

**THE CANADIAN GROCER**  
 & GENERAL STOREKEEPER

PUBLISHED WEEKLY  
 \$200 PER YEAR

VOL. VI.

TORONTO, MARCH 4, 1892.

No. 10

**We have Reduced Prices and Increased Discounts.**

**NOTICE TO RETAILERS.**

**PRICE LIST**

SUBJECT TO CHANGE WITHOUT NOTICE.

First Quality White Laundry—  
 3 lb. cartoons, boxes 36 lb. each. 4¼c  
 Barrels, 175 lbs ..... 4½c  
 Half Barrels, 100 lbs ..... 4¾c  
 Lily White Gloss, 6 lb. boxes, 8 in. crate 6c  
 Brantford Gloss, 1 lb. cartoons ..... 6½c  
 Lily White Gloss, 1 lb. cartoons ..... 6c  
 Canada Laundry, boxes 40 lbs ..... 3¾c

**Culinary Starch.**

Pure Prepared Corn, 1 lb. packages . 6¾c  
 Challenge Brand Corn, 1 lb. packages 6c  
 Brantford Cold Water Rice, 1 lb. cartoons ..... 8¼c

Ten boxes and upwards freight prepaid to any point in Ontario or Quebec.

Discounts 15 per cent on 10-box lots. Discounts 17½ per cent. on 40-box lots.

Terms—30 days nett.

Orders will be filled direct from factory or through any wholesale house if preferred.

**THE BRITISH AMERICA STARCH CO., Ltd., Brantford, Ont.**

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 WHOLESALE GROCER  
 —FOR—  
 RAILROAD AND STEAMSHIP  
**MATCHES**

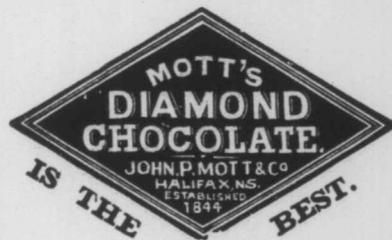
GUARANTEED  
 Second to None.

**H. A. NELSON & SONS**

Manufacturers and Wholesale Dealers

56 AND 58 FRONT ST. W.,

**TORONTO.**



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**DUNN'S BAKING POWDER**

THE COOK'S BEST FRIEND

Largest Sale in Canada.

**Taylor, Scott & Co.,**  
 TORONTO.



Retail Price, 25c.

For sale by all first-class grocers

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

FINE GOODS OUR SPECIALTY.

MUNGO CIGARS, EXCEPTIONALLY FINE.

MADRE E' HIJO (7 SIZES)

EL PADRE AND CABLE.

THE CANADIAN GROCER

**BRYANT, GIBSON & Co.,**  
TORONTO,  
Manufacturers of



This is a facsimile of our bottles.

"Worcestershire Sauce," "Yorkshire Sauce"  
"Devonshire Relish" Raspberry Vinegar, Evi-  
porated Vegetables, Chocolates, Coconuts, Confectionery.

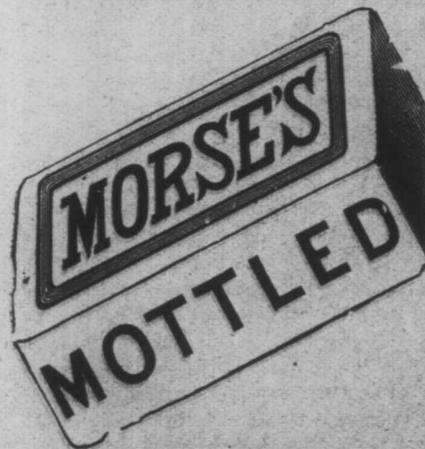
**DURABLE PAILS AND TUBS.**



The Wm. CANE & SONS MANUFACTURING Co  
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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.**

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Honey Dew, White Wine, Malt and Cider  
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FINEST BISCUITS.**  
Manufactured by  
**J. McLAUCHLAN & SONS,**  
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**THE CANADA MEAT PACKING CO.,**

**MONTREAL,  
BEEF AND PORK PACKERS,**

Curers of the Celebrated C.M.P Brand of Smoked Meat, Sugar cured  
extra-flavored Hams and Bacon.

Compressed Corned Beef. Ox and Lunch Tongue.  
Pure Lard a Specialty.

WRITE FOR QUOTATIONS.



USE **SPANISH BLACKING**  
THE KING OF BLACKINGS



**A Straight Tip.**

Have you ordered your supply o.  
LICORICE for the Fall and Winter  
trade? If not, then multiply  
your business this year in this  
article by ordering YOUNG &  
SMYLIE'S goods and you will dis-  
cover that the best Licorice gives  
the best satisfaction and will cost  
no more. All of this is of immense  
importance to buyer, seller and  
consumer, and a stock of Y. & S.  
Stick Licorice with Acme Licorice  
Pellets will prove a blessing all  
around. Try it and gather the  
same experience that is profiting  
your competitor and neighbor.

XEROX

# THE CANADIAN GROCER

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

Vol. VI.

TORONTO, MARCH 4, 1892.

No. 10

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

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

HEAD OFFICE: 6 Wellington West, Toronto.  
MONTREAL OFFICE: 115 St. Francois Xavier St.  
A. J. Ritchie, Manager.  
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Roy V. Somerville, Manager.

SPECIAL TO OUR READERS.

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

Among the legal decisions upon appealed cases, given on another page, is that of Green vs. Minnes, which was originally tried last summer at Kingston before Justice Rose. That case was an action for damages from the defendants, Minnes & Burns, merchants, and E. S. Andrews, a collecting agent, for posting the name of the plaintiff's wife as a debtor, and offering for sale an account against her of \$59. Judge Rose gave a written opinion and a verdict in the case, holding that there was no libel in the publishing in this manner of an account which every other means of collecting had failed to collect. But the verdict of the judges who tried the appeal, it will be noticed, set aside the ruling of Judge Rose and awarded \$50 damages to the defendant. It is important to observe, however, that the principle set up by Judge Rose was not combated by his learned brethren of the Queen's Bench. What they reversed was his verdict in the special circumstances of this case, not the written opinion he gave upon the matter of publishing accounts for sale. The points on which the success of the appeal was based were: that the advertising of the account was to blackmail defendant, that the debt was incurred not by Mrs. Green nor Mr. Green, but by a former husband of

Mrs. Green; that the amount advertised was not the actual amount. This decision shows that when blackmail or coercion to pay are the objects of advertising an account, such advertising is libel. The difficulty of proving that such advertising is for neither purpose and has neither effect, must be sufficiently great in all circumstances to make such a mode of recourse to get payment a rather dangerous one.

\* \* \*

A convention of the Ontario Patrons of Industry met here on Wednesday of last week and continued in session several days. Only such of the proceedings as it was deemed expedient to give to the daily newspaper press have yet transpired, but no doubt a considerable part of the business transacted related to questions which have no important bearing upon the retail trade of the country. It appears that the reduction last July in the duty upon salt has not allayed the agricultural discontent arising from the conditions of the trade in that article of merchandise. The Patrons aim to be independent of the combination among the manufacturers, and proposals appear to be entertained for the establishment of salt works to be controlled by the Patrons. That association cannot embark upon such an undertaking as the development of a well and the opening of a refinery. It is simply a benevolent society in the eye of the law. To go into any such business as the manufacture of salt it must be incorporated under a different act from that which constitutes it a provincial entity in Ontario. Consequently it is probable that a number of Patrons will seek incorporation for the purpose of forming a joint stock salt company, which will be run for the benefit of the association, but in the name of the company incorporated. No dividends are to be made; cheap salt is the sole object aimed at. Some \$15,000 is believed to be the capital necessary for the enterprise, and this it is proposed to raise by

stock sold in \$1 shares. If the combination at any time lowers its price below that at which the Patron works can produce salt, the latter are to be closed down during such time. The works may be set going or they may not be; they have been proposed at all events. A resolution was passed that in the opinion of the Patrons the Government should enact a law making it a penal offence on the part of any citizen or firm to unduly raise the price of necessaries. The number of members is said to be 30,000, and the number of branch associations 1,500. A Dominion charter is being applied for.

\* \* \*

It is in keeping with other ideas of the Patrons that they would introduce law as a factor in prices. This would indeed be an arbitrarily governed country if a trader could not be left to his own freedom in the matter of what price he should ask for his goods. Legislation that had that bent had to be swept away after Adam Smith's views began to take hold in trade. The only laws that remain for the prevention of undue advantage on the side of the seller are the local-market laws that provide for the inspection of weight and quality in certain lines. Supply and demand will determine prices without the intervention of law. If law should be imported into the matter at all, it ought to be to sustain rather than to depress prices. The tendency of prices is downward in nearly all lines, and the effects of this are what the farmers themselves are suffering from. If they had to pay more for the things they buy they would be able to get more for their grain and other produce. Competition is one great agency that acts on the side of cheapness. No act of parliament would make the majority of lines any cheaper than they already are. The idea that combination unduly advances prices is perhaps more of a bugbear than it ought to be. Combines are learning that the advantages of union are in the reduction of expenses, and not in the advance of prices. The history of combines in the United States shows that the attempt to realize very high prices always brought new competitors into the field, who could perceive in the margin between a fair price and an immoderate one, a sufficient guarantee of protection to cope with the union upon.

**ANOTHER EXAMPLE.**

Melville & Co., general dry-goods merchants, of Owen Sound, have made an assignment of their affairs to John McClung, of 18 Wellington street east, Toronto. The liabilities are at present unknown. This firm courted failure by its alliance with the Patrons of Industry. The reaction against the Patrons cannot but be hastened by such results of signing their trade compact. Failure appears to be the inevitable and speedy destiny of those whom the Patrons once fasten upon. They do immense injury to trade in this way, and the extent of the injury is not to be measured by the failures which overtake those merchants who have subscribed to their conditions. Those merchants do fail, many of them already have failed, but the free competitors whom they drag down with them are numerous, and represent the loss which is especially to be deplored. Take a neighborhood where there are three or four stores under the thumb of the Patrons. When a man has maintained his independence against the competition of three or four Patron merchants within the range covered by his custom, he is next beset by a new form of irregular opposition in the sacrificing of the bankrupt stocks from the stores of these Patron merchants. He survives the Patron merchants, but he has almost certainly to succumb to the slaughtering of their bankrupt stocks. This is how they demoralize business. They make use of the weaklings to sap the strength of the sturdy men in the trade. Wholesalers who sell to Patron merchants are parties to this injury to trade. They ought to have a little real concern for trade to moderate their eagerness to do business.

**IN BUSINESS FOR OTHERS.**

It is unquestionable that there are retailers in trade who are permitted to be there only by the grace of the houses which take the risk of furnishing them with goods. They are keeping store because these houses want to make some money out of them, and that probably will be the one end realized as the result of their keeping store, unless by a supreme effort on their part they can get into a position to choose their sellers. A retailer that cannot give sufficient credentials to secure credit from one house to make a start may be accepted by another. This difference may be owing to the fact that the former house has a good sound customer doing all the business there is to be done in the place where the applicant aims to open up, and the latter house is doing no business in that place at all. Consequently the starting of this new man by the latter house means the acquisition of a new customer. He goes in on the understanding that he is to sell goods, his profits are not calculated to amount to much in a competition whose object is to displace somebody that does not buy

from the same house as he does. He is watched well to prevent his getting beyond the tether of his patron, and he is doing business solely for the benefit of the house which has taken him up. That house may be pleased to run him for three, four or five years, as circumstances may determine, but when that house concludes to run him no longer he is cast aside like a squeezed orange. This is one of the ways some wholesalers adopt for getting ahead of their rivals, who have a good customer somewhere that it is impossible for the other house to sell anything to. The taking up of a man who has no title to independence and who is delighted with the confidence placed in him, will usually damage the trade of the retailer who was there before him, but it will seldom add anything to the wealth of the dupe who filled the breach. If once the original trader at that place sees it to be his interest to treat with the house supplying the newcomer, the latter will find he has served his purpose and will be called off. Wholesale competition upon a strictly wholesale stage is keen enough and sufficiently depressing upon prices, without descending to retail stores for the purpose of carrying it on. Let retailers do all the competing that is done in retail stores.

**BADLY TIED PARCELS.**

A parcel that won't hang together till the customer gets home with it is apt to make mischief. It may cost the dealer the trade of that customer, or it may cost the careless clerk who tied it the loss of his situation. Fragile paper, brittle twine, dissolving knots, slack binding, will sunder hearts that ought to beat as one in the matter of trade. There is no mistaking the language of deep-seated wrath, when it is called forth by the collapse of a parcel that contains sugar, tea, coffee or any other loose aggregation of small particles. The man or woman who spills its contents is generally too warm at the moment to be reasoned with. The thing uppermost in the mind of such a person at such a time is an agitating desire to square matters with the man who put up the goods in that flabby way. It is bad enough to have the stuff that is in the package glide out of it upon the pavement. An unruly temper will wax wild enough over that part of the embarrassing mishap, but the getting down on one's knees to gather the stuff up again mortifies the most disciplined of us. The remembrance of being in that unheroic position for five or ten minutes, with a crowd looking on as he scooped with his hands, the stuff that got out of the parcel, will a year after fan the flame of a man's animosity against the grocery salesman who caused him to cut so ridiculous a figure. A parcel with a slithery feeling will always be likely to make a man, who has once had such an experience, a little decided and perhaps irregular in the language which he uses to condemn it. Things will

have to be put up good and tight for him ever afterward.

Of course no salesman can be expected to put up a package that a 200-lb. man may with impunity suddenly sit down upon, or throw forty feet when the ice becomes too slippery for his feet to hold on to it. When a customer's equilibrium gets beyond his control parcels will be apt to suffer. Even in these circumstances the victim of the accident is always too serious to join in the joke that any less fleet-footed or strong-bodied person may venture to make at his expense. But he does not nurse any grudge against the grocer. It was not a matter of tying by which he was undone.

A case that made some people laugh came under notice the other morning. A woman was carrying a parcel of goods whose molecules moved freely against each other, and only needed an opening to slip away. The parcel had sagged out of shape, and the twine didn't seem to have any control over it. Slowly but surely the structure of the parcel accommodated itself to all outward impressions of the woman's hand or arm, and she hugged it in the vain hope of keeping it together. Soon all curbs were unavailing, and the stuff shot out of its paper prison as the snow shoots off a steep roof when the weather softens. It needed no physiognomist to tell that the woman was outrageously mad. Her face grew very red and set looking, but her tongue told whom she was mad at. The man who tied the parcel was abused in unmeasured terms, and unless she changes her mind, that accident puts a date to her business with the grocery where the goods were bought. Grocers and grocer clerks should make fast and sure work of all packages.

**TORONTO PEDLARS' LICENSE FEES.**

Though the struggle between the grocers and the pedlars in the matter of licenses started under auspices favorable to the latter, the views of the grocers nevertheless triumphed. The Markets and Health Committee undoubtedly did show itself obsequious to the wishes of the Trades and Labor Council, though each member of that committee had been waited upon by members of the Retail Grocers' Association and his support was bespoken on the side of no reduction in the present fees. The matter had next to pass before the Executive Committee of the City Council, and though there had been no lobbying of the members of that committee, they reported in favor of the old fees being continued, and against the recommendation of the Markets and Health Committee. Finally, on Monday night the question came before the Council, and the reduction was disapproved. Consequently the pedlars have to pay the same fees now as they had to pay before, that is \$30 per year. The good offices of their friend of the Trades and Labor Council did not therefore avail to secure the wished-for reduction. The course of the Council was not swayed either by the grocers or the pedlars. Economy and justice appeared to be the uppermost considerations in the minds of members of the Council in the settlement of this matter, and it is satisfactory that it was so.

## BALANCING PRICES.

A circular has been issued by a Montreal house offering granulated and yellow in equal quantities at 3½c. This gives a small margin of profit, but does not make the sugar as low as the Toronto houses now quote. The same firm offers granulated at 3½c., with tea at 20c. in equal quantities. This could be made a very profitable way of selling sugar, for 100 per cent. might be made on the tea.—Empire.

If this mode of doing business is to be one of the consequences of suspending the list, then the sooner the list is restored the better. A regular schedule price, whatever may be said against it, does not throw dust in the eyes of the purchaser. He knows that he is getting sugar at the market price when he pays the rate per pound that the agreement adopts. But when sugar and tea are combined, confusion is introduced, and a man does not know whether he is getting full market value in either. There can be no good purpose served by thus beclouding the business. A trader has a right to fair, open treatment, and there is nothing open about quotations based upon the coupling of goods. The retailer, moreover, must be aware that he has nothing to gain by buying in this "pig in a poke" sort of way. If granulated sugar can not be sold at less than 4½c. alone, than it is not worth any less along with tea. Why, therefore, is it quoted at less when offered with tea? Simply because some addition is made to the price of tea to compensate the wholesaler for the reduction. It is sufficiently puzzling to a retailer to distinguish between two kinds of tea that do not differ much in quality from each other, without having the matter more complicated by the introduction of sugar into the problem. Grades shade away from each other by such easy degrees that it is commonly hard to detect a difference in quality that corresponds to a difference in 2c. of quotation. When the teas are of higher grade the debateable margin may be as much as 5 to 6c. Advantage is taken of this mistiness in comparative value to lose a quarter of a cent a pound on a barrel of sugar and spread it over a chest of tea. The averaging of prices, the buyer may be assured, will be upwards, not downwards. The retailer will usually find that he can buy the tea alone, if he wants it badly, at a better concession than the 75c. that he is allowed on the barrel of granulated sugar for taking it.

## SOME BUSINESS LAW.

In each of the following appeals, disposed of last week in Osgoode Hall, there is an important point for business men to make note of. The first relates to preferred creditors, and was heard before Chief Justice Armour and Justice Street in the Queens Bench Division, of the Divisional Court. It was the case of Lane v. Dunganon Driving Park Association.—Judgment on appeal by the unpreferred creditors of one Henderson, who had assigned to the plaintiff for the general benefit of creditors, from an order of Galt C. J., in chambers, directing distribution of a fund in court to certain holders of orders

priority to the appellants. This fund was paid into court by the defendants and was the fund charged by Henderson by means of orders upon the defendants in favor of creditors. Galt, C. J., held that these orders were equitable assignments pro tanto of the fund. The appellants contended that the orders were bills of exchange, not validly accepted, and that the fund should be distributed ratably. The appeal was argued on the 21st May, 1891. Judgment was then reserved, and on 19th June, 1891, the court held that the affidavit evidence was not satisfactory and directed that further evidence should be taken at the Goderich Autumn Assizes, 1891. This was done, and instead of the case being re-argued orally, written arguments were put in by agreement, and the case stood for judgment. Street J., held that the orders were not good equitable assignments by themselves, but looking at the evidence that they were good equitable assignments. Armour, C. J., came to the same conclusion on different grounds. Appeal dismissed with costs, here and below to be paid by the appellants. W. H. Blake for the unpreferred creditors. Garrow Q. C., for the holders of orders. Hoyles, Q. C., for the plaintiff.

In the Common Pleas Division were three important decisions. One was in the following case of fraudulent conveyance of goods, heard before Chief Justice Galt, and Justice Rose.

Masuret v. Stewart.—Judgment on appeal by the plaintiff from the judgment of Meredith, J., who tried the action at the Chancery Sittings at London, in November, 1891, dismissing it with costs as of a demurrer. The plaintiff sought to recover the value of a stock of goods transferred by the defendant Stewart, a judgment debtor of the plaintiff, to the defendant Lampman, who in turn disposed of it for value to a bona fide purchaser. The learned judge found for the plaintiff on the facts, holding that the transfer of the goods to Lampman was not bona-fide, and might have been set aside as fraudulent, but that the purchase money paid to Lampman could not be recovered, and that the plaintiff had therefore no remedy. Held (referring to a judgment of Lord Romilly in *Cornish v. Clarke*, L. R. 14, Eq. 184) that the moneys in the hands of Lampman are subject to the claims of the creditors. Judgment accordingly declaring the arrangement between the debtor and Lampman to have been a fraudulent scheme to defeat the creditors, and ordering Lampman to pay the proceeds of the sale of the goods in question into court to be subject to further order; and to pay the costs of the action and of this motion. Further directions and costs reserved as respects the distribution of the moneys to be paid into court. Gibbons, Q. C., for the appeal. W. R. Meredith, Q. C., for the defendants contra.

An action before the same judges to recover on a non-negotiable bank check was that of

Wolters v. McLaughlin.—Judgment on motion by the defendant to set aside the judgment of Street, J., who tried the action without a jury at Toronto, and to dismiss the action, or for a new trial, and on motion by the plaintiff to increase the plaintiff's recovery to the full-face value of the instrument sued on. Action on a non-negotiable bank cheque drawn by the defendant and handed over by the payee to the plaintiff, who gave value for it in the presence of the defendant as alleged. The trial judge gave the plaintiff judgment for the value of the goods of the plaintiff, which the defendant received in the

transaction, which value was less than the face value of the cheque. Both motions dismissed with costs. W. R. Meredith, Q. C., and F. McPhillips for the defendant. H. Symons and D. W. Saunders for the plaintiff.

McLean v. Clark, before the same judges was a partnership case. Judgment on appeal by the defendant Clark from the judgment of McMahan, J., who tried the action at Perth. The appellant had carried on business at Smith's Falls, and had sold out to his co-defendant Maitland, taking as part of the consideration a chattel mortgage dated 15th June, 1887. The defendant Maitland wished to use Clark's name in his business, and Clark consented to allow him to carry it on under the trade name "Clark, Maitland & Co." on condition that a partnership memorandum showing Maitland to be the sole owner of the business should be registered. By oversight, the memorandum was not registered till the 26th of February, 1888. The plaintiffs, a firm of merchants in Montreal, gave credit to Maitland, and in this action sought to make Clark liable for the indebtedness of Clark, Maitland & Co., first, because Clark by his action in allowing his name to be used had held himself out as a partner, and second, on account of an alleged subsequent contract of guarantee entered into with them by Clark. The appeal is dismissed with costs, the court being of opinion that Clark's actions were sufficient to fix him with liability to the plaintiffs; and that he should have notified them of the change in the ownership of the business. B. M. Britton, Q. C., for the appeal. McCarthy, Q. C., for the plaintiffs, contra.

A well-known collecting agency case was appealed before Chief Justice Armour and Justice Falconbridge. It was as follows:—*Green v. Minnes*.—Judgment on motion by the plaintiffs John Green and his wife Sarah Green to reverse the judgment or verdict of Rose, J., in favor of the defendants or for a new trial. The action was brought against Minnes & Burns, shopkeepers, of Kingston, and E. S. Andrews, doing business as the Canadian Collecting Association, for libel in advertising for sale an account of Minnes & Burns for \$59 against "Mrs. J. Green." The action was tried at Kingston, and by consent the jury was dispensed with and the judge tried the case as a jury and found a verdict for the defendants. He gave a written opinion, in which he held that the mere advertising of an account for sale was not libellous. The plaintiffs contended that the advertising of an account for sale was simply a device for blackmailing them and endeavoring to coerce them into paying the debt, and that at all events the account should not have been advertised the way it was, inasmuch as the liability to the defendants Minnes & Burns was incurred by the first husband of Mrs. Green or by his estate, and that certainly the plaintiff John Green had nothing to do with it, though the publication tended to bring him as well as his wife into contempt. It was also contended for the plaintiffs that the evidence of the gentleman who acted as junior counsel for them was improperly rejected, and also that the plaintiffs were entitled to a new trial on the ground of surprise. The court held that the action was maintainable, that the poster was libellous, and that the libel was not justified, because the amount advertised as due was greater than that actually due. Motion granted and judgment to be entered for plaintiffs for \$50 damages and costs. Aylesworth, Q. C., for the plaintiffs. John MacIntyre, Q. C., for the defendants.

### ENDORISING NOTES.

The practice of endorsing notes to oblige friends or going security on bonds occasions quite as much loss to easy going business men, as that which came from bad debts. Some merchants find it quite impossible to refuse requests of this kind, even though well aware of the risk involved. As regards becoming security on bonds, there is no legitimate occasion for such an operation, as there are now scores of incorporated companies of large capital that undertake this business. As to endorsing notes, this should never be done without the most ample security. The fact that a borrower of money finds it necessary to secure such a guarantee is in most cases evidence of his financial weakness, and when such a request is made, the greatest caution is warranted. In reference to this, an eastern contemporary says:

Endorsing notes is a feature which has caused more or less trouble. Endorsers are not always protected by collateral, and many a man lends his name out of pure friendship, though never expecting to be called on to pay. This is a practice that is all too common in the every day run of business. Men endorse commercial paper which a bank will not take without such endorsement. The explanation is made, "Oh, it's only a matter of form to comply with the custom of my banker. It is as good as wheat." This may go on month after month, the notes being promptly met by the maker, and all uneasiness on the part of the endorser allayed. But experience has proved that it is a dangerous custom, without, of course, proper collateral security, and one which should be discouraged on just as strong grounds as that of the bondsman.—Grocer & Country Merchant.

### THE FIRST SLEIGH RIDE OF THE HALIFAX R. G. A.

It was a merry party of close on to 100 which assembled at the corner of Brunswick and North streets, Halifax, shortly after 7.30 on Monday evening, the 22nd ultimo, and took seats in three four-horse sleighs belonging to Isenor and Joe Hubley. 'Twas the first annual sleigh ride of that energetic young organization, the Retail Grocers' association, and a right royal jolly party it turned out to be. The "going" until the Three-Mile house had been reached was wretched, but after that point was passed quick time was made to Bedford, the way being enlivened by song and jest and laughter, the echoes of which made the "welkin" ring.

The objective point, Wilson's, being reached, the party divided up into little knots in the different rooms, and various games were indulged in until dinner was announced, when under the guidance of the officers, everyone was seated around the neatly-set tables and invited to "set-to." At the head of the table was seated President

J. A. Gass (who makes an excellent presiding officer), on his right being Hon. W. S. Fielding, provincial secretary; Speaker M. J. Power, of the local house; Secretary Bishop, of the association, and Ald. Outhit. To the left were Ald. W. F. Pickering, Stipendiary Magistrate Motton, City Medical Officer Trenaman and Ald. Wier. Vice-President Andrew Hubley upheld the dignity of the association at the other end of the board.

The post-prandial exercises were opened by the president, who proposed the time-honored toast of "God save the queen," the assemblage joining in a verse of the national anthem. This was followed by the "Dominion and local parliaments," which brought to their feet Messrs. Fielding and Power, both of whom highly praised the organization and wished it every success. The speech of the premier was especially happy and apropos, pointed with good advice and bristling with quiet humor.

Secretary Bishop next proposed "The mayor and corporation," joining therewith the names of the stipendiary magistrate and city medical officer. Ald. Pickering replied for "his worship" in a short, practical address, pointing out to the grocers the great interest they all should take in the measure now before the council relative to taxation. Ald. Wier spoke shortly, and was followed by the gentleman of the benign countenance who presides at the usual ten o'clock services in the basement of the city hall. On this occasion the worthy magistrate was in excellent humor, and convulsed the assemblage with witty stories, as only he—and Chauncey M. Depew—can. Dr. Trenaman spoke briefly.

Vice-president Hubley then gave "Our brother guests," which was responded to by George Connor, of the Intercolonial, "Joe" Murphy and Mr. Wood.

This ended the toast list, but not the fun, for Stipendiary Motton and Premier Fielding endeavored to outshine one another in a recital of witty stories, ending with honors even and a loss of vest buttons on the part of their auditors. Secretary Bishop recited capitally, other members sang, and then a separation to the other rooms took place.

Amerino's orchestra discoursed tuneful music during the progress of the dinner, and many were induced to trip the light fantastic afterward. But a dance, after all, is never a dance unless joined in by the ladies.

At 3.30 a departure cityward was made, which was reached in a little over an hour without mishap of a serious nature.

The competent committee who planned and so successively carried out this, the first sleigh ride of the Halifax Retail Grocers' Association, have every reason to be proud of the success which crowned their efforts, and it is to be hoped it will be followed by many others of an equally enjoyable character.

The dinner was pronounced by those who have been there many a time and oft before

to be one of the best which Wilson had ever spread. At any rate the grocers and their guests had excellent appetites, and did full justice to the productions of William's kitchen.

Nearly all of the speeches of the evening had pointed reference to the eight-hour movement, each mention of which was loudly applauded.

### IRRESPONSIBLE HELPERS.

A provision dealer, who has a place of business of considerable pretensions in one of the suburban districts, was called to the sick bed of his father, in a Vermont town, not long since, and felt perfectly safe in leaving the store in charge of his foreman.

The foreman, learning that the proprietor would be gone at least a week, concluded to take a little respite from business himself, and accordingly, left the place in charge of one of the clerks who had not been employed in the store long enough to become acquainted with the names of the customers, although he knew most of them by sight, and had some distinguishing mark for each.

Saturday was a busy day, and the foreman returned and was kept so well employed that he did not have time to look over the charge book all that day. On Monday the proprietor returned and found the foreman and the clerk who was left in charge having a wordy discussion. It appeared that the clerk had put down on the charge book several items of which the following are but samples: Two pounds sirloin steak to "old lady with grey curls"; eight pounds of corned beef and one head of cabbage to "red-headed girl"; three pounds of rump steak, one pound of bacon, one dozen eggs to "girl with red apron and freckles."

It is needless to say that the foreman is now looking for a situation, while the proprietor is awaiting the coming in of the red-headed girl and the others, that he may know to whom to charge the various articles of merchandise.—Boston Herald.

The above, although humorous, is typical of a certain class of helpers. They never work even when under the eye of their employer, with a devotion to and interest in the business that indicates that its prosperity and success is any of their concern. When free from personal supervision they are indifferent, careless, and frequently sacrifice their employers' interest for self-gratification.

The ideal clerk works for another with the same zeal and steadiness with which he would if in business for himself. He does not invent excuses or steal away to witness a ball match in summer, or attend a skating carnival in winter. His thoughts are not pre-occupied with affairs foreign to the business. Stupidity in a clerk is inexcusable and incurable, and the sooner such a one is discharged, the better. In the case noted above, the clerk might have neglected to have identified customers as he did. One would, however, imagine that he would have had wit enough to ask for the names of unknown buyers. The ideal clerk has a natural aptitude for business, the value of which is enhanced by experience and careful training. Those naturally dull, slow, unreliable, are drags, and can seldom if ever be cured of their evil ways. It's in the blood. The remedy is to avoid hiring such fellows.—American Grocer.

R. A. LUCAS.

R. T. STEELE.

GEO. E. BRISTOL.

# LUCAS, STEELE & BRISTOL,

WHOLESALE GROCERS AND IMPORTERS,

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HEADQUARTERS FOR

Diamond Crystal Salt. Hillwatee Tea.  
 Lady Charlotte Gelatine. L. P. & Co.'s Pure Spices.  
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Wholesale Grocers.

**MALLAWALLA**

A blend of Pure INDIAN and CEYLON

**TEA.**

**RICH AND DELICIOUS.**

A trial will convince you of its superiority over all other Package Teas.

**NO BETTER**

Baking Powder in the Market than

**"DIAMOND"**

**NONE**

as profitable both to consumer and dealer.

**WRITE US.**

We give special care to the execution of mail orders. Full details and quotations promptly given on application.

If you want the best value in the country in a Congou tea to retail at 25 cents write us for samples.

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**HAMILTON, - ONT.**

### EVERY GROCER AND DRUGGIST.

We carry a full and complete line of seeds of the purest and best STOCKS that money can buy.

**NO SEEDS ON COMMISSION.**

We are Canadian Agents for Thatcher's Butter Color. BEST IN THE WORLD. Parchment paper. Butter Cloth.

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Hand and power all sizes. Send for Catalogue. Address

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 London, Ontario.

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Reg. Trade Mark.

Established 1849.

**GOLD, SILVER**

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**BRONZE MEDALS**

20 1st prizes.

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

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### 100,000 lbs. FRESH FISH FOR LENT.

British Columbia Salmon Trout, Whitefish, Pickerel, Pike, Lake Herrings, Codfish, Haddock, Mackerel, Smelts, Flounders, etc.

Best Quality. Reasonable Prices.

**D. W. PORT & CO.,**  
 TORONTO.

**HERRING OR "SARDINE" PACKING.**

The sardine is a little fish that runs in schools or myriads at certain seasons along the coasts of France, Spain and Italy. No one knows where it comes from or just why it frequents those shores periodically, but there is no doubt that it is very good to eat, especially preserved in olive oil. The business of preparing it in this way is an important industry in the countries mentioned, and great were the lamentations a few years ago when for awhile it exhibited a disposition to alter its habits and sheer off to sea after passing the Straits of Gibraltar on its way north, without giving the fishermen of the Bay of Biscay, oh! so much as a chance to make it a captive for the pot. However, there are many kinds of sardines which have done this original species the compliment to assume its name. Norway puts up small herring as "sardines." So does Japan, exporting large quantities. Germany does an immense export business in "Russian sardines," which are simply herring cooked and packed with spices. Before the Franco-Prussian war great quantities of these Russian sardines were sold in this country. That tremendous conflict interrupted the supply, and the cute dealers in America bethought themselves that there was a similar fish, plentiful beyond numbers, in the New England waters, which might be a suitable substitute. From the demand thus unexpectedly originated arose the present. Before that time, early in the sixties, a Maine packer of lobsters and shell fish named Burnham had conceived the idea of utilizing the small herring, so plentiful off that coast, as a substitute for the sardine. To familiarize himself with the methods employed in the preparation of the real article he went to France and made a tour of inspection of the canneries in that country, taking with him a man who hired out as a laborer in the establishments, in order that he might thoroughly familiarize himself with the details. Returning to the United States he set up a factory at Eastport and proceeded to can American sardines. Unfortunately the foggy climate was unfavorable to drying the little fishes, which is an indispensable preliminary to cooking them. The result was that the moisture remaining in them mixed with the oil in the cans, causing the latter to become tainted, and thus imparting an unpleasant flavor, which rendered the product unmarketable. On this account the enterprise was abandoned. Nevertheless, in 1872, it was taken up again by other parties, and promptly made a success. The whole difficulty lay in the drying, and that has been overcome by artificial process. In southern France it is possible to dry the little fishes in the sun with sufficient quickness, but not so in Maine as the time required is so long that they become stale. The French method is to cut off the heads and eviscerate them as quickly as possible, then to soak them in salt water for

an hour, after which they are dried. So much being accomplished, they are ready to be placed in wire baskets and submerged in a boiling cauldron of olive oil for two or three minutes, according to their size, after which they are packed in the cans as snugly as possible; the cans are filled with olive oil, sealed with solder, and are ready for market. The trouble as to the drying on the Maine coast has been got over by utilizing dry heat supplied by a furnace. Steam has also been used for the cooking, the oil being merely added for preservative purposes in the cans. Another method employed to a great extent is that of the oven, in which the drying and cooking are performed simultaneously. For this process the great advantage is claimed that herring thus treated can be taken from the water and canned fresh in next to no time, only a few minutes being required for the operation. Thus they keep better and have a superior flavor. Some manufacturers, however, believe that the fish fried in oil are more palatable. On the other hand, it is contended that inasmuch as for economy's sake the same oil must be used for many batches, the fluid soon becomes filled with scales and refuse, which burns on the bottom, and imparts to the product a bitter and unpleasant taste. After coming from the frying pan, or the ovens, the herring go into the hands of the packers, usually women, who sort them according to their sizes, and put them in the boxes, which are then filled with oil. Olive oil, being costly, has been altogether superseded for this purpose by cottonseed and peanut oils, the latter being considered a preferable article. Even in France substitutes are largely employed in the preparation of sardines. The bigger fish are put up in layers with whole spices or mustard, after the manner of the old-time Russian sardines. Two or three factories still pack a few cans annually of large herring, bearing the trade name of "brook trout," but the brand has never been received with conspicuous favor. The small herring used by the sardine industry are very abundant all along the Maine coast east of the Penobscot. They seem to prefer a bold and rocky shore, about which they gather in large numbers for the purpose of feeding. Until recently a favorite method of catching them was by "torching," which was a plan adopted by the Indians, who used it for ever so long before the white man landed upon the shores of America. According to this process a wire basket filled with blazing birch bark is suspended in front of the bow of a boat, which is rowed along the shore at a moderate speed, while a man stands forward with a dip net and scoops in by the bushel the fish as they gather, attracted by the light. Year by year the supply of birch bark has diminished, and the fishermen have been obliged to go farther and farther after it. Many of them substituted for it cotton batting saturated with kerosene; but this excited unfavorable notice

from the weir fishermen, who claimed that the continued dropping of oil upon the water was likely to drive away the fish from the shore. Accordingly a law has been revived in Canadian waters prohibiting this practice. A curious belief is generally accepted among the fisher folk to the effect that herring caught with torches do not keep fresh nearly so long as those captured in weirs, by which nearly all of the crop is at present obtained for market. Formerly the fish were brought to the canneries by the men who caught them, but the desire of the canners to secure the largest possible quantities led them to introduce the practice of sending for the fish, which has since become universal. A fleet of 125 boats, with about 200 men, is now regularly employed in collecting and running them to the factories. All have holds in the centre, covered with hatches to protect the herring from the sun and from the water. When there is a calm a small steamer tows the boats. The making of the tin cans or boxes in which the products are packed is quite an important branch of the work at the cannery. Two sets of men are employed, the canmakers, who manipulate the machines by which the tin is cut, bent and stamped into the various shapes and sizes required, and the seamers, who, with a soldering iron, join the ends together and insert the bottoms. After the cans have been filled they go to the sealers, who solder on the covers, making them perfectly airtight.—Exchange.

**SENSITIVENESS OF EGGS.**

One is apt to learn a good many queer things in this business, said the manager of a storage warehouse lately. "A number of articles stored here," he continued, "are particularly susceptible to odours of other articles. Eggs are the most noticeable of this class. If for instance, fish were to be stored in the same compartment with eggs, the latter would in a very short time acquire such a fishy taste as to be almost unfit to eat. Lemons, however, seem to have the most pronounced effect upon eggs. It may seem strange to you, but it is nevertheless a fact that we made egg lemonade here one day last summer without lemons. A box of lemons had by accident been placed in the room where several crates of eggs were stored. Some of the eggs taken from the crate nearest the lemons were used in the manufacture of the beverage. They had become so impregnated by the odour from the fruit that the use of lemons was not necessary. Of course the beverage was rather poor in quality, but it was egg lemonade just the same—The Provision Trades Gazette.

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

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

Special Values in Teas.

JAPANS. CONGOUS. INDIANS.  
YOUNG HYSONS. CEYLONS.

Write us for Samples.

**H. P. ECKARDT & CO.,**

Wholesale Grocers, 3 Front St. East, **TORONTO.**

Our Coffee trade is still booming. Just now a shipment of 15 tons has come to hand, Beautiful Java. We would like to sample a few more of the trade. Snow Drift Blend once tried and you will have no other. Drop us a card and we will send you sample free. No. 6 is still a favorite.

**THE SNOW-DRIFT  
BAKING POWDER CO.,  
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IT PAYS TO SELL

**OCEAN WAVE BAKING  
POWDER**  
Best value made.  
In Cans Only.

Cowan's  
HYGENIC COCOA.  
ROYAL NAVY ROCK  
CHOCOLATE.

These standard preparations are kept by all first-class Grocers.

Ask For Them.

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

ESTABLISHED 1841.

**W. H. Schwartz and Sons,**

Coffees,  
Spices,  
Mustard.  
**HALIFAX, N.S.**

**LOCKERBY BROS.,** WHOLESALE GROCERS,  
75 ST. PETER STREET,  
MONTREAL, P. Q.,  
ARE OFFERING THIS WEEK

SUGARS. { Barbadoes  
TEAS. { and  
Cuba

**MOLASSES.**

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

Canned Salmon, Lobsters, Mackerel and Oysters.

**HUDON, HEBERT & CIE.,**

Wholesale Grocers

—AND—

Wine Importers,

304, 306 St. Paul St.,  
143, 145 Commissioners St. **MONTREAL, CANADA.**

**Gonzalez Brandy**

Orders Solicited for Direct Importation.

Send for samples and prices.

**L. CHAPUT, FILS & CIE.**

Wholesale Grocers, Montreal.

**PROTECTION.**

Protect your interests by buying good salt fish before it is all picked up. We offer choice Lake Trout, Labrador Herrings, Cape Breton Herrings, Lockfine Herrings, B. C. Salmon.

**Caverhill, Rose, Hughes & Co., Montreal.**

### EDUCATE YOUR CUSTOMERS.

It is undoubtedly true that many of the evils which afflict the mercantile trade, and against which there are so many unavailing protests, are due to the ignorance and thoughtlessness of customers. They need educating in their duty to the merchant from whom they obtain their daily "necessaries of life," and also wherein their own best interests lie. Many consumers, whose patronage may in other ways be desirable, are a real aggravation to the retail merchant through thoughtlessness or indifference regarding his needs and convenience. Many are unreasonable in their demands, while at the same time being truly ignorant of the fact that they are jarring the nerves and trying the forbearance of the forced-to-be patient merchant to an almost unbearable degree.

These generalities relative to the ignorance, heedlessness and indifference of the average patron of the retail store might be detailed to considerable length, but are too patent to the experienced merchant to need extended specifications. Among other things may be mentioned the unreasonable hours he is compelled to keep his place open to accommodate patrons who could just as well as not buy their supplies during proper business hours; another evil is the really thoughtless or reckless manner in which many persons take advantage of the universal credit system, whereby they wrong both themselves and the merchant; a possibly minor but real annoyance to the dealer in food supplies especially is when customers delay giving orders until the last moment and then raise a holy howl if the goods are not promptly delivered, never thinking that there are others to serve besides themselves. And so the list might be extended, but it is hardly necessary to do so.

The trade papers are full of advice and instructions as to the manner in which the merchant should conduct his affairs, much of which is, if heeded, good and useful, but in many essentials the people outside of the business class need teaching also. How to impart this instruction is a question for consideration. United, systematic effort and action on the part of dealers would accomplish desirable results, but it is hardly to be expected that such a state of affairs will ever be found existing among the retailing fraternity.

Good seed might be sown by individual effort, which, in time, would yield a rich harvest, and it is concerning the kind of seed to use that we have a suggestion to offer, viz., get your customers interested in the papers published in the interest of your line of trade. (It is presumed, of course, that you take and carefully read one or more of such papers.) Call attention, at proper times, to some particular article that you think would interest a patron, and by this means you will aid in educating your intelligent customer in his duty so far as it concerns the business transactions between him and yourself.—Merchant Sentinel.

### DUTY OF THE SELLER.

In these days of lively competition and the struggle to amass fortunes in business life, says an exchange, there is a question which comes up ever and anon, and must be settled sooner or later, in one way or another. It is the duty the seller owes to himself and his fellow men. One business man who says that "no one will deny that there exist unprincipled men in all occupations," but who feels "sorry for anyone who claims it for a necessity," writes: "The honest merchant marked his prices in plain figures, and all his customers fared alike. This plan was so fast destroying the trade of the unscrupulous dealers that they had to adopt it, and to-day the majority of the retail dealers have this system; we may say from policy, rather than from principle; but the result is that the innocent purchaser does not pay the price of a good article for a poor one.

The retail trade is mentioned by this man, but why not apply the same principle to all dealers? Why not have everyone in business life work in harmony with each other? It is a pleasing fact that the custom is becoming more and more universal among business men all over the country. An honest dealer will make a fixed price on every article, and then with so much discount, for such and such amount of purchase and such and such a length of time, with a possible variation according to the rating of the customer's credit at the commercial agencies, the whole matter distinctly understood and lived up to, would vastly increase the proportion of honorable and right dealing in the business world.

Public opinion is beginning to drift in the direction of straight dealing in all branches of business. The Interstate Commerce Act was enacted to do away with a great deal of double dealing, and, although the measure has failed in some respects, it has been a step in the right direction, and with the right sort of men to remedy its faults it may yet prove to be a champion of right business principles, and do any amount of good in putting down the evils resulting from the manipulations of unprincipled men. There exists a strong desire among business men generally to do away with this double dealing without recourse to law, by eliminating such dealing from their own business.

Another matter comes up as to what is the right way and what is the wrong in doing business. Questions are recurring almost every day and have to be settled one way or the other, and it is not to be doubted that the majority of fair thinking men decide in the way that they themselves believe to be entirely fair. One man says that there is a time when one need not tell the whole truth about a matter. In such a case he thinks it would not be falsifying. He says: "A reasonable construction of the principle, when applied to business transactions, requires us to regard those with whom we deal

as our equals, as having equal ability and better opportunity of knowing what best suits themselves. We are not, therefore, bound to become their guardians, or to advise them as to what we consider their best interest in the transaction.

"The duty of the seller to himself dispenses with this where it would conflict with his own interests." Some men hold that as long as they do not deceive their customer, and yet let him go into a bargain whereby they feel sure he will not profit, there is nothing out of the way in that. Of course in some cases it may be the buyer who is in the wrong, and may be able to drive a better bargain for himself, but that does not alter the question of the right of the seller. He is trying to sell an article and he does not care whether it does his purchaser any good or not. If it does not, however, the purchaser will look upon the transaction as dishonest, and a man who has been deceived has a good memory. It will be a losing game if played at too long. It is better to tell what is known about a thing, and then a man can do what he pleases and take the consequences. There are men who can do nothing with an article, and yet will not sell to one who could do much good with it, simply because the profits would be going away instead of coming in. If, however, the right principle was universal there would be no trouble of this kind as there would be no danger of a man's losing anything.

And then there is another phase of business principles to be touched upon. What should be the attitude of the employer toward his employes? Should he ask them to do anything which would interfere with their principles? Should he teach them to misrepresent articles for the sake of selling them? We know of one large business house and we hope there are many more like it, which publishes a hand-book for its commercial travelers, in which rules are laid down for dealing with customers. One of them is that under no circumstances shall they misrepresent an article to a dealer in order to make a sale. This house also goes on the one price plan and treats everyone alike. There is doubtless no need of mentioning this fact, for where there is one such house there are hundreds more just like it, in the methods of dealing with retailers.

It is the universal testimony of successful business men that there is only one course to take, whether they are dealing with customers or with employes, and that is the straightforward manner of doing business. One may sometimes think he is moving slowly, but in the long run there is no surer plan of success in business life. It is that kind of a man who is honored and trusted above all others and is at the head of his profession.

Soap and water are cheap, but soil on goods is expensive.

Goods conveniently located save time, money and temper in showing.

**STORAGE—Bond or Free**

Warehouse Receipts Issued.  
CASH ADVANCES MADE ON ALL KINDS  
OF MERCHANDISE.

**WILLIAM HARDER,**  
Successor to J. M. Davison & Co.,  
54 and 56 Wellington Street East.

**FEARMAN'S  
FAMOUS  
ENGLISH  
BREAKFAST  
BACON**

Mild, Sweet,  
Delicious Relish.

OUR CONSTANT AIM TO MAKE IT  
THE FINEST IN THE WORLD.

**YOUR STOCK**

Is not complete

without a full line of

**Munn's  
Boneless  
Codfish.**

There is no nicer or choicer material packed  
anywhere.

Be sure and send your orders for this ECO-  
NOMICAL and CONVENIENT article of food.  
Packed in 2 lb. bricks.

Assorted Boxes 5 lb., 10 lb., 20 lb. and 40 lbs.

We have also on hand

**Thick Codfish Steak,**  
packed in 100 lb. Boxes.

**BUY THE BEST.**

**STEWART MUNN & CO.,**  
22 St. John St., Montreal.

**GANONG BROS.,**

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MANUFACTURERS OF THE



**CHOCOLATES.**

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—DIRECT IMPORTERS OF—

**HIGH GRADE COFFEES,**

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

Grocers draw trade by selling their FAVORITE EXOELSIOR BLEND.

**RELIABLE ROASTING BY PATENTED PROCESS.**

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**THOS. LAWRY & SON,**

**PORK PACKERS AND LARD REFINERS.**

Curers of the Celebrated **L. & S.** and Imperial  
brands of Smoked Meats.

**PURE LARD A SPECIALTY.**

**Hamilton, Ont.**

**Condensed Mince Meat.**

Delicious Mince Pies  
every day in the  
year.

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

Sells at all seasons.

Will not ferment in  
warm weather.



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

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

**Merchants—Don't be Misled.**

With cheap machines. Write us before you purchase anything in this line.

We manufacture cash registers only. Over 24 different kinds, ranging

in prices from \$25 upwards. The systems we offer are perfect

and covered by over 64 patents. Over 38,000 National Cash

Registers in use; and monthly output exceeds 1,000. Write

us for catalogues and circulars. It will pay you.



OFFICES:

MONTREAL, P. Q.  
HALIFAX, N. S.  
WINNIPEG, MAN.

**THE NATIONAL CASH REGISTER CO.,**

**J. A. Banfield, Manager.**

**63 King St. W., Toronto.**



# Rats

Spelled Backwards.

# Star

Is the name of the finest  
Black tobacco in  
Canada.

Retailer's supplied.  
Send for Price List or  
Sample Caddy.

Empire Tobacco Co.,

MONTREAL.

### FRIENDSHIP IN TRADE.

A great deal of business is transacted on the basis of personal friendship. This fact was recently illustrated in one of its phases by Prof. Sizer, who said: "It is sometimes said there is no friendship in trade. There never was a greater fallacy. Suppose a man has travelled night and day among strangers, 1,000 miles to a great market town. He has left his family and friends, and his heart is hungry. He remembers perhaps, a merchant who is cheerful and has shown himself friendly, and when he crosses his threshold his heart bounds with delight as with a smile like a burst of sunshine that man takes him heartily by the hand, and in a moment becomes to him, as it were, a substitute for the family and friends he has left behind, and it only remains to select the goods; they are already sold, and if the man be honest and name only fair prices for the goods, why should not that man be a lifelong customer? Who could win him away or prevent him from bringing his own friends to be well treated and become permanent customers? Suppose a salesman has 500 such. They cannot be coaxed away from him, unless goods are offered at prices below their market value by others." Therein is the real secret of how friendship profits in trade. If the salesman name fair prices and is honest, then the buyer may become a lifelong customer. There is no gainsaying the fact that friendship thus applied means very much in business relations, because it is an important means of introduction; it opens the path to preference; it gives the negotiator the first advantage; but when he has achieved that, it, after all, is as nothing unless he can also offer good goods at fair prices, for without these he cannot hold the custom he may have won on the strength of his own personality.—Northwest Trade.

### MILLIONAIRE ADAMS' START.

A gentleman was reading about the troubles of the president of the Adams Express Company.

"I wonder," he said, "what the old man would say if he was here."

"What old man?"

"Old man Adams, founder of the company that bears his name."

"You knew him?"

"Slightly. He was a fine old man, and is another example of what an American boy can do or what can be done in this country. He began life as a stable boy, and his first promotion was to assistant bartender in Boston. Think of the chances he had of going to the devil. It is a wonder he didn't. There was a good souled old lady who lived in the house where Adams worked. She had two babies—girls—and when Adams wasn't mixing drinks for the Bostonians he was playing with those children. That showed what sort of boy he was. If he had lived

in this age he would probably have spent his spare time on the race course. The good woman used to tell him she was sorry for him. He was an orphan since he was six. Then he would cry and the woman would pity him. She got him a place in a retail grocery store. He stuck to that until he began to prosper. After he had grown to be rich he heard that his benefactress was old and poor. He found her after a long search and pensioned her. Her two daughters had grown to womanhood and were living with her. One of them never married. Old man Adams made no allowance for her. She is still living and the allowance is still continued by old man Adams' son. The elder Adams always said he owed all he had to the woman who took him from behind the bar. There is gratitude for you, young man. It is a rare plant, I grant you, but like Dickens' ivy plant, it is rare, indeed."—New York Press.

### CHANGE THE SYSTEM.

It is next to impossible to look through the columns of a trade paper without finding something in the shape of advice relative to how merchants shall, or ought to, do this, that or the other thing. We have also, to some extent, indulged in this little well meant pleasantry, looking at the matters in question possibly more from the high journalistic standpoint than from the entirely practical plane on which every day business affairs are conducted. At this time, however, we shall reserve the order and offer a few suggestions which may not inappropriately be termed negative advice.

It is quite natural, right and proper that every man should desire what is due him, and he is entirely right in using all proper means to obtain that which belongs to him. No one will dispute the correctness of this statement, but in the collection of debts there is a right way and a wrong way—if not a wrong, at least an unjustifiable or unavailing way—to go about it.

Just so long as the indiscriminate credit system prevails among retailers, just that long will people buy injudiciously and the books of the merchant be burdened with many accounts which he will be unable to collect. Not every person who gets in debt to the merchant is a "dead beat," by any means; neither is every one who is slow in paying his bills dishonest. Many such a one has simply followed the system, thoughtlessly gone beyond his financial depth, and while perfectly willing to pay finds it an exceedingly difficult matter to do so. Others, again, meet with misfortune or unexpected reverses; they must have certain things which cash alone can provide; because of the system, they are indebted to the too accommodating merchant who has furnished them the "necessaries of life," and while they would be glad to pay every cent they owe, they find it absolutely impossible to do so, without being granted time.

The unfortunate classes above mentioned are simply victims of the universal credit system, for which the retail merchants themselves are more responsible than anyone else. They have educated the people up—or down—to procuring their necessary supplies by the credit method, and must, perforce, expect to accumulate a large stock of so-called "bad debts."

Change the system, and a better state of things will follow.—Grocer and Trade Index.



**TO RETAILERS.**

Kent bottled pickles are just as represented, a full 20 oz. bottle carefully packed with selected stock prepared with the greatest care. They will please wherever introduced and pay you a handsome profit. Ask your wholesale grocer for them or write direct to

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

**TO GROCERS.**

**SIMCOE CANNING COY'S**

Goods are warranted first-class.

**PUSH THEM.**

Order through your wholesale House.

**GROCERS!**

It's numerous good points are telling very favorably on the sale of "Reindeer Brand" Condensed Coffee. So convenient; where introduced it's sure to sell well.

If you require Condensed Milk, none will give you better satisfaction in every respect than the "Reindeer Brand."

Our traveller is now in Ontario.

The Truro Condensed Milk and Canning Co.,  
(Limited.)  
Truro, N. S. Manufacturers.

**JAMES E. BAILLIE,**

**PORK PACKER, TORONTO.**

Hams, Breakfast Bacon Rolls.

**JOSEPH CARMAN,**  
Commission and Manufacturer's Agent.  
**GRAIN SHIPPER.**

P.O. Box 1014. Winnipeg, Man.  
We are open to receive a few first-class agencies.  
Good connection wholesale and retail.  
Correspondence invited.

**JOHN PETERS & CO.,**  
General Commission Merchants  
and Brokers,  
Halifax, N. S. and  
Kingston, Jamaica, W.I.

Agents for The E. B. EDDY MFG CO.,  
HULL, P. Q.

We are open to accept one or two more Agencies of first-class houses, either at Halifax or Kingston. We have a good connection and splendid storage facilities.

References: The Merchants Bank of Halifax.  
The E. B. Eddy Mfg Co., Hull, P.Q.  
The Mercantile Agencies.

**HEALTH IS WEALTH.**



Health seekers travel far to mountains, lakes, seas and springs, but of all the famous waters to thoroughly cleanse the body of health-destroying impurities, to make the joints supple and make the muscles and frame firm, and cause one to feel fresh life trickling through the veins, give me St. Leon Mineral Water. - I. Bliss, Compton, P. Q.

For particulars apply  
St. Leon Mineral Water Co., Ltd.,  
Head Office, 101 1/2 King St. W., Toronto.  
BRANCH - Tidy's Flower Depot, 164 Yonge St.

**We Please Them All!**

We deduct from prices the cost of traveling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery, Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry, and a great variety of Show Case Goods. Send for catalogue.

THE SUPPLY CO., Niagara Falls, Ont.

A LARGE NUMBER OF GROCERS HANDLE

**ROYAL DANDELION COFFEE.**

Made by

ELLIS & KEIGHLEY,  
TORONTO.

**CORTICELLI**

**SPOOL SILKS & TWISTS, EMBROIDERIES & FANCY SILKS.**

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

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

There is no other Blacking for sale in Canada equal to  
**P. G. FRENCH BLACKING.**

If you have not already compared it with others, send to us for a sample—Try it—You will be convinced.

**PURE GOLD MANUFACTURING CO.,**  
31 Front Street East, Toronto.

**E. Lazenby & Sons,**

18 Trinity St., London, S.E.

EVERY ARTICLE prepared by us is ENTIRELY UNADULTERATED and our labels are affixed to the CHOICEST DESCRIPTION OF GOODS only.

Our goods can be obtained from :-



CAVERHILL,  
ROSE & CO.  
GEO. CHILDS  
& CO.  
Montreal.

BALFOUR & CO.  
Hamilton.

PERKINS, INCE  
& CO.  
J. W. LANG & CO.  
Toronto.



The grocers of Ottawa are talking of forming an association.

Mr. W. S. Bean, Gorrie, and Mr. J. A. Burwash, Jarvis, were in the city on Tuesday last.

A joint stock company with a capital of \$5,000 is being formed in Calgary, N.W.T., for the erection of a soap factory.

Fishing oysters through the ice has been prohibited by order in council, for it has been shown that this method is fatal to the health of the oyster beds.

Hugh Stevenson's grocery, Hamilton, Ont., was broken into by thieves on Monday evening. Six cans of salmon, 25 cigars and 30 cents in coppers were stolen.

It is understood that the Dominion Government will prosecute merchants in Toronto, London, Kingston, Halifax, Quebec, Winnipeg, Brandon, Three Rivers, Richmond, etc., for selling adulterated goods.

Perry & Co. have decided to go out of business in Picton and go into the wholesale fish business of our lakes and bay waters. They have purchased a steamer to pick up the fish with, and run to the American ports.

Messrs. O. & W. Thum, manufacturers of Tangle-Foot Sticky Fly Paper, Grand Rapids, Mich., will incorporate on the first of March under the name of The O. & W. Thum Co. with a capital stock of \$150,000, and \$100,000 paid up.

Fuller's grocery, corner Park and Dougall streets, Windsor, Ont., was entered by burglars early the other morning and a number of things taken. They also paid a visit to McMurray's grocery, on Aylmer avenue, with a like result.

On Friday last a twelve-year old son of Mr. Daniel Ashwell, grocer, corner of Piccadilly and William streets, London, Ont., was struck with a stick by some one in a procession and very seriously injured. The little fellow lies at his parent's residence in a critical condition.

In the action of the Courtright Salt Company, of Courtright, vs. the Producers' Oil Refining Company, of Petrolea, for damages for breach of contract in failing to supply petroleum tar, Judge Robinson, of Sarnia, has given judgment in favor of the Salt Company for \$700 and costs.

As the Barm Yeast Manufacturing Co. advertises in another column, prizes of \$10 each will be given to the first ten grocers who sell twenty of their 50 cent boxes, and \$5 each to the second ten grocers who sell twenty of the same class of boxes. The prize money is

deposited with THE GROCER, and will be awarded as the coming to hand of proofs of sales determines.

The other day a Galt lady purchased a quantity of figs from Mr. John Sloan, of that town, and on opening up the layers after reaching home, she was surprised to find neatly imbedded in them a large copper coin about the size of an English penny. The coin bears a number of hieroglyphics which have not yet been deciphered. A gentleman versed in numismatics pronounces it a Turkish coin of the value of 75 cents.

A very beautiful sample-room and store advertisement of Barm Yeast has been received, with the compliments of the manufacturers, at this office. The ornament is thankfully acknowledged. It is a picture, about 18 x 20 inches, in a handsome gilt frame. The back-ground of the picture is black, against which the large crystal-like letters of the words "Barm Yeast" look very rich. An insert between the two parts of this name, in the form of a smaller picture, set in a frame whose material is imitation of pearls, is a very pretty element in the whole.

#### MONTREAL TRADE CHAT.

Alex. Jones is home from the Townships and reports trade booming.

Fred. Walker the well known retail grocer's clerk is laid up at the point of death.

Mr. J. B. Dowling, of Dowling Bros., St. John, N.B., is in town and staying at the Windsor Hotel.

Mr. Jas. McLaren, of Messrs. Wright & Lackey, New York, has been in town for the last few days on business.

Robert Stewart, the Inverness, Que., grocer, was in town this week, but reports trade quiet down that way.

The wholesale trade here are still talking of the break in the combine. The majority will hold out against the kickers.

Mrs. Ransom, wife of Mr. Howard H. Ransom, of the firm of Messrs. Ransom, Forbes & Co., died suddenly on the 26th last month after a short illness.

Jos. Drouin, general storekeeper, of St. Antoine, Que., has assigned at the instance of Jos. Amyot & Frere. H. A. Bedard has been named provisional guardian.

Alex. Findlay, grocer, Point St. Charles, died suddenly last week. His wife was awakened by hearing him calling her. He was dying and before medical aid could be summoned he expired.

Mr. Malcolm Leitch, of Leitch Bros., Oak Lake, Man., who passed through Montreal a few weeks ago, is back here from the Lower Provinces. He says trade is good in that part of the country and that he has closed some large deals.

The Isle aux Coudres, Que., which has been looked upon as the home of smugglers, and the inhabitants of which have of late

been demoralized by smuggled whiskey, has turned over a new leaf. A religious retreat has just been preached there and nearly all the inhabitants have solemnly undertaken, crucifix in hand, to abandon their evil ways.

The explosion of some oil caused fire to break out in the confectionery establishment of Jos. Lattrell & Co., St. Cunegonde, last week. Two of the factory girls jumped from the second storey but happily escaped injury. The loss is about \$5,000, fully insured.

The entertainment committee of the Dominion Commercial Travellers' Association have decided to have a concert and hop at the Athletic club house on the 10th of the month, to which all the members of the D. C. T. A. and their lady friends are invited.

A wholesale fish establishment on Common street was broken into by burglars last week, who carted away a lot of boneless cod-fish and cod tongues, besides a considerable quantity of other kinds of fish. The same store was broken into a short time ago and robbed of quite a bit of stock.

#### THE SECRET OF A GOOD MEMORY.

Whatever may be said in regard to training the memory, it must be remembered that memory is not, as used to be supposed, an independent faculty of the mind that in some mysterious way may be directly strengthened by exercise, as the blacksmith strengthens his arm; but that memory as relentive is due to the plasticity of nerve substance, and to the property of nerve centres by which they retain, in growth, their functional modifications; and that recollection depends upon physiological conditions, such as the cerebral circulation and the proper functioning of nerve cells; moreover, that a complete act of recollection is a complex process involving comparison, inference and the like.

Hence, whatever in general is conducive to vigorous health, and whatever tends to habits of clear and orderly thinking—such conditions will aid recollection. And whatever is detrimental to the normal functioning of the nerve-cells—fatigue, intense emotion or the like—and whatever blinds the judgment, will hinder recollection. In short, all psychological beatitudes are on the head of him who has good health, sane emotions and trained power of attention. But no amount of study, nor all the prescriptions mnemonic doctors, from Simonides to Loiset (except so far as they train attention) can atone for anemia of body or lack of the power of attention.—Scribner.



#### "CAIRN'S" HOME MADE MARMALADE.

Used by Her Majesty, The Queen.

A small supply of this delicious breakfast preserve has just arrived per S. S. "Corean," and can be had from

Coverhill, Rose, Hughes & Co, Montreal,  
and  
Smith & Keighley, Toronto.

**BLAIKLOCK BROS, MONTREAL.**  
General Agents for Canada.

TORONTO AGENTS:  
**WRIGHT & COPP,**  
40 Wellington St. East, Toronto

REINHARDT & CO.,  
**SALVADOR LAGER**  
 IS THE VERY BEST.  
 TORONTO.

IF THE  
**MERCHANT**

Of Newbury, who used Coal Oil last week, had used the Star Fire Lighter instead of the former article, he would have got a better, a quicker, cheaper, and every way a more satisfactory fire than by any other method and that too without the danger of coal oil.

Send for free sample.

STAR MFG. CO., London.

A large number of Grocers handle

**ROYAL DANDELION COFFEE**  
 MADE BY

Ellis & Keighley,  
 TORONTO.

**CORN BROOMS.**

Fine Carpet Brooms.

Made of Extra Selected Fine Green Carpet Brush. Handles Striped and Varnished.

Standard House Brooms

Made of Straight Green Brush—Carefully Selected and Free of Seed. Varnished Handles.

Kitchen Brooms.

Made of Straight Red-Tipped Brush, Free of Seed. Varnished Handles.

Factory Brooms.

Made of Sound Brush. For use in Factories, Mills, Warehouses, Ships, Breweries, Railways, etc.

MANUFACTURED BY  
**CHAS. BOECKH & SONS,**  
**TORONTO, ONT.**

Price List Mailed on application.



**B. R. Nelles,**  
 GRIMSBY, ONT.

Packer and Preserver of the Celebrated **BEAVER Brand** Canned Goods, Evaporated Apples.

**JAMS and JELLIES**  
 IN GLASS AND PAILS.  
 Wholesale Only.



Gold Medal, Jamaica Exhibition.

**Quality Up.**  
**Price Down.**

This applies to all our goods, especially Jams, Jellies, Mince Meat,

Catsup and Soup.

Every Tin, Jar and Bottle new, fresh and pure.

EXCELLS in flavor and style of package. Highest awards of Honor received at St. John's Exhibition, Sept. (1891).

**Delhi Fruit and Vegetable Co.,**

FACTORIES : DELHI AND NIAGARA.

**E. BROWN & SON'S**

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

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



### TORONTO MARKETS.

TORONTO, March 3, 1892.  
GROCERIES.

A gleam of brightness was let into trade by the opening of a new month on Tuesday, traders usually preferring to begin their engagements at the beginning of a month, and to liquidate old scores before they commence upon new ones. The run of the orders was not particularly cheering, however, even though the occasion did favor improvement. The upward turn that prices might be looked for to take when the demand got better has not yet been realized. In fact the week's business has been very much characterized by cutting, and the cutting has not been restricted to any one line. Sugars, dried fruits, tea, even canned goods have all been more or less affected by shading. There is far from a satisfactory feeling among wholesalers, with the volume of trade or the profit realized upon it. The abandonment of the sugar list caused widespread derangement in the trade, which is apparent in the more cautious temper of the demand, in the cutting of prices in many lines, the combining of tea with sugar, and in other ways. Payments are reported to have been quite satisfactory for February.

#### CANNED GOODS.

The position of holders is unaltered, and \$1.05 to \$1.10 remain the quotations on assorted vegetables in round lots. There has been some business at \$1.05, not because of any abatement of firmness, but to induce more general business. The large holders do not concede anything, and \$1.10 is usually obtained for all first class goods. The movement was very limited during the past week. Inquiries, however, continue numerous. The lots going out have been mostly on the small side, and no shipments of cars have been reported, though inquiries for cars have been received. Fruits have had some sale, but not a large or very general one. Salmon is featureless and unchanged at \$1.40 and upwards.

#### COFFEE.

Spot prices in the leading distributing markets for Brazil coffees are firm and higher. In New York, present quotations are quite stiff. The better grades are unobtainable there at the moment. Here there is but a small stock. Prices do not waver. They are steady at from 18c. Javas and Mochas are unchanged from 27c. upwards. The demand for coffees of all kinds is quiet.

#### DRIED FRUIT.

No recovery in the price of Valencia raisins is to be noted. They are to be had at as low as 4½c. No demand of any consequence is being experienced. Sultana raisins appear to be in momentary demand and scarce on spot at 9½ to 10½c. A round lot of 100 boxes changed hands on Tuesday between houses upon the street. Currants are inactive but generally firm, especially is good fruit firm. Low grade stock does not yet find its way readily to this market.

There is nothing in fact to warrant importations of any description at the present time, as there is no demand of any moment. The range of prices runs from 5½c. up. There is some choice fruit held on spot and the owners of it do not feel called upon to sacrifice it, as there is little if any choice stock to be got in New York. Prunes do not receive much attention. There appears to be a much lower demand for them this year than formerly, the reason probably being the abundance and cheapness of native fruits, particularly dried and evaporated apples.

#### NUTS.

The usual intermittent and hand to mouth business goes on without any marked influence upon the supply either to lower it or increase its value appreciably. No changes are called for in Prices Current.

#### RICE AND SPICES.

No wants of importance are signified yet in the local rice market, which consequently is dull and unchanged, with limited stocks in store.

Spices are fairly active, with more steadiness in staples. Pepper fluctuated somewhat since last report, but as the upward movement was accompanied by a downward one, the price remains where it was before.

#### SUGAR.

There has been no raid made upon the market, but the wants of leading retailers are supposed to be supplied in granulated for some time to come, they evidently mistrusting that such values could not always be got. What trade is done now is of small proportions and for small parcels. The refiners have stiffened values 1-16c., and in accordance with that wholesalers are asking more, the majority of them now wanting 4½c. This they cannot always get, so that 4½c. is quite commonly taken. The rule is to quote 4½c. from Montreal and 4¾c. here. Yellow quotes at 3½c. in some houses and 3¾c. in others as bottom price. There is evidently no money in sugar for the jobbers. Consequently no great eagerness to make sales is observable. The upshot of the matter might possibly be a return to the list. A meeting of the Guild is to be held this week in Montreal.

The following is clipped from the Halifax Chronicle:

The sugar refiners are becoming alarmed at the situation in the cut rate sugar war. They will meet here on March 2nd to settle the disturbance if possible. It is expected every refinery in the Dominion will be represented, as the refiners realize the gravity of the situation, the result of which may be to force competition among themselves. Granulated sugar is now down to 4½ cents, at 30 days.

Willet & Gray in their New York weekly Sugar Statistical say:

Raws—The feature of the week has been the unexplained weakness of the European markets, but as they have for some time been quoted above the parity of our markets the decline has not yet brought beet sugar into competition with cane. Refiners are, however, quite ready to use such an important factor with which to depress the cane sugar market, and hence, in spite of small carrying stocks, they have withdrawn from the market to the extent of not being ready buyers on last week's basis, and as a result holders are obliged to submit to a small fractional decline in order to make sales from vessel without storing. Any improvement in Europe would be followed by more firmness here, but further decline in Europe may give the long-awaited-for opportunity for

large purchases of cane sugar without advancing prices. At the present time the markets are working in favor of buyers, and the intrinsic strength of the situation must be left to develop at some future time.

Refined—The production continues on a quite large scale for the season, and the country takes a good proportion of it without so much hesitation as heretofore, being now apparently satisfied with the safety of present low prices, and also a little nervous, perhaps as to their continuance, unless the raw sugar market should unexpectedly show weakness and decline. While granulated sugar is steadily held at the fixed price of 3.92c. net cash, the soft grades are more subject to slight variations from day to day, both up and down, dependent upon the supply and demand.

Beet crop—Mr. Licht has increased his estimate for Germany by 10,000 tons, and reduced it 40,000 tons for France, Austria, Holland and Belgium, making a net reduction of 30,000 tons. The sowing for the next beet crop will be larger than the last, except for the concerted movement going on among fabricants to discountenance any further increase in the acreage. It is pointed out that last year's acreage, in a favorable season, will produce several hundred thousand tons more sugar than the actual output last season, and hence to increase the acreage again, and to have a favorable growing season, will mean more sugar than can be consumed and unprofitable prices. Beet root growers must not count on a continued increase of consumption in the United States like that of 1891, although of course it will continue to increase to a fair extent with the increase of population and great prosperity of the people.

#### SYRUPS AND MOLASSES.

With the exception of the continuance of remarkably low prices, there is nothing to note in the syrup market, the demand being low and the supply ample. As low as 1½c. is quoted.

Molasses is very slow of sale. Small stocks are held, and but small parcels are ever called for on this market.

## SPECIAL

VALUE IN

Lemons and Oranges,  
Spanish Onions,  
Prunes, Dates,  
Nuts. &c.

### CLEMES BROS. TORONTO.

- New Prunes -

In Cases and Hhds.

P. C. LARKIN & Co.,  
25 FRONT ST. E.  
TORONTO.

DO NOT XEROX

**BUSINESS CHANCES.**

**GROCERY BUSINESS FOR SALE; ONE OF** the best stands in Toronto. Average net profit, \$200 per month. A. B. H., care GROCER. 22

**HONEY-COMB OR EXTRACTED-WE ARE** handling large quantities, and supplying grocers in all parts of the Dominion. Gold & Co., Brantford, Ont., Bee Keepers' Supplies.

**TO MANUFACTURERS.-THE OWNER OF A** patent of an article needed by every farmer, would like to have some large house undertake its manufacture upon a royalty plan. Patented and selling very rapidly in the U. S. Address H. S. Baker, Room 7, 17 Jordan Chambers, Toronto, Ont. 10

**TO THE TRADE**

—IN—

**Canned Goods.**

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

Faithfully yours,

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

A large number of Grocers handle

**ROYAL DANDELION COFFEE**

MADE BY

**ELLIS & KEIGHLEY,**  
TORONTO.

**PICKLING VINEGAR.**



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

Bonded Manufacturers.

124--128 RICHMOND ST. W.,  
**TORONTO.**

WINDOW DRESSING

300

WINDOW DRESSING

Fully explained in book form of 250 pages, 150 illustrations, 296 suggestions for every line of business.

Price, post paid, \$1.50.



Explained in a 25 page Novelty Pamphlet Harman's Window Pane Cleaner.

Both FREE to every purchaser.

Forward your order and amount to THE CANADIAN GROCER, Toronto. HARRY HARMAN, Window Dresser and Decorator, P. O. Box, 113 Louisville, Ky.

**Fancy Cheese**

Millar's Royal Paragon.

- Roquefort. Swiss.
- Gorgonzola. Sap Sago.
- Pineapple. Parmesan.
- Edam. Neufchatel, etc.
- Cream.

Direct importations received weekly. Special quotations in quantities.

**WRIGHT & COPP,**  
GROCERS' SPECIALTIES,  
TORONTO.

GOLD MEDAL, PARIS, 1878.



**W. BAKER & Co.'s Breakfast Cocoa**

Is Absolutely Pure and it is Soluble.

Unlike the Dutch Process

No alkalis or other chemicals or dyes are used in its manufacture.

A description of the chocolate plant, and of the various cocoa and chocolate preparations manufactured by Walter Baker & Co., will be sent free to any dealer on application.

**W. BAKER & CO.,** Dorchester, Mass.

**"THE GENUINE CHIMNEY"**

A FULL LEAD

**Glass Chimney.**

NICELY WRAPPED AND LABELLED

Write for Prices.



Cannot be Beaten for Design or Workmanship.

Done up in One-Half Gross Cases.

**GOWANS, KENT & CO.,**

Crockery, Glass and Lamp Goods Dealers,  
Toronto and Winnipeg.

Delicious Florida Oranges, Showy Valencia Oranges, very cheap, Fine Sample Cranberries, away down in price.

**NO TRASHY GOODS SHIPPED.**

**HEADQUARTERS FOR ALL FINE FRUIT.**

**McBRIDE, HARRIS & CO.,** 134 McGill St., Montreal.

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

## MARKETS—Continued.

## TEAS.

The large stock of very low grade tea depresses prices on spot. The better grades are not however plentiful. The abundance is chiefly in lines not above 18c. The demand though is generally for the cheaper stock, the grades quoted at 14 to 18c. being in chief request. Good medium Japans are especially scarce and firm.

The demand for Indian teas continues good, and promises well for the future, a much more general use of Assam teas may be looked for, and the taste for these teas is generally but surely increasing.

The supply of Indian tea brought forward still consists principally of common grades of much inferior quality to those offered a few weeks ago (says the Produce Markets' Review), while prices have been irregular, and occasionally lower, for the less desirable parcels. Unless there is a much stronger demand for these grades, current rates can hardly be maintained, notwithstanding their present low prices. On the other hand, teas of good useful quality are scarce, and are eagerly sought after at higher prices. This has been particularly noticeable in the past week's public sales, more especially for whole-leaf kinds, which showed considerable advance from the lowest point. Broken Pekoes have shared in the upward movement, but to a smaller extent, while the finest grades continue to be actively competed for at prices showing a further rise. The enquiry, in fact, during the past season has been for tea with quality, which proves that the demand merely for price is declining. Importers would do well to note this, and instead of flooding the market with tea of undesirable character, they should turn their attention to procuring a larger proportion of good medium and fine descriptions, in doing which their interests would undoubtedly be better served. If, however, they persist in the present course, which will largely augment the supply in the coming season, coupled with a probable import of nearly 80,000,000 lbs. from Ceylon, they must be prepared to face the lowest prices yet recorded. At the public sales 32,623 packages were brought forward, and the bidding was brisk for all good grades, but the common sorts were comparatively neglected. The Ceylon sales, in accordance with the reports from Ceylon as to the quantity exported, have again been rather smaller than was generally anticipated by the home trade, and prices have been fully maintained, and in most cases have exceeded the January quotations. The quality has been fairly good, but perfect excellence in this respect is hardly to be expected until rather later on in the season. Strong efforts are evidently to be made not only by merchants and dealers, but also by representatives sent direct from the island, to push Ceylon teas at the forthcoming Chicago Exhibition; and when the success which attended the efforts made at the late Colonial Exhibition to bring Ceylon teas into general favor is considered, it

Tell your customers to

USE

**SURPRISE**

Soap

It saves money.

on wash day.

The St. Croix Soap Mf'g Co.,

Branches:

St. Stephen, N. B.

**MONTREAL**: 17 St. Nicholas St.

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

is hardly to be doubted that a great stride will also be made by these means in the United States. This question, although not of immediate importance, must ultimately have a strong bearing upon the future price of tea in general.

### MARKET NOTES.

Cairn's marmalade is now in stock at Smith & Keighley's.

Our Prices Current this week show a reduction of  $\frac{1}{4}$ c. in St. Lawrence and Edwardsburg Co's. prices of Canadian Laundry Starch. The price now quoted by these companies is  $3\frac{1}{2}$ c. Further changes may yet take place.

### PETROLEUM

Demand for refined is now quite low, the week's business being reported as much below that of last week. A shrinking business is now to be looked for. The prices are steady and unchanged on a basis of 15c.

The Petrolia Advertiser reports: Petrolia crude \$1.29 per barrel, Oil Springs crude \$1.29 $\frac{1}{2}$  per barrel. Although prices for our raw material are somewhat on the droop, the trade expansion looked for is coming slowly. There is no doubt but that buyers would become a little uneasy if there were any further break in the price of the refined article, and jobbers and retailers in all places would feel the same as to their future investments. One thing there can be no doubt of, how-

ever, and that is the fact that the Canadian crude oil business, as far as the producers are concerned, never was in a more satisfactory condition and on a more solid and substantial basis. Of course money is not as plentiful as many would desire, but anyway, with this as a drawback, enterprise is scarcely halting, and those that are in a position to do so continue their drilling operations and other investments with their usual confidence.

### BUTTER AND CHEESE.

There is little variation in the general tenor of the report as it has been running for the past several weeks. The value of good dairy tubs still runs up to 21c. for choice. The demand still considerably outruns the supply, and half as much more butter as comes to hand would easily find sale. Large rolls are somewhat more plentiful, but still far from abundant. The price going ranges from 16 to 19c. for all grades above medium. Creamery tub is selling at 25c. There appears to be a feeling that values will grow stiffer before long, some dealers predicting quite a long advance on present prices. One thing is clear, the market was never in a better condition at this season. Stocks are all run down, nothing of any description being held on spot. Montreal buyers are still picking up butter in all parts of the west, every grade finding a price in that market. Hence receipts here have declined.

Cheese is steady at former prices, 12 $\frac{1}{2}$ c. being the outside quotation, and applying to small lots. Large parcels go at 12c. A fair sized stock of summer cheese to sell at 10c. appears to be held.

WE ARE BUYING

**Dried Apples.**

SEND SAMPLES AND QUOTATIONS.

ESTABLISHED 1886.

**STANWAY & BAYLEY**  
BROKERS

AND  
GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST, TORONTO.

WE ARE BUYING

**Evaporated Apples**

SEND SAMPLES AND QUOTATIONS.

**McWilliam & Everist,**

Offer the following at lowest market prices: Two cars Florida Oranges, all sizes; Two cars Fancy Messina Lemons; also Valencia Oranges, 714's and 420's, all free from frost. Write for quotations before ordering elsewhere.

GRAPES, DATES, FIGS, NUTS, ONIONS, ETC.

25 and 27 Church St.,  
TELEPHONE 645. Toronto.

**WM. HOOD & CO.,**

Importers and Manufacturers of



Coffees,  
Spices,  
Mustards,  
Cream of Tartar,  
Baking Powders,  
Flavoring Extracts,  
Etc.

TRADE MARK.

48 & 50 LOMBARD ST., TORONTO.

**THOMPSON & CO.,**

LATE

**Robertson, Thompson & Co.,**

Wholesale Commission Merchants,

Grain, Flour, Feed, Canned Goods, Sugars, etc.

185 NOTRE DAME ST., EAST,

P.O. Box 615. WINNIPEG, MAN.

TELEPHONE 82.

All kinds of produce handled. Consignments Solicited. Prompt sales and quick returns.



All kinds of produce handled. Consignments solicited. Carriers supplied.

Arrived Ex "Scottish Prince," Car Fancy Messina Lemons. Half Car Choice Palermo Lemons. Car Choice Palermo Oranges.

Ex "Parisian," 100 cases Jumbo, 720 Valencia Oranges; 200 cases ordinary, 420 Valencia Oranges.

Direct from Florida, Two cars Fancy Florida Fruit, all sizes, Porter Bros. pack, good keepers and shew no waste.

**J. Cleghorn & Son,**

94 Yonge St., TORONTO.

**J. F. YOUNG & CO.,**

PRODUCE AND COMMISSION MERCHANTS

74 Front St. E., Toronto.

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

We Furnish Egg Cases. Try Us.

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

General Commission and Provision Merchants and Wholesale Dealers in Dairy Products.

Consignments solicited and business transacted for Eastern Canada Merchants.

Established 1886.

VANCOUVER, B.C.

References: Bank of British Columbia.

**WILLIAM RYAN,  
PORK PACKER**

70 and 72 FRONT ST. EAST,  
Toronto, Ont.

NEW CURING HAMS,  
BACON, PORK,  
NEW PURE LARD.

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

For Choice full flavor goods send us a Sample order.

Jas. Park & Son,

Toronto, Ontario.

**Traveller wants Situation.**

WANTED—A SITUATION AS TRAVELLER for Provision House for New Brunswick and Nova Scotia. Apply care J, this office.

**The Ontario Produce Co'y.**

Produce Brokers and Commission Agents,

70 COLBORNE STREET, TORONTO,

Solicit consignments of

TUB, LARGE and POUND ROLL

BUTTER. EGGS.

ONIONS. HONEY. APPLES.

CHEESE.

Egg Carriers Supplied.

Telephone 2557.

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TEAS, COFFEES, FRUITS, SUGARS, ETC

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**THOMPSON & KING,**

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Storage. Correspondence Solicited.

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Provision Merchant,

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

PATENT EGG CARRIERS SUPPLIED.

Good Prices paid for Good Dairy Butter.

**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.

**Reesor & Rogers,**

Produce and Commission Merchants

Solicit consignments of Country Produce from Storekeepers.

71 Colborne St., Toronto.

Telephone 2291.

**McLAREN'S**



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

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

## MARKETS—Continued

## COUNTRY PRODUCE.

**APPLES**—The price of good hard fruit, such as Spies and Greenings, does not exceed \$2.50, and shades downwards for quality.

**BEANS**—Choice hand picked are worth \$1.35 jobbed out. Round lots are \$1 to \$1.25 according to quality.

**CRANBERRIES**—The value steadily depreciates under the weight of stock and a shrunken demand. The range is now \$5.50 to \$6.

**DRIED APPLES**—Are steady at 4½ to 5c. There has been some business done for delivery against the opening of navigation.

**EVAPORATED APPLES**—There is no trade of any consequence now current, but prices are unchanged at 7½ to 8½c.

**EGGS**—The demand for eggs has become stronger with the opening of Lent, but notwithstanding that, the price is lower, a free supply having set in. Fresh are now 17c. Lined bring 14c. with difficulty.

**HIDES**—A diminished supply does not strengthen prices, which are on a basis of 4½c for green. Cured are dull at 5c.

**HONEY**—Extracted is listless at 8 to 10c., and sections are 14 to 16c.

**HOPS**—Holders are stiff in their views, and that gives a check to business. Buyers do not care to go beyond 22c., while sellers ask 14c. for prime stock. There is no business of any importance. Low grades are quoted from 18c. upwards.

**ONIONS**—are firm at \$2.50 to \$3 per barrel, the cold weather operating against delivery.

**POTATOES**—The price in cars is weak at 33 to 35c. Out of store lots are 45 to 50c.

**SEEDS**—The prices now quoted are what seeds are jobbed at, buying for export having ceased. Alsike is quoted at \$6.50 to \$8.50, according to quality. Red clover is \$6.25 to \$6.60. Timothy is \$1.75 to \$2. No Canadian crop is offering. Inquiry is active.

**SKINS**—Sheepskins are taken freely at \$1.15 to \$1.25. Calfskins are more plentiful at 5 to 7c.

**TALLOW**—Refined is 5½ to 6c. Rough is 2c.

**WOOL**—No improvement has taken place, 18c. being the best price going for fleeces.

## DRESSED HOGS AND PROVISIONS.

Diminished receipts have been the order of the week. Cars are becoming rarer. The chief supplies to hand this week have been street deliveries. The price ranges from \$5.90 to \$6.10. Products are firm and unchanged.

**BACON**—Long clear is steady at 8c. for small quantities, and 1¾c. for round lots. For smoked, heavy bellies are 10c., medium 10½c., boneless 11c.; backs are 10c., rolls are 8¾c.

**HAMS**—Are quiet at 10½ to 11c., with the leaning strongest on the side of the upper price.

**LARD**—Pure in tubs and pails is 10c.

**BARREL PORK**—Heavy mess is \$13.50 to \$15, the range being from old United States to new Canadian. Short cut is \$16 to \$16.50.

**FRESH MEATS**—Beef is 4½ to 5½c. in forequarters and 7½ to 8c. in hindquarters. Lamb is 8 to 9½c., mutton 7 to 7½c., veal is 8½ to 9c.

## GREEN FRUIT.

There has been a fair amount of shipping since the beginning of the month. Palermo lemons are now about out of stock. Messinas quote from \$2.60 to \$3.25, but they are

rapidly becoming worth more money, \$4 being a not improbable price before long. The wastiness of stock is one cause of advance, as loss has to be suffered in the re-packing. Bananas arrive only in cases and are worth \$2.50. In milder weather cars will begin to arrive. Pineapples are scarce at \$3 per doz.

## FISH AND OYSTERS.

Oysters are plentiful and the past week has seen a great falling off in the demand, and dealers are refraining from ordering. Prices remain as before. Fish is plentiful, except herring, which are hard to procure. Prices remain firm. Owing to the large stocks and the uncertainty of the future demand, the probability is that these will not be much advance in prices for a week or two, that is, until dealers realize for certainty what the Lenten demand will be.

## SALT.

Two cars of barrels at \$1.20, one car of fine sacks at 80c. and two cars of coarse sacks at 70c., have been moved this week. Prices are easy. The demand for small quantities has been less brisk than usual.

## DRY GOODS.

This is a busy week at the wholesale houses. The millinery openings have attracted a large number of ladies to the city, and many merchants have also taken advantage of the openings to visit the city and look up bargains for the spring trade, and consequently there is more rush than usual. Spring orders continue to come in, and in most cases are encouraging. Money also is moving but not so freely as some have expected.

## MONTREAL MARKETS.

MONTREAL, March 3rd, 1892.

The past week like the previous one, has shown no improved activity in certain lines and this is extending, and the tone generally shows a decided improvement. Remittances are still below what they should be, but wholesalers do not appear at all surprised or uneasy at the renewals which are being asked, and which are generally for only a short time. The chief feature of interest is sugar, which is being sold by wholesalers at lower prices than they are paying for it to the refiners. Teas continue very steady; coffees are very firm; syrups quiet; dried fruit is fairly active in a jobbing way.

## SUGAR.

The local sugar market is regularly mixed up and nobody knows what the outcome will be, wholesalers trying to out do one another in the shading which they offer as inducements to buyers. The latter it is to be said are taking every advantage of this unusual state of affairs. They held back all through the winter in the expectation of some such development in connection with the Guild, and now are buying heavily at the cuts offered which is making a very active market. Last week we noted cuts in granulated at 4¾c. which is ½c. under the first cost from refiners. These sales must have necessitated therefore a direct loss to the jobbers, but matters went even further this week, and now it is a case of regular cut-throat competition between a leading English wholesale house and the French jobbers. The other English houses intended at first to go into the fight, but have decided since that the game is not worth the candle and are working quietly on the old price of 4½c. The French houses,

(Continued on page 20.)

## FLOUR AND FEED.

A duller and easier feeling in the flour market obtains this week. A few sales of cars for Quebec have been made, the inquiries from that quarter not having culminated in business till a slight concession on former figures could be obtained. The demand for feed has waned appreciably and an unsatisfactory trade has been done. Prices tend towards easier quotations.

**FLOUR**—City millers' and dealers' prices are: Manitoba patents, \$5.20; strong bakers', \$4.85; Ontario patents, \$4.40; straight roller, \$4.75; extra, \$4.10 to \$4.15; low grades, per bag, \$1.25 to \$1.75.

Car prices are: Toronto freights—Manitoba patents, \$5.15 to \$5.20; Manitoba strong bakers' \$4.75 to \$4.85; Ontario patents, \$4.50 to \$4.90; straight roller, \$4.10 to \$4.20; extra, \$3.95 to \$4.00; low grades, per bag, \$1.25 to \$1.75.

**MEAL**—Oatmeal is \$3.80 to \$3.90. Cornmeal is \$4.

**BUCKWHEAT FLOUR**—Is \$4.50 per barrel.

**FEED**—Bran is \$14 to \$15, shorts \$15 to \$16, mixed feed \$23 to \$25, cracked corn \$1.15, feeding corn 50 to 52, oats 33 to 34c.

**HAY**—is fairly active at \$11.50 to \$12 for No. 1 timothy and \$10 to \$10.50 for mixed.

**STRAW**—is featureless at \$6 to \$6.50.

## MONTREAL.

The local flour market continues dull and uninteresting, the feeling of holders being rather easier. The stocks in store show an increase of 4,028 barrels compared with a week ago, and a decrease of 4,803 barrels compared with a year ago. We quote as follows:—Winter patents, \$5 to \$5.25; spring patents, \$5.40 to \$5.50; straight rollers, \$4.70 to \$4.80; extra, \$4.40 to \$4.50; superfine, \$4 to \$4.10; city strong bakers', \$5; strong bakers', \$4.80 to \$4.90.

The demand for oatmeal is small, with prices unchanged. Standard, per bag, \$2.10 to \$2.20; granulated, \$2.10 to \$2.20; rolled, \$2.10 to \$2.20.

Feed is quiet and easy. We quote:—Bran, \$16 to \$17; shorts, \$17 to \$18, and moullie \$24.

## ST. JOHN, N. B.

Flour is holding firm at recent advances, though the trade yet is purely local. We expect to see a more general demand for breadstuffs than our market has shown the past month. Manitoba patents are selling at \$5.85 to \$5.90, Ontario High grade \$5.10 to \$5.20, Medium patents \$4.90 to \$5.

Corn Meal—The market is unchanged, prices are the same as last week with fair demand.

Oatmeal—The indications seem to be for slightly lower prices in oatmeal.

Hay—has advanced to \$15 to \$16 per ton, and as large quantities are being shipped, prices will likely rule higher.

**WALTER THOMSON  
MITCHELL, ONT.**

**GENERAL GRAIN DEALER.**

Manufacturer of all kinds of  
Oatmeal, Split Peas, Cornmeal,  
Pot Barley, etc.

Quotations by Wire or Letter.

**Dominion Mills,  
LONDON, ONT.**

HEADQUARTERS FOR

**OATMEAL**

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

Write for Samples and Prices.

**GARTLEY & THOMSON,**

803 to 311 Talbot St.

**"Beaver Mills" Flour.**  
The best for family use  
Write for samples.

**T. H. TAYLOR & CO.,**  
Manufacturers, Chatham.

**ROLLED OATS.**

Customers report that our Rolled Oats contain less dust, less dirt, are better kiln dried and of larger flake than the common oatmeals. Write for samples and prices.

**ARCHIBALD BROS., INCERSOLL, ONT.**

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

Sole Agents for Vancouver, New Westminster and District for **LEITCH BROS.'**  
CELEBRATED OAK LAKE MANITOBA FLOUR.

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

**OUR SPECIALTIES.**

Stone Ground Flour, Graham Flour, Cracked Wheat, Buckwheat Flour, Chop Feed.

Mention THE GROCER.  
**J. & R. ROBSON,**  
Brantford, Ont.

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

**- - MILLERS - -**  
(Hungarian Process)

BRANDS :  
**KLEBER, MAY BLOSSOM.**

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

**BRANDON ROLLER MILLS,**  
Brandon, Man.

— MANUFACTURERS OF —

Hungarian, Patent, Strong Bakers

**- - FLOUR - -**

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

Dealers in all kinds of grain and feed.

**ALEXANDER, KELLY & COY,**  
PROPRIETORS

**EMBRO**

**OATMEAL**

**MILLS.**

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

A CHOICE QUALITY OF

Roller, Standard and Granulated

**Oatmeal**

IN BARRELS, HALF BARRELS OR BAGS.

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

DELICIOUS, NOURISHING.

**IRELAND'S**

Choice Breakfast Cereals and Hygienic Foods.

Ireland's Desiccated Wheat,  
Ireland's Desiccated Rolled Oats,  
Ireland's Baravena Milk Food,  
Ireland's Desiccated Farina,  
Ireland's Snowflake Barley,  
Ireland's Irish Oatmeal,  
Ireland's Barley and Rye Meal,

Ireland's Snowflake Hominy,  
Ireland's Gluten Flour,  
Ireland's Gluten Biscuits,  
Ireland's Breakfast Hominy,  
Ireland's Prepared Barley,  
Ireland's Prepared Groats,  
Ireland's English Frumenty.

Leading physicians recommend them. Once tried constantly used. Put up only in packages, and sold by all first class grocers in Canada at reasonable prices. Manufactured only by

**The Ireland National Food Co., (Ltd.) Toronto.**



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



**MONTREAL Markets continued**

however, emphatically assert that they will smite the disturber hip and thigh if it is necessary or possible. The firm in question, however, are hard customers to handle—they have seen their opponents' raise and gone them one better. They have issued a circular in which they state that they are willing to sell 5 bbls. granulated along with 5 bbls. yellow at 3¼c., or 5 bbls. granulated at 3½c. provided the purchaser takes in addition 5 half-chests of 20c. tea. This proposition is a new problem for the trade, and wholesalers who do a regular business are wondering how long it is to go on. A logical conclusion would be that it could not last very long, for it is not human nature to sell goods at a loss, but these gentlemen may have some other consideration that enters into the argument. Anyhow, matters in the sugar market are decidedly interesting. Under these circumstances a regular quotation is impossible.

**SYRUP AND MOLASSES.**

Syrups are moving slowly and the business in molasses is confined to a small jobbing demand, stocks being well cleaned up in first hands. We quote Barbadoes 35c.; American 28c.; syrups are quoted at 25 to 28c. for medium bright, 30 to 45c. for choice; amber 40 to 45c.

**TEAS.**

There is a very good demand for all grades especially in the better qualities which are becoming very scarce, Japans worth from 18 to 25c. are in particularly good demand. Black teas are moving steadily but without any large turnovers lately. There is a good enquiry for Indian Ceylon teas, and some very fair lots have moved off during the week.

**COFFEES.**

Coffees are still dull and unchanged, and with the exception of a few small jobbing dickers there is nothing to note. Prices rule firm on a basis of 18 to 20c. in Rios and Jamaicas.

**RICE.**

The rice market is quiet and unchanged, and in the absence of business prices rule steady and unchanged.

**DRIED FRUIT.**

Business continues quiet in dried fruit, and there is absolutely no change to report since our last. Prime Valencia raisins are in good demand at 5c., while 4¼c. is the inside figure for inferior stocks. Currants are in good demand with a fair trade doing on the basis of 5 to 5½c. There is a fair jobbing movement in prunes at 5½ to 6c. for Bosnais. Figs are steady at the old figure, viz.: 10c. Dates are unchanged at 5c. We quote prime Valencias at 5c.; currants at 5 to 5½c. for Patras, and 6 to 7c. for Vostizzas in cases; Bosnia prunes, 5½ to 6c.; figs 10c.; and dates 5c. per lb.

**NUTS.**

In nuts there is a fair jobbing trade doing as noted last week. We quote:—Almonds Tarragona 14 to 15c.; Almonds, Ivica 14 to 15c.; Almonds, common 10 to 11c.; Almonds, hardshell 07 to 08c.; Walnuts, Grenoble, new 12 to 12½c.; Walnuts, French 10 to 10½c.; Coconuts per 100 \$4.50 to \$5; Filberts 9 to 10c.; Pecans 16 to 17c.; Peanuts 07 to 10c.

**CANNED GOODS.**

There is nothing doing in canned goods outside a small jobbing trade. The stocks are not large but ample for all requirements and holders are looking for a good business as soon as navigation opens.

**GREEN FRUIT.**

Green fruit remains steady with a fair jobbing trade doing at a slight reduction. We quote Valencia oranges at \$3.25 to \$3.50; Floridas \$2.75 to \$3.25, and bitter \$3.00 to \$3.50. Lemons \$2.50 to \$3.

**APPLES.**

Apples are unchanged with nothing notable to mention. We quote \$2.50 to \$3 for jobbing business. Evaporated are firmly held at 8 to 9c.; dried are dull and unchanged at 5 to 6c. As noted last week the fire in Chisholm's warehouse placed a lot of damaged stock on the market, but they do not find good demand.

**HOPS.**

Business since our report of a week ago has ruled quiet and failed to develop any feature of a special prominence. Reports from the American markets have not shown quite so cheerful a tone, and in New York a decline of 1 to 2c. has been suffered. There is still quite a round lot of last fall's shipment of German hops on hand, and as the brewers are well stocked they do not find ready sale. For the best Canadian hops an offer of 23c. is about the price. Pressed still move off in a jobbing way at 16c.

**FISH.**

For reasons already given the market wears a dull and heavy look, and although holders continue to hope that after tomorrow there will be an improvement in the demand there is as yet nothing to indicate that such will be the case. We quote: Herring, No. 1, per bbl., \$5.25 to \$5.30; lake trout, per half bbl., \$4.25 to \$4.50; sea trout, per bbl., \$9.00 to \$9.50; codfish, green, No. 1, per bbl., \$5 to \$5.25; do. No. 2, per bbl., \$4.50 to \$4.75; codfish, dried, per bbl., \$5 to \$5.05; salmon, B.C., per bbl., \$13 to \$13.50; do. Nfld., No. 1, per tee, \$22.50 to \$23; do. do., No. 2, per tee, \$21 to \$21.50; do. do., No. 3, per tee, \$20 to \$20.50.

**PROVISIONS.**

Foreign influences likely to affect the market has not of late been favorable to firm prices, and speculative buyers are deterred from embarking upon transactions of magnitude, while as usual at this season the consumptive demand is light. We quote: Canadian short cut, per brl. \$16.50 to \$17.00; mess pork, western, per brl. \$16.00 to \$16.50; short cut, western, per brl. \$17 to \$17.25; hams, city cured, per lb. 10½c. to 11c.; lard, Canadian, in pails, 8½c. to 9c.; bacon per lb. 9c. to 10c.; lard, com. refined, per lb. 7¼ to 8c.

**BUTTER AND CHEESE.**

Transactions in cheese are now confined to jobbing lots with the grocers. Prices are very firm. Butter is fairly dealt with in a jobbing way. Business is altogether of a local character and on dairy butter the supply of which is hardly adequate to the demand, there is still a steady run but the interest displayed in creamery is very moderate. We quote:—Finest creamery, 23 to 24c.; Finest Townships, 18 to 20c.; Morrisburg and Brockville, 18 to 19c.; Finest Western, 16½ to 17½c.

**EGGS.**

The local egg market is very quiet at the moment. Dealers have cleaned out the stocks of limed pretty well during the past week and only one firm what can be called a large stock on hand. They are anxious to effect a clearance and are offering to-day at 14c. Fresh eggs are coming in more freely and finding a ready sale at 20c. The first car of American fresh eggs will arrive from St. Louis to-morrow and will be offered at about 18½c. The first car last year was

received before the end of January. There is also a few small lots of extra fresh boiling stock selling at 25 to 28c.

**GRAIN.**

There is nothing new to note concerning the local grain market, the movement in all grains being small and unimportant. The stocks in store show a decrease of 21,613 wheat, 38,823 peas, 4,406 barley, and an increase of 34,224 oats, and 2,242 rye, compared with a week ago. Compared with a year ago there is an increase of 125,062 wheat, 141,907 peas, 60 oats, 19,719 barley, 211 rye, and a decrease of 11,493 corn. We quote:—No. 2 hard Manitoba \$1.03 to \$1.04; No. 3, do., 97c; No. 2 Northern, \$1.04; peas, 73 to 74c. per 66 pounds; oats, 32c. to 34c. per 34 pounds; corn, 72c. duty paid; feed barley, 45 to 46c.; good malting do., 60 to 63c.

The stocks of grain and flour in Montreal on the dates mentioned were as follows:—

	Feb. 27, 1892.	Feb. 20, 1892.	Feb. 28, 1891.
Wheat, bush.....	533,637	555,250	408,575
Corn, bush.....	.....	.....	11,493
Peas, bush.....	286,558	325,381	144,661
Oats, bush.....	205,911	171,687	205,851
Barley, bush.....	73,800	77,706	5,581
Rye, bush.....	29,192	26,950	28,981
Flour, brls.....	48,743	44,715	53,546
Oatmeal, brls.....	3,299	3,249	291

**ST. JOHN, N. B., MARKETS.**

ST. JOHN, N. B., March, 4, 1892.

We notice a little more activity among the wholesalers the past week than for some time. Some coasting vessels are already

A. H. BADGEROW. ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar  
Manufacturing Co.,

79 and 81 Jarvis St., Toronto

Highest award, Toronto Exhibition.

Sphinx Prunes, in cases.  
Sphinx Prunes, in kegs.  
Bosnia Prunes, in kegs.  
Turkey Prunes, in casks.

Evaporated Peaches.  
Evaporated Golden Apricots.  
Evaporated Silver Plums.

(California Fruits.)

T. B. Escott & Co.,  
London, Ont.

Elliott, Marr & Co.,  
Importers of Teas

—AND—  
Wholesale Grocers.

LONDON, ONT.

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

"Glover Leaf" Lobsters and Salmon in Flat tins.

These goods are the finest quality of the kind packed.

Also full lines of all canned goods. Close quotations to the trade on application to

**Sloan & Crowther**  
 WHOLESALE GROCERS,  
 19 Front St. E., Toronto.

**FISH**  
 Codfish Skinned and Boned  
 In Cases of 100 lbs.

CODFISH in quintals.

Nova Scotia Turkey boxes 25 lbs.

Munn's Boneless Cod, 2 lb. blocks.

Boneless Fish, boxes 25 lbs.

Prime Salt Water Herrings in barrels and hlf. barrels.

**STUART, HARVEY & CO.**  
 HAMILTON.

Mail Orders carefully attended to.

ESTABLISHED 1851.

Granulated Sugar.

**4<sup>3</sup>/<sub>8</sub> c.**

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

P. S.—Write for our prices of groceries before buying elsewhere.

**WARREN BROS. & BOOMER,**  
 Wholesale Grocers.

35 and 37 Front St. East,  
**TORONTO, ONT.**

**EDWARD ADAMS & CO.**  
 ESTABLISHED 1846.

Wholesale Grocers and Importers of  
**TEAS,**  
**SUGARS,**  
**COFFEES,**  
**TOBACCOS.**

95 & 97 Dundas St., London, Ont.

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

WESTERN ONTARIO AGENTS FOR  
 Cherry's Irish Mustard, X.D.S.F.

This is superior to any other grade in the market. Try it.

**First Arrival!**  
**CAIRN'S**

NEW SEASON'S

Home Made  
 Marmalade.

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

**Thos. KINNEAR & Co**  
 Wholesale Grocers,  
**TORONTO.**

**—: JAPAN TEAS —:**

We are offering special values to retail at 25c., 35c., 40c.

Drop a postal card for samples.

49 Front Street East,

WE HAVE

**REMOVED**

to our new warehouse

Nos. 59, 61, 63 Front St. E.,  
 Cor. Church.

**J. W. LANG & CO.,**  
 WHOLESALE GROCERS,  
**TORONTO.**

**Special Line**

Eugene Verniers'

French Canned Peas.

**"MOYENS"**

Send for Quotation.

**PERKINS, INCE & Co.,**

J. F. EBY.

HUGH BLAIN.

DRINK  
**BENS DORP'S**

ROYAL DUTCH

**C O C O A,**

FINEST, PUREST,  
 MOST ECONOMICAL, **Try It.**

**EBY, BLAIN & Co.,**

Wholesale Grocers,

FRONT AND SCOTT STS. **TORONTO.**

**ST. JOHN'S MARKETS—Continued.**

coming out of winter quarters, and as the weather is very spring-like we look for quite an improvement in trade during the next two or three weeks. Brooms have taken another step upward in price, and the manufacturers say they will be still higher shortly.

**PRODUCE.**

**BUTTER**—is scarce and prices are stiffening 18 to 20c. being the quotations.

**EGGS**—are in good demand for fresh stocks and sell readily at from 15 to 17c.

**CHEESE**—also is higher with stocks very light.

**FATHERS AND SONS.**

It is well known that with few exceptions fathers are adverse to training their sons to their own trade or calling, and the fact has repeatedly been alluded to. Various reasons have been given for this common feeling of fathers. An exchange says on this subject :

The only inference to be drawn is that a majority of men are engaged in callings not to their liking, either because there is not any money in it or because it is not agreeable to them. That is the natural conclusion, but the real fact of the matter is, the average man is a "kicker;" he wants something other than that which he has and without making any especial effort to meet the desire, grumbles at what he has.

We cannot agree with this view, and because the objection to training their sons in their own business is common among retail merchants, we will give what we believe to be the true reasons for its existence. In the first place, it will generally be found that men who have been born rich do not care much what occupations their sons take up. It is the man who has struggled hard for existence or for wealth, who is opposed to his sons following in his own footsteps, and it is because existence has been so hard and so searing to the conscience that he entertains that objection. The feeling is rather creditable to the parent. He wants to spare his offspring the troubles and trials that he himself has experienced, and the temptations to which he may have succumbed, but with a curious shortsightedness he imagines that if the boy adopts some other avocation he may escape those perils. There are, however, cases where the parent thinks his own occupation is degrading and desires a more honorable calling for his son. This is a form of self-delusion that is dying out among intelligent parents, we believe, because the perception of the fact that one business, provided it is an honest one, is not less honorable than another, is becoming more general every year as knowledge is more widely diffused among the mass of the people.

As regards the retail grocery business the disinclination of members of the trade to bring up their sons in that calling is to be regretted by all who are interested in everything that tends to lift the business to a higher plane, pecuniarily and morally. The

business contains too many badly trained merchants, who are ignorant of the properties of many of the articles which they sell, and therefore become liable to impositions by salesmen, jobbers and manufacturers. These dealers, having to learn by bitter experience, are responsible for a good deal of the price-cutting that is indulged in, for the sale of adulterated goods to a considerable extent and for the abuse of the credit system. What these men learn after entering business in their own name, the grocer's son would be taught beforehand, perhaps with much other valuable information, and as a rule would be better fitted to engage in the business either on his own account, or with his parent, than the most carefully trained clerk would be if so fortunate as to be able to start for himself. This cannot, we think, be successfully disputed, for there are few men who would exercise as much care and patience in instructing a hired clerk as they would in educating their sons for the business. Therefore we trust that every grocer who is a father will quickly disabuse his mind of the notion that his boy can escape temptation, hard work or anxiety by turning his back on his father's trade, or that by entering some other business he can enjoy a more honorable means of support.—Merchant's Review.

**SMALL MARGINS.**

The conditions that have prevailed in the grocery and general merchandise market for a great many years, says an exchange, making it necessary for the manufacturers and merchants to figure on small margins, have more and more been affecting the hardware trade during the past few years, until now manufacturers of staple goods are satisfied with very small profits. The margins have been so low as to invite comment in nearly every weekly review of every distributing-center market in the country, and expectation has been alert as to the eventual rise in prices. The current number of *The Iron Age* points out the improbability of this result arriving in the near future.

The contracts taken for large quantities to be delivered months ahead, and in some cases covering the entire year, at prices which seem to barely cover cost, show that the manufacturers are disposed to forego all chances of an upward turn in values. *The Iron Age* says that offers are known to have been made by manufacturers of their entire year's output, at a slight advance over cost, based upon an inspection of their books. An instance has come under our observation in which a manufacturer controlling his own raw material has offered another concern in the same line his surplus production of raw material at actual cost for a fixed time, based upon an examination of the cost sheets by a disinterested party. Concern No. 2 had been figuring on an addition to the works covering this point, but the

scheme was promptly abandoned on receipt of such an offer. This condition of affairs indicates almost a revolution. Matters have been shaping for it for a long time, but only within the past few months has their full force been felt. The requirements of the country are now more than met in almost every line of iron and steel production, and it will take a very heavy increase in consumption to bring the demand up to anything like the supply. Manufacturers are losing hope that this will soon occur, hence their willingness to take such contracts as are above set forth.

Under these circumstances it becomes more and more obvious how vital it is to the trade as a whole that the small margin shall be protected, and we think we can foresee the time when the hardware trade, as has proved the case with the grocery and general merchandise trade, will be compelled, for its own protection, to resort to organization, to prevent the cutting on smaller margins under which the trade will be carried on, for if the manufacturers are compelled to be satisfied with small margins, it cannot be long before the jobber and the retailer will find the same condition confronting them.—Ez.

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

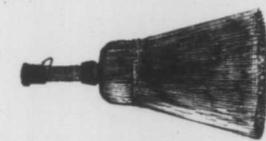
A reputation for truthfulness is indispensable to permanent and satisfying success.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

## CANADA PATENT BRUSH CO., WINDSOR, ONT.



OUR \* ARE  
**BRUSHES** | Good Sellers,  
Cheap,  
Durable



OUR — ARE  
**WHISKS**  
— ARE  
Neatest and Best  
Sellers in the  
Market.

All grades of Brooms  
at Reasonable Prices.

WRITE FOR QUOTATIONS.

DO NOT XEROX

STEEL, HAYTER & CO.,  
Importers of  
**INDIAN TEAS**

Direct from their estates in Assam.  
New Season's Teas are now arriving.

PROPRIETORS OF THE WELL-KNOWN  
"MONSOON" BRAND.

Samples and Quotations on application.  
11 & 13 Front St. E. Toronto.  
Calcutta and London Firm: Octavius Steel & Co.  
Telephone 2854.

**BRUNNER, MOND & CO.,**  
LTD.,  
Northwich, England.

CRESCENT BRAND.



Manufacturers of

**BICARBONATE OF SODA,**  
REFINED AND RECRYSTALLIZED.

The Purest and Cheapest in the Market.

**SODA CRYSTALS**

OF THE FINEST QUALITY,

In 1-2 and 3 Cwt. Drums,  
and  
400 lb. Casks-Net Weights.

Orders for direct importation from  
the Wholesale Trade only.

**WINN & HOLLAND,**  
MONTREAL,

Sole Agents for the Dominion of Canada.

**P. CORRIDI,**  
Accountant, Auditor, Receiver, Etc.  
EXPERT AUDITING, and ACCOUNTANCY A  
SPECIALTY.  
Partnership Accounts Adjusted, Books Opened,  
Balance Sheets Prepared.  
Office 139 Yonge St., TORONTO.

TRY OUR  
**3-lb SODAS**  
Packed in Red Boxes.

**Wm. Paterson & Son**  
BRANTFORD.

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.

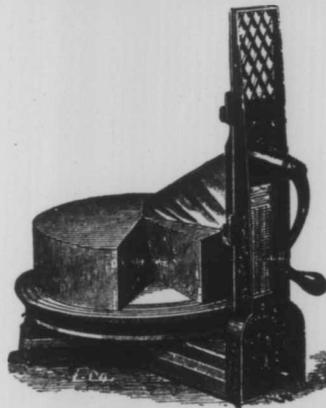
For sale by all Woodenware Dealers.

Oakville, Ont.

Order a box from your  
wholesale; you and  
your customers will  
be pleased with it.  
Put up in 50c. box  
containing 45 packa-  
ges. Sells 2c. a package or 3 for 5c



Self-Gauging Cheese Knife.



Will cut accurately in pounds w thout waste or  
leaving small pieces. Send for descriptive List.  
**GEO. SPARROW & CO.,**  
33 Colborne St., TORONTO.

**GOODS THAT ARE  
A SUCCESS**  
**ADAMS' PEPSIN**  
Tutti-Frutti.  
**ADAMS' MONTE CRISTO**  
CHEWING GUMS.

Sold by all Wholesale Grocers.  
For Illustrated Catalogue and banner signs for  
your windows, address  
**ADAMS & SONS' CO.,**  
11 and 13 Jarvis Street, Toronto.

**DRINK  
SYDNEY GIBSON'S  
COCOA**  
REFRESHING-NOURISHING

**ORDER  
IVORY BAR  
SOAP**

MANUFACTURED ONLY BY **C. R. SOMERVILLE**

**CHEWING GUM**

*Mexican Fruit*  
*Chewing Gum*

**36 BARS 180 PIECES  
MEXICAN FRUIT**

**LONDON CANADA**



## SALES MADE OR PENDING.

The general stock of Mills & Co., Holland, Ont., is for sale.

The general stock of Fred Fuller, London, Ont., is for sale by tender.

The general stock of A. E. Goodeve, Hanover, Ont., is to be sold by auction on the 10th inst.

Mr. D. H. Grand sold the insolvent stock of R. J. McLaughlin, of Wallaceburg, yesterday afternoon for 65 cents on the dollar. Mr. Brunton also sold a bankrupt stock at 39½c. on the dollar.

On Tuesday the stock under the insolvency of R. S. Gallagher, fruit and fish merchant, King and Jarvis streets, was put up at auction by Oliver, Coate & Co., under instructions from Herbert O. Bennet, of E. R. C. Clarkson's firm. The stock was bought at 60c. on the dollar by Joseph Carter, of Toronto, and the horses, waggons, etc., were disposed of at the same rate.

## PARTNERSHIPS FORMED AND DISSOLVED.

John Laird, grocer, Galt, Ont., continues the business of Walford & Laird.

W. H. Sherwood, grocer, St. John, N.B., has been succeeded by S. A. Morrell.

The Gaspé Fishing Co., of Montreal, has dissolved, and L. E. Morin continues the business.

E. Cairncross & Co., general merchants, Shakespeare, Ont., have been succeeded by Mowat & McLean.

Brown & Beattie, general merchants, Campbellville, Ont., have dissolved. Matthew Beattie continues.

## FIRES.

Samuel McKay, general merchant, Beaver Harbor, N.B., has been burnt out.

The general stock of C. F. Stickles, Stirling, Ont., has been badly damaged by fire.

Jos. Cuttrell & Co., confectionery manufacturers, Montreal, lost about \$6,000 by fire on the 25th.

## REMOVALS AND DEATHS.

J. R. Backhouse, general merchant, New Ross, N. S., is dead.

Walsh Bros., general merchants, Alameda, N.W.T., have removed to Oxbow.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Wm. Spur, general merchant, Edmunston, N. S., has assigned.

Thomas Williamson, grocer, St. Andrews, N. S., has assigned.

Jas. Lobbe & Co., wholesale merchants, Quebec, have assigned.

J. L. Doyle, general merchant, Bridgewater, N.S., has assigned.

Smith & Boothley, general merchants, Collingwood, Ont., have assigned.

John Calder, grocer, Woodstock, Ont., has assigned to Chas. S. Wilson, Ingersoll.

R. R. Young, general merchant, St. Andrew's Parish, N.W.T., has assigned.

A demand of assignment has been made of J. H. Knapton, general merchant, Bedford, Que.

Howard A. Munroe, general merchant, Bridgewater, N. S., is asking for an extension.

Owing to the dull times, Thomas S. Armstrong, general storekeeper, Fergus, has placed his affairs in the hands of Henry Barber & Co., Toronto. His assets and liabilities are nominally equal at about \$7,500.

W. L. Temple, tea merchant, has assigned to Osborne Blois. The liabilities are principally to English tea houses, several of whom are reported to have claims of from \$5,000 upwards. The assets are largely covered by the bill of sale and mortgage to Mr. Herbert Harris.

H. J. Bray, sen., also in the wholesale fruit trade in Toronto, met his creditors. The assignment was made to George Edwards on a total liability of \$4,000, principally with the view of realizing the assets of the business under a recent transfer to the debtor's son.

The insolvency of Gonee & Co., fruit and fish wholesalers, Colborne st, Toronto, has engaged the attention of their creditors at the office of George Edwards, to whom the assignment was made. The statement presented showed liabilities amounting to \$4,000. The debtor made the offer of a cash composition of 20 cents on the dollar, but this was refused by the creditors and the assignee was instructed to wind up the estate.

## WOMEN IN THE GROCERY TRADE.

It is noticed that the names of women are becoming more numerous among the business changes that are registered every week. Has the busy storeroom with its multitude of details to look after sufficient attraction to induce them to leave home for the counter? Probably a better solution would be furnished upon an investigation as to why women take upon themselves such arduous duties. In the majority of cases these women have succeeded their husbands in business, and we regret to add that it was in many cases because the latter had failed. There is a common law which makes the property of the wife and her earnings exempt from the husband's debts. Hence the frequent transfer of the business from husband to wife. The wife must take more or less interest in the business, and it may be said to her credit that she frequently not only pulls the establishment out of the financial straits into which it had drifted, but makes money. The number of women grocers is not cited to call the attention of the trade to the increase in failures, but rather as proof that a woman in some respects is peculiarly adapted to the

business. Among the subscribers of the Grocer we note more than one hundred women who have been actively engaged in the trade for years and the success of many of them has been remarkable.

Among the many good qualities exercised by the woman in business is caution. In all her transactions she looks to absolute safety and can seldom be induced to take any chances that might imperil her business or her future. She is anxious to make money, but she is not over-ambitious like a man, and her conservatism keeps her inside the danger line. She is afraid of entanglements and business complications and is determined to avoid them. She jealously guards her credits and knows more about the financial standing and character of her customers in one day than a man could find out in a week with the aid of a lawyer. She is an excellent collector, because Mrs. Jones and Mrs. Smith fear a woman's tongue more than a man's threat. For well they know that the female grocer could blast all their pretensions in local circles by hinting to the neighbors that they were wearing silks and satins at her (the grocer's) expense. She is in business for the sole business of making her living and she engages in no hap-hazard operations where she might lose her foothold. Loss of her little capital appears to her as an irretrievable calamity and fully appreciates the helplessness of her situation in case of failure. The various schemes which tempt men to invest money in untried goods have no attraction for her and she seldom has capital tied up where it yields no profit.

Another advantage possessed by women is the fact that they seldom have expensive habits. They are contented with the amusements and pleasures that are furnished at home, and can therefore be relied upon to give their best thoughts to business. It can also be said in their favor that the financial stand on which women receive credit does not warrant the wholesale houses in giving credit to men. That she should be the recipient of such extra confidence and favors can only be accounted for on the grounds of an established record she has made for herself in the mercantile world.—Chicago Grocer.

## NEW FACTS ABOUT THE DAKOTAS

is the title of the latest illustrated pamphlet issued by the Chicago, Milwaukee & St. Paul Railway regarding those growing states, whose wonderful crops the past season have attracted the attention of the whole country. It is full of facts of special interest for all not satisfied with their present location. Send to A. J. Taylor, Canadian Passenger Agent, No. 4, Palmer House Block, Toronto, Ont.

## GROCERS.

Our 3lb Package Soda Biscuits sell like Hot Cakes. TRY THEM.

JACKSON BROS.,  
GALT.

# An Easy Way to Make 150 Dollars.

In order to make the merits of "BARM" Yeast more widely known, and place it speedily on the market, we offer the following prizes in

## SOLID CASH

- 1st. 150 Dollars to the first wholesale traveller who sells 500 boxes.
- 2nd. 100 " " second " " " " " "
- 3rd. 50 " " third " " " " " "
- 4th. 10 " to every traveller who sells 100 boxes during March and April.

NOTE.—These boxes must be sold in the regular way to your retail customers.

This money should be easily earned for the following reasons :

- 1st—The Yeast is put up in 50 cent boxes, containing 2 dozen of the largest 5 cent packages on the market. You have therefore only to sell 250 dollars worth to get the prize.
- 2nd—The retailer makes 70 cents on his purchase of 50 cents, or 140 per cent. profit, being 60 per cent. more than he makes by selling any other yeast.
- 3rd—Each package contains 6 large cakes, at least 20 per cent. more yeast than the package of other makers, a great saving to the consumer.
- 4th—"Barm" Yeast is of exceptional merit, only requiring a trial to be appreciated, and we guarantee all goods to be thoroughly tested before leaving the factory.

The money has been deposited with the CANADIAN GROCER. We refer you to the proprietors of that paper, who will pay the amounts to the winners when satisfactory evidence of sales is furnished to them.

The "Barm" Yeast Manufacturing Co., 35 Wellington St. East, Toronto.



**REDUCED  
COST TO  
BUYERS.**

TORONTO BRANCH:  
29 FRONT ST. WEST.

Our "No. 1 Telegraph" matches are now packed in Woodboard Caddies, thus reducing the weight of the 10 gross case to about 60 lbs. but without reducing the quantity, size or quality. These caddies are printed in assorted colors and make a handsome display. The trade should send their orders at once. Consumers will buy no other matches.

# WESTERN ASSURANCE CO.

## ANNUAL MEETING.

The Forty-first annual meeting of the shareholders of the above Company was held at its offices in this city at noon yesterday.

Mr. A. M. Smith, President, occupied the chair and Mr. J. J. Kenny, Managing Director, was appointed to act as Secretary to the meeting.

The Secretary read the following

### ANNUAL REPORT.

The Directors beg to submit herewith their Annual Report, showing the transactions of the Company for the past year, together with a statement of its Assets and Liabilities on 31st December last.

The Premium Income, it will be observed, was \$1,754,262.25, after deducting the amount paid for re-insurance; and the receipts for interest on investments were \$43,732.78.

Although no serious conflagrations have occurred during the year fire losses, both in Canada and the United States, have been unusually numerous and severe, bringing the ratio of losses to premiums considerably above the average of ordinary year.

In the Marine Branch the volume of business has been somewhat less than in 1890, but the year's transactions have resulted more satisfactorily.

While the profit balance of \$40,120.67 is much less than that shown in the preceding annual balance sheet your directors feel that in view of the unfavorable results of the fire business for the year 1891 to companies generally there is cause for congratulation in the fact that the excess of income over expenditure with the balance at the credit of profit and loss account enabled them to pay two half-yearly dividends at the rate of ten per cent. per annum upon the paid-up capital without drawing upon the Company's ample reserve fund of \$900,000. The amount estimated as necessary to reinsure or run off all existing risks is \$578,654.19. Deducting this from the total surplus funds of the Company a net surplus of \$325,527.17 is shown over capital and all other liabilities.

One important result from the generally adverse experiences in fire underwriting for the year 1891 has been the withdrawal of a number of companies from the business. The risks of these retiring companies have been assumed by other and stronger companies, so that in no case have the policy-holders been sufferers, while the terms on which the business has been taken over have in most instances been such as will permit the winding up of the companies without loss to stockholders. The natural effect of these withdrawals will be the concentration of the business among a smaller number of offices, and concerted action where necessary to place it upon a more satisfactory basis. These movements, with a return to a normal loss ratio, which may be reasonably looked for, must eventually result favorably to the companies remaining in the field.

### Statement of Business for the Year Ending Dec. 31, 1891.

REVENUE ACCOUNT.	
Fire premiums.....	\$1,414,109 97
Marine premiums.....	607,970 31
Less re-assurances.....	\$2,022,080 28
	267,818 08
	\$1,754,262 25
Interest account.....	43,732 78
	\$1,797,995 03
Fire losses including an appropriation for all losses reported to Dec. 31, 1891.....	
	\$ 845,655 50
Marine losses, including an appropriation for all losses reported to Dec. 31, 1891.....	
	340,757 97
General expenses, agents' commission, etc.....	571,460 89
Balance to profit and loss.....	40,120 67
	\$1,797,995 03
PROFIT AND LOSS ACCOUNT.	
Dividend No. 60.....	\$25,000 00
Dividend No. 61.....	25,000 00
Sundry accounts written off.....	4,125 70
Balance.....	4,181 86

	\$56,307 06
Balance from last year.....	\$16,186 39
Profit for the year.....	40,120 67
	\$56,307 06
LIABILITIES.	
Capital stock, paid up.....	\$500,000 00
Losses under adjustment.....	122,645 78
Dividend payable Jan. 8, 1892.....	25,000 00
Reserve fund.....	\$9 0,000 00
Balance profit and loss.....	4,181 86
	904,181 86
	\$1,551,827 09

ASSETS.	
United States and State bonds.....	\$451,795 00
Dominion of Canada stock.....	211,417 50
Loan Company and Bank stocks.....	181,181 70
Company's building.....	65,000 00
Debentures.....	95,490 35
Cash on hand and on deposit.....	194,064 05
Bills receivable.....	46,601 08
Mortgages.....	6,834 88
Re-Assurances.....	38,392 82
Interest due and accrued.....	5,291 13
Agents' balances and sundry accounts	255,758 58
	\$1,551,827 09

A. M. SMITH, President.

J. J. KENNY, Managing Director.

Western Assurance Offices, Toronto, Feb. 16, 1892.

### Auditors' Report.

To the President and Directors of the Western Assurance Company:

GENTLEMEN,—We hereby certify that we have audited the books of the Company for the year ending 31st December, 1891, and have examined the vouchers and securities in connection therewith and find the same carefully kept, correct and properly set forth in the above statement.

R. R. CATHRON,  
JOHN M. MARTIN, F.C.A., } Auditors.

Toronto, Feb. 16, 1892.

In moving the adoption of the report the President said:

The Annual Report of the Directors, which has just been read, with its accompanying statements of the accounts of the Company, presenting as they do a clear synopsis of the past year's business and its results, render unnecessary any lengthened remarks or explanations from me. Compared with the figures of the preceding year you will have noticed a moderate and satisfactory gain in the net premium income, a considerable increase in the amount of losses incurred, and a marked reduction from the handsome profit balance which we were able to show as the result of our operations for the year 1890; and yet, notwithstanding this diminution in the profits on the business transacted last year, those of us who have watched from month to month the fire record of 1891 and have noted the inroads which in many instances it has made into the surplus funds which companies have accumulated in more prosperous years, cannot but feel that we are exceptionally fortunate in making so favorable a showing as is presented to you to-day. The Fire Insurance Companies the past year have proved a veritable "Waterloo," and in addition to winding up a number of smaller American companies we as Canadians must regret that it has resulted in the retirement of two of our own Companies, which have reinsured their risks with offices whose wider experience leads them to look beyond the records of such an exceptional year as the past one has proved.

The effect of this reduction in the number of competitors for business, judging from our own receipts thus far for the present year, is already being felt in the increased volume of premiums of the remaining companies and while in a business such as ours, subject to a large extent to elements beyond human control, it is impossible to forecast the probable results of any one year, we may safely rely upon the law of average asserting itself, and may fairly assume that by conducting our business on lines laid down by past experience, and adhering to a policy of just and liberal treatment of our insurers, we shall in the future, as we have heretofore, earn fair profits for our shareholders upon their capital.

A full consideration of the present conditions and prospects of the business, which I have briefly outlined, has led the directors to consider the question of increasing the capital stock of the company, and believing

that such action will be advantageous at the present time in strengthening in proportion to the growth of its business, the financial position of a home institution which already stands high in public confidence, they have taken advantage of the present gathering of its shareholders to call a special meeting at the close of this regular meeting to approve, as required by the Act of Incorporation, of an additional issue of stock.

I cannot close without bearing testimony to the zeal and watchful care manifested by our Managing Director in conducting the business of the Company, and the efficient manner in which the other officers have fulfilled their respective duties during an unusually trying year, and expressing my appreciation of the active and loyal services of the Managers of our various branch offices and the agents of the Company generally throughout its wide field of operations.

Mr. George A. Cox, Vice-President of the Company, said:

In seconding the adoption of the report last year (when after paying a 10 per cent. dividend, we carried \$75,000 to the reserve fund) I pointed out the necessity of providing in favorable years for less fortunate ones, such as the experience of all companies leads them to look for when fire losses exceed what may be regarded as an average ratio. The past year has been one to impress this lesson upon all companies. The experience of the "Western" however, I am glad to be able to add, has been more fortunate than a majority of companies operating in the same field. In Canada our loss ratio is (as it has been for several years past) below the average of all companies doing business here, while in the United States we compare favorably with the home and foreign companies which make returns to the New York Insurance Department. In the matter of expense in conducting business, our figures show that we are as low, if not lower, than most of the companies doing similar lines of business.

I quite concur in the President's expressions of regret at the winding up of some of our Canadian companies. It is a remarkable fact, however, that when an unsuccessful fire insurance company decides to give up business, its risks and its agents are readily assumed by some foreign corporation, and its stockholders, who get something beyond the market price for their stock, retire from the fire underwriting field, leaving the business to be carried on by the purchasing company through the same agents and usually under the same general manager as previously conducted it, but as Canadian institutions they cease to exist. I admit the necessity of foreign capital in fire insurance, but I believe there is also a field in this country for home companies, and I point with much satisfaction to the "Western" as evidence that a Canadian Company, under proper direction and management, can hold its own against all comers. Looking at its record for the five years preceding that embraced in this report, you find that during that term our total income was \$8,175,293; that we paid losses amounting to \$5,189,218; that our shareholders received in dividends \$246,000, and that we have added to our Reserve Fund \$240,000—not a bad showing for five years, and the general history of the Company for many years back shows equally favorable results.

I am glad that the Shareholders will have an opportunity of expressing an opinion upon the proposal to issue an additional \$200,000 of capital, divided pro rata amongst the present Shareholders. It is a most opportune time, while some of our Canadian companies are retiring from the field, for the Shareholders of the "Western" to strengthen the position of our own Company, and to express their confidence that a well-managed Canadian Fire Company affords safe and profitable investment to its Shareholders.

At the last annual meeting, when we had an exceptionally favorable showing, I congratulated our Managing Director and his faithful and competent staff upon the results of the year, and I feel that there is even more reason for doing so upon the report now submitted, when the "Western" makes such a comparatively favorable showing at the close of a year that has been so disastrous to many companies. I have pleasure, Mr. Chairman, in seconding the adoption of the report.

On motion of Mr. G. R. R. Cockburn, M. P., seconded by Mr. David McGee, a cordial

vote of thanks was passed to the President and Board of Directors for their services and attention to the interests of the company during the past year.

Messrs. John Stark and J. K. Niven, having been appointed scrutineers, the election of directors for the ensuing year was proceeded with, which resulted in the unanimous re-election of the old board, viz.: Messrs. A. M. Smith, George A. Cox, Hon. S. C. Wood, Robt. Beatty, A. T. Fulton, George McMurrich, H. N. Baird, W. R. Brock and J. J. Kenny.

At the close of the annual meeting, the question of increasing the capital stock of company to \$1,200,000 was submitted to a special meeting of the shareholders and un-animously approved; the new stock (\$200,000) to be issued at 25 per cent premium, and allotted to shareholders in the proportion of one share to every five held by them on 15th March next.

At a meeting of the Board of Directors held subsequently, Mr. A. M. Smith was re-elected President, and Mr. George A. Cox, Vice-President, for the ensuing year.

Restore goods to their proper places as soon after using as possible.

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



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

C. T. HEISEL,  
36-38 Lombard St.  
TORONTO.

A large number of Grocers handle  
**ROYAL DANDELION COFFEE**  
MADE BY  
**ELLIS & KEIGHLEY,**  
Toronto.

**The Norton Manufacturing Co.,**

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

MANUFACTURERS OF

**TIN CANS**

By Automatic Machinery.

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

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

When every other Food is rejected



Can be taken,  
Relished  
and Digested.

The Best Food for Invalids and Convalescents.

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

AGENTS FOR

The St. Lawrence Sugar Ref'g Co., Montreal.

The British America Starch Co., Brantford.

**THE CANADIAN GROCER PRICES CURRENT.**

TORONTO, Mar. 3, 1892.

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.**



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

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



WHITE STAR.	per doz
4oz tins, 3 doz in case	0 75
12 " 2 doz in case	2 00
5lb " 1 doz	9 00
5oz glass jars, 2 1/2 doz in case	1 10
10 oz glass jars, 2 doz in case	2 00
Bulk, per lb.	0 15



D.P. PRICE'S CREAM BAKING POWDER	doz. in case	Price p doz
Dime cans, 4	4	\$0 95
4 oz	3	1 40
6 "	3	2 00
8 "	3	2 60
2 "	1 to 4	3 90
16 "	1 to 3	5 00
2 1/2 lbs	1 or 1	12 00
4 "	1 or 1	18 25
5 "	1 or 1	22 75
10 "	1	44 00

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

Per doz.

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

**COOK'S FRIEND.**

(In Paper Packages.) Per doz

Size 1, in 2 and 4 doz boxes	\$2 40
" 10, in 4 doz boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 oz in case	3 00
12 oz tins, 3 oz in case	2 40
5 oz tins, 4 "	1 10
5 lb tins, 1/2 "	14 00
Ocean Wave, 1/4 lb, 4 doz cases	75
" 1/2 lb, 4 "	1 30
" No. 1, 2 "	1 90
" 1 lb, 2 "	2 20
" 5 lb, 1/2 "	9 60

**BISCUITS.**

TORONTO BISCUIT AND CONFECTIONERY CO.

Abernethy	8 1/2
Arrowroot	\$0 11
Butter	0 6
" 3 lbs	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2
Digestive	0 10
Daisy Wafer	0 16
Garibaldi	0 10
Gingerbread	0 11
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 06
People's Mixed	10 1/2
Pie Nuts	0 09
Prairie	0 08 1/2
Rich Mixed	0 14
School Cake	0 11 1/2
Soda	0 06 1/2
" 3 lb "	0 20
Sultana	0 11
Tea	0 11
Tid Bits	0 09 1/2
Variety	0 11
Village	0 07 1/2
Wine	0 08 1/2

**BLACKING.**

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

**BLACK LEAD.**

Reckitt's Black Lead, per box... 1 15  
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz., or 1/4 gro., 4 oz.

TELLIER, ROTHWELL & CO'S.

Royal Black Lead, per gross... \$1 80

F. F. DALLEY & CO.

Silver Star Stove Paste... 9 00  
Packed in fancy wood boxes, each box contains 3 doz.

**BLUE.**

Reckitt's Pure Blue, per gross... 2 10

TELLIER, ROTHWELL & CO'S.

Parisian Square Blue, per lb... 13 to 14c

**CORN BROOMS.**

CHAS. BOECKH & SONS, per doz

X Carpet, 4 strings, net	\$3 60
2 " 4 " "	3 20
3 " 3 " "	2 95
XXX Hurl 4 " "	2 90
1X " 4 " "	2 65
2X Parlor 4 " "	2 50
3 " 3 " "	2 25
4 " 3 " "	1 85
5 " 2 " "	1 50
Warehouse 4 " "	3 25
Ship 4 " "	4 00
1 Cable 2 wire bands, net	3 25
2 " 3 " "	4 00

**CANNED GOODS.**

Apples, 3's	\$1 00	\$1 10
" gallons	2 25	2 50
Blackberries, 2's	2 00	2 25
Blueberries, 2's	1 10	1 25
Beans, 2's	1 00	1 00
Corn, 2's	1 05	1 10
" Special Brands	1 30	1 60
Cherries, red pitted, 2's	2 25	2 40
Peas, 2's	1 10	1 15
Pears, Bartlett, 2's	1 10	1 75
" Sugar, 2's	1 50	1 50
Pineapple, Baltimore	2 40	2 50
" Bahama	2 90	3 00
Peaches, 2's	2 10	2 25
" 3's	3 00	3 50
" Pie, 3's	1 60	1 65
Plums, Gr Gages, 2's	1 75	2 00
" Lombard	1 75	2 00
Damson Blue	1 65	1 90

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

Are manufacturing their Choice Standard Brands of Tobaccos from Pure Virginia and Kentucky Leafs.

<p><b>CUT PLUG SMOKING :</b></p> <p><b>GOLD FLAKE.      HAND MADE.</b></p> <p><b>OLD FLAG.        UNCLE SAM.</b></p> <p><b>WIG WAG</b></p>	<p><b>FINE CUT CHEWING :</b></p> <p><b>GOLDEN THREAD.      GLOBE.</b></p> <p><b>HIGH COURT.      JERSEY LILY.</b></p> <p><b>VICTORIA.</b></p>
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A. Smith & Co., Cigar Manufacturers, London, having purchased the Stock and Plant of the above company will continue to manufacture the above first class tobaccos.

*Prices Current, Continued—*

Pumpkins, 3's .....	0 90	1 00
"      gallons .....	3 00	3 25
Raspberries, 2's .....	2 25	2 40
Strawberries, choice 2's ..	2 25	2 40
Succotash, 2's .....	1 50	1 65
Tomatoes, 3's .....	1 05	1 10
Finnan haddies .....	1 50	
Lobster, Clover Leaf .....	2 25	
"      Crown .....	2 75	
"      Other brands .....	1 90	2 10
Mackerel .....	1 00	1 10
Salmon, Horseshoe, talls ..	1 40	
"      flats .....	1 70	
"      white .....	1 10	1 25
Sardines Albert, 1/2's tins ..	11 1/2	
"      1/4's .....	18	
"      Martiny, 1/2's .....	10	10 1/2
"      1/4's .....	16	17
"      Other brands, 9 1/2 ..	11	16 1/2
"      P & C, 1/2's tins .....	23	25
"      1/4's .....	33	36
Sardines Amer, 1/2's .....	6 1/2	8
"      1/4's .....	9	11

**CANNED MEATS.**  
(CANADIAN)

Comp. Corn Beef 1 lb cans	\$1 50	\$1 65
"      2      "	2 55	2 70
"      4      "	4 80	5 00
"      6      "	8 00	8 25
"      14      "	17 50	18 50
Minced Collops, 2 lb cans ..	2 60	
Roast Beef .....	1 50	
"      2      "	2 60	2 75
"      4      "	4 75	
Par Ox Tongue, 2 1/2      "	8 00	8 25
Ox Tongue .....	7 85	8 00
Lunch Tongue .....	3 25	
"      2      "	6 00	6 25
English Brawn .....	2 75	2 80
Camb. Sausage .....	2 50	
"      2      "	4 00	
Soups, assorted .....	1 35	1 50
"      2      "	2 25	
Soups & Bouilli .....	1 80	
"      6      "	4 50	
Potted Chicken, Turkey, or		
Game, 6 oz cans .....	1 60	
Potted Ham, Tongue or Beef, 6		
oz cans .....	1 35	
Deviiled Tongue or Ham, 1/2 lb		
cans .....	1 40	
Deviiled Chicken or Turkey,		
1/2 lb cans .....	2 25	
Sandwich Ham or Tongue, 1/2		
lb cans .....	1 50	
Ham, Chicken and Tongue, 1/2		
lb cans .....	1 75	

**CHEWING GUM.**

ADAMS & SONS	
To Retailers	
Tutti Frutti, 36 5c bars .....	\$1 20
Monte Cristo, new 180 .....	1 30
(with brilliant stone ring)	
Sappota, 150      "	1 00
Sweet Fern, 230      "	0 75
Red Rose, 115 pieces .....	0 75
Magic Trick, 115      "	0 75
Oolah, 115      "	0 75
Puzzle Gum, 115      "	0 75
Bo-Kay (new), 150 pieces .....	1 00
Mexican Fruit, 36 5c. bars .....	1 20

**C. T. HEISEL.**

To Retailers per box	
Red Jacket, 115 pieces .....	0 75
Royal Fruit, 36 5c. pkgs. .....	1 20
Digestive, 120 pieces .....	0 80
Largest Heart, 150      "	1 00
Globe picture, 150      "	1 00
C. R. SOMERVILLE.	
Mexican Fruit, 36-5c. Bars ..	1 20
Pepsin (Dyspepsia), 20-5c. Bars	0 70
Sweet Sugar Cane, 150 pieces	1 00
Celery, 100      "	0 70
Lalla Rookh (all flavors) 100 "	0 70
Jingle Bell, 150      "	1 00
Cracker, 144      "	1 00
O-Dont-O, 144      "	1 00
Little Jap, 100      "	0 70
Dude Prize, 144      "	1 00
Clock Gum comprising 500 pieces	
Gum (assorted flavors), and 1	
"Little Lord Fauntleroy" clock	
(guaranteed.) .....	3 75

**CHOCOLATES & COCOAS.**

TODHUNTER, MITCHELL & CO'S.	
Per lb.	
Chocolate—	
French, 1/2's .....	6 and 12 lbs. 0 30
Caracas, 1/2's .....	6 and 12 lbs. 0 35
Premium, 1/2's .....	6 and 12 lbs. 0 30
Sante, 1/2's .....	6 and 12 lbs. 0 26
Diamond, 1/2's .....	6 and 12 lbs. 0 24
Sticks, gross boxes, each ..	1 00
Cocoa, Homopate, 1/2's, 8 & 14 lbs	30
"      Pearl .....	25
"      London Pearl 12 & 18      "	22
"      Rock .....	30
"      Bulk, in bxs .....	18
BENSCHORP'S ROYAL DUTCH COCOA.	
1/2 lb. cans, per doz .....	\$2 40
"      1/4      "	4 50
"      1      "	8 50

**JOHN P. MOTT & CO'S**

R. S. McIndoe, Agent, Toronto.)	
Mott's Broma .....	per lb \$0 30
Mott's Prepared Cocoa .....	28
Mott's Homopate Cocoa (1/2's)	32
Mott's Breakfast Cocoa .....	35
Mott's Breakf. Cocoa (in tins)	40
Mott's No. 1 Chocolate .....	30
Mott's Breakfast Chocolate ..	28
Mott's Caracas Chocolate .....	25
Mott's Diamond Chocolate .....	22
Mott's French-Can. Chocolate ..	20
Mott's Navy or Cooking Choc. ..	26
Mott's Cocoa Nibs .....	30
Mott's Cocoa Shells .....	5
Mott's Vanilla Chocolate stick	22 & 24
Mott's Confec Chocolate .....	22c-40
Mott's Sweet Choc. Liquors 21c-30	

**COWAN COCOA AND CHOCOLATE CO.**

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

**Chocolates—**

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

**WALTER, BAKER & CO'S**

Chocolate—	
Pre'm No. 1, bxs. 12 & 25 lbs each	40
Baker's Vanilla in bxs 12 lbs each	52
Caracas Sweet bxs 6 lbs each, 12	
bxs in case .....	53
Eagle, sweet & spiced, bxs 12 lbs	
each .....	33
Vanilla Tablets, 416 in box, 24 bxs	
in case, per box .....	3 6
Spanish Tablets, 100 in box, 12 bxs	
in case .....	3 00

German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes,	
12 lbs each .....	20
Grocers' Style, in cases 24 boxes, 6	
lbs each .....	20
48 Fingers to the lb, in cases 12 bxs	
12 lbs each .....	25
48 Fingers to the lb, in cases 24 bxs	
6 lbs each .....	25

Cocoa—	
Pure Prepared boxes, 12 lbs each	40
Cracked, boxes, 30 lbs each, 1 lb	
and assorted papers .....	32
Cracked, in bxs, 12 lbs., each, 1 lb.	
papers .....	32
Cracked, in bags, 6, 10 & 25 lbs each	32
Cocoa and shells, 12s and 25s ..	30

Breakfast Cocoa—	
In bxs, 6 & 12 lbs., each, 1 lb. tins	45
In boxes, 12 lbs., each, 1 lb. tins,	
decorated canisters .....	45
Broma—	
In boxes, 12 lbs., each, 1 lb. tins ..	40

GIBSON & GIBSON'S per lb	
Sydney Gibson's Cocoa, 1/2's .....	0 30
Dr. Clarke's Cocoa, 1/2's and 1/4's, 5	
tins .....	0 45
Soluble Cocoa bulk in boxes .....	0 18
Prepared do .....	0 22
Sydney Gibson's Chocolate, 1/2's,	
and 1/4's .....	0 30
Gibson's Rock do 1/2's .....	0 28
Dr. Clarke's do do 1/2's .....	0 30

Confectioners' Pure Chocolate	
10 lb. blocks .....	0 30
Vanilla choc. sticks, per gross 1 0c	
per doz .....	2 25
Gibson's Icina, 1 lb (24 lbs in case)	1 25
do do 1/2 lb (24 lbs in case) ..	1 25
Packed, chocolate, pink or white	
assorted, or if required, any kind	
separate.	

**CLOTHES PINS.**

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

**CHAS. BECKER & 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	
<b>COFFEE.</b>		
GREEN      c. per lb		
Mocha .....	28, 32	
Old Government Java .....	27, 32	
Rio .....	17, 20	
Plantation Ceylon .....	25, 31	
Porto Rico .....	24, 26	
Guatemala .....	24, 26	
Jamaica .....	22, 23	
Maracaibo .....	24, 26	

**WHOLE ROASTED OR PURE GROUND**

ELLIS & KEIGHLEY'S	
c. per lb	
Java .....	33, 34
Java and Mocha .....	34, 36
Plantation Ceylon .....	35

Arabian Mocha .....	37
Santos .....	28, 28
English Breakfast .....	16, 24
Royal Dandelion in 1 lb tins .....	26

**TODHUNTER, MITCHELL & CO'S**

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

**J. W. COWAN & CO.**

Standard Java in sealed tins,	
25 and 50 lbs .....	36
Standard Imperial in sealed	
tins, 25 and 50 lbs .....	32
Standard Blend in sealed tins,	
25 and 50 lbs .....	33
Ground, in tins, 5, 10, 15 and	
25 lbs .....	30 30
Say's Parisien, in 1/2 and 1 lb tins	30

**DRUGS AND CHEMICALS.**

Alum .....	lb \$0 02	\$0 03
Blue Vitriol .....	0 06	0 07
Brimstone .....	0 03	0 05 1/2
Borax .....	0 12	0 14
Camphor .....	0 65	0 75
Carbolic Acid .....	0 80	0 50
Castor Oil .....	0 10	0 11
Cream Tartar .....	0 30	0 31
Epsom Salt .....	0 01 1/2	0 02
Paris Green .....	0 16	0 17
Extract Logwood, bulk	0 13	0 14
"      boxes .....	0 15	0 17
Gentian .....	0 10	0 13
Glycerine, per lb .....	0 17	0 20
Hellebore .....	0 16	0 17
Iodine .....	5 50	6 00
Insect Powder .....	0 30	0 35
Salpêtre .....	0 08 1/2	0 09
Soda Bicarb, per keg .....	2 56	2 75
Sal Soda .....	1 00	1 25
Madder .....	0 12 1/2	

**ALWAYS ORDER RECKITT'S BLUE.**

Prices current, continued—

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

EXTRACTS.

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

FIRE LIGHTER.

"Star" Fire Lighter, per gross \$1 70

FLUID BEEF.

JOHNSTON'S, MONTREAL.

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

FRUITS.

FOREIGN.

Currants, Provincial, bbls.	5 6
" " " bbls	5 6
" " " cases	6 6 1/2
" Filiatras, bbls	6 6 1/2
" " " bbls	6 6 1/2
" " " cases	6 6 1/2
" Patras, bbls	6 7 1/2
" " " bbls	7 7 1/2
" " " cases	7 7 1/2
" Vostizzas, cases	7 9 1/2
" " " cases	8 1/2 10
" 5-crown Excelsior (cases)	9 1/2 10
" " " case	9 1/2 9 3/4
Dates, Persian, boxes	5 1/2 6
Figs, Elemes, 14 oz., per box	9
" 10 lb boxes	11 1/2 12 1/2
" 20-lb " "	12 1/2 13
" Seven-Crown " "	16 1/2 17
Prunes, Bosnia, cases, new	5 1/2 5 1/2
" " " cases, new	6 1/2 7 1/2
Raisins, Valencia, offstalk	3 4
" " " old	3 4
" " " New offstalk	5 1/2 6
Selected " "	7 1/2 8
Layers " "	7 8
Paisins, Sultanas " "	9 13
" " " Elemes " "	9 13
London layers	2 25 2 65
Loose muscatels	2 20 2 50
Imperial cabinets	2 75 3 00
Connoisseur clusters	3 50 3 80
Extra dessert " "	4 25 4 75
" " " qrs.	1 25 1 80
Royal clusters	5 00
Fancy Vega boxes	6 75 6 80
Black baskets	3 50 4 00
" " " qrs	1 10 1 30
Blue " "	4 00 4 25
Fine Dehesas	5 40 5 50
" " " qrs	1 80 1 90

Lemons, Messinas	3 50 4 50
" " " Palermos	3 50 4 50
Oranges, Floridas	2 60 3 25
Valencias	3 75 4 25

DOMESTIC.

Apples, Dried, per lb.	0 04 0 05
do Evaporated	0 07 0 08

FISH.

Oysters, per gallon	1 25 1 30
" select, per gallon	1 60 1 70
Pickarel " per lb	0 06
Pike " do	0 04 1/2
White fish " do	0 07 1/2
Manitoba White fish do	0 08 1/2
Salmon Trout " do	0 07 0 08
Lake herring " do	0 04
Pickled and Salt Fish:	
Labrador herring, p. bbl	6 00 6 25
Shore herring " "	5 00
Salmon trout, per 1/2 bbl	5 00 5 50
White Fish, 1/2 bbl	5 50 5 75
Dried Fish:	
Codfish, per quintal	5 25 5 75
" cases	5 00 5 50
Boneless fish " per lb	0 04 1/2
Boneless cod " "	0 08 1/2 0 08
Smoked Fish:	
Finnan Haddies, per lb	0 07 1/2 0 08 1/2
Bloaters " per box	1 00 2 25
Digby herring " "	0 15
Sea Fish: Haddock per lb	0 05
Cod " "	0 07 1/2
B.C. salmon " "	0 13
Market Cod " "	0 04 1/2
Flounders " "	0 05
Smelts " "	0 05 0 07
Mackerel " "	0 09

GRAIN.

Wheat, Fall No. 2	0 93 0 94
" " " Red Winter, No 2	0 93 0 94
Wheat, Spring, No 3	0 90 0 91
" " " Man Hard, No 1	1 03 1 05
" " " No 2	1 00 1 01
" " " No 3	0 93
Oats, No 2, per 34 lbs	32 1/2 33 1/2
Barley, No 1, per 48 lbs	56 57
" " " No 2 extra	51 52
" " " No 3	48 49
Rye	87 90
Peas	62 63
Corn	50 52

HAY & STRAW.

Hay, Pressed, "on track	11 50 12 00
Straw Pressed, " "	6 00 6 50

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto	
50 to 60 dy basis	2 30
40 dy " "	2 35
30 dy " "	2 40
20, 18 and 15 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 50
3 dy C P	3 20

HORSE NAILS:	
" " " 60 and 5 per cent. from list.	
HORSE SHOES:	
From Toronto, per keg	3 70

SCREWS: Wood—

Flat head iron 7 1/2 p.c. dis	
Round " " 7 1/2 p.c. dis.	
Flat head brass 7 1/2 p.c. dis.	
Round head brass 70 p.c.	

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

1st break (25 in and under)	1 40
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	0 12 1/2
Sisal	0 10 1/2
New Zealand	0 08 1/2

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

SHOT: Canadian, dis. 7 1/4 per cent.

HINGES: Heavy T and strap	0 04 1/2 0 05
" " " Screw, hook & strap	0 03 1/2 0 04 1/2

WHITE LEAD: Pure Ass'n guarantee ground in oil.	
25 lb. irons	5 1/2 5 1/4
No. 1	5
No. 2	4 1/2
No. 3	4

TURPENTINE: Selected packages, per gal	0 57 0 58
LINSEED OIL per gal, raw	0 56 0 58
Boiled, per gal	0 59 0 61
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
" " " No. 2	13 25
" " " No. 3	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" " " No. 2	9 00
" " " No. 3	8 00
" " " No. 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.

Jams assorted, extra fine, 1's	2 35
Jellies, extra fine 1's	2 25
TORONTO BISCUIT & CONFECTIONERY CO	
Per lb	
Jams, absolutely pure—apple	30 06
Family " "	0 07
Black and Red currant, Rasp- berry, Strawberry, Peach and Gooseberry per lb	0 12
Plum	0 10
Jellies—pure—all kinds	0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.	
Marmalade—orange	0 12

LARD.

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

LICORICE.

YOUNG & SMYLIE'S LIST.

5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box	1 25 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 85
Tar Licorice and Tolu Wafers, 5 lb cans per can	2 00
Licorice Lozenges, 5 lb glass jars	1 75
Licorice Lozenges 5 lb cans	1 50
Purity" Licorice, 200 sticks, 100	0 75 1/2
Imitation Calabria, 5 lb bxs p lb	0 25

MINCE MEAT.

BRYANT, GIBSON & CO.'S—TORONTO.  
Mince Meat, 1/2 gal glass jars, \$9 50  
Ditto 25 and 40 lb pails, per lb. 12 1/4 c

J. H. WETHEY'S—ST. CATHARINES

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

MUSTARD.

ELLIS & KRIGHLEY'S	cts
Durham, Fine, in 1/2 and 1 lb tins	25
" " " per lb.	25
" " " Fine, in 1 lb jars	22
" " " Fine, in 4 lb jars	70
" " " Ex Sup. in bulk, per lb	30
" " " Superior, in bulk, p lb	30
" " " Fine, " "	15

COLMAN'S AND KEENE'S'

In 4 lb jars	75
In 1 lb jars	25
D. S. F., in tins, per lb	41
" " " in 1/2 lb tins	42
" " " in 1/4 lb tins, per lb	44
D. F. in 1/2 lb tins, per lb	26
" " " 1/4 lb tins, per lb	28

NUTS. per lb

Almonds, Ivica	14 15
" " " Tarragona	13 15
" " " Fornigetta	13 14
Almonds, Shelled Valencia	28 30
" " " Jordan	40 45
" " " Canary	28 30
Brazil	10 12 1/2
Cocoanuts, per 100	6 00
Filberts, Sicily	10 11
Pecans	11 15
Peanuts, roasted	11 13
" " " green	9 10
Walnuts, Grenoble	14 15
" " " Bordeaux	10 11
" " " Naples, cases	12 13
" " " Marbots	12 13
" " " Chilis	12 13

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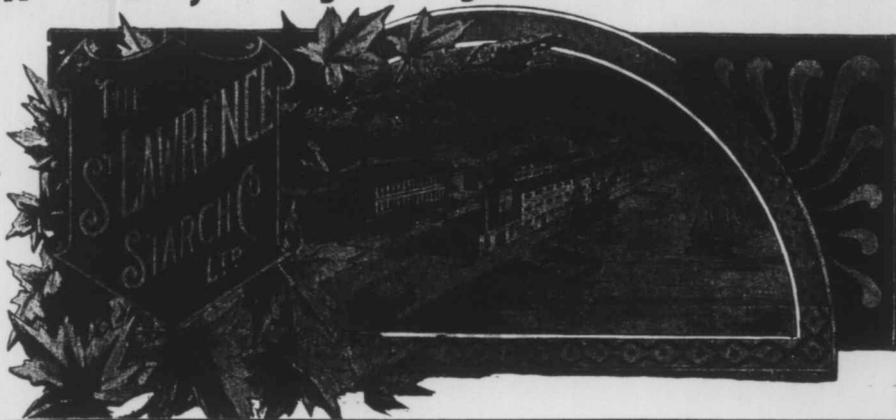
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MOLASSES. Trinidad, in puncheons... New Orleans, in bbls... Porto Rico, hdds... barrels...

SOAP. Ivory Bar, 1 lb. bars... Do. 2, 6-16 and 3 lb bars... Primrose, 4 1/2 lb bars, wax W... John A. cake, wax W. per doz... Mayflower, cake... Gem, 3 lb bars per lb... Queen's Laundry, per bar... Pride of Kitchen, per box... Sapolio, 1/2 gross boxes... per gross, net cash...

MORSE'S SOAPS. Mikado (wrapped)... Eclipse... Stanley Bar... DeLance... Toronto, 12 oz... Ruby, 10 oz... Monster, 8 oz... Detroit, 14 oz... Lily White... Everyday... Queen City, 14 oz...

Mottled in 5 box lots, 100 bars... Floater (boxes free)... Electric... Hard Water Electric... Royal Laundry... Octagon...

Royal Magnum... Anchor, Assorted... Morse's Assorted... Morse's Rose... Windsor... Bouquet, paper and wood... Prize Magnum, White Castile... Honey... Glycerine... Oatmeal... Sweet Briar... Extra Perfume... Old Brown Windsor Squares...

White Lavender... White Castile Bars... White Oatmeal... Persian Boquet, paper... Oriental... Pure Coconut, 3 doz. bxs, wood... Heliotrope paper... Carnation... Rose Boquet... Cocoa Castile... Arcadian... New Arcadian, per gross... Ocean Boquet... Barber's Bar, per lb... Magnolia... Oatmeal... Unscented Glycerine... Grey Oatmeal... Plain Honey... Plain Glycerine... Plain Windsor... Fine Bouquet... Morse's Toilet Balls... Turkish Bath... Infants' Delight...

TEAS. CHINA GREENS. Gunpowder... Cases, extra firsts... Half chests, ordinary firsts... Young Hyson... Cases, sited, extra firsts... Cases, small leaf, firsts... Half chests, ordinary firsts... seconds... thirds... common... PING SUEYS. Young Hyson... Half chests, firsts... seconds... Half Boxes, firsts... seconds...

JAPAN. Half Chests... Choice... Choice... Finest... Good medium... Medium... Good common... Common... Nagasaki, 1/2 chests Pekoe... Oolong... Gunpowder... Siftings... Congou... BLACK. Half Chests, Kaisow, Mon- ing, Pakling... Caddies, Pakling, Kaisow... OOLONG. Half chests Formosa... Caddies... ASSAMS. Chests, Pekoe and Souchong... Boxes, Foochow and Canton... ORANGE PEKOE. Boxes, Foochow and Canton...

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Lily, 7's... Diamond Solace, 12's... Mvrtle Cut Smoking, 1 lb tins... 1 lb pg, 6 lb boxes... oz pg, 5 lb boxes... GLOBE TOBACCO COMPANY. CUT SMOKING TOBACCO.

The Old Flag, 1/2 lb. in 5 lb boxes... 1 lb. Fancy Tins... Gold Flake, 1-5, 6 lb boxes... Hand Made, 1-5, 6 lb boxes... 1-5, 6 lb... 1 fancy tins... 1 glass jars... 1 glass jars...

GRANULATED SMOKING TOBACCO. Uncle Tom, 1-5, 6 lb boxes... 1-10, 6, lb... LONG CUT SMOKING TOBACCO. Wig Wag, 1/2, 6 lb boxes... 1-5, 6 lb... 1-10, 6 lb...

FINE CUT CHEWING TOBACCO. Golden Thread, 5 & 10 lb pails... Globe... Victoria... High Court... Jersey Lilly... Golden Thread 16" Foil in, 1-1 gro boxes, per gross... Solace " 1-16" Foil in 1/2 gro. boxes, per gross...

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VINEGAR. A. HAAZ & CO. XX, W.W... XXX, W.W... Honey Dew... Pickling... Malting... THE BADGEROW DIXON VINEGAR CO. French Bordeaux... Tarragona... Triple... Fruit Vinegar... Pickling... XXX... Extra XX... XX... Cider Vinegar... Honey Vinegar... Eng. Malt Vinegar... Bottled Malt Vinegar, qts... Methylated Spirits...

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*Public Analyst for the District of Montreal, and Professor of Chemistry.*

CHEMICAL LABORATORY, MEDICAL FACULTY, MCGILL UNIVERSITY.

MONTREAL, September 9th, 1887.

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Yours truly,

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The same applies to grocers and general merchants. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A doctor reads much that he already knows, so does a lawyer. So does a number of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

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