Boxes, 5 lb., 10 lb., 20 lb. and 40 lb. boxes; also

SKINLESS CODFISH in 100 lb. Cases.

The Munn Brand, after a most severe test, gained the only medal awarded at the World's Fair this summer, which speaks highly for the merits of this article.

Stewart Munn & Co., MONTREAL.

J. HUNTER WHITE

Manufacturers' Agent, Broker and Commission Merchant
Dealer in all kinds of produce, fruits, etc. Also purchasing and forwarding agent. Consignments solicited. Personal attention given to correspondence. References by permission: The Bank of New Brunswick Messrs. Turnbull & Co., Geo. Robertson, Esq., President Board of Trade.
61 Dock St., ST. JOHN, N. B.

WILLIAM ARCHER, Carpenter and Store Fitter
VALUATOR,

STORE, OFFICE AND SHOW ROOM FITTER.
All classes of Store Fittings, Exhibition Cases, Show Cases, etc., from the Cheapest to the Most Elaborate, made well, quick, and at Reasonable Charges. Alterations, Repairs. Estimates Free. Post cards promptly attended to.
114 SPADINA AVENUE, Toronto.
Cor. of Adelaide St.,

The British Columbia Commercial Journal

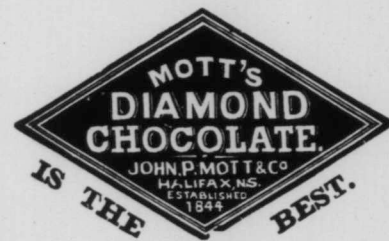
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The Commercial Journal is devoted to the Lumbering, Mining, Shipping, Commercial and Industrial Interests of British Columbia. It is found on the counter in nearly every retail store in the Province. To reach the retailer you must advertise in The Commercial Journal.

SUBSCRIPTION \$2.00 PER YEAR.

Advertising Rates made known on Application.

77 JOHNSON ST., VICTORIA, B.C.



ASK FOR

MOTT'S

Young & Smylie's Licorice Leads.

The increasing consumption of Pure Licorice in the Dominion, proves that a good thing is always quickly recognized. Don't forget Y. & S. when getting your Fall supplies.

SEE QUOTATIONS.

TODHUNTER, MITCHELL & CO.,

— DIRECT IMPORTERS OF —

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

80 00
29 00
7 00
1 00
15 00
MON-
12 M.
\$7 50
6 25
5 75
4 25
4 00
3 75
3 85
10 50
er lb
75
70
62
78
83
83
1 15
88
88
88
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88
88
88
88
88
55 1/4
51
51
74
12 doz
\$1 70
1 90
1 60
1 80
1 80
9 50
8 10
8 00
6 00
2 00
1 40
2 95
1 70
1 60
1 50
1 30
1 85
2 75
2 25
2 00
1 90
1 75
1 30
e case
1 75
3 50
3 70
4 20
5 10
3 10
3 10
12 doz
1 25
50 80
8 60

THE ST. LAWRENCE SUGAR REFINING CO'S
 GRANULATED,
 YELLOWS
 and SYRUPS
ARE PURE.

NO BLUEING Material whatsoever is used in the
 Manufacture of **OUR GRANULATED**

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

MANUFACTURERS OF REFINED SUGARS OF THE WELL-KNOWN BRAND

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the newest
 and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.
"Crown" Granulated, Special Brand, the finest which can be made
Extra Granulated, very Superior Quality.
"Cream" Sugars, (not dried.)
Yellow Sugars of all Grades and Standards.
Syrups of all Grades in Barrels and Half Barrels.
Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD,
an
advertisement
in the
**CONTRACT-
RECORD,**
TORONTO
will bring you
tenders from the
best contractors.

GROCERY BROKERS

**W. G. A. LAMBE & CO.,
TORONTO.**

AGENTS FOR
THE ST. LAWRENCE SUGAR REFINING CO.,

Highest Standard of Excellence

IN POINT OF

**FLAVOR, NUTRITION
and DIGESTIBILITY**

HAS BEEN ATTAINED BY



**JOHNSTON'S
FLUID BEEF.**



The public have a positive guaran-
tee that they are getting the best
possible form of concentrated
nourishment.

REFUSE ALL SUBSTITUTES.

CHARLES F. CLARK, EDW. F. RANDOLPH
PRESIDENT. TREASURER.

ESTABLISHED 1849.

**THE BRADSTREET
MERCANTILE AGENCY**

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

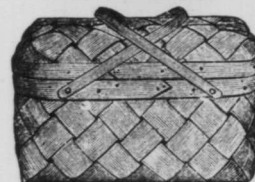
Offices in the principal cities of the United States
Canada, the European Continent, Australia and
in London, England.

The Bradstreet Company is the oldest and,
financially, the strongest organization of its
kind—working in one interest and under one
management—with wider ramifications, with
more capital invested in the business, and it
expends more money every year for the collec-
tion and dissemination of information than any
similar institution in the world.

TORONTO OFFICE **36 Front St. East and
27 Wellington St. East.**
THOS. C. IRVING, Superintendent.

**THE
Oakville Basket Co.,**

MANUFACTURERS OF



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

For sale by all Woodenware Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.

TRY THEM



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

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

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

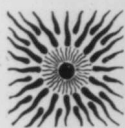
**ORDER
— IVORY BAR
SOAP**



**Crosse &
Blackwell**

CELEBRATED FOR

- Jams,**
- Pickles,**
- Sauces,**
- Potted Meats,**
- Table Delicacies.**



— SOLD BY —

All Grocers in Canada

5 and 10c. PLUGS.

THE CANADIAN GROCER

DERBY PLUG TOBACCO.

THE MOST DELICIOUS SAUCE
IN THE WORLD.

Yorkshire Relish.

ENRICHES HOT
JOINTS, STEWS, & BLENDS
ADMIRABLY WITH ALL GRAVIES.
DELICIOUS TO CHOPS,
STEAKS, & C.

SOLD
EVERYWHERE.

PROPRIETORS.

GOODALL, BACKHOUSE & CO.
LEEDS, ENGLAND.

C. H. BINKS & CO., Montreal, Agents for Canada.

ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT AND DERBY SMOKING TOBACCOS.

ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT AND DERBY SMOKING TOBACCOS.

Adorn Your Home

WITH A

"Pittsburgh" Lamp

Unparalleled as Holiday and Wedding
Presents.



ORNAMENTAL AS WELL AS USEFUL.

One "Pittsburgh" gives as much light as six other
lamps. It does not smoke and requires very little
cleaning. It is simply a "Joy forever" to all who
have one. Made in all sizes and styles of Banquet,
Hanging, Vase and Piano. Write for Primer.

Gowans, Kent & Co.

TORONTO AND
WINNIPEG.

Sole Agents for Canada.

Still a Favorite



Our Reliable Suspender has
sold largely ever since we intro-
duced it to the trade.

No Sewing to give out! No
button holes bursting! No pull-
ing apart in the back!

If you haven't seen it, send 50
cents for a sample pair.

We make a complete line of
Braces, Hose Supporters, Belts,
etc., and keep up to the times. A
specially fine line of Holiday
Braces.

C. N. VROOM, St. Stephen, New Brunswick.

OAKEY'S

'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for
Cleaning Cutlery.

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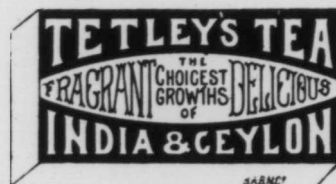
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