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# THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED  
WEEKLY  
\$200 PER YEAR

VOL. VII.

TORONTO, MAY 12, 1893.

No. 19

# COLMAN'S MUSTARD

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... HEADQUARTERS ...

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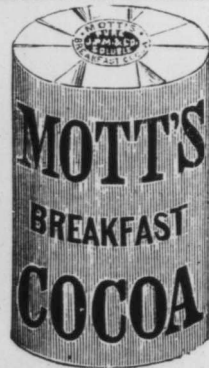
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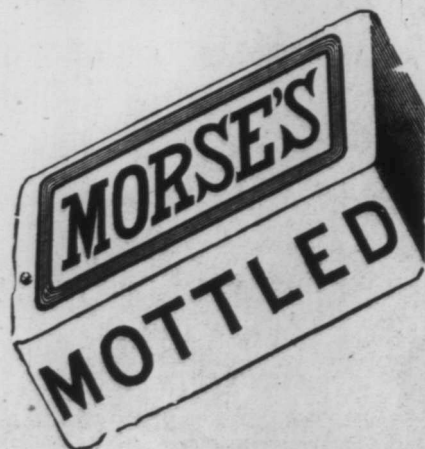
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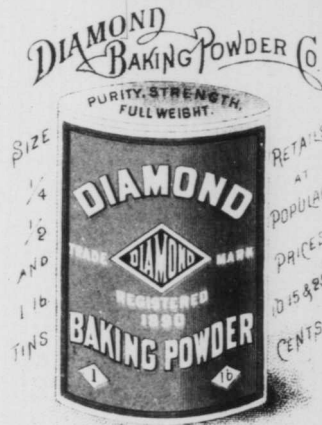


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J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,  
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Most of us are prone to view our surrounding in the worst light. It is one of the weaknesses of humanity. Who we inherited it from is not known. It might have come down through the ages from the first parent, but whoever was the father of the peculiarity it is with us—and to stay. Grocers have as much of the "happy-go-lucky" about them as any class of business men and a good deal more than some, but they too are tinged with this peculiarity. Business is not as good as it might be. A bare existence only is what they eke out; and such a thing as affluence is not to be dreamed of. It is in this and similar strains that they belittle their business. But now and then a little incident crops up to show that the lot of the average grocer is on the whole not such an unhappy one after all. Readers of THE GROCER will have particularly noticed this during the last few weeks by the number of news items that have appeared regarding improvements in the store of this and that merchant and the removal of one here and another there to more commodious premises. The reason is obvious; expanding trade needs more accommodation. In spite of the keen competition and the often reckless cutting that characterizes it, the grocery trade is as remunerative as most lines of trade and the number of grocers who are today in easy circumstances proves it. If merchants neglect their business, if they know

little or nothing about it, if they do not buy right, if they do not exercise proper scrutiny of their accounts, if they lack capital they cannot be expected to succeed. Fortify a good live grocer with these requisities and he will, under ordinary circumstances succeed every time.

\* \* \*

The evils existing in the grocery trade are mostly from within. Some of them will probably never be eradicated, but it is within the power of the trade to control, if not remove, most of them. Every merchant can refrain from the indiscriminate giving of credit; and by associated effort much can be done in the direction of minimizing the evil of unfair competition and clipping the wings of dead-beats and bad-paying customers.

\* \* \*

Retail profits on sugar is a fruitful theme for discussion by English grocery associations at the moment. The increased interest in the subject received its impetus from the strong condition of the market. And it is to be noted that in most instances the associations have decreed that there shall be a fractional advance in the price to the consumer. Associated effort in this direction is not looked upon with favor in this country. It has been attempted, with what result is well known. But at the same time the influence of a strong and united association could do much in bringing the trade to recognize the absurdity of selling sugar—or any other commodity for that matter—at or below cost. Wherever there is a congregation of merchants there ought to be an association of some kind, no matter how small its membership may be. The Official Statistical Abstract, an English journal, recently published a table showing the relative importance in weight and money of the various commodities dealt in by grocers, and in which it is shown that the con-

sumption of sugar is seven times as heavy as that of other groceries, spices excepted, and not far short of double the consumption of groceries and imported provisions taken together. These figures however include the sugar that is used for preserving, confectionery, etc. The figures referred to show the consumption per head in 1891 of the leading imported commodities sold by grocers to be: Provisions and rice 37.59 pounds, groceries without sugar 11.51 pounds, groceries and provisions without sugar 49.10 pounds, sugar and molasses 81.50 pounds; turn over in money with each customer—provisions and rice 17s. 3¼d., groceries without sugar 9s. 3¼d., groceries and provisions without sugar 26s. 7½d., sugar and molasses 10.10. A contemporary in referring to the figures adduced in the table says: "In the case of tea it will be seen that ¼d. per pound more profit on sugar would enable the price of the former to be lowered 4d. per pound. If the average price be 1s. 2½d. duty paid, it follows that an immense weight must cost very materially over 1s 2½d. without profit to the retailer." Further on it says that the key to the situation "is to be found in the price of sugar, and the grocers have to ask themselves under existing circumstances whether it pays best to sell one pound of sugar at ½d. per pound profit—or possibly at a loss—or one pound of common tea at 1½d. or 2½d. per pound profit. No doubt in most places a relative advance in the price of sugar, as compared with other commodities, might require mutual arrangement among neighbors. Surely, however, if bakers and butchers, who have nothing like the business standing of grocers, can regulate, as they do the price of bread or of meat, the grocers ought to be able to come to some satisfactory arrangement among themselves. \* \* \* The more sugar sold at a loss by opponents who are mainly interested in tea,

the more must be added to the selling price of tea. \* \* \* The sale of sugar at a  $\frac{1}{4}$ d. per pound loss must soon end in bankruptcy nowadays, if tea and similar commodities are sold cheaply by those who are getting a profit on sugar. The argument that people can, as it were, see the price in sugar, while they cannot do so in tea, is fallacious. The public scents out cheapness in a marvellous way, even in commodities difficult of accurate valuation by experts themselves."

The wants of the wholesale grocers that waited upon the Federal Ministers last week in Toronto were few. The most important was in regard to sugar, and the burden of their request was that all sugars up to 16 Dutch standard should be allowed to come in free instead of only up to 14 as at present, and that the duty on refined be half cent a pound in place of the four-fifths of a cent now obtaining. The tariff as it now stands in regard to sugar was the result of the pressure of public opinion consequent upon the free entry of refined sugar into the United States. Now, however, it is probable that the Cleveland Administration will again restore sugar to the dutiable list during the work of tariff reform and discontinue the paying of bounties to the producers. What our Government may be induced to do if such takes place is a query with some. One thing however may be taken for granted, the Canadian people will scarcely brook any increase in the duty should the Government see fit to comply with the request for a reduction. But it is folly to count your chickens before they are hatched. It has yet to be revealed that the Government has any intention of making a change. Regarding rice, it was thought that the protection afforded was greater than necessary. The soap manufacturers who waited upon the ministers asked that they be permitted to bring in tallow and essential oils free instead of paying one cent a pound and 20 per cent. respectively as at present. Possessed of these privileges they intimated that they did not give a snap of the fingers for United States competition. The Canadian Canned Goods Packers' Association, which happened to be holding a meeting here, also waited upon the Ministers. Their wants, too, were of the few and unimportant character. They were satisfied to have things remain much as at present, for while they had no great fear of American competition, yet at the same time they urged that whatever rearrangement was made in the tariff it should not give the packers across the line privileges that the United States Government denied the Canadian packers.

### INDIAN AND CEYLON vs. CHINA TEAS.

THE GROCER had occasion a couple of months ago to refer to the extraordinary growth of the consumption of Indian and Ceylon teas in Great Britain. We again revert to it, and are actuated in doing so by a statistical statement just issued, showing the relative consumption of Indian, Ceylon and China teas in Great Britain during the twenty-seven years beginning with 1866, and ending with 1892. In the former year the consumption of Indian and China teas was 4,584,000 and 97,681,000 lbs. respectively. No Ceylon teas were then consumed in Great Britain, nor were there in fact any till seven years after, and then the quantity was only twenty-three pounds. By 1885, however, the consumption was over three million pounds. The British, as a tea-drinking nation are gradually becoming more pronounced. In 1866 the quantity of India and China teas consumed was 3.42 pounds per head, while from then onward the increase has been gradual, until last year it reached 5.43 pounds per head, the highest yet. Up to 1879 China shared in the increased consumption, in which year the consumption of this tea in Britain reached its maximum, 126,340,000 pounds. The following year there was a drop of nearly twelve million pounds, and from that out there was a continual decline, until in 1892 it fell to 34,483,408 pounds against 109,528,169 pounds of Indian and 63,102,127 pounds of Ceylon. This means that of the three teas consumed in Great Britain last year 84 per cent. was Indian and Ceylon, and only 16 per cent. China tea.

In the United States Indian and Ceylon teas are not yet in the favor they are in Great Britain. But in Canada they are gradually pushing their way to the front, and the consumption last year being, as already shown in THE GROCER, nearly double what it was two years previously.

There are several reasons advanced for the rapidity with which the Indian and Ceylon teas are springing into favor. The first in quality. It is claimed that outside some high-class teas produced in Northern China—and which those of no other country can yet equal—the teas of India and Ceylon growth are of superior quality. Another recommendation claimed for them is their economical properties, much less being required to brew the cup that cheers but not inebriates. The comparative methods of cultivation and preparation have also contributed to place India and Ceylon in the foreground and China in the background. In a word, the two first named have adopted newer methods, while the Chinese planter still clings to the old and ancient methods that have been discarded by their more progressive competitors.

### CHATS WITH BUSINESS MFN.

"I see that some of the retailers are reported to have said that the consumption of package teas is falling off on account of so many of them being of inferior quality," said Mr. J. F. Eby, of Eby, Blain & Co., to me the other day, as he quietly folded his arms and leaned against the shelves in his sample room. "Now, we claim that the package teas put up in certain brands, backed by good houses, have not changed in quality in any case, and, furthermore, that the consumption is increasing instead of decreasing, and that too in parts of the country where we have never sold black teas before. These teas are taking hold. We have sold quite a lot of them, and any retailer who is under the impression that the packet tea trade is diminishing is mistaken; for the higher grades and under certain brands, sold by good reputable houses, are finding their trade increasing. The public need not be alarmed about the packet teas that are put up under well-known brands. The public can depend upon getting the same class of tea. Uniformity will be kept right up to the market. Some of those houses here spent thousands of dollars in advertising. Take Ram Lal and the Orient package teas for instance. Now, don't you think the packers of these teas would be fools to go and reduce their quality? Why, of course they would. These houses have their reputation at stake, and this alone is an absolute guarantee that the tea will not be reduced in quality," concluded Mr. Eby, as he turned on his heel and resumed the work of testing teas.

"Well I was surprised," remarked Mr. F. Dane to me Saturday as he slung half a dozen or more of sample tea boxes from his right to his left arm.

"Surprised at what?" I queried.

"Why, surprised at what I saw regarding the kind of teas they keep in stock up west," he explained. "I was up in a western town the other day valuing some teas that had been damaged by fire. I fully expected to find three-fourths of them Japan, but, would you believe it, the greater part was Indian and Ceylon teas. Of course I knew that the consumption of these teas is rapidly on the increase in the country; but I was not prepared to see such a large stock as that which greeted my eyes this week."

I met Mr. J. Ross, of Sloan & Crowther, Saturday morning. He had just returned from his regular trip north, and while immediate business is quiet indeed, he spoke hopefully of the future. "There has," he said, "been a good deal of timber taken out this season. Then there is lots of water, and there will be no difficulty in getting the logs out. Last year, you will remember, there were a large number of logs left in the woods,



owing to the scarcity of water. Then, too, prices are good. Oh, yes, the merchants north look for a good year," concluded Mr. Ross, as he resumed the replenishing of his sugar samples.

I ran against a group of city travellers on Saturday morning. "O," said one of them, as I cast an enquiring look at them, "we are merely out making the closing arrangements for our excursion to Niagara Falls and Buffalo, to be held July 17. But, say, don't you think it would be a good thing if the houses would call their travellers in on that day and give them a good time for once? I think it would." "And so say we all," came in a chorus from his fellow knights of the grip sack.

BYSTANDER.

### BAD PAYING CIVIL SERVANTS.

Monday night's meeting of the Retail Grocers' Association was the most interesting held for some time. The attendance showed some improvement, and there were some interesting and timely talks. The meeting was held in Oddfellows' hall, Yonge and College streets, the new headquarters of the association, but not in the hall allotted to them, it being in course of reconstruction. This room will be finished by the next meeting, when a little entertainment will be provided in addition to the regular business.

President Clark presided, and among those present were Messrs. Robert Mills, M. McMillan, A. R. Williamson, R. Donald, H. W. McCulloch, A. G. Booth, J. S. Bond, Sinclair, F. S. Roberts, Bailie, A. White, Wardell, Secretary Corrie.

William Taylor, of 332 Spadina avenue, and J. Simpson, of Wilton avenue, were elected members.

Mr. Robert Mills reported that the committee appointed to arrange for an entertainment for the opening meeting had been unable to do so owing to certain alterations that were being made in the building. He supplemented his remarks with the information that in consequence of the limits of the hall being curtailed the rent would be \$1.50 per meeting instead of \$2.50, as first proposed.

Mr. Mills also reported that the executive had arranged for holding an excursion to Niagara Falls August 2, via steamer and electric railway. He explained that boats would leave Toronto at 7, 9, and 11 o'clock. The steamboat company would charge the association 50 and 90 cents for tickets, which it could sell at 65 cents and \$1.25. Mr. Mills suggested that some arrangements be made to provide entertainment for the excursionists on the return trip.

On motion of Mr. Bond, the report was adopted.

Mr. R. Harvey, secretary of the Hamilton Retail Grocers' Association, wrote

stating that his association had appointed a committee to act in conjunction with the Trades and Labor Council for the purpose of urging upon the Government the advisability of passing an act to compel the payment of wages weekly, and asking that the Toronto Association appoint a deputation to act in conjunction with the two committees referred to.

Secretary Corrie explained that he had answered this communication informing the Hamilton Association that the question would not come up at the present session of the House.

The London Retail Grocers' Association wrote asking the co-operation of the Toronto Association in bringing influence to bear on the Government to repeal or amend the act so that the salary of civil service employees may be attached or garnisheed; also regarding the Pharmacy bill now before the House.

Mr. Mills said that in reference to the communication re Pharmacy bill, the President, Vice-president, Secretary, Mr. Roberts and himself had waited upon Mr. Tait, M.L.A. They found that the bill had been considerably modified since first introduced, and learned, furthermore, that the bill would come before the committee on Tuesday. On the morning of that day the President and himself appeared before the committee. The pharmacists were there in large numbers, and T. Eaton & Co. were represented by J. J. McLaren, Q.C. President Clark and himself remained in attendance for a couple of hours, but were then compelled to go away without getting an opportunity to address the committee, but not before they saw enough to convince them that the bill had not much chance of becoming law.

President Clark—Explain that the committee adjourned without doing anything, and that the bill was likely to be withdrawn.

Mr. Mills—Yes, and I don't think we have much to fear from the bill now. With reference to such medicines as castor oil, the druggists said it was a mistake to think that the sale of them was to be prohibited by all but qualified druggists. It was so proposed in the bill as first drafted, but not in the one now before the House. It was only such articles as Paris green that it aimed to prohibit.

Mr. White questioned whether the executive committee had the right to transact business at the time.

The subject then dropped.

Mr. Williamson, in broaching the subject of bad paying civil servants, and the extraordinary protection thrown around them by the law, said that although the subject was one that had already been discussed by the Association, he believed that some action should be taken

along the lines suggested by the London Association.

Mr. Bond—I don't see why those officials have any more right to be protected by the law from paying their just debts than have any other class of employees. I hope the association will take some action that will result in those gentlemen being compelled to pay their debts as well as the rest of us.

Mr. Roberts—Mr. Tait told us that there were so many men in the employment of the Government that had been unsuccessful in business that there was a fear that an amendment in the law would open the way for their creditors to come upon them.

Several members disclaimed any intention of seeking such radical amendments as to allow this being done.

President Clark—Mr. Tait also said that if the heads of the departments were interviewed they would compel the delinquents to pay their debts or discharge them.

Mr. Williamson—Well, if they would do that that is all we want. He moved the appointment of a committee to draw up a suitable resolution regarding the matter for presentation to the Dominion and Provincial Governments.

It was so decreed, and these were appointed the committee: President Clark, Secretary Corrie, R. Donald, Robert Mills.

Upon the suggestion of Mr. Donald, it was decided to combine business with pleasure at the next meeting. After the transaction of routine business there will be a program of songs, readings, and a debate on the subject: "Resolved, That the commercial travellers are a benefit to the trade." Mr. Donald will lead the affirmative, and Mr. Mills the negative, after which there will be an impromptu discussion. Cigars will be provided, and a printed program will be sent out to the members. President Clark, Robert Mills and R. Donald were deputed to make the necessary arrangements.

Mr. Williamson introduced the subject of the association employing a solicitor to advise the members re accounts, and to write letters to delinquent debtors, but it was decided to defer discussion of the subject.

### A TRAVELING MAN'S DEVICE.

"My wife and I," said a traveling man, "were once in a hotel where we couldn't get any boiling water. After we had discussed the situation my wife asked me if I had an envelope in my satchel. I got one out when she told me to fill it with water and hold it over the gas jet. I hesitated, but finally did it and expected to see the envelope blaze up every moment. But it didn't blaze. The envelope took on a little soot, but that was all. The water boiled in time and the envelope was as good as ever when the experiment was at an end. I don't know the chemistry of the process, but try it yourself and see if it will not work."



### BAD-PAYING CIVIL SERVANTS.

DEAR GROCER,—Allow me to express gratification and thanks for the valuable and interesting matter contained in each number of THE GROCER. Every grocer who desires to keep in touch with his trade should read it. It contains useful and intelligent articles embracing every branch of the business. The object in writing to you is to make some suggestions in a matter discussed by the London Grocers' Association at a recent meeting, on which they invite correspondence—viz., the collection of debts from Government employes. So far as I can ascertain, the special reason why governments do not make garnishees against their employes legal, is that, in order to protect themselves, they would require to be represented by counsel in every case brought before the courts. We can readily understand the amount of trouble and expense which that would mean. From observation and experience I note that large corporations—the Grand Trunk Railway, for instance—are always represented by counsel at courts where a garnishee is issued against an employe. Their remedy is that when a second garnishee is issued against an employe to dismiss him at once.

Now, I am not a lawyer or versed in the law, but a simple country grocer. My suggestion is this: Try to get the government to legalize an after-judgment garnishee. That is after judgment has been obtained in a competent court, when there can be no doubt as to the justice or legality of the claim and the government could not well be held wrongfully liable, allow a garnishee to be issued, and if any unusual phase of the case should arise the judges could be authorized to see that nothing was done to the prejudice of the government.

The original garnishee law has been so spoiled by tinkering legislators that it is of very little use. The clause now allowing \$25 wages exempt should be amended to \$10, or altogether done away with. If so amended there may very occasionally be a case of hardship, but not one in a hundred to the wrong and hardship endured by the business man who is wronged by the dishonesty of his debtors and whose business existence depends on the prompt payment of his debts.

I am well acquainted with a part of the country where there are a large number of government men, and it is a burning evil to business men that there are men with small families, receiving fair pay, who will not pay

for their every day maintenance, and that the very men whom they defraud assist to pay their salaries.

It is to be hoped that the London Grocers' Association will persist in having this great evil rectified, and very many will wish them success and be thankful.

Yours, etc.,

COUNTRY GROCER.

### R. MACORQUODALE'S REJOINER

DEAR GROCER,—The letter over my signature in your issue of April 28th, anent the purchase of tea, was only intended as friendly advice and was not, I think, calculated to give any one offence. When I say that we are liable to be prejudiced in favor of the tea for which the highest price is asked, I refer only to people with whom I have done business, and think that I also have the same prejudice. I have yet to meet a wholesale dealer or broker who is not affected somewhat by it. If the retail dealers are not similarly affected it must be because they are better acquainted with that branch of the business. Your correspondent, W. F. P., 255 Queen street west, complains of some travellers as offensive persons with a predilection for taking a free lunch at his expense. As I never had the pleasure of knowing him or his place of business, I cannot say to what extent he suffers from his unwelcome visitors, but I think he is right in excluding them, especially if the free lunch would make a large inroad on his capital.

Not knowing your correspondent, I have no unfriendly feeling towards him, as I do not think he could find occasion for writing what he calls a reply to my letter. It is probable he has only stultified himself by allowing some other person to use his name, for the purpose of saying what he (the other person) thought clever, and, under the circumstances, safe.

With your permission, Mr. Editor, I propose to give you, in a few letters, some notes on tea culture in India and Ceylon, including varieties, picking, curing, acreage, sales, bulking, etc., as my time will permit.

Yours, etc.,

D. S. MACORQUODALE,

35 and 37 Front st. east.

May 8th, 1893.

### THE HOP COMBINE BROKEN.

Some time ago, as reported in the Trade Bulletin, the growers and dealers in Prince Edward county came to an agreement not to sell hops of 1892 growth under a certain figure, say 22c. or 23c. per lb., the dealers maintaining that by such combined action they could force prices up to the point growers were asking. Consequently, growers refused to entertain any bids under the stipulated figure; but after this holding process continued for quite a time, it was found that the dealers had a considerable quantity of

yearlings on hand, and had taken advantage of the agreement to hold new hops at a certain high rate, in order to work off their yearlings, which it seems they have done pretty effectually. The growers, finding this out when it was too late, at once offered their best 1892 growth at several cents below the combine prices, and sold a good portion of their holdings at 20c. for choice qualities; a few fancy lots, equal in every respect to the finest New York State hops, bringing 22c. but to-day the best kinds can be had at 18c. and good at 16c. to 17c. Brewers here appear to be well loaded up for the time being, and are not buying except extra inducements are offered by holders to induce them to anticipate their requirements to any extent, and consequently a good quantity of 1892 growth is still in farmers' hands. The Prince Edward county growers are enraged over the breach of faith manifested on the part of dealers, if correspondence from Picton and vicinity are to be relied on. This is another of the many instances in which certain members of syndicates or combines take undue advantage of agreements at the expense of the majority. It is claimed that there was no combine in regard to yearlings, but the growers claim there was. It is scarcely probable that farmers would come to an understanding with dealers to hold for a certain figure, and at the same time allow the latter to supply the market with their underpriced yearlings, to the injury of the market for the new crop. Be that as it may, there is no combine in Prince Edward county hops now.—Trade Bulletin.

### VALUE OF RICE AS FOOD.

Rice is the principal food of about 800,000,000 persons, or 54 per cent., of the 1,500,000,000 people who inhabit the earth. There is no other vegetable product so widely consumed. A people's diet is largely a matter of education, and Americans need educating as to the food value of this grain. It is especially adapted to the wants of a meat eating people like our own and is highly nutritious. According to a late report from the U. S. Department of Agriculture a pound of rice contains 86.09 per cent. of nutritive matter, against 82.54 per cent. for wheat, 82.79 per cent. for rye, 74.02 per cent. for oats, 82.97 per cent. for corn, 23.24 per cent. for potatoes, 46.03 per cent. for fat beef and 26.83 per cent. for lean beef.

Rice heads the list. But its nutritive qualities differ widely from most of the other foods in the comparison. It is essentially a heat producing, fattening food. Lean beef contains about 21 per cent. of albuminoids, which produce bone, muscle and blood, and less than one-half of 1 per cent. of the heat producing carbohydrates. Of the former rice contains only 6.73 per cent., but 78.48 per cent. of the latter. It is thus seen that these two food products admirably supplement each other. Rice is also easily digested, requiring, when boiled, one hour for the process, against three required by roast beef.

Though extensive rice lands are lying waste in the Southern States, the United States produce on an average only about half of their limited consumption.



## DOWN IN A SALT MINE.

When the signal sounds, the first thing you do is to hug your hat down on your head for keeps, and by the time you have got that act accomplished it seems as though you were going down at the rate of 1,000 miles a minute. You have seen one streak of greased lightning chase another—well, it's no comparison. It seems as though the cable has been cut, and you are just dropping down to the bottom. You can't see, and the only thing to be heard is that terrible roar of the air as you rush through space. After the first 200 or 300 feet there is a feeling it would be hard to explain, sort of a goneness as it were, and you don't care much whether school keeps or not, and the changes are so different and varied that one begins to wonder what will come next.

When near the bottom the car on which you are riding begins to slow up, and then comes the most peculiar experience of all. You imagine that you are shooting upward, and you will soon be among the stars. You can imagine the sensation of going down at the rate of about 100 miles a minute to going up at about seven times that rate. Finally the car arrives at the bottom of the shaft, and you breathe a sigh of relief as you step out.

Well, the first thing you do is to look for salt; it's there, all around you, above, beneath, on all sides, but it don't look much like salt near the bottom of the shaft, as lights are burned constantly and the smoke has blackened the wall. You look away to the east through a long, dark tunnel, and you discern in the far distance some flicking lights, and you are informed that they are lights used by the workmen who are engaged in mining the salt. Your guide steps up to a man near where you land, and says: "Three lights, please," and three tallow candles are handed out. It may seem a little strange that tallow candles are used in this age of kerosene, gas and electricity, but such is the case, and they are the only lights used in the mine, and they are hung up from the ceiling where the mining of salt is going on, and they are the handiest lights that can be used. They don't purchase these lights by the dozen or hundred, but by the carload.

The candles were lighted, and with them in hand we followed the guide and proceeded to make a tour of the mine; we might add, a partial tour, for it would take a person something like a week to walk over all the mined territory. We followed the guide along through dark and winding pathways, until we reached a point where the workmen were busily engaged mining the salt. They were not at work with picks picking it out, as might be supposed, but were breaking up the large lumps and shoveling it into the cars, the salt having been blasted out ahead of them. While some were engaged in

shoveling the salt, others were drilling holes into the solid mass, making ready for a blast, machines run by compressed air being used for this purpose.

As above stated, the main tunnel runs directly east, and is nearly a half mile in length. Near the shaft two other tunnels branch off from the main tunnel, one on either side, and run parallel with it. These, we believe, are termed airshafts. From these shafts' rooms branch off both north and south, and in these rooms is where the salt is mined. These rooms are nothing more or less than short tunnels, and in time will probably be lengthened out as far as the main tunnel or even further, as they can go miles in any direction and still be in the salt. The rooms are, perhaps, 20 or 30 feet wide, and 7 to 8 feet in height. A section of salt some 30 feet in thickness is left between each room as a support to the solid mass above. A roof, and a substantial roof it makes, as the salt in its natural state is almost as hard as rock. There are no other supports than the columns of salt that are left.

Of these rooms mentioned there are fifty or sixty at the present time, and the workmen are distributed about, working in several rooms at a time. There is no necessity of a foreman in each room, as the number of carloads of salt delivered at the shaft tells the tale as to whether the men are shirking their duty or not. A railway runs through the main tunnel and branches extend in all directions. The cars are hauled from the several rooms by large, powerful mules, and there are some thirty of these in the mine.

One may imagine that a salt mine is a bad place to work, but aside from the fact that it is a little dismal, there are no bad features about it. Unlike a coal mine, it is clean, and there is almost an even temperature the year round, ranging from 58 to 60 deg. winter and summer. The ventilation is perfect, and the system for supplying fresh air is not excelled by any mine in the world. In some of the passageways the air rushed through with such velocity as to extinguish the lights.

The experience going up the shaft is somewhat different from that while going down. The signal is given from below after you have been safely stationed in the car, and away she goes, your hat sinks down firmly on your head, and your clothing seems to sit right down tight where it belongs. A person who is a little weak in the knees would also have a tendency to sit right down tight on the bottom of the car. The roar of the wind as you hustle up toward daylight is about all that can be heard. When near the top the speed is lessened, and it is then that one imagines that he is going down again at the rate of about 1,000 miles a minute, but finally the daylight begins to peep down at you and you are landed safely on top, only a few seconds having elapsed since you walked upon the car below.—Geneseo Democrat.

## HE DID A TALE UNFOLD.

An enterprising canned goods packer sold a Toronto retailer a quantity of his products and they turned out to be inferior in quality. The retailer asked the packer to take the goods back. The packer agreed to do so on condition that the retailer in question would go to one or more wholesale houses, ask for this particular brand of goods, and if the jobber had not any to urge him to buy them telling him they were the finest on the market. The retailer went to the jobber, but he told him instead of the little scheme the packer was putting up on him.

## NEW VARIETY OF ORANGE.

Great is art, when it comes in to supplement and assist the processes of nature! A scientific horticulturist of Duarte has succeeded, by a system of hybridization and cross-fertilization, in producing a new variety of orange. It is a cross between the Washington Navel, the Malta Blood, the paper-rind St. Michael and the Mediterranean Sweet. The method by which he accomplished this feat is his own secret, of course, but the result is the property of the orange growers of Southern California when trees of the new variety are disseminated and furnish facilities for further propagation by budding, says the Orange Belt. We were shown the other day an orange of the new variety. The sample examined was of medium size, indicating a considerable modification of the large Washington Navel, which is a desirable change. The skin was of a close, fine texture and soft as a kid glove; navel mark clearly but not prominently shown. The fruit was firm and heavier than the average. On opening the rind proved rather thick, but the pulp was of fine and delicate texture and juice abundant. It proved to be sweeter than the average Washington Navel, but possessed of its characteristic winey flavor. There was none of the interior markings of the Malta Blood. The fruit was entirely seedless. If it be possible to procure a finer fruit than the Washington Navel, we should say that here is a variety which excels it in several particulars. First, it is of smaller size; second, it is heavier and probably carries a higher percentage of juice; third, it is sweeter without sacrificing the sub-acid flavor. We would suggest that the fruit might be still further improved by additional crossings with the paper-rind St. Michael, or the Malta Blood, to reduce the thickness of skin, though care would have to be taken not to reduce the size of the fruit too much.

That the owner of the new variety prizes it highly is attested by the fact that he has refused to sell buds from his tree at the rather tempting price of one dollar a bud. The new orange has been before the public two or three years, and in time we suppose the variety will become generally disseminated.

## CASH AND CREDIT.

A grocer in Knoxville, Pa., on the south side, adopted the cash system a few months ago, but finding it would not work, has given it up. His customers are mostly iron and glass workers, who receive their pay every two weeks, at which time they square their bills.

This explains the difficulty of selling for spot cash in a large manufacturing city like Pittsburg. Workmen receive their wages at stated times. When they get their money they generally pay it out, and have no more until the next pay. In the meantime they are compelled to run bills with the grocer and butcher.

The cash system will eventually be adopted as a matter of economy to both dealers and consumers, but the change will have to be made gradually, as the people become educated up to the importance of paying cash for what they buy.—Pennsylvania Grocer.

We trust the prediction of our esteemed contemporary will come true, that: "The cash system will eventually be adopted." We believe it to be the best plan, but are in doubt as to its displacing the credit system, which can be made a success quite as readily as a business on the cash plan. The success of either system depends upon the man and not the method.

It is exceedingly difficult to change a credit to a cash business, and thousands who try it do just as the Knoxville grocer, go back to the old way. They lack the qualifications requisite to transact a paying credit business. They have not acquired the art of saying "no" in a decided way, without giving offence. They do not supervise credits—inquire into the worthiness of applicants; nor do they render accounts or collect systematically. They dislike to drum a delinquent—they foster balances and carry customers along for fear of giving offence.

In some localities in Pennsylvania there has been an attempt to get the retail grocer to sign an agreement to adopt the cash system. This will never be reached in that way. Our entire commercial system is based on credit, which tends to develop business, besides being a great convenience.

We have recorded the failure of those doing a cash business, quite as often in proportion to their numbers, as we have the bankruptcy of those pursuing a credit plan.

Every grocer should adopt that plan which he can best master. If he cannot make money by selling goods on credit, it is doubtful if he will for cash. Some men will make money by either method. Location has much to do with the policy chosen, and yet we have recorded the success of the cash plan in places where there was little or no promise of its being put in operation. This emphasizes our proposition, that it is the man rather than the method which determines success.—American Grocer.

## SMYRNA CANARY SEED.

We had occasion some time since to call attention to the booming market for canary seed and the strong statistical position of the article, but the past two or three weeks has brought about a change which has seriously altered the prospects, and raised some doubt as to the future course of the staple. When the value of an article is forced beyond its normal limit the sale and consumption receives an immediate check. Buyers are willing to follow an advance to a reasonable limit, but when the cost of an article of merchandise is carried to a point that many in the trade regard as extreme, there begins a hunt for substitutes that usually proves successful, and in the end the boomed article drops back into the position it should properly occupy. In our previous article we pointed out the rapid advance in the price of canary seed, influenced by the short crop of last year, and speculative interest which led to the concentration of the world's supply, particularly of the Smyrna product. Though the greater portion was brought under close control, some few parcels were secured by outside holders, who proposed to benefit by the action of the leaders by following up, and taking advantage when the opportunity presented itself for a good turn. As the leading operators engineered the move to gather and control the supply, the price was certainly forced upward at a rapid rate, but when they came to look around for the customary buyers to materialize and relieve their hands of the high cost goods, they searched in vain, for instead of a busy and animated condition of affairs, they were compelled to face a stagnant market, for those in the trade who were previously interested in the goods suddenly became indifferent, and all efforts to draw them out were productive of no good results, the business dropping off to proportions of a retail character. This condition of affairs prevailed up to a few weeks ago, when some few in the trade, tiring of the inaction, began to sound the country for orders. Intimations were at first put forth that certain holders had stock for sale, and that bids a trifle below the quotations of the market might be favorably entertained. This soon became noised about, and it required but a short time to acquaint other holders that efforts were being made to realize, and with the example set, the downward course of prices became rapid, until, as represented by to-day's quotations, the decline has reached fully 33 1-3 per cent., bringing the current value down to 3c. Foreign markets have also receded somewhat, but not to the extent witnessed here. A recent London letter stated, "although our stock of Turkish seed continues extremely small, some holders have taken fright and offer-

ed at reduced prices, hence a considerable business has been done. The quotation standing 60s. to 65s. per 464 pounds." It may be remarked that the present position of the article is looked upon by many as a product of bearish influence, and that a change for the better is likely to develop at any moment. The stock the world over is indeed light, London having no considerable quantity, and the primary market almost bare of supplies. The consumption, it is true, is at present very small, packers, from what we are able to gather, having substituted many of the cheaper varieties of bird food in preparing their mixtures. There is yet several months to the new crop, and the principal holders hope that within that time the trade requirements will increase, and more remunerative prices be obtained, while on the other hand there are those in the trade who are free to say that unless the next crop proves an unusually small one, present holders may find it a difficult matter to force an advance to a point materially above the present. As viewed to-day, the situation appears to favor buyers, but a sudden increase in the consumption would probably drive the smaller holders from the market, and give the speculators another hand to regain control of the situation.—N. Y. Bulletin.

## FROSTING OF SHOW WINDOWS.

Although rather late in the season, the following extract from the Engineer of London, in regard to the prevention of frosting on show windows may be read with profit by those who have not yet discovered an effective remedy for the nuisance of obscured panes in frosty weather. The journal referred to remarks as follows: In order to prevent the frosting of windows they may be painted with a solution of glycerine in 63 per cent. spirits of wine. Glycerine, like chloride of lime, has the property of absorbing water, and this action overcomes the difficulty. For small show windows sulphuric acid may be employed, as is done in Russia, in the following way: Double windows having two plates of glass with a space of 1-4 inch to 1-2 inch between them. The cracks between the two window frames and around the edge are kept tightly sealed, while several small vessels of proper form, half filled with concentrated sulphuric acid, are left in the space between the plates of glass; any small amount of moisture that may penetrate to this space is absorbed by the strong acid and the air thus kept perfectly dry, rendering the undesirable condensation and freezing of moisture on the cold outside glass entirely impossible. From the outside the double thickness of glass is scarcely perceptible, while the vessels containing the acid may be concealed by skillful decoration. The expense incident to the doubling of the windows limits the application of this method to small windows, however, and, further, a contemporary remarks, the painting of the larger windows with the glycerine and spirits of wine solution answers the desired purpose.



## DIAMOND CRYSTAL SALT

THE process by which this Salt is made is different from any other one of the kind in existence. That PERFECTION in the manufacture of such a variable article as Salt should be attained at once was not to be expected, and while the remarkable purity of Diamond Crystal Salt was generally conceded very soon after it was placed on the market, still the manufacturers were obliged to admit that at first it was not in every respect a perfect BUTTER Salt. Although much thought was spent and many experiments made, it was not until after FOUR YEARS of such effort that the trouble was discovered and the defects entirely remedied.

In spite of its defects, however, many dealers in butter, especially those who stored their goods for several months, insisted that this Salt should be used, since they had learned by repeated tests that it was the best Salt they could find for preserving butter and holding its flavor. To their first success—Purity—they have added a second by securing all the conditions essential in a Salt to be used for producing the Highest Grade of Butter.

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COLUMBIAN EXPOSITION SOFT DRINK COMPANY.

Having the exclusive privilege for soda water and all temperate drinks on the World's Fair grounds.

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CHICAGO, March 9, 1893.

STEPHEN L. BARTLETT, ESQ., Sole Importer of Bensdorp's Cocoa, Boston.

DEAR SIR:—After a thorough competitive test of the different brands of Cocoa, both foreign and domestic, we unquestionably give BENSDORP'S COCOAS and CHOCOLATES, of AMSTERDAM, HOLLAND, the preference, and desire you to book our order for 80,000 lbs., for use at THE WORLD'S COLUMBIAN EXPOSITION at our Soda Fountains.

Yours truly,

COLUMBIAN EXPOSITION SOFT DRINK CO.

E. F. CULLERTON, President.

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**JAMES TURNER & CO.**  
AGENTS,  
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## The Gray Mineral Water

From Cambridgeboro' Springs, Pa.—The Leading Table Water in the United States—Is gaining for itself a world-wide reputation.

Write the Agents for Canada.

## BALFOUR & CO., Wholesale Grocers, Hamilton

### THE CANNED PEA POSITION.

Advices by cable from Bordeaux state that the drought continues in France, and that the outlook for the pea crop there is disheartening; so much so in fact that some packers have instructed their agents to take no more orders for the canned article. French canners have facilities for packing a great many peas in a short time, should the proper supply of the desirable class of stock be at hand. One firm, for example, has a capacity of 600 cases per day. Hence it can readily be imagined that the prospective shortage would be unlikely to materialize in full should there be a week of full receipts of

stock at the factories. According to last accounts, however, the vine has suffered so severely from drought that there is hardly a chance of the necessary supply being secured from the first crop. Should the weather turn for the better a second crop might be planted and the shortage relieved to some extent; but second crops as a rule are not only very late, but undesirable for packing purposes. A significant fact in connection with the reports regarding the crop outlook is that a portion of contracts placed in this market early in season by some agents have been purchased by others very recently, and that spot goods have also been picked up quietly by a few prominent handlers of the goods. This means nothing, it not that well-informed

merchants whose interest in peas is considerable are preparing, in a practical way, to guard against the inconvenience of short supplies the coming season. Some varieties of the smaller sizes of American canned are becoming a little scarce also. Certain packs that were unusually fine in quality last year are particularly in request, and the more desirable sizes are so closely sold out from first hands that jobbers find it necessary to "borrow" from each other. By this it is not intended to convey the impression that a pea "famine" is imminent, but facts warrant the statement that the new season will open with no great surplus of old goods, French or American, on hand. Doubtless the opportunity will be offered for American canners to give particular attention to high grade goods the coming season, and be rewarded for so doing.—N. Y. Bulletin.

### ATTENTION TO DETAILS.

The details of business are irksome, and the natural desire of the head of an establishment is to escape attending to them. He naturally and rightfully feels that his time is too valuable to devote to these minor matters, but it seems almost impossible to find men to attend to them without the direct oversight of the superintendent or manager.

Subordinates who can and will attend to details thoroughly and reliably will always be highly esteemed, but those who are contented to do so year after year have not the stuff in them of which successful men are made. They lack the breadth of mind essential to the filling of executive positions, or else they lack ambition, and one is as fatal as the other. On the other hand, a man who cannot or will not attend thoroughly and promptly to business when in a subordinate capacity is deficient in one of the most important qualities needed in more advanced positions.

A great deal has been written about the necessity of a close attention to details on the part of the head of the establishment, whether it be mercantile or manufacturing, but there is ground for the belief that not only has this belief been aggravated, but that in a certain sense a close attention to details on the part of the chief is detrimental to business success, in some degree at least.

The successful man is he who knows how to get the details of his business looked after without giving them his personal attention, for it is undoubtedly true that his time and brains can be more advantageously employed in looking after the important general features. It is the worst kind of folly for a five-thousand-a-year man to busy himself continually about work an eight-hundred man can do just as well, and a careful study of the successful man will disclose the fact that he is a man of rare judgment in the selection of subordinates, and makes it his constant aim to get rid of all the details and routine work possible.

The attention of a successful executive to detail must, however, go this far: He must have a thorough knowledge of it in every department of his business, and, while ignoring it as a general thing, must make it a practice occasionally to devote the strictest attention to it, going over it with the subordinate in such a way as to let him understand that the manager is a thorough master of it. In this way he will secure proper attention to it by the subordinate, and if things do not run smoothly and economically he will be able to set them right.

More than two-thirds of the half-way failures in business are due to the fact that the chief fritters away valuable time in watching over trivial things

when his attention ought to be devoted to weightier matters. A man has but a certain amount of energy and available working time, and it needs not very deep reasoning to see that if he devotes a large portion of it to minor affairs he will not be able to give the attention which he ought to the work that he is best fitted for.

To be thoroughly successful in a large way a man should be free to watch the situation, to keep a general oversight of all departments, and to make plans for the increase and proper conduct of the business. Ideas are the germs of success, and good ones properly worked out will be found to constitute the difference between the successful and the unsuccessful man.

Time devoted to the study of the market, to learning the tastes of customers, and to noting the tendency of this or that brand of goods is not time thrown away, and neither is time devoted to a proper cultivation of the trade. The successful man must keep abreast of the times, and to do this he must look into the future as far as in him lies, for the future will soon be the present, and not to be prepared for it is to court commercial death.—Commercial Enquirer.

### DON'T WORRY.

"A man's business life is too short," says the Grocers' Criterion, "to waste any portion of his time in fretting over any trifling matter of business. If a man has a mind to be annoyed by every little mishap that occurs in his establishment he can keep himself in constant hot water by worrying is neither sense nor reason in flying into a fit of passion because some careless clerk breaks a stone fixture, leaves a faucet running, smashes a jug, or commits some other trifling blunder. Constant fretting on the part of employers makes clerks and bookkeepers nervous, and in this condition of mind and body they are far more apt to make mistakes than they otherwise would be. Business worry wears a man out very rapidly, and when the habit of fussing is once acquired, it is extremely difficult to rid oneself of it. There are men who work themselves into perfect fits of passion over little insignificant matters not worthy of serious thought and consideration. There are other men who fret because they fear something unpleasant is going to happen to their business career. They may have obligations to meet, a note due at the bank, while their customers cannot be depended upon to help them out of a tight corner, but there is no earthly use in borrowing trouble until trouble comes, and then every enterprising merchant should manfully meet it. There is a great difference in merchants. Some wear themselves out before middle life, become irritable, morose, snappish and disagreeable in the conduct of a

very small business, while other men, with vast interests and great responsibilities who are calm and well poised, patient and nery, live to a good old age without borrowing trouble or shattering their nerves over trifles."

### REJECTED TEAS FOR CANADA.

It seems that for some time Canada has been made the dumping ground for all teas rejected by the United States and English tea inspectors. During the past ten days the tea inspectors have rejected some 4,200 packages of pingsueys. It was the vilest kind of stuff, and the arbitrators at New York refused to allow it to enter there. It is understood that it is the purpose to also throw these teas on the Canadian market. The Minister of Finance's attention was drawn to the matter a couple of weeks ago, and it is imperative in the interests of the trade that some stringent measure should be taken to prevent a continuance of the pernicious custom.

### A WELL ARRANGED STORE.

One of the finest grocery stores between Toronto and Kingston is said to be that of James Craig & Co. of Trenton. THE GROCER is at the moment in receipt of a large photograph showing the arrangement of the interior, and judging from this picture the store is well worthy of the reputation it has attained. The shelving is spacious and unique and the store is shown to be fitted up with the conveniences of a modern first-class grocery and crockery store. Notwithstanding the large stock of goods displayed there is no disorder, for there seems to be a place for everything and every is in its place. The number of seats that there are in view demonstrates that Craig & Co. are anxious for the comfort of their customers as well as their patronage. Merchants can gather some pointers on the arrangement of a store even from a glance at the photograph. The store is 90 by 22 feet.

### ENDORISING THE AUTHORITIES.

A meeting of the Canadian Canned Goods Packers' Association was held at the Walker House, Toronto, last Thursday, with W. Boulter, Picton, president, in the chair. The majority of the factories were represented. A number of matters were discussed and a resolution was adopted practically endorsing the action of the authorities in prosecuting those packers and dealers who have been selling "soaked" goods. It was reported that the packers were a new firm and put these goods on the market in ignorance of the law. Considerable discussion took place on the advisability of reducing the canning season's pack, but no definite agreement was arrived at. Many of those present expressed their intention of doing so whether the Association as a whole agreed to it or not.



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36 Yonge Street, TORONTO

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 Millar's Paragon Cheese  
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Always reliable, never changes. In cases of 60  
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 at the same prices.

We have a large and varied stock of Indian and  
 Ceylon Teas. Most of our teas being specially  
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THE smaller lines of  
 our manufactures,  
 such as Herbs,  
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 Tartar in packages are  
 worthy of your atten-  
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## SEEDS Clover, Timothy and Grass Seeds

Samples and Prices upon  
 Application.

Wm. RENNIE, Toronto, Ont.

## Butter Tub's .

BEST WHITE SPRUCE.

## Butter Bowls

MAPLE AND COTTONWOOD.

## Oak Dash Churns

WALTER WOODS & CO.  
 HAMILTON.

### MONEY INVESTED IN ADVERTISING.

No matter how hard you try to drive it into the craniums of some business men, you can't make them believe that millions of dollars are invested annually in advertising. Here are a few facts and figures, that can be easily verified. For instance, there is Harper's Magazine, which derives a yearly income of \$350,000 from its advertising patrons in its twelve issues. Hear's Soap pays \$9,000 a year for a single page in the Century. Enoch Morgan's Sons spend annually \$300,000 to keep "Sapolio" before the public. As for John Wanamaker, it has long been known that he pays a man \$10,000 a year only to write his advertisements. In 1888, no less than \$110,000,000 went into newspaper advertising. Perhaps advertising does pay, after all.—Exchange.

### THINK THRICE.

Think thrice before you embark in any commercial enterprise, says a contemporary. The decision to engage in a certain trade is but the preparation for the battle, and no hotly contested battle was ever won without the victorious army having perfected all its plans in advance. The merchant's primary object in trade ventures is, of course, the making of money. If he selects a certain branch of trade, he must have well defined reasons for his selection, and unless he knows in advance all the possibilities of failure, as well as the probabilities of success, the prospects will be unfavorable for him. An intelligent and comprehensive idea of the requirements of any line of trade should be obtained before the investment of capital is made.

Think thrice before you decide upon a location. Think first how many people you will have a chance to sell to; think second

how many competitors you will have in selling to those people; and think third what kind of goods those people are used to buying. A physician does not locate in a new country where there are but a dozen or so families, nor does he hang up his shingle in a town where it is so healthy that they have to kill a man to start a graveyard, and the wise merchant does not open a store at a point where there is not enough trade to support him.

Think thrice before you purchase your stock. In nearly every store in this country are goods that are practically unsealable, which were purchased in hopes that a trade could be created for him. It is well to make a test of such goods once in a while, but it is time to purchase in large quantities after the demand has been actually demonstrated.

Think thrice before you fix your prices. You know about how much your annual sales will amount to; you can tell within a few dollars of what your annual expenses will be; you know the personal cost of your living; you have, or ought to have, a very fair idea of your percentage of losses, and you therefore can easily ascertain what percentage of profit you have to make in order to protect yourself. If you can't get prices that will support you, it will be better for you to move to some other town, or close out your stock of merchandise. A slight loss now is immeasurably better than a partial or entire failure after a while.

Think thrice before you grant credit to new customers. Think three times thrice before you grant credit at all. The more readily you adhere to a cash system, the easier you will find it to utter the potent "no" when a doubtful customer wants thirty days' time on ten dollars' worth of merchandise.

Think thrice before you employ a new clerk. Upon the courtesy of your employees a great deal depends. It is better to pay an able, conscientious, energetic and polite clerk fifteen dollars a week, than to pay two incompetent clerks seven dollars and a half a week each.

Think thrice before you decide upon your advertising methods, but don't hesitate a moment when it comes to laying away certain sums for advertising. If you are now so located that advertising is not necessary, you are especially fortunate, but the time will come when you will have to spend money in printers' ink. It is not a question of the efficacy of advertising, but of mediums. Before you invest your money determine what class of people you want to reach, how you want to reach them, and what mediums have the most influence with them.

Think thrice, three times over, before you "dun" a customer by mail, or before you seek to collect by the process of law. There may be some satisfaction in forcing a "dead beat" customer to pay by resorting to legal procedure, but there is very little money in it, and an infinite amount of annoyance.

Ninety-nine per cent. of those who will go to law before they will pay their just bills are law-proof, and a judgment against them is practically valueless.

Think thrice before you discuss your private affairs with your customers. They want to hear about the goods you have to sell, and do not come to your store seeking information about your competitors, or to learn the latest home cure for measles.

Think thrice before you give your promise to "do all in your power" for a friend. If you do all in your power for friends you will have to neglect your own business, and they will never be able to repay you, nor will some of them be willing to repay you.

Think thrice before you ask a favor. If you do everything in reason for yourself, you will have very little occasion to ask others to do anything for you. Think three times thrice before you take money out of a legitimate business to invest it in an uncertain speculation in hope of immense profits, and think thirty times thrice before you indorse the paper of an acquaintance.

### WHAT ASSOCIATIONS NEED.

Under the above heading the Engineer has a long article in which a great deal of practical wisdom is displayed. It is shown, and it is the stand we take, that an association must have some definite object in view, which should be adhered to strictly under all circumstances. Associations of business men are formed for the single purpose of advancing the welfare and interests of the members and not to gratify the ambitions of individuals. They are business organizations, co-operating for the common need, and should be carried on precisely as any successful mercantile house conducts its affairs.

Leaders are few; like poets, they are born, not made. Men who have executive ability; sufficient personal popularity to carry the members with them and insure the execution of plans are very few, and when found every means should be taken to retain them. The presiding officer of an association is not to be envied; he cannot expect to please everyone, and should never be elected solely because he is popular. He must have capacity and executive ability, and sometimes the most disagreeable individual has the largest head.

The membership must be loyal to the general welfare. Some measures which have been instituted may bear hardly upon individuals; the benefits of any particular course or policy are not always felt at once, but if the members of the organization are satisfied with the zeal of the presiding officer, they should strengthen his hands in every way and maintain discipline. Unless this is done the best officer it is possible to find will be rendered useless, and the association itself will waste its time and money.

You can lose more than we do by not subscribing for this paper.



TO YOU IT IS

PROFITABLE and a  
QUICK SELLER.  
Thousands testify to its PURITY and  
Wonderful washing qualities in  
HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,  
Winnipeg, Man.



**SPECIAL VALUE In FRUITS**

**PRUNES**—Atlas, in Cases.

**VALENCIAS**—Fine Off-stalk and Layers.

**CURRANTS**—Good Quality in all Kinds.

Write us for quotations. We are doing the fruit business right at present

**H. P. Eckardt & Co., Toronto**  
WHOLESALE GROCERS,

**FOR  
COOKING  
PURPOSES**



**STERILIZED.**

It makes the most delicious

**Puddings**

**Custards**

**Ice Creams**

**DELAFIELD, MCGOVERN & CO.,**

91 Hudson St., Sole Agents.  
NEW YORK.

33 RIVER STREET,  
CHICAGO.

215 CALIFORNIA ST.,  
SAN FRANCISCO.

For sale in Canada by

**JAMES TURNER & CO**

Hamilton, Ont.

The pure INDIAN TEA of  
**KEMBLE & CO.,**  
Calcutta, India,

Is "Second to None" for Purity, Strength,  
and Flavor. TRY IT.

**A. DAVIDSON,** Canadian  
Representative.  
48 Front St. East, Toronto.

**COWAN'S**  
**COCOAS AND**  
**CHOCOLATES**

Are Standard, and sold by  
all grocers.

1000 cases Tomatoes

2000 cases Corn

1000 cases Apples One Gallon Cans.

**ALL CHOICE BRANDS**

**TO ARRIVE IN MAY**

1000 punchons Choice New Crop Barbadoes Molasses

**L. CHAPUT, FILS & CIE,** WHOLESALE GROCERS **Montreal**

**ARRIVING THIS WEEK:**

From the Finest Gardens in  
Ceylon.

Chests, Choicest Tippy Pekoes.

ALSO

Half Chests, Choicest Pekoe Congous.

Caddies, Choicest Scented Orange Pekoes.

Caddies, Choicest Formosa Oolongs.

**REGAN, WHITE & CO.** - - - **Montreal**



**Ram Lal's**  
**PURE**  
**INDIAN TEA**

GUARANTEED ABSOLUTELY PURE  
AS MANUFACTURED ON THE  
GARDENS IN INDIA

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



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

Mr. Carson of Barrie, has sold out his business to an Aurora man.

A new cheese factory has been opened at Blackstock under the presidency of James Parr

The Toronto Retail Grocers' Association will hold its annual excursion August 2 to Niagara Falls.

Smilie & Co of Sterling, have gone out of groceries and are devoting their attention to dry goods only.

The British Columbia Sugar Refining Co. is calling for tenders for pile driving and making wharf repairs.

T. A. Cole, grocer, Wilton avenue and Parliament streets, has refitted the interior of his store, giving it double its former capacity.

John Campbell having retired from farming is keeping store at Eldon station. "The work seems to agree well with him," says the Lindsay Warder.

The Fredericton board of trade has adopted a resolution to the effect that business men make twenty-five per cent. discount on American silver after this month.

With a barrel of sugar, another of chlorate of potash and a little sulphuric acid, a certain Boston genius proposes to drive a 5,000 ton ship across the Atlantic in three days.

Broom corn promises to be dearer. Two large warehouses—one in St. Louis and one in Cincinnati for storing broom corn—with their entire contents, have been burned.

V. H. English has opened out in the grocery trade at Barrie. He was formerly a clerk for Grocer Vair in the same town. He has a good stand, has a high class of groceries in stock, and his friends say he will do well.

E. J. Vincent of South River, has sold out his store to the South River Lumber Co. Mr. Ard, who was formerly a partner with Mr. Vincent will be manager. The former sold out his interest in the store about three months ago.

Hon. Messrs. Foster and Bowell paid a visit to Eby, Blain & Co.'s wholesale grocery warehouse while in Toronto. They have been visiting several manufacturing establishments in the city, and wanted to see a representative commercial house. Eby, Blain & Co.'s is held to be one of the best

appointed wholesale grocery establishments in America. It was first laid out by Hon. Frank Smith, than whom there was no more thoroughly practical man in the trade. When Eby, Blain & Co. bought his business they visited the best establishments in the States for pointers. The ministers expressed pleasure at what they saw.

Mr. Meacham, in moving the second reading of his bill in the Ontario Legislature to amend the Pharmacy Act, said that the clause making retail dealers register the sales of paris green was a dead letter, and he wanted the clause struck out.

California claims third place in the order of the yield of petroleum for the year 1892, with a production of 500,000 barrels of crude oil. Santa Barbara County produced 250,000 barrels; Los Angeles County, 185,000 barrels.

These officers were elected at the annual meeting of the Ingersoll dairymen: President, Wm. Fewster; secretary, W. R. Smith; auditors, T. Winders, J. F. Williams; executive committee, R. Facey, B. Hopkins, L. A. Price, C. W. Riley, John Podmore, J. W. Cook.

Mr. Jaffary of Bolton, has moved his store across the street. None of the stock was removed and the combined weights of the goods and building made it very heavy, the task was completed without even a pane of glass being broken.

In the House a few days ago Sir Oliver Mowat, in answer to a question, said that whilst the matter had been under consideration, still it was not the intention of the Government to introduce a bill during the present session for the purpose of taxing mortgages as requested by the deputation of the Patrons of Industry.

Joseph Fee, grocer, Sumach and King streets, has put a new glass front in his store, and has otherwise improved and beautified his establishment. In consequence of the increase in business Mr. Fee has found it necessary to add another young lady to his staff of clerks, and her good looks are said to attract the young men just as the store and its stock do fastidious housekeepers.

Seven charges were brought against G. J. Schrapnell at the Toronto Police Court Monday, in connection with the canned soaked peas prosecution, but they were laid over for a week until the canners, who carry on business at Springville, can be summoned. Mr. Schrapnell simply sold the goods as an agent.

By a law passed in July last by the Greek Chamber, it is a punishable offence to mark any package containing currants for shipment to any foreign market with any name other than that of the district where they were produced. The British consumer can, therefore, now depend upon getting "Vostizza," "Gulf," or "Patras" currants, should he buy a package which has been so marked in Greece. Formerly all kinds of rubbishy

currants, grown on the western coast of the Morea, were branded as "Vostizza," "Gulf," etc., in order to deceive foreign consumers.

THE CANADIAN GROCER has published the canned goods law several times. It is a remarkable fact that not one of the retailers who have been fined for selling "Soaked" goods are subscribers. Several subscribers were approached but refused to handle them when they found what their contents were, though offered at less than the regular market price.

The following officers have been elected by the Guelph Board of Trade. President, Col. Higinbotham; vice-president, James Watt; secretary-treasurer, A. Scott. Council—J. Hallett, H. Murton, T. J. Day, Col. Macdonald, J. E. McElderry, James Innes, M.P., James Goldie, J. M. Bond, A. W. Alexander, G. B. Ryan, James Millar, Charles Raymond.

At a recent banquet of the Manchester, (Eng.), Commercial Travellers' Association, the chairman said that in 1851 there were estimated to be 9,734 commercial travellers in the United Kingdom. In 1881 there were 42,000, and at the same rate of increase would now be 56,000. In the States there were in 1888 between 250,000 and 300,000 commercial travellers.

How few grocers there are who take the trouble to obtain the first name of their customers, and how many there are who fail to charge the items on their day-books, contenting themselves with the fact of having entered them on the cash-book of the customer. Many grocers keep no cash or invoice books and, in fact, if it was to come to the point, could not prove anything about their affairs.

This is a good story from the South. A Savannah drummer says a drummer who had a great dealings with the Macon lawyers went out recently to Rosehill Cemetery and amused himself reading the inscriptions on the tombstones. He finally came across one that read: "Here lies a lawyer and an honest man." Turning to his friend, he said: "Bill, what made them bury those two fellows in the same grave?"—St. Joseph Journal of Commerce.



# "CAIRN'S"

## HOME-MADE MARMALADE

New Season's Make now Ready  
for Shipment

Blaklock Bros. GENERAL AGENTS  
MONTREAL  
WRIGHT & COPP, Toronto Agents

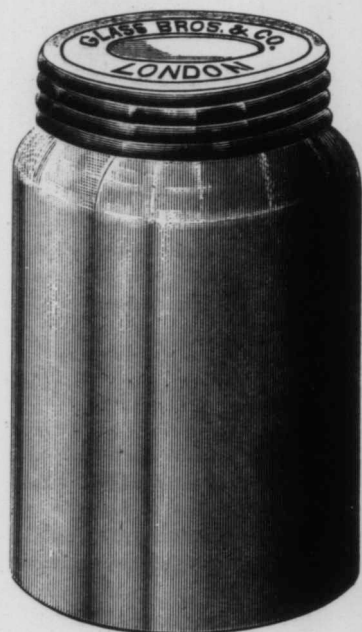


J. F. EBY

HUGH BLAIN

"What say you to a piece of Roast Beef and Mustard?"

—Shakespeare.



(Above Cut is Fac-simile of Jar.)

## Everybody uses Mustard—

It is a staple—constantly in demand—called for every day. Something so generally called for should be attractively and conveniently put up. We have placed on sale the best value in Mustard ever put into jars at the price—a SCREW TOP, handsome jar, 1 lb. and 2 lbs. Every consumer will take it in preference to the old style jar. TRY THE CHANGE.

## "Only This and Nothing More"



is required by every first-class grocer and merchant. **Chase & Sanborn's** "Seal" brand Coffees. We were the first house in Ontario to handle these goods, nine years ago this month, and have never had reason to regret our choice. Follow our example and buy "Seal" brand Coffees.

**EBY, BLAIN & CO.,** Wholesale Grocers **Toronto, Ont.**



IF YOU WANT  
SOMETHING  
..GOOD..

WE  
MAKE  
IT

This Favorite  
Brand Sells  
At Sight

+

Send for  
a Package



EMPIRE  
TOBACCO  
Co.

MONTREAL

### DRY GOODS.

(From the Dry Goods Review.)

This week has seen a brightening in the dry goods trade. The dullness of the last two weeks in April and of the first week in May has been displaced by a normally active trade. More buyers have been in the market from the larger towns, while the city dealers have placed many orders for immediate delivery. The rural trade has not awakened to any great extent, but a continuation of the present weather for even a short time will work a favorable change.

Then there has been a steady movement in staples, such as cotton goods, and wash fabrics. Men's furnishings, such as summer underwear, collars, shirts, and neckwear, have been perhaps the most active branch of the trade. Small wares are extremely quiet. Laces continue to be shown in large range of patterns and qualities with a fair demand, and with the bright weather, parasols, which have been slow, have begun to move freely. The movement in dress goods has been very fair, though hardly up to expectations. Prints have been also in fitful demand. In dress goods the plain goods find the greatest favor. Some very fair orders have been executed in household linens, such as napkins, tablings, etc.

So far May has been much better than April with regard to payments. But even yet money is not forthcoming as promptly as it should be, especially from the country merchants. Wholesalers are hoping that another week will see an improvement in this matter.

Fall and winter goods are receiving very scant attention from the retailers.

Mr. P. H. Burton has just returned from his European trip. He looks well and hearty. Mr. Dingwell, buyer for the silk department of John Macdonald & Co., has also returned. So has Mr. J. Fraser Macdonald.

### NOTES.

A strange sight in the hosiery, underwear, and glove department of W. R. Brock & Co. is a solid pile of ladies' ribbed cotton vests, eight feet square and twelve feet high. It is composed entirely of the goods themselves, no boxes being used, and is the result of an extraordinary purchase of a job line of goods, which probably comprises more dozens than any order ever placed in Canada. This firm seem to know when to make a venture in an extraordinary way, and their success with the line shows careful judgment. They are sending out sample dozens to all merchants who request them to do so.

Alexander & Anderson have opened up repeats of Nottingham lace curtains, Nottingham nets, and coin spot muslins. These goods are the latest productions, and especially suitable for the general trade. In art muslins they are show-

ing an excellent range of especially attractive lines. Cretons and furniture satens are also shown in great variety.

A shipment of flannelette shirts is to hand with W. R. Brock & Co., being a repeat of their leading line, F. 20, which can be retailed at 40 cents. This line seems to be extra value, as they report having received orders for as high as 50 dozens from one customer.

Gordon, Mackay & Co. are clearing out off lots of from one to four pairs of a pattern in lace curtains at 33 1-3 per cent of regular prices. This no doubt will be sufficient inducement to merchants to send in their orders immediately and thus have first choice.

A case of gauntlet gloves in lisle and taffeta is just being opened up by W. R. Brock & Co. These are active goods at present. Another case of the popular lines of Irish Pointe, Guipure, Chantilly and other fancy laces, also veillings and complexion nets are to hand.

The range of black and colored half hose shown by Gordon, Mackay & Co. is one of the best in the trade in point of quality and value. This firm is also showing unsurpassed value in Balbriggan and natural wool underwear.

John Macdonald & Co. are showing a full range of ladies' circulars and men's rubber coats. These goods are of the best quality and at proper prices. Ladies' Windsors are in good demand at present and they are showing good ranges. Blue grounds with white spot, cream grounds with a colored spot, plain creams and whites are the leading novelties.

W. R. Brock & Co. are showing a very large range of embroideries in cambric, namsook, and Swiss effects in edgings, insertions, setts, flouncings, allover, etc. These goods were purchased early in the season before the heavy advances in the Swiss market some months ago.

Wyld, Grasett & Darling are opening up a magnificent range of cretons, art furniture styles, very effective goods. A line of bleachers' jobs in linens is to hand, and they are able to offer it at cut prices. A range of sizes in American quilts is shown, and are attractive goods. Box cloths for dress goods are in good demand, and they show a nice range.

Previous to stock-taking John Macdonald & Co. are offering clearance drives in summer underwear, braces, and top-shirts. These are all this season's goods.

Gordon, Mackay & Co. are showing something new in American white crochet quilts in the way of an extra heavy weight in floral designs, 1-14 only.

In staples John Macdonald & Co. are cleaning out odd lines. Broken lots of prints are being offered at clearing prices. Ceylon flannels are also being run off; as are also a few gingham. Awning cloths are shown in great variety and in numerous qualities.



**John Jamieson & Co's**  
**LOCHFYNE**  
**HERRINGS**  
 56-60 E. Howard Street, GLASGOW.  
 Agent, W. S. KENNEDY,  
 468 St. Paul St., MONTREAL.

**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.

**NOTICE**

The British Columbia Fruit Canning and  
 Coffee Co'y, Ltd.  
 VANCOUVER, B.C.

Having largely increased their capacity. We ad-  
 vise all dealers to see their price list before plac-  
 ing 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.

**EPPS'S COCOA**  
 4 lb. packets, 14 lb. boxes secured in tin  
 Special Agent for the Dominion:  
**C. E. Colson, Montreal**

**LAURENCE GIBB**  
 Provision Merchant,  
 88 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.

**Meglaughlin, Marshall & Co.,**  
 Wholesale Provision Merchants,  
 3 and 4 Corn Exchange,  
 Manchester,  
 Liverpool and Glasgow. England.

Also at  
 Are prepared to receive Consignments of Eggs,  
 Bacon, Hams, etc. Having been established more  
 than 40 years, they are in connection with all the  
 best buyers in the North of England.

**Joseph Carman** Commission and  
 Manufacturer's Agent.  
 WINNIPEG, MAN.

REPRESENTING:—Peck Bros. & Co., London,  
 Eng., Teas, Coffees, Spices; Kilburn & Co., Cal-  
 cutta, India, Teas, Jute Sacks, etc.; Lever Bros  
 Liverpool England, Sunlight Soap; Ireland Na-  
 tural Food Co., Toronto, Ont., Breakfast Cereals  
 Leonard Bros., St. John, N. B., and Montreal  
 Boneless Fish; Wright & Copp, Toronto, Ont.  
 Imperial Cheese and Snider's Soupes, etc.  
 We are open for a few more good agencies  
 Correspondence solicited. Refer to any of the  
 above.

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

Eggs are firm and in good demand, at 12c.;  
 butter is easier, at 17 to 20c.; dried apples, 4 to 4 1/2c.;  
 green apples, \$1.50 to \$2; beans, \$1 30 to \$1.50;  
 potatoes, 35c. to \$1 per bag; cheese, 10 1/2 to 11c.

Consignments of Above  
 Solicited.

Full lines of Jams, Jellies and Corned Beef, for  
 which we solicit your order.

**J. F. Young & Co.**  
 Produce Commission Only.  
 74 FRONT ST., EAST  
 .. TORONTO ..

**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.

**PUT**  
**TEXAS BALSAM**  
**IN STOCK**

The Great Healer for all kinds of wounds on  
 Horses and Cattle. \$3.00 worth only costs you  
 \$1.80. Express prepaid. Cash with order.  
**C. F. SEGSWORTH,**  
 6 Wellington St. East,  
 Toronto.  
 Sample 25c. postpaid.

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

— DEALER IN:—  
 Bananas, Pine Apples, California, Messina  
 and Valencia Oranges, Lemons  
 dates, Figs, Fresh Fish, etc.  
 Orders Solicited.

**GEORGE MCWILLIAM. FRANK EVERIST.**  
**MCWILLIAM & EVERIST**  
 Fruit and Commission Merchants  
 25 and 27 Church street,  
 TORONTO, ONT.

We have arriving in Montreal this week, ex S.  
 S. "Charrington," 1500 Boxes Extra Fancy Mes-  
 sina Lemons; ex S. S. "Fremona," 3000 Boxes  
 Extra Fancy Messina Lemons; ex S. S. "Dra-  
 cona," 300 Boxes Extra Fancy Messina Lemons.  
 These are all Extra fancy November-cut Mes-  
 sina fruit, among them being 2000 Boxes of the  
 celebrated Santi de-Pasquale brand, which is so  
 well known for their long-keeping qualities.  
 Write for quotations.

**J. CLEGHORN & SON**  
 94 Yonge Street, Toronto.

California Riverside Navels  
 " Riverside Seedlings Oranges.  
 Our First Car just arrived, good color, juicy  
 and sweet, better stock than we have ever had.  
 Messina Lemons, Figs, Dates, Nuts, Almeria  
 Grapes, Bananas, Pines, etc., in stock. Full line  
 Fish and Oysters during Lent.

**WILLIAM RYAN,**  
**PORK PACKER**  
 Toronto, Ont.

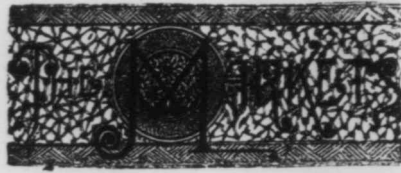
**HAMS, MESS PORK,**  
**BREAKFAST BACON, SHORT CUT,**  
**ROLLS, LARD.**  
 WRITE FOR PRICES.

**McLAREN'S**



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

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



[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 in our Prices Current necessarily take a wide range.]

## TORONTO MARKETS.

TORONTO, May 11, 1893.  
GROCERIES.

Trade exhibits a little more life this week. The country roads, although improving, are still bad in some sections, and travellers are still more or less inconvenienced in getting over their routes. Sugars continue to be the feature of the market. There was another advance of 1-8c. a pound on all kinds Monday, and the market is strong at the advance. A better demand has also sprung up, and there may now be said to be a fairly good movement. This is the only line, however, in which increased activity is perceptible. At the same time, however, business generally is fairly good, and the outlook still favors a good healthy spring and summer trade. Canned goods continue steady and unchanged, and much the same applies to coffee. A quiet trade is being done in dried fruits, with the feeling in currants rather easy. The position of the tea market continues strong for low and medium grades. Green fruits are still moving briskly, with pine apples in much better supply and lower. The butter market is weak on account of liberal supplies, while cheese remains quiet and uninteresting. Payments are not yet up to the mark.

### COFFEES.

There is no change on the local market. Demand continues light, and stocks of good Rios small. Jobbers have been freer buyers this week. The New York market is a little steadier and the foreign is firm. We quote: Rio, 20 to 22c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Mocha, 26 to 30c.; Santos, 21 to 22c.

### DRIED FRUIT.

Demand is on the whole fair, and the only new development is an easier feeling in currants. Advices report that the currant crop in Greece and the Sultana crop in Turkey have been both damaged by frost, in some districts 20 per cent. In France and Spain drought and hot weather is said to be making mischief. On the local market the movement in Valencia raisins is fair at unchanged prices. Some fruit can be obtained as low as 4c. per lb. The idea seems to be 4 1-2c. for seconds off-stalk and 5 1-2c. for fine off-stalk, fancy selected 7 1-2c., and layers 6 1-2 to 7 1-2c. Currants are a little easier, although the fruit offered here at lowest prices is of inferior quality; 5 3-8 to 5 1-2 is the idea for good sound fruit. For prunes the

ruling figure is 7 1-2c., and the demand is fair for the season. Dates are quiet and unchanged, with 5 1-2 as the idea.

### NUTS.

Much as before. We quote: Brazil nuts, 11 to 11 1-2c. a pound; Sicily shelled almonds, 32 to 35c. a pound; unshelled, 16 to 17c.; peanuts, 13 to 14c. for roasted and 11 to 12 1-2c. for green; cocoa nuts, \$5 to \$5.50 per sack.

Rice remains quiet and featureless, with 3 7-8c. the ruling figure for ordinary quality. Spices continue in fair demand at unchanged prices. Whole ginger is quoted at 20 to 25c.; pure white pepper at 20 to 28c.; and pure black at 14 to 16c.

### SUGAR.

The market continues to gather strength. The refiners advanced prices another 1-8c. on Monday last, making a gain of 1-4c. in a fortnight. For granulated the idea is now 5 1-2c., and the lowest quoted for yellows is 4 7-16c. The refiners won't make concessions, will not sell for future delivery, and, in fact, will not sell anything but what they have in stock, and that at full prices, which are something like 1-4c. below New York. Beets to-day are 18s. 9d. in London, when about six weeks ago they were quoted at 13s. 6d. It is acknowledged on all hands that the advance in refined has not been in proportion to that of the raw article. Demand is improving, and the movement is now fairly good. One of the features of the week has been the awakening of the Maritime Province refiners, who now that prices have reached their ideas, are beginning to offer sparingly the stocks they have had in store here for the past two months. It is held that there are very few holding sugar here that was contracted for at low prices. This naturally tends to strengthen the feeling on this market.

### SYRUPS AND MOLASSES.

Syrups are in good supply, with demand small; 2 1-4 to 3 1-2c. is the idea. Much about the same as before applies to molasses. There is not much doing, and prices range from 32c. for Porto Rico to 38 to 48c. for New Orleans.

### TEAS.

The position is much about the same, except it be that low grade Japans and black teas are getting stronger. Nothing in the way of black teas can be bought in England and laid down here under 14 1-2c. a pound, while in low grade Indian and Ceylon teas the minimum is around 18 1-2c. Even in the way of futures the lowest at the terminal market, according to latest mail advices is 13c. August. Clearances in England for home consumption have been very large since the budget speech was delivered, and the question as to whether there would be a change in the duty settled. The local market is in good shape. Jobbers have been buying more freely during the week, and there has been more enquiry from the retailers. Merchants are evidently beginning to appreciate the excellent value offering in medium grades of India, Ceylon and China congous. Low grades of all kinds, except young hysons, are neglected on account of the poor value compared with the higher grades. Japans quiet and neglected. We quote: Japans—Low grade and common, 13 to 13 1-2c.; Medium, 17 1-2 to 19c.; fine to finest, 28 to 35c. Blacks—Low grade congous, 14 1-2 to 16 1-2c.; medium, 18 to 23c.; fine, 30 to 45c.; fancy, 60 to 70c.

### BUTTER AND CHEESE.

Receipts of butter during the week have been liberal, with the tendency of

prices downward. Buyers will not take any more beyond what will supply their wants from day to day. Business is, therefore confined to small but numerous parcels. A satisfactory feature to jobbers is the scarcity of pastry butter, which necessitates bakers falling back upon large rolls, for which 16c. is the idea for this purpose. Receipts are largely confined to large rolls, for which 16 to 17 1-2c. is the range of prices. Receipts of dairy tub are confined to an odd one here and there. Farmers' pound prints are plentiful at 18 to 19c. There is no creamery of any kind offering. Some pound prints are coming in, for which 24 to 25c. is obtained, but dairy butter is given the preference on account of the difference in price. There was a little old creamery tub on the market during the week, and it was cleaned out at 17c. The quality of the butter coming in is as a rule good.

In cheese there is simply a retail trade being done. Old stock seems to be pretty well sold out, and only a few boxes of new are arriving yet. Prices remain much about the same, 11c. being the idea for old and 10c. for new.

### COUNTRY PRODUCE.

Beans.—Dull. Jobbers are selling good navy hand-picked beans at \$1.45 to \$1.55 and paying \$1.40 to \$1.50.

Dried Apples.—Without any material change, jobbers paying 4 1-2 to 4 3-4c. and selling at 5c.

Evaporated Apples.—Dull and unchanged. Dealers are as a rule paying 8 1-2 to 9c., and quoting 9 to 9 1-2c.

Eggs.—In good demand and steady at 11 1-2 to 12c., the outside figure being for five and ten case lots.

Honey.—Still no improvement. Extract is quoted as before at 8c. for clover and 5c. for dark.

Poultry.—Still scarce and wanted. We quote chickens as before at 80 to 90c., turkeys at 13 to 14c. a pound, and geese at 8 to 10c. a pound.

Potatoes.—The feeling is firmer at the moment. Deliveries are light on account of farmers turning their attention to seeding, and some dealers here have been caught short. In consequence of this prices are higher. Cars here have changed hands at 80c. on the track during the week, but to-day it is likely 5c. more than this could be obtained. For lots out of store dealers are getting all the way from 90 to \$1.

Onions.—Not much doing, and prices are unchanged. We quote: Red, \$1.10 a bag, \$2 per barrel; yellow, \$1.20 per bag, \$2.25 per barrel.

Hops.—Not many moving. Jobbers are getting 18 to 20c. for '92's and 14 to 15c. for yearlings.

### HOGS AND PROVISIONS.

The market is firmer on dressed hogs. \$8.25 to \$8.50 being the idea. Arrivals however are not altogether satisfactory as to condition. Smoked meats are in good demand and firm. Barrel pork is scarce. Lard is quoted a little higher. There have been some shipments of hams during the week, but it was said to be to fill contracts previously made.

Bacon.—Long clear, 10 1-2 to 11c.; smoked backs are 13c.; bellies, 13 1-2 to 14c.; rolls, 10 1-2 to 10 3-4c.

Hams.—In good demand and firm at 13 to 13 1-2c. for smoked.

Lard.—Pure Canadian is 13 1-4c. in tubs, 13 1-2c. in pails, and 13 to 13 1-2c. in tierces. Compound 10 to 10 1-2c.

Barrel Pork.—Canadian heavy mess

(Continued on page 20.)





**ORDER A  
Sample  
Package**

We would ask you to order from your wholesale grocer a **SAMPLE** Case (2 doz.) of **KENT BOTTLED PICKLES**, (full 20 oz. Bottles) or a 5 Gallon Pail of Bulk Pickles. We are satisfied of the result of your investigation. We invite comparison with other goods.

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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."

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Canning Factories.  
PICTON and DEMORESTVILLE.  
W. BOULTER & SONS,  
PROPRIETORS,  
PICTON, ONT.**

**Fish** Wholesale lots only.  
FRESH, CURED AND FROZEN fish, of all kinds, from first hands, **LOWEST PRICES.**  
**L. H. DOBBIN, - MONTREAL.**

**LYTLE'S  
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**ARE THE BEST.**  
Try them and be convinced. Once used, will have no other.  
**T. A. LYTLE & CO.,  
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Do not Buy Poor Goods

**THE Lakeport  
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Pack the Best \_\_\_\_\_

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**BANANAS**

2 and 3 Cars arriving weekly and Fine Rooms for Ripening

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Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

**Sherbrooke Maple Product Co.,  
Sherbrooke, P. Q., Canada.**

**Boy  
Brand  
Corn  
UNBLEACHED**



**DAILEY'S**

**Boy  
Brand  
Tomatoes**



Please try them.  
Can be obtained at all Leading Wholesale Houses.  
**Kingsville  
Preserving Co.,  
(LIMITED.)  
KINGSVILLE, ONT.**

**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,



**DELHI CANNING CO.**

## CANNED GOODS.

## TORONTO.

The market remains in about much the same condition as a week ago, as far as the volume of business and prices are concerned. A little more interest has been drawn to it in consequence of some shipments of tomatoes that have been made to the Old Country. If these shipments turn out satisfactory, as from present prospects they will, further consignments will be forwarded. The probable result on a market that is firm is obvious. At any rate the next couple of months will probably determine whether there will be any surplus pack of vegetables. As far as salmon is concerned it is conceded that the stock will be about exhausted by the time the new pack arrives. Demand for tomatoes keeps up. We quote 80c to \$1, but the inside figure is for an article of rather inferior quality. Demand is still principally for a medium tomato that will retail three for 25c. There is nothing new regarding peas. Demand continues good at 85c. to \$1.40, the outside figure being for the sifted article. Stocks of corn are getting lower and there is little chance of there being a surplus, and some people expect prices to go 10c. higher before the season is out. The packers are said to have practically no stocks on hand. Prices are unchanged at 85c. to \$1 for ordinary brands and at \$1.40 for honey sweet. Beans, if anything, are in rather better demand, and unchanged at 90c. to \$1. Stocks of salmon are getting low and demand is good and prices firm for the better brands. We quote \$1.55 to \$1.65 for tallies and \$1.70 to \$1.80 for flats, good quality, while light pink can be obtained as low as \$1.30. Lobsters are in good demand for the season at \$2 to \$2.10 for tallies and \$2.50 for flats. Canned meats are beginning to be more enquired for. Peaches are in fair demand at \$2.10 to \$2.25 for 2's and \$3.25 to \$3.75 for 3's. Plumbs are going out fairly well at \$1.45 to \$1.55. Stocks of apples are light but demand here is slack. Prices are unchanged at 85c. to \$1 for 3's and \$2 to \$2.25 for gallons.

## MARKETS—Continued.

mess \$20.50, Canadian short cut \$21 to \$21.50.

Dressed Meats.—Beef fores are 4 1-2 to 5 1-2c., hindquarters 6 to 8 1-2c., veal, 8 to 9 1-2c., lamb 8 1-2 to 9 1-2c.

## GREEN FRUIT.

Business continues brisk, principally in bananas and pine apples. Arrivals of pine apples are free, and prices in consequence are considerably lower, although the demand is increasing. Bananas are

also a little easier. Oranges are quieter, other fruits taking their place, but there is no change in prices. California apricots are in fair demand at 20c. per box. Apples are a little firmer in consequence of smaller receipts and light stocks of good fruit. A few cars are being shipped to the United States, but the season is over as far as European account is concerned. Prices are higher at \$1.75 to \$2 for ordinary stock and \$2.25 to \$3 for choice to fancy. We quote: Oranges—Valencias, \$6.50 to \$7 per case; ditto, Jumbos, \$8.50 to \$9 per case; Floridas, \$3.25 to \$4 per box; Messinas, \$3.25 to \$4 per box; California seedlings, \$3 to \$3.25 per box; ditto, Navals, \$3.75 to \$4.25; lemons, \$3 to \$4; bananas, \$1 to \$2; pineapples, extras, 15 to 17c., No. 1, 13 to 15c., No. 2, 10c., No. 3, 8c., California apricots, 20c. per lb., 25-lb. boxes.

## MAPLE SYRUP.

The market is overstocked with maple syrup, while the demand is not so brisk. Prices in consequence are easier at 65 to 80c. a tin and 85 to 90c. per imperial gallon. Proportionately there is more doing in sugar than in syrup, and prices are unchanged at 9 to 10c.

## SEEDS.

Demand has been gradually falling off during the week for alsike, timothy and red clover, all of which is lower in price. Hungarian, millet and ensilage corn are, on the other hand, receiving more attention. Prime red clover is quoted at \$7.80 to \$7.90; extra choice, \$7.95 to \$8, and \$8.10 to \$8.25 for Mammoth or Large Lake. Alsike runs all the way from \$8

to \$9.15 for choice. Timothy sells at \$2.35 to \$2.40 for choice, \$2.40 to \$2.45 for extra, and \$2.60 to \$2.75 for unhulled flail threshed.

## FISH AND OYSTERS.

Receipts are more satisfactory, and business is beginning to look up. Demand is principally for trout, whitefish and herring. In fact, if customers can get these they usually take no other. We quote as before: Fresh salmon, 20c.; haddock, 6c.; skinned and boned codfish, 6 1-2c.; Labrador herring, \$3 per half barrel; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12 1-2c.; boneless fish, 4c.; boneless cod 7 to 8c.; pike, 7c.; ciscoes, \$1.35 a hundred; finnan haddock, 7 1-2c.; perce, \$2 to \$3 per hundred, as to size; suckers, \$3 per cwt.; blue back herring, \$2 to \$3 per hundred; oysters, \$1.25 for stds., and \$1.75 for selects.

## HIDES, SKINS, WOOL, TALLOW.

Hides.—There is a weakness in the United States market, but the demand keeps the local market from exhibiting any sympathy. Good selections are quoted at 5 1-4c.

Skins.—There is no change. Jobbers are paying 7 to 8c. for calfskins and selling at 8 to 9c. Sheepskins are nominal at \$1.35 to \$1.45.

Tallow.—Not much doing. Dealers are paying 5 1-2c. for rendered and selling at 6 to 6 1-4c. Rough is unchanged at 2 1-2c.

Wool.—Fleece is not offering, and there is not much doing in pulled wools. The mills are reported to be still well employed. Fleece wool is nominal at 17 to 19c.; clothing, 25 to 26c.; Canada Southdown,

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THE CONSUMER

Costs \$5.00 a Box

The St. Croix Soap Mfg. Co.,

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MALT VINEGAR.



**Oranges** } Just  
**Lemons** } Received  
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LARGE LOTS A SPECIALTY.

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Correspondence and Agencies Solicited.  
We are open for a first class Canned Goods Agency.

**The Norton Manufacturing Co.**

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MANUFACTURERS OF

**TIN CANS**

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,  
and Seamless Lobster

**CANS.**

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

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**BELLEVILLE CANNING CO.**

PACKERS OF THE

**"Queen Brand"**

Fruits and Vegetables.

The superiority of this Brand has been shown by the demand we have had and the number of Repeat orders. We intend exercising greater care than formerly in order that we may maintain the standard of quality. It is our intention to double our output this season, and would respectfully ask the trade to enquire for

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Every Can Guaranteed.

**STERLING SOAP :::**

**T**HERE is no end to the good things grocers and consumers are saying about our **STERLING SOAP**. If quality is considered worth anything, **STERLING** is the cheapest **SOAP** because it is the **BEST**.

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**Wm. Logan**

ST. JOHN, N.B.

**GRIMBLE'S** English Malt  
Six **GOLD** Medals **VINEGAR**  
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

**GILLARD'S Specialties**

High Class, English Made,

"**NEW**" Pickles and "**NEW**" Sauce.  
**GILLARD & CO.**, WALLHAMSTOW, LONDON, ENG., and of  
Wholesale Grocers in the Dominion.

**"JERSEY BRAND" CONDENSED MILK.**

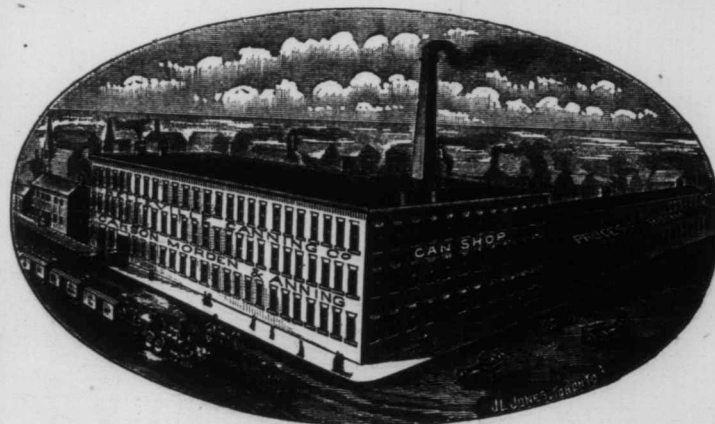


It is guaranteed Pure and Unskimmed,  
An excellent food for Infants.

We make only the one quality—**THE BEST**.  
Buy only the **JERSEY BRAND** for all purposes. Sold by Grocers, Outfitters and others.

MANUFACTURED BY

**FORREST CANNING CO'Y,**  
HALIFAX, N.S.  
**STANWAY & BAYLEY, Agents, Toronto.**



Largest Factory in Canada, situated at Belleville, Ont., Canada.

## MARKETS—Continued

27 to 28c.; white Indian, suitable for blankets, 17 to 19c.; grey East Indian, 11 to 13c.; B.A.'s white clothing, 32 to 34c.; cross breeds, 26 to 28c.; Canada extra, 25 to 27c. Canada super is scarce and good selection would readily fetch 23c.

## PETROLEUM.

The Petrolea Advertiser, in its weekly Review, says: "While the engagements of refined in barrels and bulk were not so large during the week past, it is no indication of a falling off in the demand. The requirements of the illuminating oil trade of the Dominion appear to be increasing, especially as this year, in consequence of the emigration veto of Uncle Sam, a much larger influx of consumers is expected to take up their abodes in Canada; and it is therefore more than probable that this year's business will show a very fair increase over the years preceding in the matter of consumption of illuminants and lubricants. Prices remain about the same, 10 cents per Imperial gallon, f.o.b. here. The crude market also remains in statu quo, and drilling operations are not so brisk, partly of course, on account of the very bad weather we have had for the moving of rigs and tools, and there are dozens of derricks that have been laid low by the terrific wind storms which by all reports have been universal in their force and destruction all over this continent. Prices for the raw material f.o.b. refinery are \$1.15 per barrel, with the Imperial Oil Co. being the only parties that are receiving any large amount of crude oil." Refined, 10c. in barrels, and 7 1-2c. in bulk.

There is no change in the Toronto market. We quote: Canada refined oil, 13 to 13 1-2c.; carbon safety, 17 1-2 to 18c.; Canada water white, 19c.; American water white, 21 to 22c.; photogene, 25c.

## MARKET NOTES.

Apples are dearer on the Toronto market.

Surprise soap is quoted lower at \$5 per 100 cakes.

McWilliams & Everist have a consignment of 5,000 boxes of lemons on the way.

Smith & Keighley, Toronto, have an inquiry out for one or more cars of evaporated apples.

J. W. Lang & Co. have a line of Ontario tomatoes which they are placing at figures below the market price.

T. Kinnear & Co. have a lot of "Clover Leaf" lobster, an imported article, which they are selling at reasonable prices.

Clemes Bros. have just received a consignment of their famous Mikado and Hercules brands of November cut lemons.

Perkins, Ince & Co. received on Monday some very fine currants in cases, but which were all gone before the day was out.

Thomas Nesbitt & Co. of London, England, in their circular of April 24, report warm summer weather and business fairly good.

Sloan & Crowther have received a shipment of fancy Japan rice, which they quote at 5 3/4 to 6c. It is meeting with a ready sale.

It is said that Ebenezer Roberts, the English confectioner, determined at the begin-

ning of his career that his confectionery should be of the purest possible quality and most delicate manufacture, and the result has proved the wisdom of his resolve.

As a result of showing at the Jamaica exhibition the Delhi Canning Co. is now shipping its fourth order of assorted goods to that market.

Smith & Keighley report the arrival of another shipment of their famous brand of Turkey prunes in cases, which they are selling at 7 3/4 to 9c. according to quality.

The first new (1893) catch Irish mackerel arrived in New York last week. In all, about 50 bbls. were received. The fish counted 170 to 180 per bbl. Some have been resold at \$18.

Eby, Blain & Co. have a couple hundred boxes of fancy selected Valencia raisins which they are offering to the trade. It is claimed they are the finest ever imported here.

Delhi Canning Co. have booked orders for 1,000 cases gallon apples for fall delivery in Glasgow. Their agents there write that Delhi goods are bringing 6d. more than any other pack. Our of 3,000 cases there were only two blown tins reported, so that their production has secured a strong foothold on that market.

J. Hunter White of St. John, N.B., having severed his connection with the firm of White & Titus, has opened a brokerage and commission business at 61 Dock street, in the same city. His father, H. B. White, well-known throughout New Brunswick and Nova Scotia, will superintend the business. solicits consignments of all kinds of produce, fruits and manufactured goods.

## ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., May 11, 1893.

A slight improvement is noticed in trade the past week, though the cold stormy weather has interfered somewhat with business. Sugars hold firm. Molasses seems inclined upward. Flour does not show the firmness some anticipated. Oatmeal is higher. The butter supply is hardly equal to demand. Eggs also are easily disposed of.

Rice.—There is not anything new to report; small sales at regular prices have been made at 3 5-8 to 3 3-4c.

Sugar.—Has not been very active, although another advance of 1-4c. is reported. The quotations given are: Granulated, 5 1-4 to 5 3-8c.; extra, 4 1-2 to 4 5-8c.; yellow, 4 1-8 to 4 3-8c.

Dried Fruits.—Prunes are lower and 4 1-2 to 5c.; Valencia off-stalk, 5 to 5 1-2c.; Valencia layers, 6 1-4 to 6 1-2c. Currants are easier at 5 to 6c.

Dried apples, 6 to 6 1-2c.; evaporated apples, 9 to 11c.

Butter.—Market bare of choice stock, which would sell readily at 20 to 22c.

Eggs.—are in demand at 10 to 11c.

Cheese.—A fair enquiry; prices are 11 to 11 1-2c.

Potatoes.—Very few offering, and prices are some higher at \$1.75 to \$2.40.

Onions.—New Bermuda crates, \$2 to \$2.25.

Beef plates, \$14.50 to \$15.50. Pork, P.E.I. mess, \$22.50 to \$23; American clear mess, \$25 to \$26. Lard, 11 to 13c.

Fish.—All dry fish are quoted: Codfish, large, \$4.25 to \$4.40 per cwt.; medium cod, \$3.40 to \$3.50 per cwt; pollock, \$2.15 per cwt.; pickled herring, Shelbourne, \$3.90 to \$4.00 per bbl.; \$2.25 to \$2.30 per half bbl.; smoked herring, 8 to 10c.

## PERSONAL MENTION.

B. G. Davis, secretary of the Windsor Grocers' Association, is going on an extended trip to the old country.

William Horner, London, has been on a brief visit to Toronto. If he is as prosperous as he looks he must be making money.

The friends of F. Dean, grocer, Parkdale, will be pleased to know that he has recovered from his recent illness and is now rushing the spring trade.

A. Neilson, Manltowanning, and D. Bickell, Gore Bay, ran down together to make their spring purchases, and as usual did not forget THE GROCER.

Harry Sharp will open out in the grocery business at Oshawa Saturday. Mr. Sharp was formerly manager for J. S. Beaton, of the same place, who absconded recently.

W. Hutchinson, Huron street and Grange road, Toronto, is offering his business for sale. He has found it necessary to do so on account of ill health, and contemplates taking a trip to Europe.

A. H. Scott, manager of the Montreal branch of the firm of Lockhart Watt & Scott, was in Toronto this week. He says that since the opening of navigation there has been a good deal of activity shipping back orders, while immediate business is quiet.

Wm. Atkinson, who has been in business since 1863 in Richmond Hill, has retired, and his place has been taken by his son, W. D. Atkinson. He has been one of the most successful merchants in the country, and has quite a fortune to his credit. He bought his first bill of groceries from Reford & Dillon, who were succeeded by Smith & Keighley. His son is about 28, and has had a lifelong experience under his father, which should be invaluable to him in the future.

A board of trade has been formed at Mission City. About thirty-one persons declared themselves members. H. B. French was elected president for first year; J. McLearn, vice president, R. Peake, secretary, M. DesBrisay, treasurer. The board will work in committees, one for manufactories, one for the streets and roads, and one in the interest of agriculture.



# BURNHAM'S CLAM BOUILLON.

## 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 **James Turner & Co., Hamilton, Ont.**, or write E. S. Burnham Company, "Manufacturers," 120 Gansevort St., New York, U.S.A.  
R. H. HOWARD & CO., Toronto. ROBT. MOORE, Travelling Agent, London, Ont.

### FLOUR AND FEED.

TORONTO.

There is a slightly better feeling in flour, but it has not yet led to any increase in business, buyers and sellers being apart. Oats are firm and wanted. Bran is quiet and irregular.

**FLOUR.**—City millers' and dealers' prices are: Manitoba patents, \$4.35 to \$4.40; strong bakers' \$3.80 to \$4.10; white wheat patents, \$3.50 to \$4.00; straight roller, \$3.15 to \$3.30; low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.35 to \$3.75.

Car prices are: Toronto freights—Manitoba patents, \$4.25 to \$4.40; Manitoba strong bakers' \$3.85 to \$4.10; Ontario patents, \$3.25 to \$3.50; straight roller, \$2.90 to \$3.00; extra, \$2.70 to \$2.75; low grades, per bag, \$1.00 to \$1.25.

**MEAL.**—Oatmeal is \$4.00 to \$4.20. Cornmeal is \$3.25 to \$3.50.

**FEED.**—Bran (ton lots) \$13.00, do (on track) \$12 to \$12.50, shorts (ton lots) \$16, ditto (on track) \$15; mixed feed \$20 to \$22, feeding corn 57 to 58c., oats 36 to 36½c.

**HAY.**—Baled timothy, demand is good and supply fair at \$9.25 to \$9.50.

**STRAW.**—Plentiful and demand limited, at \$5.50 to \$6.

ST. JOHN, N. B.

The market on breadstuffs is rather uncertain, an advance in wheat is reported in foreign market, while locally flour has rather an easier tone and is in good demand at present prices, which are: Manitoba \$5.00 to \$5.10, high grade Ontario \$4.15 to \$4.25, medium patents \$4.00 to \$4.10.

**Oatmeal.**—Is reported up, 10 to 15c. per bbl. and in fair demand at \$4.40 to \$4.50.

**Mill Feed.**—No change in values and sells readily at \$2.70 to \$2.75; Middling bags from \$22.50 to \$23.50; oats 45 to 48c.; split peas \$3.90 to \$4.00; pot barley \$3.90 to \$4.

### 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.

### 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,  
Cor. of Adelaide St., Toronto.

### PURE CONFECTIONERY, FINEST BISCUITS.

Manufactured by

J. McLAUGHLAN & SONS,  
OWEN SOUND, ONT.

CARD'S CELEBRATED

### Canadian Tomato Chutnee.

A FAVORITE SAUCE  
OF THE LATE

Sir John A. Macdonald

Who gave written testimony of its superior quality as a test for Hot or Cold Meats, Soups, Gravies, etc. Used by the Albany Club, Queen's Hotel and Walker House, Toronto. Sold by Whitehead & Turner, Quebec; Lightbound, Ralston & Co., Montreal; Bate & Sons, Ottawa; Wickham, Brantford; Davidson & Hay, Toronto; T. B. Escott & Co., London.

PREPARED BY

M. P. CARD,  
GUELPH

### The Western Milling Company

(Limited.)

### REGINA, ASSA.

Manufacturers of all kinds of

High Grade Flours,  
Hungarian Patent,  
and Strong Bakers.

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers' of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

## OATMEAL

Dominion Mills,  
LONDON.

Excelsior Mills,  
MITCHELL.

Write or wire for Thomson's Brands  
ROLLED OATS PINHEAD & STANDARD MEALS  
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.  
All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots  
WALTER THOMSON, London and Mitchell.

## 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 prices 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.

WHOLESALE

## A Good Margin FOR PROFIT

To both Wholesalers and Retailers is allowed on

ROBINSON'S PATENT BARLEY

AND

ROBINSON'S PATENT GROATS

"The Best foods on Earth for Invalids and Children."

For Prices and Samples, write

FRANK MACOR & CO., 16 St. John Street, MONTREAL

Sole Canadian Agents.

PROFIT  
RETAILERS

## SALESMEN AS COLLECTORS.

Jacob Furth in the Inter-State Grocer writes as follows:

Why is it in business, and in the grocery business particularly, we should ask men to attend to more than one duty, to perfect themselves in more than one branch? We employ porters to pack, bill clerks to make out invoices, shipping clerks to get the goods off, bookkeepers to post, cashiers to handle money, credit men to take care of the credits, but we employ salesmen to sell, attend to reclamations, pass on credits, and do almost everything necessary to the successful run of the business. Can this be doing business in the spirit of the times? Must this not lead to a state of affairs that ultimately turns out to the discredit of both buyer and seller, employer and employee?

Why is it that some houses still continue to collect through salesmen, and why is it that some salesmen still insist on collecting for their houses? The fact is that cancerous growths have engrafted themselves on the body politic of our business, and sham, fraud and hypocrisy are being resorted to on all sides to do business and attract custom in order to avoid obligations and contracts entered into with manufacturers and neighbors. The contract system which when honestly and properly carried out furnishes a living profit to the jobber, and places all retailers on an equal footing, has brought in its wake a system of rebates and allowances which have been degrading and demoralizing.

To our sorrow we are obliged to confess that employers have been willing parties to practices by their salesmen which have made it necessary to cover up evasions that would, if detected, subject them to either penalty or public disgrace. The salesman, in course of time, comes to be at the mercy of the buyer, who refuses to buy anything of him unless a rebate is promised or a cut is made. The poor salesman finds himself in a dilemma.

The devil is on one side of him, the deep sea on the other. If he refuses to comply with the request of the buyer he may lose some trade; if he plunges indiscriminately into the evil of rebating, he loses his own money first, his employer's next, and then finds himself in the clutches of the law. Time and again we have had this trouble, and found that one reason why our men insisted on making collections was that they might hide from us their system and practices of rebating, and buy the favor of their customers by disgrace, attendant on dishonesty and evil practices. Another reason for some country dealers being anxious to settle with salesmen is the cupidity of those who place the knife to the throat of the salesmen, and compel them to make unnecessary, unjust, and dishonest allowances, or lose the order that is tempt-

ingly held out to them. On the one hand, the duplicity of the jobber, on the other, the cupidity of the retailer, what is the poor salesman to do? Where shall he find protection and strength against the onslaught made on his honor and on his manhood?

If the merchant objects and stamps his billheads "pay no money to salesmen," it reflects on the credibility and honesty of the salesman; if on the other hand he does not do so, the salesman in the majority of cases is morally too weak to decline receiving money, and the system continues as it has been to the discredit and unprofitableness of the business. There are some salesmen who can be trusted in this respect, but they are exceptions, and they become so after years of training, and after a long practice of the difficult task of saying "no."

Salesmen are subject to temptations which are hard to resist, and when they err and fall, the blame is not theirs alone but must, or should, be shared equally by the buyer who tempts, and by the employer who tempts, and by the employer who tolerates. It is so easy to shrug shoulders, and plead ignorance of practices that are going on in your own house, but is it manly, and is it honest? Let us begin our reformation at home, and if each of us has the moral courage to introduce, and maintain reforms in our own houses, it will not be long before others will follow, and the minority who stay out will do a business so unprofitable, and so unpleasant that the others need not envy them.

## NEW PINES.

Three weeks ago the first of the new crop of pines were brought to this port from Havana. Since that time some 40,000 have been landed. Though this quantity may seem large to those not directly interested in the trade, yet it is a very small percentage of the quantity that will be brought forward from the various growing districts during the next sixty days. What are called Havana strawberries are usually first in the field, but Bahama or Nassau fruit is a close second, with Jamaica or Florida following. The crop of Havana this season promises large, in fact, the quantity expected will considerably exceed the average annual importations. The Jamaica crop is not a heavy one, yet an increase from this source is also anticipated. Florida is increasing her acreage annually, and promises to lay down a stock in this market that will top any previous year. The Bahama crop, it is said, will be about three-quarters that of last year, but the importations of the fruit in its natural state will show a heavy falling off for reasons hereinafter stated. The receipts to this time have been well taken care of, as with the opening of spring the heavy western demand sets in, and

this, coupled with the requirements of local sections, absorbs the current arrivals. Pines are a fruit that may now be found in this market the whole year round. During the past winter there has been stock carried by those who make a specialty of the goods, with the range of prices standing \$5 to \$20 for straw-berry. With the coming of new crop this range has got materially changed, the first arrivals being held at \$10 to \$20, the market subsequently easing off to \$7 to \$17, while at auction some stock has sold down to \$5 for the more ordinary grades. The demand as at present experienced is wholly for store purposes, but by the middle of the coming month the canning industry is expected to start up, the packers usually awaiting the height of the season, and full receipts, when they consider it to their advantage to step in and cover wants. Baltimore is the chief centre of the canning industry, and to that market a considerable quantity of this luscious fruit will find its way direct. Those who pack the goods in this vicinity are credited with putting up a higher grade of stock, the leaders making a specialty of glass packing. It is claimed by those in interest that fruit packed at the point of growth is superior in every way to that put up at a distance, the stock not being selected until it has thoroughly ripened, at which point it is handled instantly, thus retaining its full flavor. The company will also have under its control a large percentage of the area planted to pines, and for this season the imports of the raw fruit from that section are expected to show a material falling off this season. The industry, however, appears to be steadily growing, and taking the cue from the Nassau packers, it will probably not be many years before the plantations of Florida will each have a canning annex, with an enterprising Northerner in full command. This has been the secret of the success in the packing of California fruit, and great stress is laid upon the fact that the goods are packed in the midst of the growing crops. If the method of packing peaches, pears, cherries and apricots works well in the orchards of the Pacific Coast, certainly similar good results should be obtained from pines in Nassau and Florida.—N. Y. Bulletin.

A certain grocer who lives within a thousand miles of Vernon had the misfortune the other day to lame his horse. The animal's leg was quite badly swelled, and the genial owner bathed it in liniment. Next morning the clerk was cleaning the horse and noticed a peculiar smell. On going into the store he asked his employer what he had been putting on the horse. "Liniment," laconically answered the boss. The liniment was produced, and proved to be a very fine article of rose water, which he had thoughtlessly abstracted from his wife's closet. He is a little absent-minded, and this accounts for his overlooking the odor of the stuff he was applying. He says he will be "Moore" careful next time.—Trade (Los Angeles, Cal).



**We Take Stock in May**

Merchants open to buy JOB LOTS should not fail to call and see us when in the City.

Now is the time to secure bargains in Crockery, China, Glassware and Lamp Goods. Largest stock in Canada to select from. Send for sample package of the **New Era and Columbian** assortments of Glassware.—Sells retail at 25c. and 10c.—Best value in Canada.

**JAMES A. SKINNER & CO.**

54 and 56 Wellington St. West, Toronto.

Branch in Vancouver, B.C.

ESTABLISHED 1851.

WE OFFER

**.. TOMATOES ..**

In 3lb. Tins

Quality Guaranteed,  
at **80c.** per doz.

**N. QUINTAL & FILS,**

WHOLESALE GROCERS,

274 St. Saul Street, Montreal.

**FAMOUS**

**"STAR"**

**Sugar Cured Meats**

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

**F. W. FEARMAN,**

**HAMILTON, ONT.**

**J. W. LANG & CO.**

Tea, Sugar .

Syrup . . .

Canned Goods

Wholesale Grocers,

59, 61, 63 Front Street East

TORONTO

**TEAS!**

Full lines of finest values in Congous, Assams and Ceylons, also some choice lots of Young Hysons, Japans and Orange Pekoes; including an assortment of the most delicately flavored blended Teas in packages under our special brands.

**SLOAN & CROWTHER,**

WHOLESALE GROCERS,

19 Front St. E., Toronto.

**SUGARS**

Special Quotations  
Carload Lots.

**WARREN BROS. & BOOMER,**

35 and 37 Front St. East,

**TORONTO, - ONT.**

—: : We are offering : :—

EXCELLENT VALUES

—: IN :—

TEAS, SYRUPS and NEW  
ORLEANS MOLASSES.

—: SPECIAL SNAP IN :—

**VALENCIA RAISINS.**



**Smith and**

**Keighley**

9 Front St. E., Toronto.

**JUST TO HAND.**

DIRECT IMPORTATIONS FAMOUS

**"Crescent" BRAND**

**Currants**

Best Value in the Market.

**PERKINS, INCE & Co.,**

41-43 Front Street East, Toronto.

**JOHN BURGESS & SON**

**SAUCE**

AND

**PICKLE**

**MANUFACTURERS,**

**107 STRAND** Corner of the Savoy Steps, London, W.C

Vide Sir Walter Scott's "St. Ronan's Well," Shaps. XVI. and XXX.

Lord Byron's "Beppo," VIII.

**EDWARD ADAMS**

**& CO.**

**Importers of Teas**

—AND—

**Wholesale Grocers**

**LONDON, ONT.**

**T. KINNEAR & CO.,**

**TORONTO,**

Are offering special value in

**BROOMS**

—AND—

**BRUSHES**

Get our prices before buying.

**Elliott, Marr & Co.,**

**Importers of Teas**

—AND—

**Wholesale Grocers.**

**LONDON, ONT.**

## TRADE CHAT.

(Continued from page 14.)

North Bay has adopted the compulsory early closing by-law.

The Toronto Board of Trade has approved of the bill before the Ontario Legislature to tax all capital on the net income.

A. O. Cantin, grocer, Ouebec, has assigned. His liabilities amount to about \$2,500, and the assets are estimated at about \$5,000, nearly the whole of which consists of book debts.

McDougald & Brandon and Arnold & Graham, general merchants of Fenelon Falls, have amalgamated. They intend carrying on a general business, and are putting in a large stock of dry goods.

The Court of Appeal has upheld the Toronto by-law which excludes pedlars from selling on the principal business streets. The matter has been in litigation for over a year, and the city by-law has been upheld all the way through.

As illustrating the close margin upon which wholesale grocery business has been carried on in this city of late, a well informed gentleman in the trade stated that one concern last year realized but \$100,000 net profit on a business of \$10,000,000.—N. Y. Bulletin.

William Burley, grocer, Simcoe street, Toronto, has been committed for trial on a charge of fraud, preferred against him by Matilda Brown, a domestic servant. The girl entrusted \$350 to the keeping of Burley on the strength of an understanding that they were to be married. Burley meantime, according to the evidence, appears to have had a wife and child living in Detroit.

The Court of Appeal has decided that section 9 of the Ontario act respecting assignments is ultra vires of the Ontario Government and invalid. It provided that assignments should take precedence of judgments and executions. Now, the creditors who can get an execution or judgment out on quick time will not be knocked out by a subsequent assignment.

The sugar Refining Bill which has caused so much discussion in the House of Assembly during the past few weeks was thrown out a few days since, and it now lies as dead as Julius Cæsar. The bill from the outset was a comparatively harmless one, but the dread of creating a monopoly whether real or imagined lurked in the minds of many legislators, and under those circumstances it was little wonder that it was finally tabled, to be heard of no more. The sugar refineries in the Maritime Provinces through their directors and stockholders have asked for legislation to enable them to compete successfully with bigger establishments in the upper provinces, but the Nova Scotian legislature assures them that it is a matter of indifference to the people's representatives whether the people's tea be sweetened by Montreal or

Halifax sugar. The sugar stockholders will now have to put their heads together and decide upon the next best thing to be done.—Critic.

## CANNED GOODS GOSSIP.

Some authorities reason out that the low price of sugar induced housekeepers to put up their own fruits last year much more largely than before, and that this accounts for the lack of demand for canned fruits the past six months. We doubt this, although these are some suggestive facts in connection with it. Statistics published recently show that with sugar at 7c. per lb. retail, the consumption was 25 lbs. per head per annum, but when the price fell to 5c. per lb. retail, the consumption rose to 60 lbs. per capita. It is difficult to believe that there could be an annual increase in consumption of 35 lbs. per capita, in the short space of two years, or 140 per cent. Yet such an increase would call for about \$1.25 per head expense in sugar—or \$5 per family, which is rather heavy. The probability is that the factory use of sugar greatly increased with the reduction in price. It will be well for fruit packers to keep well informed on this matter, for if cheaper sugar means an injury to the canning business, it will be the very reverse of what was anticipated.—The Trade.

"Carrying coals to Newcastle," or something akin to it, is the latest novelty in the market for canned tomatoes. The novelty is nothing less than the return of several thousand cases of fine Jersey tomatoes from England to new first class American tomatoes have gained a footing in the foreign market of late and, according to some accounts, are likely to meet larger sale there in the future, providing prices are kept within certain bounds. At present, however, \$1.15 per dozen in New York pays the foreign holders a better profit than do current selling prices in their own market. Hence shipments thence to this side of the Atlantic. As far as could be learned, the shipments will not exceed a few thousand cases and it is not believed that the entire quantity is heavy

enough to have much force as a factor in regulating prices for spot goods.—N. Y. Bulletin.

Anxiety as to what prices the Alaska packers combine will make for 1893 season pack salmon remains unsatisfied, says a contemporary. It is rather early for any anxiety on that point, however, since the season's expeditions to the packing points have been but partially sent out, while facts are not wanting to show that there is enough salmon on hand to supply a good average demand for several months ahead. Aside from this, the combine must necessarily keep a watchful eye upon the "outside" Alaska canners, upon the doings of their friends on the Columbia River, and last, but not least, gain a fair idea as to the probable pack in British Columbia. The latter is a very important matter in connection with export business, since nearly all the Fraser River fish is sold in foreign markets. The "outside" Alaska and the Columbia River goods have more or less bearing in both foreign and home markets, so that the pack of the two, along with the British Columbia pack, deserves serious attention, and the fact that the combine refrain from quoting prices indicates that they are alive to the situation.

## HOW HE SHOWED HIS LOVE.

In these days of business women as well as of business men, it is becoming evident that a readjustment of certain social and economical questions is necessary. It has in fact taken place in at least one family, where each side of the house earns an income.

The husband was ill not long ago and his wife was his devoted and untiring nurse. On his first outing upon his convalescence he felt that he would like to testify to his gratitude and appreciation in some tangible way.

What did he do? Pick out a bunch of roses, a book, or a trinket for her adornment? Not at all. He bought a box of candy and paid the gas bill, which, in the division of the household expenses, fell to her share.—Boston Globe.

A customer secured is a promise of greater salary in time.

IT'S TIME TO BUY

HIRES

Order & supply . . .  
from your . . . . .  
Wholesale house.



T. J. COOKE &amp; CO. - AGENTS, MONTREAL.



A . . .  
 Few . . .  
 Reasons  
 Why . . .



## Spanish Blacking

EXCELS ALL OTHERS

- It contains more oil and keeps the leather softer and more pliable than any other.
- It gives a beautiful bright polish, and holds the polish longer than any other.
- It does not burn or injure the leather.
- It gives a quicker polish than any other.
- It resists dampness from the foot.
- It does not rub off on the clothing.
- It is the handsomest put up blacking in the world.
- It will never get hard or dry up, it will keep for years in any climate.
- It is altogether the best polishing blacking made or sold in Canada, and we challenge the makers of the world to produce a blacking to equal it.

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



## Best Value!



Sold only in Cans by the Live  
 Wholesale and Retail  
 Trade

and Manufactured by

**THE HAMILTON COFFEE  
 AND SPICE CO. . . .**  
 HAMILTON, ONT.



CHARLESTON, S.C., 13 April, 1893

THE HUNGERFORD CO., 67 Pearl St., New York.

Gentlemen:—It affords us great pleasure to testify to the merits and efficacy of your Portable XL Coffee Roaster which we now have had in use for over six months. We work it with electric power and the coffee it turns out is wonderfully even and well and quickly done. It is the best

Roaster we have ever had.  
 JOHN HURKAMP & CO.

# LIGHTBOUND, RALSTON & CO.

MONTREAL

- Japan Teas 13c. and up.
- Japan Nibs 12½c. and up.
- Ceylons, Indians, China Congous

A COMPLETE ASSORTMENT

Sugars, Syrups, Molasses, Canned Goods,  
 Fish, Fruit, Vegetables,

Write for Samples and Quotations.

**CRITIQUES ISSUE MAY 5.**

The man who writes on marking down slow sellers, rather than goods in constant demand, may be all right theoretically, but, as a fact, do you not think that people recognize more readily a cut they know to be genuine, rather than a stranger?

The fact of the matter is this: Your systematic and reckless cutter soon quits business; and the man who remains is he who does his cutting in a business like and discriminating way. Cutting is a fine art and worthy of all study. For instance, goods cut ~~one week~~ need not be kept down always. None surely will object if a leaf from bargain-day usages is taken in this matter.

I really think that a plentiful supply of butter is to be preferred by the grocer, as it is consequently low, a good seller, and a first-class drawer of trade.

I have again offended, apparently when before is not stated, but this time I have evidently wounded the feelings of the mixer who goes around making glad the hearts of the various grocers upon whom he calls. I apologize. If it is done, it can be done, and even if the whole twenty-four hours are taken up, I have no doubt but that everyone is satisfied. If I expressed a wish to have him call I recant, as his time must be all too short even now.

It is just such rot as is contained in a letter in this issue anent tea-testing that makes one weep, not only for the lamentable lack of common sense and courtesy, but also for the evident want of a common school education in some so-called grocers. A more miserable specimen of scribble does not exist. I have no desire to attack anyone except under my own name, but this is such a flagrant case of illiterate nonsense that I could not in justice pass it.

Indigo blue used to be all the go. Now how many sell it as it comes?

I am glad to see that our old friend Sontum of Norway is in this country again. He is a splendid fellow all round.

Curious errors in asking for goods continue to crop up. A person asked this week for "Canterbury" cocoa. "Exaggerated" sugar and "consecrated" lye are common requests. Once Early "ohoho" potatoes were wanted, as were also yellow "daniels" onions, and only once "Patagonian" rice was the article required. Biscuits with "bugs" in them and "lively" sugar are in constant demand. These may seem extreme cases, but nevertheless they are all true. Probably the woman who thought that a little box of boneless codfish would make

nice wedding present takes the pain for comicality. Truly one's life is full of variety behind the counter!

STRAIGHT MOYUNE.

**FIDELITY AN ELEMENT OF SUCCESS**

"I have the entire political backing of the machine in this country," said a deputy to his chief because he had been upbraided for not attending to his work properly. "Machine or no machine, you will do your work satisfactorily; be here on time, and not leave before your desk is cleared of its daily work, else I will get someone else," was the chief's response.

It has always been supposed that a political office was a sinecure, which meant large pay and no work. The utterances of Secretary Carlisle not to have in his department any drones or those who did not earn their money has been found to be contagious, as the above conversation shows. A man holding a political position should be as faithful in the discharge of the duties connected with that position as any one hiding a secular position.

One of the vital mistakes so many young men make, and that wrecks, so to speak, their whole future, is in just such cases as this. They see nothing wrong in pilfering a few minutes, morning, noon and evening, from their employer, and if asked to remain overtime do it with a grace which indicates they ought to be paid for it.

A prominent grocer was asked what had become of his errand boy, and the answer was: "Discharged. He spent too much time loitering when he was sent out with orders." Now, it will not be a difficult matter to follow that boy's course. When he grows older he gets a position as a clerk he will be of the kind we have already described. A clerk who is late in getting to his duties and forever watching the clock while discharging those duties, is not going to make a successful business man. We care not what his abilities may be, this one evil, figuratively speaking, will kill him.

Take the case of any one of the successful merchants in this country to-day and it will be found that as boys they were always promptly on hand and the last to leave at night. We know men to-day in this city who are now merchant princes. Time was when they were clerks, then salesmen, and in that position when evening came did not feel their work was ended, but late at night they could be found selling goods, filling up their order book. The employers of these men needed not to be told that these men were working late into the night. Was their work appreciated? The number of partners in business to-day proves that it was. Take the early life of any successful business man as a guide and one of the very first things that will be noticed will be punctuality in fulfilling all duties, and that was the chief corner stone upon which a successful business career was built.—American Grocer.

**GENEROUS DEALING.**

Be generous to customers in the matter of exchanging goods. They may be very mean, and unreasonable about it, but do not let them know you think so. If they are dissatisfied—often because of their own lack of taste and judgment—try to please them with something else. Talk generously—be anxious to do the fair thing—and they will in many cases be disarmed and get over their exacting mood. I know a lady who bought cloth for a dress; when she got it home and spread it out and studied its possibilities, she was disappointed. She was afraid it wasn't the latest style; that it would not be becoming to her, and a score of other vain worries. The more she thought of it, the more discontented she became. She resolved to take it back. She went over in her mind the conflict she would have with the salesman. It would be a row, and she would have a very unpleasant time, of course. But she would never, never wear the thing if she had it made. She screwed her courage up to the point of a scene, and in the most stubborn and defiant spirit took the bundle and went down town. She was met in a very affable way by the man who sold her the dress.

"Didn't like the gown?" he asked, "that is curious."

"No—not at all. I want you to take it back."

"Very well," opening the roll, "we shall have no trouble in selling the pattern. It is really one of the most desirable ones we have. Madam Y—" (naming a fashionable woman) "has just bought one—only of another color."

The critical and disgruntled woman began to feel she had made a mistake. Instead of a fight with the salesman, he was almost too willing to take the goods. She began to think she wanted that very pattern more than any other. It ended in her having the same goods sent again to her house. Now, if that merchant had been obstinate or reluctant, she would have moved heaven and earth to compel him to do as her changing whim dictated. He was obliging, generous, willing and anxious to please—the wisest way always to deal with a difficult customer.—American Storekeeper.

**SITUATION WANTED.**

COMMERCIAL BROKER WITH FIRST CLASS connection among wholesale trade is open to take Toronto Agency for Canning Factory. Concern and goods must be first-class. Communications strictly confidential. Address BROKER, care of this paper. 19

**SITUATIONS VACANT.**

Advertisements for assistants in retail and wholesale houses, under this head, free.

**BUSINESS CHANCES.**

Advertisements inserted under this heading one cent per word each insertion.



World Renowned



Batty's . . .  
Nabob Sauce

If you like the Pickles, prithe try the Sauce.  
If one the palate tickles the other will of course !!!

FOR SALE BY

TORONTO :

EBY, BLAIN & Co.  
H. P. ECKARDT & Co.  
PERKINS, INCE & Co.  
SLOAN & CROWTHER.

MONTREAL :

CAVERHILL, ROSE, HUGHES  
& Co.  
HUDON, HEBERT & Co.

HAMILTON :

WARREN BROS. & BOOMER. JAS. TURNER & Co.  
KINGSTON : A. GUNN & Co.

WRIGHT & COPP, Dominion Agents.  
TORONTO.

"FIT FOR KINGS"



MacLaren's

IMPERIAL CHEESE

In Glass Jars

TRY IT

WRIGHT & COPP, Dominion Agents.  
TORONTO.



A Popular Table Luxury,

A Culinary Article,

AND

A Perfect Infant Food.

COMPLETELY STERLIZED

FOR SALE BY ALL WHOLESALE GROCERS

.. PREPARED BY ..

HELVETIA MILK CONDENSING CO., HIGHLAND, ILL.  
U. S. A.

WRIGHT & COPP, Toronto

M. F. EAGAR

CONSIGNMENTS SOLICITED.

GENERAL AGENT

.. AND ..

BROKER

18 SACKVILLE STREET,  
HALIFAX, N. S.

## A COMMON FAULT.

When a person enters a store with the evident intention of "looking around" let him look around to his heart's content. Many clerks when they see a possible purchaser looking at books or at toys, novelties, etc., will step forward and ask in an almost impertinent manner:

"Anything wanted?"

The natural reply is, "I don't know whether there is or not; I'm trying to find out."

Instead of privileging the customer to examine the various articles at his leisure, merely remaining near enough to answer his questions promptly, these inexperienced salesmen stand over him and act as a sort of sentinel on all his actions. They manifest impatience, and almost say, by their look and attitude, "Well, hurry up! If you don't want anything, move along, and get out of my sight."

A customer does not always want to be haunted by a clerk at his elbow. There are times when he prefers to wait on himself, and there are times and places when the clerk should understand that it is best to let him wait on himself. Above all things the clerk should avoid giving offense. Don't do anything to irritate a customer. Simply try to please him. Study his present humor, and gratify it. Make him feel that he is welcome—that you are pleased to have him examine the stock in your department. Do this, and maybe you will win a steady patron and gain a friend.—Commercial Tribune.

A grocer tacked upon his door a bit of paper; this it bore, "Boy wanted! At the desk apply, pay sure—at first not very high" within two days at early morn a grocer baby boy was born. His little brother wild with joy, said to his father "Here's your boy! Take down the notice on the door, for you won't need it any more." Then added this: "We've got a prize! Now don't it pay to advertise?"

**W. A. McClean & Co.**

OWEN SOUND.

**PORK PACKERS**

CURERS OF THE

**Diamond A Hams**

FOR SALE—LONG CLEAR BACON, HAMS, BACKS, BELLIES and SPICED ROLLS.

Write for Quotations.

P. G. .  
French  
.. Blacking ..

For \_\_\_\_\_

Gentlemen's Boots.  
Gives an Excellent Polish.  
Preserves the Leather.

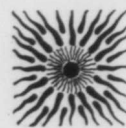
Pure Gold Mfg. Co., - Toronto



**Crosse &**

**Blackwell**

CELEBRATED FOR



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



—SOLD BY—

**All Grocers in Canada**



**Dominion Clothes Pin**

They are the Best.  
Send for Prices in Case Lots.

**C. C. BROWN,**  
DANVILLE, QUE.



STANDARD GOODS ARE THE BEST TO HANDLE.

COX'S

1725.



1893.

Always trustworthy  
Full weights

ARTHUR P. TIPPET & CO., Agents.

LAZENBY'S . . .

TABLE



JELLIES

Made only from the Finest Quality of Gelatine.

98 <sup>50</sup>/<sub>100</sub>  
PER CENT.  
PURE

Highest Test  
**BI-CARBONATE  
OF SODA.**

98 <sup>50</sup>/<sub>100</sub>  
PER CENT.  
PURE

Extra Refined, Packed in Drums, Barrels or Casks, also

Crystal Carbonate, Sal Soda, Soda Ash, Ammonia Ash, Refined Alkali and Kindred Products

THE UNITED ALKALI CO., Ltd., of Great Britain.

ARTHUR P. TIPPET & CO., Canadian Agents,

FRY'S

If you have  
not tried this

SEND FOR  
A FREE  
SAMPLE

TO



CONCENTRATED . .

COCOA

Wholesome  
Pure . . . .

THE STRONGEST FORM  
OF COCOA MADE.

ARTHUR P. TIPPET & CO.,

43 1/2 WELLINGTON STREET EAST, TORONTO.



"THISTLE" BRAND CANNED FINNAN HADDIE.

To secure the Highest Grade of Fish Order this Brand.

NEW PACK READY 1st JUNE.

## BUSINESS CHANGES.

**DIFFICULTIES, ASSIGNMENTS, COMPROMISES**  
William Warren, tanner, Oshawa, has assigned to the sheriff.

J. N. Thornton, of Yorktown, Man, is offering to compromise.

T. Sothorn, hotel-keeper, Montreal, has assigned to David Seath.

Freres McKay, general merchant, Papineauville, Que., has assigned.

Lewis Wilson, dealer in teas, Stratford, has assigned to J. T. Glassco.

J. H. Massey, grocer, Toronto, has assigned to Eckhardt & Young.

J. H. McMillan, grocer, Nanaimo, B.C., has assigned to Mayor & Eldridge.

Edward O. Brook, general storekeeper, Greenbank, has assigned to William Ross.

Charles Smith & Co., general merchants, Chester, N.S., are offering to compromise.

Wigle Bros., general merchants, Essex, have assigned to C. B. Armstrong, of London.

Mrs. A. Hardy, storekeeper, Bridgewater, has failed, with liabilities of \$4,000; assets small.

R. Hilbert, boots, shoes, and men's furnishings, Nanaimo, B.C., has assigned to P. J. Martin and J. Gauner.

## SALES MADE OR PENDING.

Patrick Foy, liquors, Alliston, is advertising business for sale.

Mrs. J. Marleau, hotel keeper, Hull, Que., is advertising her business for sale.

The general stock of Buchanan & Co., Saltcoats, Man., has been sold out at 50 cents on the dollar.

The general stock of Johnston Bros., Warkton, Warton; Tara, Paisley and Chesley, is advertised for sale by auction May 16.

The crockery stock of John Braden, Woodstock, has been sold at 65 cents on the dollar. James Scott, of the same place, was the purchaser.

## CHANGES.

John Walsh, cigars, Kingston, has sold out to D. Egan.

A. G. Williams, general store, Lakeside, has sold out to William Daupe.

Wolf & Dunbar, hotel, Nanaimo, B.C., has been succeeded by Otto Wolf.

Charles Clark, hotel keeper, Sprucedale, has been succeeded by R. Raafland.

F. Peck, hotel keeper, East Wellington, B. C., has sold out to Graham Peck.

D. Smith, hotel keeper, Richmond, Elgin county, has sold out to Henry Kimber.

James T. Walsh, manufacturer of ginger ale, Barrie, has been succeeded by Thomas McMann.

A. A. MacKenzie is retiring from the firm of MacKenzie & Mills, grocers, Winnipeg. R. G. C. Mills continues under old style.

J. M. O'Brien, grocer, Springfield-on-the-Credit, is out of business. J. W. Miller, of the same place, is removing to Brampton.

Dunlop & Robicheau, wholesale grocers, Moncton, N.B., are reported to be closing up business. A. B. Gray & Co., wholesale liquors, Victoria, B.C., are said to be doing the same thing.

**PARTNERSHIPS FORMED AND DISSOLVED.**  
Anderson & Hetherington, commission agents, Montreal, have dissolved.

R. Fliess and F. Helsey have been registered as partners to carry on a business as dealers in teas and coffees, Montreal.

T. Lafortune, of Montreal, has been registered proprietor of the firm of Chas. Dube & Co., boots and shoes and wall paper.

Cleophas Dignaud and Ignace Moquin, of Montreal, have registered as partners to carry on the grocery business under the firm name of Dignaud & Moquin.

Lewis Delatisky, and Joshua Delatisky, of Montreal, have registered as partners to carry on the business of general trad-

ers under the firm name of Delatisky & Son.

A. Brulot and Louis Ciconelli, of Montreal, have been registered as partners to carry on the manufacture of boots and shoes under the firm name of Brulot & Ciconelli.

## FIRES.

Jacob Belzner, grain, Breslau, has been burned out.

J. P. Alport, general merchant, Alder Grove, B.C., has been burned out.

P. Gervais, hotel keeper, Cowansville, Que., has been burned out; insured.

The stock of C. E. Clark, grocer, Toronto, has been damaged by fire; insured.

## DEATHS.

D. H. Taylor, general merchant, Cathcart, is dead.

Benjamin Bavin, general merchant, River Hebert, N.S., is dead.



# LICORICE LOZENGES

MANUFACTURED  
EXCLUSIVELY BY

## YOUNG & SMYLYE

Brooklyn, N. Y.

These goods can be obtained  
from any of the leading first-  
class houses in Canada. . . .



## Tea Caddies All Sizes

Spice, Baking Powder and Tobacco Tins.

AND

TIN SIGNS, Lithographed and Japanned.

Write our nearest House for  
Catalogue and Prices.

### THE McCLARY M'FG COMPANY

London  
Montreal

Toronto  
Winnipeg





It is more honorable to have built a dog-house than to have dreamed of building a palace.

## BOOKS FOR BUSINESS MEN.

### Ideas for Hardware Merchants.

By D. T. NALLET.

This novel book is the only book ever written especially for hardware men, and every hardware merchant will find it of decided help and of intrinsic value. It tells How to Advertise a Hardware Store; How to Dress a Hardware Store Window; How to Select Seasonable Goods and How to Display Them to Best Advantage; How to Make a Success with Hardware; How to Compete with "Department Stores;" How to Turn a Credit Business into a Cash Business; How to Avoid Bad Debts and Increase Trade; How to Secure Low Quotations from Jobbers and Manufacturers; How to Arrange the Fixtures in a Hardware Store; How to Treat and Manage Clerks; How to Keep Your Accounts with the Least Labor; How to Systematize Your Business and Arrange Its Details; How to Arrange Price Lists; How to Meet Close Competitors and How to be Enterprising; How to Properly Proportion Store Expenses, and thousands of practical hints for hardware merchants. Paper cover, \$1.

### How to Keep a Store.

By SAMUEL H. TERRY.

CONTENTS: The Selection of a Business; The Choice of a Locality; On Buying a Stock of Goods; Obtaining Credit on Purchases; Examination, Marking and Arranging of Goods; Advertising a Business; Employment of Clerks; The Art of Selling Goods; Selling Goods for Cash; Selling Goods on Credit; Selling for Cash and Credit Combined; Replenishing Stock; Settling for Purchases; Depreciation of Goods; Losses by Fire, Theft, etc.; Keeping Accounts; Expenses; Co-partnerships; Influence of Social Life on Business; Buying Goods at Auction; Investment of the Profits; Insolvency; Business Qualifications, etc. 12 mo, Extra (Cloth, \$1.50.

### 300 Ways to Dress Windows.

By HARRY HARMANN.

Fully explained. For grocers, general dealers and all lines of business. 250 pages, 150 illustrations. Price, post paid, \$1.75 This includes a nickel hammer and a pamphlet on show windows. SENT FREE, a sample of Bon Ami; cleans windows, show cases, brass, etc., with a 44 page catalogue of window supplies.

### Building Business.

By N. C. FOWLER.

Nath'l C. Fowler, jr., the eminent advertising doctor and expert at business, has written a book all about advertising in daily papers, weeklies, magazines, religious and agricultural papers, in street cars, signs, lithographs, novelties, calendars; about cuts and how to use them; window dressing; store decoration; points on selling; keeping accounts; everything about publicity and business outside, written from the merchant's standpoint—a book worth its price to the man who spends \$25 for printing, and the more to the extensive advertiser and merchant; 177 great advertisers answer the vexed questions of advertising, presenting individual and collective opinion of positive value—most important chapter written. Cloth \$3.75, half leather \$4.50, full leather, \$5.

### Self Instruction in Practical Business Qualifications.

By CHAS. S. MCNAIR.

Size, 8 1/2 x 11 inches, 256 pages. \$2.50

### How to Sell Goods.

By B. F. CUMMINGS.

A Prize Essay, 10c.

**METHOD  
IS THE  
SECRET OF  
SUCCESS.**

The Publishers of this paper have arranged to accept and transmit to the U. S. and Canadian publishers, orders for these books. Money should be sent by P. O. Order or register letter to

**THE J. B. MCLEAN PUB. CO., LTD.**  
10 FRONT ST. EAST,  
TORONTO.

**E. BROWN & SON'S**

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

<b>BOOT PREPARATIONS SOLD EVERYWHERE.</b>			
			
<b>MELTONIAN BLACKING</b> <small>(As used in the Royal Household) Renders the Boots soft, durable and waterproof.</small>	<b>MELTONIAN CREAM</b> <small>(white or black) For Renovating all kinds of Glace Kid Boots and Shoes.</small>	<b>ROYAL LUTETIAN CREAM</b> <small>The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.</small>	<b>NONPAREIL DE GUICHE</b> <small>Parisian Polish For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other</small>

Messrs. Salomon & Phillips, 33 Spruce St., New York, Sole Agents for Canada and U.S.A.

**- Tutti Frutti Cash Box. -**



This Cash Box is made of the best japanned material, and is strongly put together with filled edges and locked by an A No. 1 tumbler lock.

You should have one! You will find you can make good use of it. You make two dollars profit out of the gum it contains, so that you get the Cash Box practically free. Send for circular.

Adams' & Sons Co., 11 and 13 Jarvis St., TORONTO, ONT

**Todhunter, Mitchell & Co.,**

— DIRECT IMPORTERS OF —

**HIGH GRADE COFFEES,**

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

Grocers draw trade by selling their FAVORITE EXOELBIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

**TORONTO.**

*Have You Tried one of*

**SOMERVILLE'S**

NOVELTY SELLING MACHINES

— FOR —

**MEXICAN FRUIT CHEWING GUM?**

**SEELY'S Flavoring Extracts**



have stood critical test for 31 years.

Their—  
Purity, Strength and Rich Flavor

have made them the **STANDARD GOODS OF AMERICA.**

The most attractive line in the market.

Send for our Illustrated Price List.

**Seely Manufacturing Co.**

Detroit, Mich. - Windsor, Ont.

By Royal Warrant, Manufacturers To Her Majesty, The Queen.

THE "MOST POPULAR" BLACK LEAD.  
THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY NIXEY'S SPECIALITIES OF STERLING VALUE.

**GUARANTEED**

**Nixey's**

**Black** NO DUST

**Lead**

Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace. **HIGHEST EXHIBITION HONOURS.**

FOR BRIGHT, SILVERY, QUICK POLISH  
FOR STOVES & GRATES,  
ALWAYS USE

**"SILVER MOONLIGHT**

**PLUMBAGO"**

**STOVE POLISH.**

Always Bright & Beautiful.  
In Large Packets 1d. & 2d. each.

Use only for Laundry Purposes, producing the best results.

**NIXEY'S**

**"SOHO SQUARE" BLUE**

THE PUREST—BEST—NO SEDIMENT.  
ONLY REQUIRES THE USUAL QUANTITY REQUIRED.

Eight 1-oz. squares in Box for 6d.

Of all Grocers and Oilmen; or write to  
19, SOHO SQUARE, LONDON, ENGLAND.

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:  
Canadian representatives:—Mr. W. Matthews, 7 Richmond St. East, Toronto. Mr. Charles Gyde, 33 St. Nicholas St., Montreal.



# English Biscuits

All Grocers should keep a supply of Genuine English Biscuits . . . . .

MANUFACTURED BY

## HUNTLEY & PALMERS

Biscuit Manufacturers to Her Majesty the Queen, Etc.



Reading AND London England

FOR WHICH THERE IS AN EVER INCREASING DEMAND

HUNTLEY & PALMERS have obtained the highest awards given to any English House for Biscuits at all the leading Exhibitions since 1851, and at the Paris Exhibition in 1878 they were awarded the "Grand Prix," the only Grand Prize given to the Biscuit Trade and the highest distinction the Exhibition could confer. The following being the terms of the award:

"Unrivalled House known throughout the world for its enormous production and for the excellent quality of its Manufactures.

For Price List and Terms Apply to:

HUNTLEY & PALMERS, Reading, and 162 Fenchurch St., London, E.C., England.

or to their Representative

MR. EDWARD VALPY, 28 Ruede Street, New York.

### THE CANADIAN GROCER PRICES CURRENT.

TORONTO, May 11, 1893.

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

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

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

#### BAKING POWDER.



PURE GOLD, per doz	19 80
5 lb. cans, 1 doz. in case	16 00
4 lb. cans, 1 doz. in case	10 50
3 1/2 lb. cans, 1 and 2 doz. in case	4 60
16 oz. cans, 1, 2 and 4 doz. in case	3 70
8 oz. cans, 2 and 4 doz. in case	2 40
6 oz. cans, 2 and 4 doz. in case	1 90
4 oz. cans, 4 and 6 doz. in case	1 25
Per doz	
Dunn's No. 1, in tins	2 00
" " 2	75
Cook's Gem, in 1 lb pkgs	1 75
" " 7 oz pkgs	85
" " 2 oz	40
" " 5 lb tins	65
" " bulk, per lb	12

Empire, 5 dozen 4 oz cans	Per doz \$0 75
" 4 8 "	1 15
" 2 16 "	2 00
" 1/2 5 lb cans	9 00
bulk, per lb	15

#### COOK'S FRIEND.

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

#### OCEAN WAVE

DIAMOND BAKING POWDER.	
1/2 lb. tins, 4 doz cases	0 67 1/2
1 lb. " 3 "	1 17
1 lb. " 2 "	1 98

#### BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

Abernethy	8 1/2
Arrowroot	\$0 10
Butter	0 6
" 3 lbs	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2
Digestive	0 08
Daisy Wafer	0 16
Garibaldi	0 09
Gingerbread	0 10
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nio Nao	0 12
Oyster	0 06 1/2
People's Mixed	0 10

Pic Nic	0 09 1/2
Prairie	0 08
Rich Mixed	0 14
School Cake	0 11
Soda	0 06
" 3 lb	0 20
Sultana	0 10
Tea	0 10
Tid Bits	0 09
Variety	0 12
Village	0 07 1/2
Wine	0 08 1/2

#### BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " " "	2 10
" " " "	1 10
Spanish, No. 3	4 50
" " " "	8 00
" " " "	9 00
Japanese, No. 3	4 50
" " " "	7 50
Jaquot's French No. 2	3 00
" " " "	4 50
" " " "	6 00
" " " "	5 00
" " " "	9 00
" " " "	7 50
" " " "	9 00
" " " "	4 50

P. G. FRENCH DRESSING (LADIES.) For ladies' and children's boots and shoes.

No. 7, 1 or 2 doz. in box	per doz \$2 00
No. 4, " " "	1 25
P. G. FRENCH BLACKING.	
No. 4	per gross \$4 00
No. 6	4 50
No. 8	7 25
No. 10	25

#### BLACK LEAD.

NIXEY'S	
Refined in 1d., 2d., 4d. and 1a. packages, (9 lb. boxes)	7s 6d \$2 5
Jubilee in 1 oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d 2 00

Silver Moonlight, Plum-bago Stove Polish (13 1/2 lb. boxes)	4s 3d 1 50
6 1/2 lb. in large 1d. pkts, 1 gross	8s 6d 3 00
13 lb. in large 1d. pkts, 1 gross	7s 6d 2 50
13 lb. in large 2d. pkts, 1 gross	7s 6d 2 5
Reckitt's Black Lead, per box. Each box contains either 1 gro., 1 oz.; 1 gro., 2 oz., or 1 gro., 4 oz.	
F. F. DALLEY & CO.	
Silver Star Stove Paste	Per gross 2 00
Packed in fancy wood boxes, each box contains 3 doz.	

#### BLUE.

Reckitt's Pure Blue, per gross	10
NIXEY'S	
Soho Square in 8 lb. boxes, of 16x6d. boxes, London	6s 0d
Soho Square in 8 lb. boxes, of 16x6d. boxes, Canada	\$2 25

#### CORN BROOMS.

CHAS. BOECKH & SONS, per doz	
Carpet Brooms—	net.
"Imperial," ex. fine, 8, 4 strings	\$3 65
Do. do. 7, 4 strings	3 45
Do. do. 6, 3 strings	3 25
"Victoria," fine, No. 8, 4 strings	3 30
Do. do. 7, 4 strings	3 10
Do. do. 6, 3 strings	2 90
"Standard," select, 8, 4 strings	2 90
Do. do. 7, 4 strings	2 75
Do. do. 6, 3 strings	2 60
Do. do. 5, 3 strings	2 40

#### CANNED GOODS.

Per doz	
Apples, 3's	\$0 35 \$1 00
gallons	2 10 2 20
Blackberries, 2	2 00 2 25
Blueberries, 2	1 00 1 10
Beans, 2	0 90 1 00





Headquarters } In 1 lb. and 1-2 lb. Glass Jars  
 -FOR- }

**JAM.**

5 lb. and 10 lb. Tins  
 7 lb., 14 lb. and 28 lb. Pails

Get our prices if you want to make money. The season for Jam is just beginning.

**TORONTO BISCUIT & CONFECTIONERY CO., TORONTO.**

Prices current, continued—

**CLOTHES PINS.**

5 gross, per box	0 75
4 gross, " "	0 85
6 gross, " "	1 00

CHAS. BEECH & SONS, per box

5 gross, single & 10 box lots	0 75	0 80
Star, 4 doz. in package	0 85	
" 6 " "	1 25	
" 4 " cotton bags	0 90	

**COFFEE.**

**GREEN** c per lb

Mocha	25 33
Old Government Java	25 35
Bio	21 22
Plantation Ceylon	29 31
Porto Rico	24 28
Guatemala	24 26
Jamaica	22 23
Maracabo	24 26

TODD HUNTER, MITCHELL & CO.'S

Excelsior Blend	34
Our Own	32
Jersey	30
Laguayra	28
Mocha and Java	35
Old Government Java	30 32 36
Arabian Mocha	35
Maracabo	30
Santos	27 28

**DRUGS AND CHEMICALS.**

Alum	lb \$0 02	\$0 03
Blue Vitriol	0 06	0 07
Brimstone	0 03	0 03 1/2
Borax	0 12	0 14
Camphor	0 80	0 85
Carbolic Acid	0 30	0 50
Castor Oil	0 07 1/2	0 08
Cream Tartar	0 25	0 30
Epsom Salts	0 02 1/2	0 02 1/2
Paris Green	0 16	0 17
Extract Logwood, bulk	0 15	0 17
" boxes	0 10	0 13
Gentian	0 17	0 20
Glycerine, per lb.	0 16	0 17
Hellebore	5 50	6 00
Iodine	0 30	0 35
Insect Powder	0 08 1/2	0 09
Salpêtre	2 50	
Soda Bicarb, per keg	1 00	1 25
Sai Soda	0 12 1/2	
Madder	0 12 1/2	

**DURABLE PAILS AND TUBS**

WM. CANE & SONS, MANUFACTURING CO  
 NEWMARKET.

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

Per doz.

White fish	0 07
Manitoba White fish	0 07 1/2
Salmon Trout	0 07 1/2
Lake herring	0 07 1/2
Pickled and Salt Fish	0 07 1/2
Labrador herring, p. bbl	6 00
Shore herring	6 25
Salmon trout, per 1/2 bbl	2 75
White Fish, 1/2 bbl	3 00

**EXTRACTS.**

Dalley's Fine Gold, No. 8, p. doz	\$0 75
" " " 1, 1/2 oz.	1 25
" " " 2, 3 oz.	1 75
" " " 5, 3 oz.	2 00
(SEELY'S FLAVORING) per doz	1 75
Concentrated, 2 oz. full measure	1 75
4 oz. "	3 00
In Lemon, Vanilla and Assorted Flavors. Less 10 per cent. discount in gross quantities or more.	

**FLUID REEF.**  
 JOHNSTON'S, MONTREAL, per doz

Cases, No. 1, 2 oz tins	42 75	43 00
" No. 2, 4 oz tins	4 50	5 00
" No. 3, 8 oz tins	8 00	8 75
" No. 4, 1 lb tins	12 60	14 25
" No. 5, 2 lb tins	25 00	27 00

**FRUITS.**

**FOREIGN.** c. per lb

Currants, Provincial, bbls	5 1/2	6
" Filiatras, bbls	5 1/2	6
" " bbls	5 1/2	6
Currants, Patras, bbls	6 1/2	6 1/2
" " cases	7 1/2	9
" Vostizzas, cases	7 1/2	9
" " cases	7 1/2	10
" 5-crown Excelsior (cases)	8	8 1/2
" " cases	8 1/2	8 1/2
Dates, Persian, boxes	10 1/2	10 1/2
Figs, Elemes, 1 doz., per box	10	11
" 30 lb bbs, 7 crown	14	14 1/2
Gold medal washed Turkey bgs abt 6 lbs, finest grade grown	10 1/2	
Prunes, Bosnia, casks	7 1/2	9
" " cases, new	4 1/2	5 1/2
Raisins, Valencia, off stalk old	6 1/2	6 1/2
Selected	6 1/2	6 1/2
Layers	6 1/2	7
Raisins, Sultanas	6 1/2	10
" Eleme		

**DOMESTIC**

London layers	1 25
Loose muscatels, Califor	1 60
Imperial cabinets	3 50
Connoisseur clusters	3 50
Extra dessert	4 50
Royal clusters	qrs.
Fancy Vega boxes	3 40
Black baskets	3 40
" " qrs	
Blue	
Fine Dehesas	
" " qrs	
Lemons, Jamaica	3 00
" " Florida	3 00
" " Seedlings	3 00
" " Navels	3 00
Apples, Dried, per lb	0 05 1/2
do Evaporated	0 09

**FISH.**

Oysters, per gallon	1 25
" select, per gallon	1 75
Pickersel	per lb
Fike	do
White fish	do
Manitoba White fish	do
Salmon Trout	do
Lake herring	p. 100
Pickled and Salt Fish	
Labrador herring, p. bbl	6 00
Shore herring	6 25
Salmon trout, per 1/2 bbl	2 75
White Fish, 1/2 bbl	3 00
Dried Fish:	
Codfish, per quintal	5 25
" cases	6 00
Boneless fish	per lb
Boneless cod	0 04 1/2
Boneless fish	0 06 1/2
Smoked Fish:	
Finnan Haddies, per lb	0 07 1/2
Bloaters	per box
Digby herring	0 12
Sea Fish: Haddock, per lb	0 05
Cod	0 05
B.C. salmon	0 13
Market Cod	0 05
Frozen Sea Herrings	2 25



**FLY PAPER.**

**TANGLEFOOT.**

Tanglefoot, 1 box double sheets and 2 holders	60
Tanglefoot 1 case (ten boxes)	\$5 25

**GRAIN.**

Wheat, White	0 67	0 68
" Red Winter	0 66	0 68
" Goose	0 61	0 62
Wheat, Spring, No 2	0 62	0 64
" Man Hard No 1	0 85	0 86
" " No 2	0 83	0 84
" " No 3	0 74	0 76
Oats, No 2, per 34 lbs	34	35
Barley, No 1, per 48 lbs	43	44
" " No 2 extra	39 1/2	40
" " No 3	36	37
Rye	53	55
Peas	57	57 1/2
Corn		

**HAY & STRAW.**

Hay, Pressed, "on track	9 50	10 00
Straw Pressed, " "	5 50	6 00

**HARDWARE, PAINTS AND OILS.**

**CUT NAILS, from Toronto**

50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
50, 16 and 12 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 30

**HORSE NAILS:**

" " 60 and 5 per cent. from list.	
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**HORSE SHOES:**

From Toronto, per keg	3 65
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**SCREWS: Wood—**

Flat head iron 7 1/2 p.c. dis	
Round " " 7 1/2 p.c. dis	
Flat head brass 7 1/2 p.c. dis	
Round head brass 7 1/2 p.c. dis	
WINDOW GLASS: [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.]	
1st break (25 in and under)	1 35
2nd " (26 to 40 inches)	1 55
3rd " (41 to 50 " )	3 40
4th " (51 to 60 " )	3 70
5th " (61 to 70 " )	4 00

**ROPE: Manila**

Sisal	0 11 1/2
New Zealand	0 09 1/2
ALEX: Per box, \$6 to \$12	0 08 1/2

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

HINGES: Heavy T and strap	0 4 1/2
" Screw, hook & strap	0 4 1/2

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

25 lb. irons	per lb	4 1/2
No. 1		4 1/2
No. 2		4 1/2
No. 3		4

**TURPENTINE Selected packages, per gal**

gal	0 52	0 53
LINSEED OIL per gal, raw	0 60	0 62
Boiled, per gal.	0 63	0 65
GLUE: Common, per lb	0 10	0 11

**INDURATED FIBRE WARE.**

1/2 pail, 6 qt	\$4 00
Star Standard, 12 qt	4 50
Milk, 14 qt.	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	15 50
" " 2	13 25
" " 3	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" " 2	9 00
" " 3	8 00
" " 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" " round	3 50
Handy dish	3 75
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, Raspberry, Strawberry, Peach and Gooseberry per lb.	0 12
Plum	0 10
Jellies—pure—all kinds	0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.	
Marmalade—orange	0 12

**KNIFE POLISH.**

**NIXEY'S**

"Cervus" boxes of 1 doz.	
6d London 5s., Canada, \$2 00	
"Cervus" boxes of 1 doz.	
1s. London 10s., Canada, \$4 00	

**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, 300 sticks	1 45
" " 100 "	0 72 1/2
Imitation Calabria, 5 lb bxs p lb	0 25

**MINCE MEAT.**

**J. H. WETHEY'S—ST. CATHARINES**

Condensed, per gross, net.	\$12 00
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**MUSTARD.**

**ELLIS & KEIGHLEY'S. etc**

Durham, Fine, in 1 and 1/2 lb tins	25
" " per lb.	22
" " Fine, in 1 lb jars.	70
" " Ex Sup. in bulk, per lb	30
" " Superior in bulk, p. lb	15
" " Fine,	15

Prices current, continued.

**CHERRY'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.....	14 15
" Tarragona.....	16 16 1/2
" Fornigetta.....	14 15
Almonds, Shelled Valencias.....	28 32
" Jordan.....	45 50
" Canary.....	28 30
Brazil.....	14 15
Cocoanuts.....	5 6
Filberts, Sicily.....	10 11
Peanuts.....	11 12
" green.....	11 12 1/4
Walnuts, Grenoble.....	15 16
" Bordeaux.....	10 11
" Naples, cases.....	12 13
" Marbots.....	12 13
" Chilis.....	12 13

**PETROLEUM.**

bbl lots, Toronto... Imp. gal.	
Canadian.....	0 13 1/2 13 1/2
Carbon Safety.....	0 17 1/2 17 1/2
Canadian Water White.....	0 19
Amer'n Water White.....	0 21 0 22
Photogene.....	0 25

(For prices at Petrolia, see Market Report.)

**PICKLES & SAUCES.** per doz

Home Made Tomato Catsup, qts.....	6 00
" " " pts.....	3 50
" " " 1/2 pts.....	2 00
Chili Sauce.....	4 50
" " " 1/2 pts.....	3 25

**SOUPS (in 3 lb cans).**

Tomato.....	3 50
Fancy—Chicken, Mock Turtle, Cream of Corn Pea, Celery, Asparagus.....	4 50

Fancy—Chicken Gumbo, Or Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne Vermicelli, Vegetable.....	4 25
Worcester Sauce, 1/2 pts.....	60 75
" " " pints.....	6 25 6 50
Pickles, all kinds, pints.....	2 25
" " " quart.....	0 00
Harvey Sauce—genuine—hlf. pts.....	3 25
Mushroom Catsup ".....	2 25
Anchovy Sauce ".....	3 25

**PRODUCE.**

**DAIRY.** Per lb

Butter, creamery, tubs.....	1 10 1 20
" dairy tubs, choice.....	0 19 0 21
" " " medium.....	0 15 0 20
" " low grades to com.....	0 15
Butter, pound rolls.....	0 20 0 22
" " large rolls.....	0 19 0 20
" " store crocks.....	0 19 0 20
Cheese.....	11 0 11 1/2

**COUNTRY**

Eggs, fresh, per doz.....	0 10 1/2 0 11 1/2
" limed.....	1 40 1 50
Beans.....	2 00 2 50
Onions, per bbl.....	80 90
Potatoes, per bag.....	0 13 0 15
Hops, 1891 crop.....	0 17 0 20
" 1892 ".....	0 05 0 08
Honey, extracted.....	0 10 0 15
" section.....	0 10 0 15

**PROVISIONS.**

Bacon, long clear, p lb.....	0 10 1/2
Pork, mess, p. bbl.....	0 21
" short cut.....	22 00 23 00
Hams, smoked, per lb.....	0 12
" pickled.....	0 13
Bellies.....	0 10 1/2
Rolls.....	0 13
Backs.....	0 13
Lard, pure, per lb.....	0 10 1/2
Compound.....	0 10
Tallow, refined, per lb.....	0 08
" rough.....	0 02 1/2

**RICE, ETC.** Per lb

Rice, Aracan.....	3 1/2 4
" Patna.....	4 1/2 5 1/2
" Japan.....	5 1/2 6 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.....	5 1/2 5 1/2
Goathead (finest imported).....	5 1/2 6

**ROOT BEER.**

Hire's (Liquid) per doz.....	\$2 00
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**SPICES.**

**GROUND** Per lb

Pepper, black, pure.....	\$0 14 \$0 16
" fine to superior.....	10 15
" white, pure.....	20 28
" fine to choice.....	20 25
Ginger, Jamaica, pure.....	25 27
" African.....	16 18
Cassia, fine to pure.....	18 25
Cloves, ".....	14 25
Allspice, choice to pure.....	12 15
Cayenne, ".....	30 35
Nutmegs, ".....	75 1 20
Mace, ".....	1 00 1 25
Mixed Spice, choice to pure.....	30 35
Creom of Tartar, fine to pure.....	25 32

**STARCH.**

**BRITISH AMERICA STARCH CO BRANTFORD.**

1st Quality White Laundry—	
3 lb. cartons, boxes, 36 lbs.....	5 1/2
Ditto..... bris, 175 ".....	5
Ditto..... kegs, 100 ".....	5
Canada Laundry, boxes, 40 lbs.....	4 1/2
Brantford Gloss.....	7 1/2
1 lb. fancy boxes, cases, 36 lbs.....	7 1/2
Lily White Gloss, kegs, 100 lbs.....	6 1/2
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

**KINGSFORD'S OSWEGO STARCH.**

Pure Starch—	
40-lb boxes, 1, 2 and 4 lb pack'g's.....	8
35-lb " 3 lb. packages.....	8
12-lb ".....	8 1/2
35 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 " 1/2 lb. package.....	9 1/2
40-lb " 1/4 lb.....	10
40-lb " assorted 1/2 and 1/4 lbs.....	9 1/2
8-lb " sliding covers.....	9 1/2
35 to 45 lb boxes.....	9
Oswego Corn Starch—for Puddings, Custards, etc.—	
40-lb boxes, 1 lb packages.....	6 1/2
20-lb ".....	6 1/2

**ST. LAWRENCE STARCH CO.'S**

Culinary Starches—	
St. Lawrence corn starch.....	7 1/2
Durham corn starch.....	7 1/2

**Laundry Starches—**

No. 1, White, 4 lb. Cartons.....	5 1/2
" " Bbls.....	5
" " Kegs.....	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
Ivory Starch in cases of 40 packages.....	\$3 00

**SUGAR.** c. per lb

Granulated.....	5 1/2 5 1/2
Paris Lump, bbls and 100 lb. bxs.....	5 1/2
" " 50 lb. boxes.....	5 1/2
Extra Ground, bbls.....	5 1/2
" " less than a bbl.....	5 1/2
Powdered, bbls.....	5 1/2
" " less than a bbl.....	5 1/2
Extra bright refined.....	5 1/2
Bright Yellow.....	4 1/2
Medium.....	4 1/2
Brown.....	4 1/2
Dark yellow.....	4 1/2

**SALT.**

Bbl salt, car lots.....	1 00
Coarse, car lots, F.O.B.....	0 65
" " small lots.....	0 85
Dairy, car lots, F.O.B.....	1 00
" " small lots.....	1 25
" " quarter-sacks.....	0 40
Common, fine car lots.....	0 75
" " small lots.....	0 95
Rock salt, per ton.....	12 00
Liverpool coarse.....	0 75 0 80

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

AGENTS FOR

The St. Lawrence Sugar Refining Co.,  
MONTREAL.

THE VITAL PRINCIPLES OF

**BEEF and WHEAT**  
With **HYPOPHOSPHITES**



A FOOD  
AND  
A TONIC

PUT UP BY

The Johnston Fluid Beef Co.

**Kingsford's Oswego**  
**STARCH.**

**STRONGEST. PUREST. BEST.**

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss" Kingsford's  
(Others so-called are imitations of our brand.)  
Pure Starch. Corn Starch.

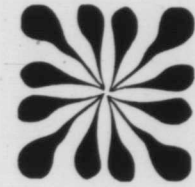
FOR SALE BY ALL LEADING  
JOBBER'S IN CANADA.

**T. KINGSFORD & SON**  
OSWEGO, N.Y.





# The St. Lawrence Sugar Refining Co's



GRANULATED  
and **YELLOWS** ... ARE PURE ...  
and **SYRUPS** ..

**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.



THE CANADIAN GROCER

Travellers' Guide.

**- The Alberta Hotel -**  
CALGARY, N.W.T.

Strictly first-class. Headquarters for Commercial Men. Large sample rooms.  
H. A. PERLEY, Prop.

**The Hilliard House**  
RAT PORTAGE, ONT.

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

**Grand Pacific Hotel**  
KAMLOOPS, B.C.

The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men  
H. SMITH, Proprietor.



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ATTENTION



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of Hamilton, are Selling Agents for  
Ontario and Winnipeg.

Mr. Leonard H. Dobbin,  
of Montreal, Selling Agent for  
Montreal and Quebec Cities.

All orders given them will be  
promptly attended to.

**NORTHROP & CO., St. John, N.B.**



Retail Grocers

- WILL FIND IT -

TO THEIR INTEREST

- TO BUY -

BRANTFORD  
STARCHES

*The Purest and Best  
in the Market.*

BRITISH AMERICA  
STARCH CO.,  
LIMITED,  
Brantford, Ontario.

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

ESTABLISHED 1849.

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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.

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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

OLD CHUM

THE CANADIAN GROCER

PLUG AND CUT

# A Customer's Life . . . .

Should be taken care of, so do not allow them wear it out upon a poor, ordinary Washboard when you can offer them

## The Northern Queen . . . .

For a few cents, Only have them try the board and your reputation is made. Manufactured only by

# TAYLOR, SCOTT & Co.,

TORONTO

## DROP US A CARD



Saying you want an assortment of Lamps that can be sold cheap and likely to please your customers, and on receipt we will forward you one of our

## JOB LOT

### ASSORTMENT OF VASE LAMPS

Cheap and Beautiful.

# GOWANS, KENT & Co.,

WHOLESALE AGENTS.

TORONTO and WINNIPEG.

# CHAS. SOUTHWELL & Co.,

LONDON, ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.

### SPECIALTY IN CLEAR JELLY MARMALADES

- "Scotch Home Made," } Made from Seville Oranges.
  - "Perfection." }
  - "Lemon Jelly Marmalade," " Messina Lemons.
- PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior Packet Concentrated Jellies, etc. etc. All goods having their brand are exceptionally choice quality.

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

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

Florida Oranges,  
Almeria Grapes,  
Lemons, Cranberries,  
Nuts of all kinds,  
Figs and Dates.

### DAWSON & Co.,

32 WEST MARKET ST.,  
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Telephone 1471.  
Consignments of Produce Solicited.

FAC SIMILE OF PACKAGE.



## Oakey's 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS,  
Manufacturers of Emery, Black Lead,  
Emery and Glass Cloths  
and Papers, &c.,

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:  
JOHN FORMAN, 18 St. Alexis St.,  
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ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT SMOKING TOBACCO.

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

MUNGO CIGARS. EXCEPTIONALLY FINE.

HYDE PARK, ATHLETE, PURITAN, DERBY. SWEET SIXTEEN CIGARETTES.