



VOL. V.

TORONTO, AUGUST 7, 1891.

No. 32

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THE CANADIAN GROCER
& GENERAL STOREKEEPER

PUBLISHED WEEKLY
 \$2.00 PER YEAR

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 and General Storekeepers.

Vol. V.

TORONTO, AUGUST 7, 1891.

No. 32

J. B. McLEAN,
 President.

HUGH O. McLEAN,
 Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
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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.

The consumption of sugar in this country since the middle of last June far exceeds that of any former summer in our history. The high rate of activity at which it began has been steadily kept up, and the capacity of the demand could not have been more markedly increased by the sudden addition of a couple of millions to our population, than it has been by the real causes. Those causes are the removal of the duty and the uncommon yield of small fruits. It was expected that the cheapness of sugar would greatly expand the demand for small fruits and so make these dearer, but the fruits came to hand so much faster than the sugar did that prices ruled generally low for them. The process of the refiners was a slower one than the ripening process of nature. Yet the season was favorable to the sugar situation. There could not have been better weather. It was just sufficiently tempered by coolness to bring the large fruit crop into gradual maturity. In most summers the demand has a shorter spell of it, all classes of small fruits thronging together more closely, and making the necessity for sugar more urgent over the shorter space of time.

There is being more fruit put down this year by housewives throughout the country than there ever was before, as never before was the cost of raw material so cheap, and canning material was never cheaper. In this fact native canning houses have an extra inducement to look to an export trade for the better placing of their fruit output. There is a much more limited market for it at home than there ever was before, while the demand from Great Britain, Germany and some other countries has possibilities in it that will probably more than counter-balance the falling off of the home demand, and maintain a larger fruit-canning industry here. The possible direct and indirect effects of the removal of the sugar duty are many and interesting.

* * * *

One effect that might naturally be looked for to show itself before this is a distinct advance in the price of raw. With an average of nearly two cents a pound taken off the sugar consumed by the two English-speaking nations of this continent, a vast addition to the world's consumption is made, one that the stock of raw could scarcely be expected to be prepared for. Of course, the removal of the United States duty on the 1st of April last was not like the removal of ours on the 17th of June—a sudden step. It was provided for by a revision of the tariff that took general effect in the previous October. To a considerable extent the growers were therefore forewarned that an unusual consumption would rule this year, though as to Canada's part in the increase neither growers nor refiners could anticipate it, as the removal of the duty was not preceded by any announcement of the Government's intention in that respect.

* * * *

Another effect foreseen but, unlike the advance in price, now realized, is a larger importation of raw on the part of wholesale

grocers. Though the price of yellow refined is very low there is a demand for raw, both of darker and brighter grades than the lowest refined. This has been responded to by stocks of Trinidad, Barbados and Demerara sugars which have been brought in in large quantities. The trade in these grades is not now at its best, the call for granulated monopolizing present attention, but there is likelihood that they will divide with yellows the trade which has heretofore fallen altogether to the latter. Here raw sugar is duty-free up to No. 14 Dutch standard, but in the United States it is free up to No. 16. If it were free up to the same limit in this country there is little doubt that yellow refined would be still lower with us or the lowest grades would not be turned out, as the rivalry of raw for cooking purposes would have odds against lowest grade yellows in popularity and in price. All the applications to which the cheaper sugar will be put, now that it is so very low priced, have probably not yet been anticipated. One that has come under observation more generally than ever before is its use in the dairy. Some butter-makers, to make their product retain its sweetness, or probably to impart sweetness where there was none inherent, add sugar nowadays. The nasal sense and the palate may both be pleased by the addition, but neither can be deceived by it.

* * * *

Despite the fact that an unprecedented demand has been experienced in the United States, the price of granulated has kept pretty steady in the New York market. United States consumption for the past half of this year has increased about 20 per cent. over that of the corresponding half of last year, and the sugar supplies of the world appear not to be in excess of those of a year ago. The stationary price of granulated in the face of these facts seems inexplicable upon any other theory than that the United States refiners aim to keep down the price of raw. Prices here cannot well go up until a pending contracts are filled.

HOG PRODUCTS.

The market is approaching its usual summer bareness in hog products. Heavy mess pork is all but done, whether of Canadian or United States packing. Long clear bacon is getting low, and stocks will soon have to be replenished by importation, that being an annual necessity at this time of year. Smoked meats are in limited compass, a shortage being foreshadowed in hams especially. Pure lard is becoming a scarce article, being in slender stock and divided among only two or three holders. The situation of the market for all hog products is, so far as internal circumstances determine it, unusually strong. Outside influences are at one with inside conditions, and if this market were strictly in sympathy with that of Chicago, there would be a considerable advance in most lines, in long clear perhaps more than in anything else. The price at which the various products can be imported now are much higher than those at which provision houses here are selling.

The consumption of long clear bacon in summer is very large. It shares with smoked meats the position of equivalent for fresh meats where the supply cannot be laid in daily. The cheapness makes it a substitute for these even where they are easily available, and as well gets it a part of the summer consumption, many people using it because it is cheaper than smoked meats. The laboring classes and the farmers maintain the demand for it.

New supplies will begin to be put in cure to replenish the stocks of smoked meats in about a month. They will, however, not be converted into smoked meats for about 60 days after they are cut up. Already the market for dressed hogs is beginning to assume its preliminary features. Outsiders are offering rail lots but at high prices, their attitude so far being firm for \$7.50. But before new smoked stock can be got ready for trade there will be great scarcity here.

THE BUTTER MARKET.

The lethargy which now holds the butter market as in a spell, is not unlikely to be a ruling feature for some time. The low prices going have been current for many weeks. One of two effects low prices in summer always have. They either lead to accumulation at central points like Toronto, or they cause a falling off of supplies from the country stores where butter is collected—in other words, they cause accumulation among the retailers. The latter is the effect this year, and indeed is the one most commonly consequent upon low prices. If it were not so, it would mean that buyers had to do the holding and prices would drop farther on that account. It is usually, however, a better course to sell June and July butter at such prices as can be got now than

to hold for higher ones. The fallacy upon which every dealer counts is, that the market is dull now because the offers are excessive, and that the carrying off of this excess will be followed by better prices when there will be less butter to sell. The prices obtained on a late autumn or a winter market are always far below those to be had at this time of year, so that it is best to sell butter when it is fresh and new.

The present dulness is not owing to any appreciable over-supply of butter. There is no lack of butter; all can be had that is wanted for local consumption at the easy prices that prevail. But the supply would be much greater if there were no reserve on the part of country holders. They will not take the prices that the export market offers, and they consequently hold on to the stock. Canadian butter is not making the pressure upon the market that keeps prices for export at their present low level. The quantity of it upon the market is not great enough for that, while the quality is not below the average of former years. As a matter of fact, the quality is better, the moderately dry weather of spring and early summer having produced a less luxuriant herbage than the cows fed upon a year ago. The rank growth of the grass crop of '90 was one cause of a good deal of the butter of that year going off flavor. The easy prices of dairy butter makes business dull in creamery stock. There has been remarkably little creamery butter handled here this year.

The cause of the dulness must be looked for outside. Exporters can get the very best creamery for their customers abroad, laid down here from the United States at 17c. That price is not inclusive of duty, because there is no duty on butter brought in for export. The butter is shipped and may be kept stored in bond, and as it costs only about $\frac{3}{8}$ c. per lb. to store it from now till January, it can be kept if need be for a better market and yet undersell Canadian creamery. Fancy Elgin is said to be the equal to our best, and it is offered from Chicago at 17c., while other fancy goods are quoted at 16 $\frac{1}{2}$ c., with 16c. for storage grades and occasional lots at 15 $\frac{1}{2}$ c. This is enough to make our creamery as well as our dairy butter dull. Fancy ladles are offered from the same source in car lots, half No. 1 and half No. 2, at 12 $\frac{1}{4}$ to 12 $\frac{1}{2}$ c. for the No. 1 and at a cent lower for the No. 2. Our dairy butter cannot sell for 14c. on foreign account while these prices hold. Canadian shippers are buying and storing at Montreal from United States houses, that course enabling them to supply butter to the English market, while to depend on the Canadian supply would make business impossible.

The manufacturers of French matches are now agreed upon prices. Their list is now out, quoting French matches at \$3.50 in small lots.

DECEIT IN SELLING GOODS.

Misrepresentation in the sale of goods as well as in the affairs of life do not add to the profit of those who use this means to secure trade. The truth can as well be spoken, and it will aid in the establishing of reputation to those who practice the same. One reason why many of the most successful of our retail grocery firms have obtained and held the trade they serve, is because of the truthfulness of statements made concerning goods sold by them. They have secured the confidence of their patrons, and this is the keynote of success. We allude to this matter because we had occasion to call upon a grocer lately, who during our visit had quite a wrangle with a lady who had purchased two pounds of best butter, quoted on a placard at the price of twenty-three cents a pound. When she paid for same the grocer charged at the rate of twenty-five cents a pound. To this she objected, and rightly so. The grocer claimed that while he offered his best butter at twenty-three cents he did not mean his Elgin creamery butter. This was certainly a most foolish argument. The lady contended that there was gross deception on the part of the grocer and that "best" did not mean second quality. She did not take the butter, and left the store in a frame of mind that may prove an injury to the grocer.

Is there any doubt about such business methods being detrimental? A grocer who pursues such a course injures not alone his own reputation, but gives opportunity for many unpleasant and unjust criticisms by those who delight to slur and ridicule efforts made to elevate the trade. There is no surer way to drive away trade than to make misrepresentation. It is bound to leak out. The grocer who thinks he can fool his patrons will find out when too late that he has been fooling himself. Better follow the golden rule, treat your patrons as you want to be treated, and you will secure their confidence, respect and support.—Retail Grocers' Advocate.

TOO IMPORTANT.

A certain dry goods clerk was in the habit of saying to his associates that the concern would find it pretty hard to get along without him. These remarks came to the ears of the senior partner, and he called the clerk into the inner office.

"Mr. Jenkins," he began, "you have been very efficient, and we highly appreciate your services, but we have heard it said that if you were to die, the business could not possibly survive the loss. This has worried us a good deal, for you, like all the rest of us, are liable to drop off suddenly.

"We have concluded, therefore, for our peace of mind, to experiment while we are both in good health, and see if the concern can bear up under your loss. You will accordingly consider yourself dead for one year, and we will try to get on without you for that length of time."

THE CHINA TEA TRADE.

Mr. Consul Gardener of Hankow in a report just issued, has a good deal to say about the tea trade, a synopsis of which we reproduce from the London Grocer as follows: The advantages Indian and Ceylon tea growers have over those in China may be recited as follows: First, greater command of capital; second, facility of obtaining loans at a lower rate of interest; third, freedom from likin, octroi, and export duty; fourth, command of a better and cheaper labor market; fifth command of chemical and agricultural knowledge; sixth, better acquaintance with tastes and requirements of purchasers; seventh, easier modes of transport; eighth, great nearness to countries that purchase; ninth, enormous public works facilitating irrigation in dry seasons and preventing floods in wet seasons; tenth, large size of tea estates; eleven, better machinery.

First—Greater command of capital. In India and Ceylon tea estates are generally owned by companies, consisting of many share-holders, whose livelihood is not dependent on the out-turn of the estate for a year or two. The companies can consequently afford to carry on business at a loss for several years; can purchase expensive land, machinery and plant; and can spend large sums of money on experiments, on agents, and on investigating the tastes and requirements of purchasers.

Second—Facility of obtaining loans at a lower rate of interest. The Indian tea grower can borrow money at from 4 per cent. to 5 per cent. a year, while the Chinese tea grower has to pay from 20 per cent to 30 per cent.

Third—In India and Ceylon the land tax is lighter than in China, and there is absolutely no likin, octroi or export duty to pay. In China the likin and export duty often amount to 30 per cent. of the selling price of tea abroad, and to 100 per cent. of the prime cost of its production in China.

Fourth—Command of a better and cheaper labor market. The Indian and Ceylon agriculturist do not, indeed, possess the physical strength, endurance or intelligence of the Chinaman; but, in the climates best suited for tea, he is able to subsist on less than the Chinaman can, and by growing and picking tea, and doing nothing else, he attains great manual dexterity in this occupation, which more than compensates for his lack of physical strength and of general intelligence, both of which qualities can in this branch of labor be dispensed with.

Fifth—The command of chemical and agricultural knowledge. None but an expert in both chemical science and agricultural chemistry can explain how important this point is. I will only give one illustration. One of the chemical ingredients of tea is "tannin," which gives tea its bitter and astringent flavor. In every country the water differs. In some parts of England the

water is of such a nature that it does not easily assimilate with the tannin; hence for those regions a tea with much tannin in it is desirable. The water on the plains of Russia, on the other hand, easily assimilates with tannin; hence in those regions, tea to be saleable must contain only a little tannin, or else it will be too bitter and too astringent. The tea planters in India and Ceylon have the necessary knowledge of chemistry and chemical agriculture at their command to produce in the tea, by cultivation and manufacture, the requisite amount of tannin.

Sixth—Better acquaintance with the tastes and requirements of purchasers. Thus, in Great Britain, where tea is drunk with milk, strength is the requisite; in Russia, where tea is taken without milk, flavor. Hitherto the Indian and Ceylon growers have devoted their principal attention to strength, but the Ceylon grower has lately been successful in producing flavor. Hitherto the Indian and Ceylon growers have been contented in supplying the British markets, but efforts are now being made to supply the Russian also. The Indian and Ceylon growers have a further advantage over the Chinese in being intimate with the retail dealers and their mode of conducting business.

Seventh—Easier modes of transport. Many of the Indian and Ceylon tea estates have railways running right to their packing-houses from wharves, along side which the steamers lie. Hence the chests are carried cheaply to their destination, and the contents are not injured by being constantly moved and banged about by careless porters.

Eighth—Ceylon is not half the distance from England and Russia that China is, and India is only 60 per cent. of the distance. Hence there is a saving in freight and a quicker sale, and consequent speedier return of the money invested.

Ninth—The enormous public works in India facilitating irrigation in dry seasons and preventing floods in wet seasons. Hence the Indian tea grower has far less to fear from floods and droughts than the Chinese.

Tenth—The size of the tea estates. The enormous size of the tea estates in India and Ceylon, as compared with those in China, gives the growers in the former countries the following advantages over the growers in the last country: (a) The pickers, etc., being constantly employed on exactly the same work, attain in that work a skill and celerity unattainable by men who only occasionally do the work. (b) The tea for a whole chop, being picked in a shorter time, is of more uniform quality. (c) The firing establishment is on the plantation. The leaf can, therefore, be at once stored, and there is no danger of its being injured by weather on the way from the tea garden to the storehouse. (d) There is a saving of carriage and packing from the tea garden to the firing establishment. (e) The various pro-

cesses of preparation can be carried on without intermission. There is consequently no waste of labor or fuel.

Eleventh—Better machinery in India gives a treble advantage to the Indian grower. It lessens the cost of preparation. It turns out a better quality of tea, and it insures uniformity between the sample and the bulk.

Against all these advantages of the Indian and Ceylon grower China possesses one advantage, and that is that the Chinese tea grower, working for his own hand instead of wages, brings often greater care and more industry to the task. Experience takes the place of science, and he is able to produce a finer flavored tea than has yet been produced in India. A noteworthy feature in the tea trade of 1890 has been that some of the Russian and British merchants here have sent skilled agents to the tea firers in the interior to teach them how to select leaves and fire the tea, so as specially to suit the Moscow market. The chops thus produced have sold so well in Russia that doubtless this year this operation will be extended. In America and Canada green tea from Japan is drunk; our teas do not go to those countries. As for Australasia, where some of our teas go, the competition of India and Ceylon is telling there, though in a degree less than in Great Britain.

Mr. Gardner also states that tea dust brick tea is made at Hankow from common tea dust, and adheres by pressure after being steamed in a cotton cloth bag for a moment. The pressure is hand pressure, i.e., the quantity of tea dust required is placed in a bag, and, after being steamed, is poured into a wooden mould, and is pressed to the required consistency by blows from a heavy mallet wielded by one of the laborers. The cost of the common tea dust is between 1½d. and 1¾d. per pound. The cost of manufacture, export duty, packing, etc., about doubles the price; so that the cost on board ship for export from here amounts to say 2¾d. per pound. About 300 pounds to 400 pounds of brick tea go to a basket made of light bamboo. Two baskets form a camel load. Brick tea is in bulk about one-sixth of ordinary tea. Formerly much of the brick tea reached Urga by going to the Han River, and thence through the Ning-usia gate in the great wall of China. In 1890 all the brick tea exported from Hankow through the imperial maritime customs went by steamer to Tientsin, whence it found its way—the tea dust brick tea to Russian Siberia, and the other brick tea to Mongolia.

The St. Thomas council has passed a grocers' early closing by-law, which requires that all grocers shall, after Aug. 10 next, close every night at 7 o'clock, except on Saturdays and nights before holidays. A petition was signed by three-fourths of the grocers in the city, or by 36 out of 46. The penalty for violating the by-law is not less than \$1 or more than \$50, with imprisonment in default of payment.

SOMETHING FOR NOTHING.

A leading receiver of country produce who had lost the patronage of a leading steamship company which he had held for several years replied when asked in relation thereto: "Some one else wanted to furnish something for nothing. I get nothing for doing nothing, and, therefore, am just as well off. Ain't I?"

Our answer was yes. What is yours? If we judge by the record and results we find that there are thousands, yea, tens of thousands answering differently; they are engaged in furnishing something for nothing. They work supplying household goods fourteen to eighteen hours per day, year in and year out, adding nothing to their capital and many trading the something with which they started business for nothing. The cutter is a giver of something for nothing. The dealer who sells granulated sugar at 4 to 4½ cents per pound is working for less than nothing, because he throws in paper, string, loss in weight, time and a portion of his general store expenses just for the fun of the thing.

Another class distribute popular proprietary articles for nothing; others provisions or staple canned goods. Fortunately, we now and then meet a prosperous retailer who talks in this way: "I get 10 per cent. advance on sugar, and average a fair profit all around; we keep such an extensive line of goods that this is much easier to do than formerly." The one in mind has a very extensive business in two large cities and is a type of the successful grocer in all cities.

The men who have made their mark in the retail trade are not those who have aimed at selling goods at very low prices; rather, those whose constant study has been high quality, variety and a complete service. With such a policy one can win against all competitors, irrespective of location or class of customers served.

In one of our large city markets is a man who has made a fortune selling butter and cheese. His stand is crowded from morn till night, in marked contrast to other nearby stands where customers are only seen occasionally. His inflexible rule has been to keep only the finest grade of butter cheese and eggs. The result has been a reputation for quality that is in itself worth a competency.

Another of our most successful retailers, who started fifty-one years ago with \$900, and to-day is a millionaire, said, when asked for the secret of his success: "Only one thing, Always reliable. Everything we sell must be of that character; there must be no deviation.

People are willing to pay for satisfactory service. It is akin to paying your tailor, or shoemaker for style and fit, or your doctor for his skill and experience.

Even the heathen prefer to pay for the gospel than have it free. Father Gavazzi, the Italian missionary, said the free distribution of Bibles was a mistake, because the

poor argued that what was not worth paying for was not worth having, and so they lit their pipes with the tracts and Testaments that cost nothing, treasuring them, however, when they were obtained at some cost, no matter how slight.

People are always suspicious of the merchant who offers something for nothing, or next door to nothing. And they are right. Customers know that it costs something to open a store, heat, light, superintendent and carry it on, and that they are expected to pay therefor, in addition to a fair price for the merchant's time, knowledge and service. The moment the seller announces goods at cost he challenges suspicion. Why then pursue the wretched policy of "giving something for nothing, when you can get nothing for doing nothing.—American Grocer.

THE CONTRACT SYSTEM.

We hardly understand why a number of trade journalists are frothing at the mouth in their highly wrought indignation regarding "contract system." We will admit, at the start, the contract system may have its faults, but did it ever occur to these editors that a manufacturer has the right of having his own property rights recognized.

Say two men start in the manufacturing of plug tobacco. By care, attention, good judgment, push and advertising, they begin to thrive. Soon their tobacco begins to be actively called for. Why? Because the wholesaler has pushed its sale? No! But because of the two men's care, attention, good judgment, push and advertising.

Soon these two men find that people are trying to make capital or improve their own business by pushing the two men's plug—selling at cost—below cost—and then making their profit up on other goods. Have not these two men the right to protect what is their own, and to say to these wholesalers, who, by selling at or below cost, would deter scores of others from selling the tobacco. "Now, to protect ourselves, and in justice to the majority, we ask you to agree to sell our own property at the price we shall establish, or we cannot sell you what we have made entirely through our own care, attention, good judgment, push and advertising?"

Take away this contract system, which compels the cutter to make a profit, and protects the careful, legitimate wholesaler, and in less than five years the largest plug tobacco manufacturers in the United States will lose 50 per cent. of the business they built up entirely through their own care, attention, good judgment, push and advertising.

We have followed this matter for many years, and we know the manufacturer is justified, by facts and figures, to protect himself against the jobber selling at cost.—Grocery Trade Price List.

TOO SMART.

The red flag fluttered over the door of Gillam's Emporium. The villagers were crowding the sidewalk, while from within came the sound of the auctioneer's nasal tones and the rap of his hammer. Mr. Whiffin, a merchant from the neighboring county town, stopped in a group of men outside.

"Ned Gillam sold out by the sheriff! What does that mean? I should have said that of all the young men in this village he was the one who would make his way. Has he taken to drink?"

"Not at all," said the squire. "He's sober enough."

"Ned understood his business," pursued Whiffin, still curious. "He was a salesman for me for two years, you know. I never had a more polite fellow to customers, nor one who could run off goods faster. I never had any damaged goods left on his counter. He sold them at full price. He was almost too smart."

"You have hit the nail on the head, there!" said the squire. "Gillam is a pleasant, polite fellow, but tricky. When he opened the Emporium we all went there to buy. I took my custom from old David Longaker at the corner, thinking that we must have the 'fine table delicacies' which Ned promised.

"But presently I discovered that whenever he could palm off inferior goods for the best he did so. I never went back to him. David's goods were just what he represented them to be. He's a crusty old fellow, but his word is to be taken."

"Our experience was the same," said the doctor. "My wife and daughters wanted to keep up with the fashion, and bought their hats and gowns which Ned declared were the style in New York.

"But when they found they were old auction goods which he had bought cheap and sold at high profit, they never went into his store again.

"That is the history of his dealings with most of the villagers. One after another dropped away until he had nobody left. Hence—the red flag and the sheriff!" waving his hand.

"Well! well! I always thought Ned Gillam would score a success in this world!" said Mr. Whiffin, as he climbed into his buggy and drove toward home. "Such a polite fellow and so agreeable to everybody!" he muttered, flicking his horse gently.

Young Gillam himself, as he watched the auctioneer and the buyers, wondered bitterly at his defeat. He had started with but little capital, but clear of debt. Now he owed every one, and the assets would not cover his debts.

"I tried to be civil and pleasant," he said. "I looked sharply after my own interest. I don't know where my mistake was!"

But every villager in the crowd knew.

The secret was a truth as old as the first trade which was made between the children of Adam; it repeats itself in every individual life to-day; and most readers who have seen this glimpse of village history can tell what it is.—Youth's Companion.

THE TORTOISE AND THE HARE.

'Tis an old story which has been often and often repeated, that it is not the first in the start of the race which wins, but the one who gets by the winning post before any of the others. Every one of our readers, no doubt, remembers the nursery legend of the Hare and the Tortoise. It may appear somewhat foolish on the face of it, but, nevertheless, it is having pertinent illustration in every day life. The hare is no doubt the fleetest and would, under ordinary circumstances, outstrip the tortoise, but the tortoise has got an indefatigable power for hard work when it starts out to accomplish a certain object, but there is just a possibility of it beating the hare. So far as everyday business is concerned we can recall to our mind many illustrations of the fact that the tortoise in business has many times outstripped the hare.

It is not where you start in life by which you are judged, but where you end. Shakespeare says, "All's well that ends well," and there is no better illustration to be found of this maxim than in the business and commercial world. We have in our mind two young men who about twelve years ago were in positions very wide apart, so far as remuneration and responsibility is concerned. One of them was earning in the neighborhood of \$1,000 a year, and the other was earning somewhere in the neighborhood of \$250, or about one-fourth. There was very little difference in their ages, and the young man who was earning \$1,000 a year looked down upon the \$250 cuss with a certain amount of contempt. Time passed on and about three years ago these same two individuals happened to meet in our presence. The gentleman with \$1,000 a year income was still earning \$1,000 a year and no more, but the disparaged individual, who formerly was struggling hard for his \$250, was earning \$6,000 a year. "All's well that ends well," and in this case as in many others, it was not the one who had the most advantages and opportunities who succeeded the best. If anyone had been told that the individual who was then earning \$250 a year, had the audacity to even aspire to \$6,000 a year, let alone to actually accomplish it, or to absolutely earn it, they would have been considered fit subjects for a lunatic asylum. While this case may appear to a very large extent a romantic one, such things are accomplished, or are in process of being accomplished every day in the year.

As an illustration of how easily money can be lost or rather wasted, we may mention that quite recently a very apt illustration came under our own personal notice. A young man of more than ordinary intelligence entered a business. It was new to him. He had very little experience in it and less cautiousness than he had knowledge of the trade in which he was engaged. He took a place the rent of which would frighten

an ordinary business man, fitted it up elaborately and expected great things, but was lamentably surprised when he found that customers did not walk in and buy his wares with a rush. The expenses were still continuing but the customers failed to realize. The result was that in less than six months he had sunk a round six thousand dollars in the business without the remotest possibility of ever getting it back again. His only assets were his fixtures and these put up by the hammer would not realize sufficient to pay the auctioneer. He attempted to be a hare in the race for business but he was many degrees below the slowest tortoise ever born. Young men commencing business should always remember the story of the hare and the tortoise. It would be serviceable to them as well as profitable. "All's well that ends well." Never mind the beginning but take good care of the finish; then you are all right.—National Grocer.

LIFE BEHIND THE COUNTER.

Life behind the counter is a deceptive one. Thousands are attracted to it on account of its apparent ease. The farmer comes to town these hot days with a load of wood or a load of hay and after tramping about for an hour or two he disposes of it. After paying the horseshoer for the setting of a new shoe to replace the one lost off coming in, and a new neckyoke to replace the one he broke trying to back his load into an alley, he starts for home. As he jolts along over the cobble stones astride of his boom pole, covered with dust, and the muddy sweat dropping from the end of his nose, he occasionally passes a store. He peeps in under the heavy awning and catches a glimpse of the smiling face of the trader as he stands in the open doorway, in his nice clean white shirt sleeves with a pencil over his right ear and surrounded with a most temptingly display of goods. It looks so cool, cosy and pleasant that it reminds the farmer of an oasis in a desert, and he soliloquizes, "Now that Jones had only \$600 when he went into business. He worked Tom Brown's farm on shares and didn't know any more about the business than I do. My little farm is worth \$3,000, and yet I am compelled to keep my nose on the grindstone from morning till night and work like a confounded slave and be baked in the sun, smothered with dirt and dust, and be dubbed a dolt and a fool by every young upstart in town. I am subjected to all this simply for the sake of keeping soul and body together, while Jones, with a capital of only \$600, can live like a gentleman, wear fine clothes, smoke cigars, go to the theatre, live on top shelf and make money beside." And so the farmer goes home with a flea in his ear and resolves to sell his little farm and embark in the mercantile business and join the great army of men who live behind the counter. In my travels I come across many a man who had thus

been lured away from safe moorings and had become stranded on the rock of merchandising. We say life behind the counter is a deceptive one. The seeming ease that appears on the surface is a fraud and a delusion. No man who chooses a life behind a counter, for the sake of comfort and ease, and finds it, will ever succeed. It is a great mistake (and a very common one, too) to suppose that a man can dress up and sit down in an easy chair behind the counter and smoke and read and make money. Thousands have made this mistake to their sorrow, and thousands more are making it to-day, but will not make the discovery until it is too late.

When men learn the fact that a life behind the counter requires a careful preparation and that certain qualifications are absolutely necessary to insure success, then will fewer mistakes be made. No farmer is stupid enough to suppose for an instant that he could succeed at the bench, build a house or make a watch without some previous training, yet large numbers of them are just foolish enough to suppose that no special qualifications are necessary to conduct a successful mercantile business. Did you ever go behind the counter and look under? I shall never forget the first time I went behind the counter. I was a little fellow and lived on a farm. One day I was in the village store and the merchant, who was busy at the rear end of the store, sent me behind the counter for a box of old nails and the hatchet. I had always held a very exalted opinion of the counter. It was so nicely painted and finished and I had seen so much money pass over it and drop with a "chink" into some mysterious receptacle, and then the man who stood behind the counter was a very important personage in my childish estimation, and my highest ambition was to become a great man just like he was when I got to be a man. But when I looked under that counter and saw its skeleton, I was frightened. I saw its rough frame work braced in every direction with dusty old cob-webs. I saw the ruined remains of what had once been quite a collection of useful articles, and I was afraid to explore for the nail box for fear that I might discover the remains of some human being.

Since that early event in my life I have passed through many experiences, some of which have been bitter ones, and have learned a great many things. To-day, when I look under the counter, I see in my imagination the dust-covered bones of thousands of farmers, and mechanics, and young men with money but nothing else, who made the fatal mistake already referred to, and were sacrificed on the altar of ignorance and incompetency.—E. A. Owen in Michigan Trader.

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

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

ALL KINDS OF DEBTORS AND HOW TO MEET THEM. MANUFACTURERS AND GROCERS.

There is a class of debtors in every community regarded as hopeless. Some of them, strange to say, are in business and getting credit, and yet have been regarded as hopeless for years. They manage to continue in business by preying upon the inexperienced or careless seller, whose object is rather to make a sale than to make a collection. There is a form of advertising now resorted to by many new concerns which consists in putting out goods everywhere, no matter what the credit, for the purpose of introducing them, and with the ultimate object of dropping unworthy customers when the goods have found a market. This and many other similar reasons may be given for the long life of many business houses that are utterly insolvent and unworthy of credit, and that live only to beat their creditors and to boast of it. Claims received by lawyers against these houses, extending through a series of years, tell the story of the fraud of which such houses are guilty, and of the fearful ignorance or carelessness of some salesmen or credit men. There is one house in Detroit, to-day, doing an apparently thriving business on a leading thoroughfare, which seems to meet with no difficulty whatever in getting goods, and yet inquiry of almost any lawyer in the city will show uncollectable bills all the way from a day to six years overdue.

The faithful efforts of the mercantile agencies, instead of killing this business, seemingly have no effect upon it, for what can the agency do when men will fly in the face of unfavorable reports and sell their goods notwithstanding. The most independent man on earth is frequently the hopeless debtor. His very hopelessness is his strength. Lawyers do not threaten, because they know it means ridiculous failure. Collectors do not bore them because they know them to be proof against duns. The sheriff does not bother them, because previous efforts have proven the unsatisfactory outcome of levies.

Thus, so long as he can get goods—and there appears no limit to his ability to do so—he is all right. Men will sell this sort of a tradesman, and then blame the collector for what appears to be lukewarm effort to collect. The failure to realize is charged to the lawyer's or the agency's incompetency, instead of placing the burden of blame where it belongs, that is, on the credit man.

The way to meet this man is never to sell him—and if he once becomes your debtor do not hesitate to recognize your mistake and blame the proper person for it. You can close this man up, but at your own expense and with little profit to yourself, and for this reason you will let him run to suck the blood of other victims. A sharp, watchful attorney may some day see a chance to slip in and get a stray dollar, and that is your only hope. The best way to meet this class of debtors is to keep away from it.—The Collector.

The retailer is the only medium of distribution who comes in direct contact with the vast army of consumers. It is for this reason that the retail grocer is the most important factor in the distribution of food products. His power in the premises is tremendous, and it should not be overlooked. Advertising creates a demand, but the demand so created is not always satisfied; in other words, the manufacturer may expend many thousands of dollars a year in advertising, and yet many of those he hopes to reach in this way are not influenced to buy his goods. They may be influenced, but the force of the advertising is often neutralized by the grocer. The grocer may be induced to do this for many reasons; through a desire to handle other goods, or, through prejudice, pique and ignorance. But no matter what the occasion is, the fact remains that any retail grocer who has a good trade, and has the confidence of that trade, can make or break a brand of goods, as far as his particular trade is concerned. Of course, such action on the part of the grocer often carries its own penalty, for if a customer wants a certain article, and will not take any other brand; if his wants are not supplied by the grocer with whom he regularly deals, then he will go elsewhere for it. This would go to prove that once a legitimate demand is created for an article, the grocer must obtain a supply or lose his trade. This is the natural sequence. But again, as it very often happens, the grocer will say: "I do not keep these goods, but I have something better." To a stranger or a transient or occasional customer, such an argument on the part of the grocer would carry little weight, but should that customer have confidence in the grocer, whether the customer is a regular one or not, it can readily be seen how easily the grocer can supplant one brand for another, or induce the customer to drop all enquiry for an article for which the demand was created by advertising. We know of many instances where certain brands of goods were kept out of stock by grocers, who made up their minds that they would not keep them. We have also known of instances where the grocer was compelled to keep goods in stock because he could not help himself, for the simple reason that good customers insisted upon having them, and would take nothing else. But it is a bad plan, these forced purchases, and they do not always result satisfactorily to the manufacturer. It is much the better plan to establish a friendly, if not cordial relation with the grocer on the part of the manufacturer, and then it is comparatively smooth sailing all the way through. The grocer will then take much more interest in the goods, and will keep them out to the front, and push them, not only for the profit, but for the sake of that friendly feeling. Again, we would say, the manufacturer should help the

grocer if he would have the grocer help him. It is a fair division of labor, and it will result in a fair division of profits all around. The manufacturer who ignores the value of the retail grocer's assistance in helping him introduce his goods does not know his business.—Grocers' Monthly Review.

HONESTY IN THE GROCERY TRADE.

There are tricks in every trade, is an old saying. To-day we hear a great deal of trade morality, pure food, etc., but little about the tricks of the retailer. One would suppose that there were none. We hear the cry that the wholesaler is retailing and that it isn't right. But what do we hear about the retailer? Nothing, absolutely nothing. He hasn't any tricks. He don't give false measure or short weight, and in all his dealings he is a model to be followed.

Such talk as the above is simply bosh. There is hardly a wholesaler in business but could give column after column of impositions and frauds that the retailer has practiced upon him.

"The last barrel of eggs I received from you is three dozen short and there were two dozen bad." The grocer, however, was cutting on the price of eggs and so underselling his neighbor grocer. Now, does any sane man believe such a statement as the above, and especially so when every barrel of eggs purchased would be sure (?) to run short or contain a number of bad ones. This is not fiction, but solid substantial truth we are giving.

We have known cases of retailers writing: "Box received and three bottles broken." Not a bottle was broken, but a rebate on those that they claim was broken increased their profit just so much.

Now these are only a few of the illustrations that could be given to show that there are unscrupulous retailers in the grocery trade as in every other business.

Would not some of our exchanges be doing a good work if occasionally they got hold of the retailer and gave him a roasting, to speak? There is a great deal to reform in the grocery trade right among the retailers themselves. Honesty in dealing with customers in their weight, measure and quality should be every merchant's first thought, and associations should not hesitate to condemn in words that contain no double meaning, that while we ask no more than justice from the wholesaler, at the same time our object and aim is to require the same upon the part of the retailer in his dealings with the wholesaler.

We hope associations all through the state will now begin to correct abuses among themselves, and there are many of them that need handling with gloves off. We must begin at the foundation if we would rear a noble and permanent structure.

How soon could the retailer drive from the market impure and unwholesome goods if he saw fit to do so. He stands between the manufacturer and consumer, and a few words of warning from him to the consumer, regarding such goods would have a most beneficial effect. But how many do this? The margin on adulteration is larger than on pure goods. These are questions that can be handled with good effect by all our associations.—Merchants' Mail.

"REDUCED"

The price of Diamond Crystal Salt is now lower than we have ever sold it. The 20x14's are a splendid size for "Butter Makers."

C. F. Chandler, Ph. D., New York, says this salt is the "purest" he has ever analyzed—following are the results :

Chloride of Sodium	99.698 per cent.	Chloride of Magnesium	traces.
Sulphate of Lime	0.044 "	Insoluble matter	0.015 per cent.
Chloride of Calcium	0.009 "	Moisture	0.234 "

Agents for Hamilton :

LUCAS, PARK & CO.,

71 McNab St. North, Hamilton, Ont.

Special figures for five barrels and over.

Fresh arrivals of Red and Blue Label Hillwatee Teas just to hand, also "Under Two Flags" Japans.

Special Notice to Grocers.

GENTLEMEN :—

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

Very respectfully yours,

The Snow-Drift Baking Powder Co.,
BRANTFORD,

Chivers' Carpet Soap

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

Chivers' Disinfectant Cloth Soap

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

J. H. WALKER,
Alma, Ont.

DURABLE PAILS AND TUBS.



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

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

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

LOCKERBY BROS., WHOLESALE GROCERS,
75 ST. PETER STREET,
MONTREAL, P. Q.,

ARE OFFERING THIS WEEK

SUGARS. { Barbadoes
TEAS. { and
Cuba **MOLASSES.**

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

Canned Salmon, Lobsters, Mackerel and Oysters.

HUDON, HEBERT & CIE.,

WHOLESALE GROCERS

— AND —

WINE IMPORTERS,

NO TRAVELLERS ON THE ROAD.

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

Seasonable Goods for Camping and Picnic Purposes.

CUNNINGHAM & DE FOURIER CHOICE CANNED GOODS :

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

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

CAVERHILL, ROSE, HUGHES & CO., Montreal.

BEST GOODS IN THE MARKET.



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

PUT UP BY THE MOFFATT PACKING CO.,
MONTREAL.



"EMPIRE" TOBACCO.

TRENTON RETAIL GROCERS' ASSOCIATION.

TRENTON, July 13, 1891.

The Retail Grocers' Association, of Trenton, met twice last month. The following is a report of the proceedings:—

Minutes of last meeting read and confirmed.

Moved by Mr. Clarke, seconded by Mr. Spafford, that Mr. Craig settle the account re Oakes estate with Mr. Young, and old committee be discharged. Carried.

Moved by Mr. Hendricks, seconded by Mr. Solmes, that Mr. Spafford's offer of \$25 for \$39 as per invoice of Oakes estate be accepted. Carried.

Mr. Spafford's motion re appointment of man referring to early closing was laid over by advice of President Craig.

The meeting adjourned.

TRENTON, July 27, 1891.

The minutes of last meeting were read and confirmed.

There were ten members present.

Moved by Mr. Hetherington, seconded by Mr. Spafford, that the by-law adopting the cash system on 1st August, be amended and the time extended to thirty days. Carried.

Moved by Mr. Spafford, seconded by Mr. Clarke, that the settlement of the Oakes estate by Mr. Craig be accepted. Carried.

Moved by Mr. McLellan, seconded by Mr. Saylor, that a list of delinquents be furnished by each member of the association to the Secretary, to enable him to furnish each member with a full list of delinquents. Carried.

Notice of motion by Mr. Hetherington, seconded by Mr. Saylor, that Sec. II. Art. 12 be changed to meet once a month in place of twice. Carried.

J. W. HENDRICK, Sec.
JAMES CRAIG, Pres.

PRICES UP OR DOWN.

Shall a merchant advance or reduce prices on goods in stock as their market value may change? This is an interesting question, particularly for the merchants in the smaller towns, where they have one or more competitors. Jobbers advance or reduce prices on goods as the market changes. Jobbers and manufacturers as a class are successful in business, so the rule would appear to be a good one for retailers to follow. But to return to our question: If, for instance, I bought a line of goods at prices that were unusually low, and by the time they were delivered the price had advanced 25 per cent., would it not be better to make the selling price conform to present cost, or to make a leader of the goods and rush them off, ignoring the rise in the market?

If the goods were rushed off in a hurry it would no doubt attract temporary custom, but when the supply was exhausted the same goods could not be placed except at an

advance. As long as the goods lasted the low prices would no doubt worry my competitor, but my object is to build up my business, not to break down his. If, on the other hand, the goods in question had declined after mine had been bought, and my competitor had bought at the lower price, I should have had to lower my price to meet his. The fact that a merchant often has to follow the downward tendency of the market is an argument in favor of his taking advantage of an upward tendency and realizing large profits. If he is obliged to drop his price to meet competition let it be done quickly and to all customers alike. Do not fear your competitors, but if there is money to be lost lose it in a week rather than in ten weeks. Prompt action on your part will show that you intend to meet any price that is necessary to hold your trade, and it may be that one lesson of this kind will be all that will be required. I should advise a close and continuous scrutiny of the tendency of the market and a revision of prices of goods in stock to conform to such changes.—A. F. G. in Iron Age.

THE ART OF SELLING.

To the student of human nature probably no greater field to study odd and peculiar characters presents itself than in several departments of a large retail house. A few days spent at one of these houses will bring one in contact with more quaint and curious people than one would encounter in a long journey. The machinery of a salesman's life does not revolve as smoothly as one would suppose, judging by a superficial glance.

It is generally supposed that a salesman's duties consist merely in showing his goods and having them wrapped up. A more mistaken idea could not be imagined; for, if this were all, selling would be a pastime. The successful salesman must be a close observer to enable him to "size up" his customer at a glance and know how to approach him. He must be cool, cautious, determined, and possess an almost inexhaustible supply of patience.

In nearly all houses there is a rule that if a salesman fails to effect a sale he must transfer his customer to another salesman. The sales made by these transfers are numerous, proving conclusively one or two things—either the first salesman, through some reason or other, failed to make the proper impression, or the customer was such a peculiar character that the manner and language, combined with the different tactics of the second salesman, happened to catch his fancy. No one without the personal experience can realize the tremendous strain and tax to which a salesman's patience is subjected. He must be prepared to meet all sorts of statements and arguments and be able to disprove them promptly and in a genial manner. Under no circumstances must he lose his temper; if he does he is lost, no matter how much time and labor he has spent or how much worry he has suffered.—Am. Storekeeper.

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

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

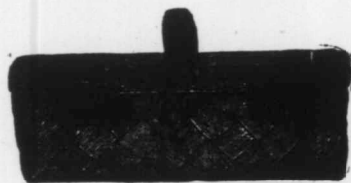
M. LEFEBVRE & CO.



Established 1849.
**GOLD, SILVER
—AND—
BRONZE MEDALS**

20 1st prizes.
Reg. Trade Mark.
MICHEL LEFEBVRE & CO'Y
Manufacturers of
Lion--L--Brand
Pure Vinegars, Mixed Pickles, Jellies, Jams,
Preserves.
Montreal, P.Q.

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



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

OAKVILLE ONT.

**SOMETHING NEW!
A GREAT TREAT.**

Fresh Cod
TONGUES

In 1 lb. Tins.
This is the Delicacy of the Season.

Pronounced by connoisseurs far ahead of
oysters.

A GREAT LUXURY.

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



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

WHOLESALE GROCERS

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

HAMILTON, ONT.

FOR THE
HOME, PICNIC,
CRUISE, or CAMP

The "STAR BRAND" delicious
HAMS & BACON

CAN BE HAD FROM ALL THE
BEST GROCERS

F. W. FEARMAN,
Hamilton, Ont.

PACK OF 1891.

"THISTLE" Brand Haddies.

These Fish are most carefully pre-
pared and are recommended by lead-
ing medical authorities as

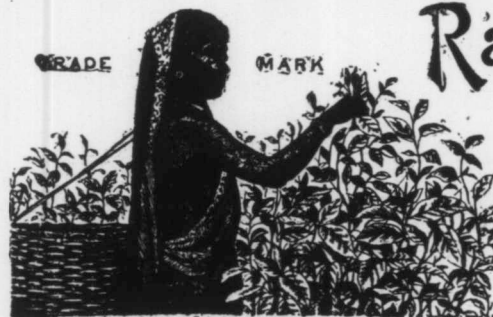
The Finest of Fish

Second only to the Oyster from a dietetic standpoint.

30

Order this Brand. For sale by all leading Wholesale Houses.

Just one year ago Ram Lal's Tea was placed on the Canadian market.



**Ram Lal's
PURE
INDIAN TEA**

GUARANTEED ABSOLUTELY PURE
AS MANUFACTURED ON THE
GARDENS IN INDIA.

Sales to date amount to two
thousand five hundred chests
which proves to the grocer
that Ram Lal's is the favor-
ite blend of pure Indian pack-
age Tea.

JAMES TURNER & CO., - - **Hamilton.**
WHOLESALE AGENTS.



Mr. P. T. McBride, grocer, John street Hamilton is spending his vacation in Akron Ohio.

Mr. I. Linitime, of Springfield Ont., has disposed of his general business here to Mr. E. Hemstreet, of Aylmer.

W. A. Thornton, of South London, has sold out his stock of groceries and good-will to Mr. Weir. Mr. Thornton intends going to the North-West Territory.

John D. Sibbald & Co., of Regina, N. W. T., are pushing their business as commission merchants. This should be a good chance for some good houses to get a connection through the West.

P. J. Wall, grocer, London, is in financial difficulty. Stock is being taken, and it is hoped things will be found satisfactory. Lucas, Park & Co., of Hamilton, are the principal creditors.

The style R. Prate, general merchant Wolfville N. S., has been changed to Prate & Collins. Mr Prate in renewing his subscription to THE GROCER says, I like your journal very much and should not care to be without it.

Mr. J. Blachet, fruitier and grocer, North Bay, Ont., found a tarantula in a bunch of bananas a few evenings ago, the body of which was $1\frac{1}{4}$ inch in length. The weather being cool it was not very active, consequently he had no difficulty in capturing it.

The Secretary of the Toronto Retail Grocers' Association has received, from Montreal, a very cordial invitation for the president and members to be present at the pic-nic of the Montreal Retail Grocers' Association, accompanied by complimentary tickets.

We would call attention to the large sales of 20 | 14s in Diamond Crystal Salt, which Messrs. Lucas, Park & Co., of Hamilton, are having. This is intended as a strictly butter salt, and requires special care from the manufacturers. The packages will be found particularly attractive. It is sold as against Higgins' and Ashton's goods, and should be pushed in districts where the making of good butter is made a specialty of. When once introduced it is an easy seller.

The other evening, the merchants of West Lorne held a meeting over McPherson Bros. store, and organized as the Commercial Union, with Dugald McPherson, President, F. Mettam, Secretary, and a committee of management, consisting of the Pres., Sec'y., and W. Colwell, the object being to establish a better cash system of doing business, more particularly, for the benefit of the cash paying customers, in order to give them the full

benefit of their cash, and in all cases to give them a cash discount, and to encourage cash transactions, to regulate trade, and establish a good market for all kinds of produce in West Lorne.

Fire the other morning, at Cookston, Man., destroyed the premises of A. Holmboe, general merchandise, loss \$22,000.

The manufacturers of French matches are now agreed upon prices. Their list is out, quoting French matches at \$3.50 in small lots.

Mr. R. A. Lucas, Hamilton, organized a large party which left for Vernon Island, Muskoka, on Tuesday for a two weeks' holiday.

Mr. J. Malabar, of Winnipeg, has opened out in the grocery line in Brandon. Mr. Malabar has been in the employ of Geo. Craig & Co., Winnipeg, for a number of years.

Mr. J. W. Anderson, accountant in the H. B. Co., general stores, at Winnipeg, has been promoted to the position of chief accountant of the H. B. Co., at Victoria, B. C.

The retail grocers of St. John, N. B., have joined the half-holiday movement, and hereafter the grocery stores will be closed at one o'clock on Friday, up to and including Sept. 4th.

The Board of Trade, of Victoria, B. C., recommended the council of that city to assist in sending an exhibit to the Toronto Industrial Exhibition, and the council has concluded to act upon the suggestion by voting a liberal grant for the getting up of an exhibit.

A convention of the fish dealers and others interested in the fishing industry on the Georgian Bay and adjacent waters, will be held at the Globe hotel, Collingwood, on Wednesday, the 12th day of August, for the purpose of taking the fishing industry of our inland lakes into consideration, and the best methods of preserving the same.

A large number of the old friends of Sam. Grigg, the late proprietor of the Grigg House at London, gathered in the lecture room of the Young mens Christian Association the other afternoon to hear him speak to commercial travelers. He gave a simple unvarnished account of the manner in which he had been led to accept Christianity and give up his position of hotel-keeper. "From whiskey to the Word of God" might have been taken as his text. Mr. J. C. Madill, the vice-president of the Travelers' Circle, occupied the chair, and Miss Grace Walton Sang a solo at the close of the address.

Notwithstanding the continuous descent of rain on the 29th ult., the procession of grocery wagons from the Market Square to Queen's Park in London in connection with the picnic was large and proved a pleasing sight. Some 40 rigs formed in line, decorated in various ways, and keen competition for the prizes was the result. Owing to the

unfavorable weather the band of the Seventh Fusiliers, who had been engaged for the occasion, did not march as was expected. However, the procession was a creditable display, the decorations on some of the wagons giving evidence of excellent taste. Grocers from all parts of the city were represented in the line of march.

M. Manoury, a chemist in Cuba, recently discovered a means of utilising molasses in the glucose from it and rendering it fit for crystallisation. The discovery was received by sugar planters in the island with much enthusiasm, and some leading West Indian planters have visited Cuba. By the process the molasses are so modified that they are fit to be sent on with the cane juice, with which it is mingled, to the vacuum pan. The Sugar Trust in New York has refused to receive any of the new process sugar from the Constancia Usine, where the process is in operation, and the rejection of two shipments that had been sent forward. The complaint of the Trust is based upon an analysis made for the Trust by its chemists. The Spanish people accuse the Trust of having given a false reading of the polariscope, with the express purpose of injuring the sugar trade of Cuba.—Home and Colonial Mail.

C. M. Bostwick & Co., of St. John, N. B., are in trouble with the customs authorities. Some time ago they entered a lot of molasses for warehouse, but instead of placing it as the papers called for the firm took some of the packages to their own premises. The customs officers seized the goods. The matter was referred to Ottawa, and the firm was allowed to take the seized goods on the payment of the duty and a fine of \$25. The other day the firm had a similar case which resulted in the seizure of two packages of molasses. They had obtained an order from Mr. Matthews on Monday for the removal of the molasses, but the collector decided that Matthews had no power to give it. The collector has reported the case to Ottawa. Mr. Bostwick is of the opinion that the Government should devise some other mode of dealing with molasses than the present system. If the firm was allowed to pay the duty when the molasses was entered for warehouse all this trouble would be avoided.

Competition is keen and active, and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

"There are geniuses in trade, as well as in war, or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

STORAGE FREE AND IN BOND.

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

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

One Trial

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

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

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

W. H. GILLARD & CO.,
WHOLESALE GROCERS, HAMILTON, ONT.,
 Agents for Canada.

ORIENT MILLS.
SINCLAIR, HOOD & CO.,
 (SUCCESSORS TO W. A. BRADSHAW & CO.)
 Importers and Manufacturers of
 Coffees,
 Spices,
 Mustards,
 CREAM OF TARTAR, BAKING POWDERS,
 FLAVORING EXTRACTS, ETC.
 48-50 Lombard Street, Toronto.

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.
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JAMES E. BAILLIE,
PORK PACKER, TORONTO.

Hams, Breakfast Bacon Rolls.



GANONG BROS.,
 ST. STEPHEN, N.B.

MANUFACTURERS OF THE



CHOCOLATES.

N. K. FAIRBANK & CO.,

COMPOUND



REFINED LARD.

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

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



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

Packed in ¼ and ½ gross cases.

Ask your wholesale grocer for it.

Sole manufacturer for Canada.

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

GEO. MATTHEWS

-PACKER and CURER.-



PURE LEAF LARD A SPECIALTY.

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



TORONTO MARKETS.

TORONTO, August 6, 1891.

GROCERIES.

A review of the grocery market is still mainly a report of the sugar trade, with minor variations for each week. Other lines are of subordinate interest, as trade in them is dull, not only relatively to the sugar trade, but dull absolutely. Future canned goods have not got nearly into the position of activity they had reached a year ago as objects of trading interest. Teas are in only moderate request or inquiry. Dried fruit is fairly active. The dullness is not owing entirely to the overwhelming business in sugar. It is a seasonal feature. August is one of the dullest months in the grocery trade of the year, usually being exceeded in dullness only by February. The opening of the month was not marked by any notable slowness in meeting engagements, a considerable portion of which came due about the 3rd. Crop reports from all parts of the country are cheering. If present prospects are realized the autumn trade ought to be a good one.

CANNED GOODS.

Spot stock in canned goods is now too small to affect appreciably the situation of the new pack, even if remnants of the '90 pack should be carried over. The rate at which those remnants are becoming smaller almost precludes the possibility of any of them being left. Spot salmon is becoming very scarce and has advanced in price, Horse Shoe being now firm at \$1.55. The new pack is yet in the embryotic state, and its outlines of the position it will hold in the market are not yet discernible. Everything is conjectural. New peas are in stock to sell at \$1.12½ to \$1.20. The new tomato crop ought to be a good one if it encounters no crosses in the shape of frost, as the recent weather has been the very best for growing plants. The price for corn and tomatoes of the new pack continues to quote from \$1.05 to \$1.10. New strawberries, samples of which were shown weeks ago, are also in stock quoting at \$1.30 to \$1.40. Raspberry and strawberry jams are offering at 25c. a dozen less than a year ago, the difference being due to the lower price of sugar. Canned mackerel are expected to be cheaper as the run and largeness of the fish are said to be unusual. The shortage in the French pack of sardines is almost certain to raise prices. Clover Leaf lobster is unchanged at the advance to \$2.95.

The British Columbia Commercial Journal says: Advices from the Columbia river state that the pack there is now 100,000 cases short of what it was at the same period this time last year. The run in the Fraser still continues poor. A gentleman of considerable experience in the canning business, says that the big school of fish are liable to appear at Beechy Bay just after the full moon which occurs early next week, and that they would reach the Fraser River in forty-eight hours after appearing there.

The Salmon run on the Skeena is the best that has been known for years, the fish being so thick that it is with difficulty they are

handled. The canneries cannot keep up with the catch. The run on the Naas is also improving wonderfully and the canners are looking forward to a splendid season.

Sloan & Crowther received on Monday their first shipment of the Simcoe cannery's new peas.

COFFEE.

The week has developed no new features in the coffee market. Business is dull, stocks are sufficient and prices are unchanged. Java continues to be very firm.

DRIED FRUIT.

A fair movement of stock from jobbers' hands is kept up. Currants are still the only line whose prices have any stamina in them. They are firm but unchanged at 6¼ to 6½c. for barrels, and 6⅞ to 6¾c. for half-barrels. Valencia raisins are weak, their range continuing between 4½ to 6c. Prunes are also weak at 4½c. and upwards.

NUTS.

The nut trade is not a fertile source of change at this time of year, and the past week's business has developed nothing new. Prices are steady, with stocks somewhat broken.

RICE AND SPICES.

A very good business goes on in rice. The receipt of the Japan rice noted a week ago has given an impulse to trade, as that class of rice had been several weeks out of stock. More is expected shortly. Spices offer no feature upon which to make special comment. They sell steadily but prices have not varied.

SUGAR.

The demand for granulated appears to be almost insatiable. In the work of supplying it there are few opportunities to collect stock. Jobbers now and then do have a lull, but the hand to mouth supplies they have distributed to get a breathing spell come simultaneously to an end, and then another feverish spell begins. The demand is still roomy and an immense lot of granulated sugar is bespoken. That probably is the reason prices have not gone up. The amount of sugar contracted for at current prices will keep the refiners busy for a considerable time yet, so that business is essentially on the basis of a past market. Nothing but new contracts could be affected by an advance, and as most of the refineries refuse to take new contracts except at an open price to be agreed upon at time of delivery, and as the time of delivery is indefinite, the market is ruled by the conditions which prevailed when the influx of orders went in above a month ago. Granulated is unchanged at 5c. for quantities of not less than 15 barrels and 5⅞c. for smaller quantities. Grocers' A does not go out rapidly as a supplement to granulated. It is little different from a soft sugar. The price is 4⅞ to 5c. The refiners are not producing any N. B. yellows now, leaving to low grade raws the filling of the demand for very dark sugars. There are not now any yellows to be had below 4⅞c. Raws are in liberal supply and in very good demand. Trinidad raws from 3⅞ to 4c., the under price being shaded in some cases, has fair sale. Barbadoes raws are also in stock.

Messrs. Davidson & Hay, in order to get through with their deliveries as promptly as possible, have imported 1,000 barrels of granulated sugar. They paid the 8-10c. per lb. of duty to shorten the lingering suspense of their customers.

Redpath's 5 lb. cartoons of cut loaf sugar are quoting again for the first time since the duty was removed. The price is 30c.

Davidson & Hay have received a shipment of vacuum pan Demerara and Barbados raws. They are fine, bright, crystalline sugars, to sell at 4⅞ to 4½c.

SYRUPS AND MOLASSES.

The week's business in syrups and molasses has been unimportant. The demand has very little life in it for either. Prices hold at quotations in our List.

TEAS.

The position of the tea market has not materially changed. Business is limited by both the supply and the demand, the demand being backward because the grades most in favor are not in stock, with the exception of a few Japans as low as 17c. The low grades are not here yet, but are on the way and are in strong inquiry. Low grade Young Hysons are in as strong request as ever.

The Produce Markets' Review of the 25th ult. says: Business generally remains quiet in Congous, but prices show no material change except in the case of common new teas, which are rather cheaper. Fine and finest grades, on the other hand, are firmly held, as there can be little doubt that the supply of these will be far from excessive, and it will probably be found that the best teas of the season have been imported in the Moyune and Telemon, although possibly a few counterparts may arrive in later vessels. The Glenorchy, just arrived, has brought scarcely any fine parcels, although the shipment will prove a useful one, if merchants are willing to sell at moderate prices. Tarry teas are rather difficult to realize, even at the low rates now current, although in some districts there appears to be no objection to their flavor when not too pronounced. Pure black leafs from 9d. to 10d. show very good value at the recent decline on opening rates, and a fair amount of business has been transacted in these kinds, chiefly for home consumption, the export inquiry so far having been mainly for the finer qualities. Samples ex Benledi were shown on Thursday; the ship has brought a few counterparts of some fine parcels which arrived in the Moyune and Telemon, but the bulk of the cargo consists

CLEMES BROS. :-

We can sell you Lemons
and Oranges right this week.

Write us.

51 Front St. East,
Toronto.

Fine New Ceylon Teas

In 50 lb. Chests.

These Teas are from the Celebrated

Gartmore Estate,

a small parcel of whose teas brought recently
on the London market over \$100.00 per lb.
See London Graphic, Midsummer Number.

P. C. LARKIN & Co.,

WHOLESALE GROCERS,

25 FRONT ST. E.

St. Leon at the top of the Tree at Last.



We have at last obtained for St. Leon the praiseworthy title of being the best Mineral Water known for Uric Acid, Diathesis, Gout, Rheumatism and diseases of the kidneys, including Diabetes, Melitus, and Bright's Disease of the kidneys, when freely used.

The Hotel in connection with the springs opened on Monday, June 15th, with a full and well-equipped staff of waiters, etc., managed by Mr. M. A. Thomas.

Take a trip down to the Springs this summer, and enjoy yourself for a month and return home recuperated and feeling like a new person.

St. Leon Mineral Water Co., Ltd.,
Head Office, 101 1/4 King St. W., Toronto.
BRANCH—Tidy's Flour Depot, 164 Yonge St.

ALL GROCERS SHOULD SELL
THE

**ROYAL
DANDELION
COFFEE**

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

**TO GROCERS.
SIMCOE CANNING COY'S**

Goods are warranted first-class.

PUSH THEM.

Order through your wholesale
House.

A. HAAZ & CO.,
Bonded Manufacturers of
Honey Dew, White Wine, Malt and Cider
VINEGARS.

74 Bagot Street, - Kingston, Ont.



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

IS A BOOK

Which will secure to you a larger profit than you are at present making,

Which will secure an increasing trade,

ANY USE TO YOU ?

THE 26 SPECIMEN BLENDS contained in "Tea and the Science of Blending" will show you how this may be done.

Criticised most favorably by THE CANADIAN GROCER and countenanced by the largest Manufacturers and leading Wholesale Houses in Canada.

R. S. McINDOE, 24 Front St. E.,

PRICE 1.00.

TORONTO.

REFERENCE : The Wholesale Grocery Trade of Toronto.



Seasonable Goods.

The Celebrated "Reindeer Brand" Preparations : " Condensed Milk " " Condensed Coffee " and " Condensed Cocoa " are admirably suited for Picnics, Holiday Excursions, &c., &c.

Sold by First-Class Grocers everywhere.

The Truro Condensed Milk and Canning Co., Ltd.,
Manufacturers,
Truro, Nova Scotia

James Lumber's

Wholesale Grocer,

67 FRONT STREET EAST,

TORONTO, ONT.

MARKETS—Continued.

of medium and common qualities, for which there is not at present a very active demand. The Oonfa, with the first regular import of new Kaisows, arrived on Thursday, and the bulk of the samples have been placed on the market; the quality, however, does not compare favorably with black leaf kinds, and comparatively few sales are reported. At the public sales of China teas rather more than 12,000 packages of Congou were offered without reserve, all of which sold at about previous low rates.

PETROLEUM.

There is some cutting going on in Canadian refined which is shaded from 16c. to 15c. for ten barrel lots. Other prices hold at former quotations. Business is very quiet.

The Petrolia Advertiser reports: Petrolia crude \$1.34½ per bbl. Oil Springs crude \$1.34½ per bbl. Oil has taken a jump in price since the vote on the Budget was taken, and is firm at the above quotations. Refined remains unchanged.

DRUGS AND CHEMICALS.

There is a very quiet time in the drug trade which has been deepened by the unseasonably cool weather. No features of importance have developed to change prices or otherwise affect the situation.

DAIRY PRODUCE.

Butter comes in quite up to the capacity of the demand, which is merely local. The supply has further resources and so has the demand, as there is an accumulation of stocks in the country on the one hand while on the other butter is wanted for export, but buyers and sellers are widely apart. The best price going, and it is due to local consumption that it is not lower, is 14 to 15c. Medium tub butter brings 11½ to 13c. The only scarce grades are those which would sell in the neighbourhood of 10c. and be suitable for baking purposes. The market is depressed by the offers of and operations in United States butter for export, which may be stored in bond here until a favorable market abroad opens up. The prices of this United States stock are away below those current here, and much farther below those held for by collectors in the country. Creamery butter is receiving little attention.

Cheese is firmer in sympathy with the export market, prices holding now at 9¼ to 9¾c.

COUNTRY PRODUCE.

BEANS—A car was distributed last week along the street at \$1.60. It is jobbing out at \$1.70 to \$1.80. They are very scarce.

DRIED APPLES—An order from Winnipeg has probably cleaned out this market. A hundred barrels were wanted, but only 48 could be got together, the price being 8c. Job lots are quoted nominally at 8½ to 9c.

EVAPORATED APPLES—The last interest manifested in the market was also on Winnipeg account, which involved the shipment of a moderate sized parcel at 13½c.

EGGS—The egg market has not yet quite levelled down or up. Some houses quote at 12½ to 13c., others at 13 simply, others again

SURPRISE

Is unequalled by any other soap in the ordinary ways of washing either by soaking or boiling the clothes, or both. But the best results are obtained by following the directions according to the new "Surprise way." All we ask is to give it a fair trial (without boiling or scalding) and see if Surprise Soap does not make every piece like new, taking out streaks, stains, and all of the yellowish look that other soaps are sure to give when garments get a little old.

Do your customers use Surprise Soap? We will be pleased to sell you, write us.

The St. Croix Soap Mfg Co.,
St. Stephen, N. B.

Branches:

MONTREAL: 17 St. Nicholas St.

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

at 13 to 13½c., each being ruled by the circumstances peculiar to its own trade. Supplies are fairly good.

HAY—The supply appears to be increasing and prices accordingly do not favor seller any more than ever, \$11 to \$12 being the basis of present business. New baled hay is coming in.

HIDES—Are steady, last week's quotations holding, viz., 5c. for weights below calls, and 8½c. for others. Cured are featureless at 6c.

HONEY—Is dull at 7 to 10c. for clear, and 14 to 16c. for comb.

HOPS—Are in small compass and quiet at 35 to 37c. for 90's and 25c. for finest yearlings.

POTATOES—Are utterly demoralized, \$1 to \$1.25 per barrel being the unprecedented prices now going.

SKINS—Pelts are up to 40c., and lamb-skins to 50c.

STRAW—Is scarce at \$6 to \$8 for pressed oat.

WOOL—Is not in request, but is in fair supply at 18 to 19c. for fleeces.

FISH.

There is little life in the fish market. Consumption is still at an ebb. Stocks are light and prices at last week's basis, shown in Prices Current.

GREEN FRUIT.

Cool weather is yet a drawback to trade. It is adverse to prices, particularly of lemons, which have declined greatly in the New York market, where stocks are large. Prices are \$4.50 for Palermos and \$4.75 for Mes-

sinas. There are no Rodi oranges now in stock. Sarrentos are \$4.50 and firm. Bananas are \$1.25 to \$1.50 and rather indiscriminately classed, "firsts" and "seconds" being meaningless terms this week.

SMALL FRUITS, ETC.

Red raspberries quote at 7½c., and are about done. Black ones are 8½c. Red currants are out of stock, the last selling at \$1.25. Black currants are \$1.75. California plums are \$2.50. Early variety clingstone peaches of native growth are coming in at 60c. a basket. California peaches are \$1.75. Delaware Mountain Rose peaches (free-stones) are \$1.50 in half-bushel baskets. Bartlett pears are \$3.50 in cases and kegs. Tomatoes are \$1 for United States stock, 90c. for native stock, which is scarce on account of cool weather. Apples are \$2.25 to \$2.75 per barrel. Cucumbers are 25c. a dozen. All the stock received now is Canadian.

PROVISIONS.

There has been more activity on a large scale, though round lots have been more a subject of inquiry than of actual transactions, the hindrance to them being scantiness of stock. All lines are firm and approaching scarceness is foreseen in most departments. Prices are expected to go up to be on a gravity with those of Chicago. An inquiry for a mixed car of backs and shoulders to make rolls was unable to get a quotation as the stock on the market was too limited.

BACON—Long clear is firm at 8¼ to 8½c. A car changed hands at 8c. for eastern shipment, and a half car at 8c. on Winnipeg account. Bellies are 10½ to 11c., backs 11 to 11½c., rolls 9c., all very firm.

WE ARE BUYING

Dried Apples.

SEND SAMPLES
AND QUOTATIONS

ESTABLISHED 1899.

STANWAY & BAYLEY
BROKERS
AND
GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST. TORONTO.

WE ARE BUYING

Evaporated Apples

SEND SAMPLES
AND QUOTATIONS

ALL GROCERS SHOULD SELL
THE

**Royal
Dandelion
Coffee**

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

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

T. W. CLARK & CO.,

General Commission and Provision 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,
Produce and Commission Merchant,

72 FRONT ST. EAST, Toronto, Ont.

**WANTED,
CHOICE DAIRY BUTTER**

Correspondence Solicited.



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

J. GLEHORN & SON,
Wholesale Fruits, Fish and Oysters
94 YONGE ST., TORONTO.
ORANGES.

Last car of Florida oranges for the season just received. Fancy stock. Send for prices of oranges and lemons. Prices are advancing daily.

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 Storekeeper has to send from home to sell. None of our own goods to sell in preference to yours when the market is good. Nothing between you and best price obtainable except a small commission.

Prompt Sales and Quick Returns.
We Furnish Egg Cases. Try Us.

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

FANCY CALIFORNIA EVAPORATED AND GREEN FRUITS A SPECIALTY.

Correspondence solicited, and prices on Foreign Fruits, Figs, Dates, Nuts, etc., furnished on application.

29 Church St., Toronto
TELEPHONE 806.

ESTABLISHED 1841.

W. H. Schwartz and Sons,
Coffees,
Spices,
Mustard.
HALIFAX, N.S.

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

For Choice full flavor goods send us a Sample order.

Jas. Park & Son,
Toronto, Ontario.

**GOLDEN BRAND
CANNED
FINNAN HADDIE**

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

AGENTS,

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

KING, GRAINGER & CO.
81 Front St. E.

Produce and Commission Merchants.

**BUTTER, EGGS,
and Country Produce.**

Correspondence Solicited. Prompt Returns Made
TELEPHONE 2237.

JNO. A. MOIR,
GENERAL AGENT.
Consignments Solicited.

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

41 St. Francois Xavier Sts., Montreal.

LAURENCE GIBB
Provision Merchant,

83 COLBORNE STREET, - TORONTO.

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

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

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.

Established 1874.

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

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

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.

HAMS—Are unaltered at 12c. for smoked and 10 to 11c. for pickled. A bid of 10c. for a car load of pickled was refused.

LARD—Canadian tubs are 10¼c., with pails 10¼c., and firm. Compound is 8 1-2 to 9c.

MESS PORK—Is very scarce at \$15.50 for heavy and \$16.50 to \$17 for Canadian short cut. A carload changed hands at \$16.50.

DRESSED HOGS—Inquiries for lots of two and three cars are heard now and then for mid September delivery, but \$7.50 is the invariable quotation.

SALT.

The sales of salt for the past week have been larger than usual. The sales of Tuesday, alone, by the Toronto Salt Works include 4 cars of sacks at 70c., 3 cars of barrels at \$1.20, 2 cars of dairy at \$1.25, and a car of rock salt at \$12 per ton.

DRY GOODS.

The trade is featureless and wanting in activity. Nothing has transpired to make any change in the situation.

MONTREAL MARKETS.

MONTREAL, Aug 6, 1891.

There is little change to note in the position of affairs this week except that aside from the briskness entailed by pushing forward supplies of sugar other lines generally are quiet, supplies in first hands having been reduced. On the whole the indications are generally encouraging.

SUGAR AND SYRUP.

The brisk demand for sugar continues but refiners are making more progress in clearing off old olders. Values remain about the same, but in the case of especially prompt delivery, buyers are willing to concede a fraction or so. Quite a lot of raw stock has left first hands during the week on Western account at a fraction over 4c. We quote granulated 4½ to 4¾c. and yellows 3½ to 4¼c.

Syrups have a small movement at prices ranging from 2¾ to 3c.

MOLASSES.

There is only a small quiet sort of business doing in molasses, Barbadoes selling in 50 puncheon lots at 40c.

TEAS.

Japan teas running from 16 to 19c. have a good enquiry, and a considerable business has been done on this basis during the week. Blacks are easier, while some small lots of Ceylon and India stock have changed hands during the week.

COFFEES AND SPICES.

There is no change in the coffee market which continues quiet, with stock small. Prices are firmly maintained at 20 to 21c. for Rio and Jamaica stock. Spices are dull with little doing. Pepper steady at 8 to 10c.

RICE.

The rice market remains about the same, but there are reports of some cutting. We quote prices the same, however: Patna, \$4.50 to \$5; choice, \$4.25 to \$4.50; standard, \$3.90, and off-grades, \$3.50 in car lots.

DRIED FRUIT.

There is no activity to note in dried fruit as buyers appear to have supplied themselves pretty well during the last fortnight, for some 50 tons of currants and raisins in the aggregate must have passed out of the hands of one importer alone. In fact stocks of both currants and raisins are reduced

British Markets.

Having closed out our local business, we are now prepared to give special attention to all lines of

Canadian Produce

in British Markets.

We have a large trade in

Cheese, Eggs, Butter,

and Apples, also

Canned and Evaporated Goods,

Honey, etc., etc.

Liberal advances made on suitable goods.

Correspondence Solicited.

IMPERIAL PRODUCE CO'Y.,

OF TORONTO, LTD.,

69 Front Street East, Toronto.

very much now, and it is doubtful if there is any quantity in first hands. Advices with regard to new crop, currants are favorable but reports regarding raisins are not so favorable as they were. There is some orders for new crop to note, but none have been booked at a price yet either on raisins or currants, for there are no quotations in this connection. We quote currants 5½ to 6¼c., and raisins 4c.

GREEN FRUIT.

In staple lines business is quiet with prices steady. Messina and Sorrento oranges in boxes run from \$3.50 to \$4.50, and Jamaicas \$7 to \$8 in barrels, while lemons are steady at \$4 to \$5 per box.

CANNED GOODS.

There is little business doing in canned goods, but the market is shaping itself for more business. New peas are offering, in a jobbing way, \$1.10 to \$1.25, and tomatoes are being contracted for at 95 to 97½c. In fish business is fair, sales of salmon being made, while offerings are liberal enough.

FISH.

It is still a quiet and featureless market that we have to note, and business is so small as to be hardly worth mentioning.

SEASONABLE FRUIT.

There is quite a lot of fresh fruit of a seasonable character arriving now, and all the dealers are busy in consequence. Raspberries are still coming in freely and selling at 60 to 80c. per pail, and 8 to 9c. per box in crates. The cherry season is about over, what is arriving being of poor quality, selling at 90c. to \$1 per basket. Receipts of early peaches are quite heavy and they run from 50 to 75c. per basket, occasional fancy lots bringing \$1. The market is overstocked with Southern States stock, seven carloads arriving to-day and yesterday, and prices

have dropped to \$2 to \$2.25 per bbl. New York State pears are in plentiful supply at \$5 to \$5.50, with a slow sale owing to the large receipts of California stock. California fruit run from \$2.75 to \$3.25, ditto peaches \$1.75 to \$2, and plums \$1.75 to \$2 per box. Moore's early grapes in 8-lb. baskets are selling at 75 to 80c., and bananas dull at 65c. to \$1, with large receipts. Canada apples in baskets 25 to 40c. per basket; early harvest ditto \$2 to \$2.25 per bbl.

HOPS.

There is little change in hops and no prospect of any on spot, the position being uninteresting in the absence of business. At the time of reports of serious crop damages in the States some of our local brewers got frightened and bought pretty freely on the basis of 30c. and over, laid down here, and they are not exactly pleased over it, as the market has taken a drop since then. In fact for what little stock there is here 20c. would quickly be accepted.

PROVISIONS.

The local provision market remains the same as noted a week ago, while prices generally are maintained. The quotations are:—Canadian short cut, per barrel, \$17.00 to \$17.25; mess pork, western, per barrel \$15.25 to \$15.75; short cut, western, per bbl \$17.00 to \$17.25; hams, city cured, per pound 10 to 11c.; hams, canvassed, per lb 0 00 to 0 00c.; lard, Canadian, in pails, 8¾ to 9c.; bacon, per pound, 9 to 10c.; lard, com., refined, per lb, 7¾ to 8c.

EGGS.

Trade in eggs has been somewhat slower, but the demand has been sufficient to maintain values at 12½ to 13c.

BUTTER.

It is still a quiet butter market, and with buyers ideas as high as they are there is little change for anything in the way of export. Therefore the only business there is at present is largely a jobbing one. However, some holders have been relaxing the tension lately, and offerings of creameries at 19c. are noted for which 20c. was asked a week ago, but it will have to be 18½c. before business can be general. Western dairy is also held from 14½ to 16c. in the country, and such prices are not possible. Creamery 18. to 19c., townships dairy 16 to 18c., Morrisburg and Brockville 16 to 17c., western dairy 14 to 15c.

CHEESE.

The market was a quiet but steady one during the week with considerable activity in the country, which was not reflected on spot, as the cable enquiries are still unsatisfactory. We quote prices steady as follows: Finest colored 8¾ to 9c., finest white 8¾ to 00c., fine 8¾ to 8¾c., medium 8¼ to 8¾, cable 44s.

GRAIN.

There is nothing except a quiet trade to note and no change of importance has occurred. The stocks in store compared with those of a week ago show a decrease of 62,634 bushels of wheat, 3,091 bushels of corn, 12,207 bushels of peas, 14,258 bushels of oats, 3,915 bushels of barley. Compared with the corresponding date last year there is an increase of 221,337 bushels of wheat and a decrease of 40,720 bushels corn, 79,053 bushels of peas 14,537 bushels of oats, 10,014 bushels of barley. No. 1 hard Manitoba, \$0; No. 2 do., \$1.05; to \$1.07; No. 3 do., 97c; No. 2 Northern, 96 to 97; feed do., 70c; peas 90c. per 66 pounds in store; 91c. afloat; Manitoba oats; 50c. Upper Canada do., do., 51c.

MONTREAL Markets Continued.

per 34 pounds; corn, 82c. duty paid; feed barley, 56c. to 58c; good malting do., nominal.

FLOUR AND MEAL

Flour is quiet with prices low and somewhat more disposition for business. The stock in store shows a further decrease of 4160 bbls. compared with a week ago, and 2766 bbls. compared with a year ago. Patent spring \$5.25 to \$5.50 patent winter \$4.25 to \$5.50; straight roller \$4.90 to \$5.00; extra \$4.60 to \$4.70; superfine \$4.00 to \$4.20; city strong bakers' \$5.25 to \$5.00; strong bakers' \$5.00 to \$5.20. Oatmeal standard, per bag \$2.85 to \$3.00; oatmeal granulated \$2.85 to \$3 oatmeal, rolled \$2.85 to \$3.

HALIFAX MARKET QUOTATIONS.
(Wholesale Selling Rates.)

HALIFAX, Aug. 5, 1891.

BREADSTUFFS.—There has been quite a sharp advance in both wheat and corn in the United States, Canadian markets remain much the same, but the unfavorable wheat report from Europe are likely to have a strong tendency to advance our Canadian wheat.

Manitoba highest grade patents, \$6.00 to 6.25; High grade patents, \$5.40 to 5.50; Good 90 per cent Patents, \$5.20 to 5.30;

CURD'S

Ginger Ale is guaranteed Superior to all others. Orders promptly attended to.

THE "MONSOON" BRAND

—OF—

PURE INDIAN TEA

Is the brand to handle if you want to satisfy your customers with a fragrant and delicious tea.

Grown on the gardens of

STEEL, HAYTER & CO.,

Calcutta, London, Eng., and Toronto.

IMPORTANT FACTS ABOUT NOURISHING FOODS.

"OUR NATIONAL FOODS," put up in packages only, are not ordinary foods. They are prepared by the conversion of the starch into dextrine. THEY CONTAIN OVER DOUBLE THE NOURISHMENT THAT IS IN FLESH MEAT. A 4 lb. PACKAGE OF IRELAND'S DESICCATED WHEAT AT 25c. CONTAINS 30 GRAINS MORE NOURISHMENT THAN 10 lbs. OF BEEFSTEAK COSTING ABOUT \$1.50. THINK OF THAT. People are beginning to find it out, when they ask now for Ireland's Desiccated Wheat in packages they mean it. The grocer need not say "we have it in bulk just as good," for the customer is at once suspicious, for we do not sell it in bulk. Sold by all first-class grocers and manufactured only by

The Ireland National Food Co., Ltd., TORONTO.

Brantford New Mills.

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

J. & R. ROBSON,
Brantford, Ont.

HODD & CULLEN

Roller Millers.

FLOUR

Manufactured "Hungarian" System.

Our brands are

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

Heavy dealers in

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

Quotations by wire.

Address, **STRATFORD, ONT.**

EMBRO OATMEAL MILLS.

D. R. ROSS, EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

N. WENGER & BROS.,
AYTON, ONT.

- - MILLERS - -
(Hungarian Process)

BRANDS:
KLEBER, MAY BLOSSOM.

AGENTS:

J. L. SMITH & SON, - Montreal.

EPHRAIM ERB, - Halifax.

MELDRUM & DAVIDSON,

MERCHANT MILLERS,
PETERBORO',

MANUFACTURERS OF
Choice Winter Wheat and Manitoba

FLOURS

Mikado, White Lilly, Delight, Manitoba.

Feed of all kinds and Mixed Cars a Specialty. It will pay you to give trial order.

HALIFAX AGENT. J. P. Cox.

Dominion Mills,
LONDON, ONT.

HEADQUARTERS FOR

OATMEAL

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

Write for Samples and Prices.

CARTLEY & THOMSON,

303 to 311 Talbot St.

The Ontario Produce Co'y.

Produce Brokers and Commission Agents,

70 COLBORNE STREET, TORONTO.

BUTTER

—AND—

EGGS

In good demand and prices improving.

Also solicit consignments of Cheese, Fish, Fruit, Potatoes.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

Credit is often too cheap and overbubing far too common. Don't be guilty of the one, and don't abuse the other.

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

GOLD MEDAL, PARIS, 1878.



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

from which the excess of oil has been removed,
*Is Absolutely Pure
and it is Soluble.*

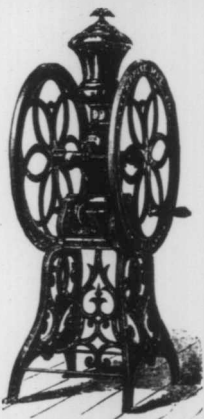
No Chemicals

are used in its preparation. It has more than three times the strength of Cocoa mixed with Starch, Arrowroot or Sugar, and is therefore far more economical, costing less than one cent a cup. It is delicious, nourishing, strengthening, EASILY DIGESTED, and admirably adapted for invalids as well as for persons in health.

Sold by Grocers everywhere.

W. BAKER & CO., DORCHESTER, MASS.

COFFEE MILLS



CHEESE CUTTERS. BEEF SLICERS.
Scales, Scoops and Funnels.

GEO. SPARROW & CO.,
33 Colborne St., Toronto, Ont.

Queen's Hotel,
WINNIPEG, MAN.
First-class in every respect.

JAS. O'CONNOR, Prop. FRED. SPRADO, Mgr.

A. H. BADGEROW. ALEX. H. DIXON.
**The Badgerow, Dixon Bonded Vinegar
Manufacturing Co.,**
79 and 81 Jarvis St., Toronto
Highest award, Toronto Exhibition.

"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.



GOLD

MEDAL

AWARDED

DELHI CANNING CO.,

Jamaica Exhibition.

WE are still at the front and propose staying there, the high standard of excellence for which our goods are noted will be fully maintained this coming season. When purchasing Canned Goods keep in mind the **Maple Leaf Brand** prepared by the Delhi Canning Co. Every can is honestly filled and perfectly reliable. Our fruits are noted for their high syrups and natural flavors.

Delhi Fruit and Vegetable Co.,

FACTORIES : DELHI AND NIAGARA.

Finest Rich Sweet Oranges—Ex Direct Steamers.

Half Boxes, 80's, 100's, and 120's ; Half Boxes Bloods, 100's ; Boxes, 160's, 200's, 220's, 240's, 300's ; Cases Valencias, 420's ; Cases Valencias, 714's ; Lemons, 300's, 360's ; also Pine Apples, Bananas, Strawberries arriving daily.

Dates, Figs, Nuts and Evaporated fruit at lowest prices. Orders personally supervised and given prompt attention

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

DAVIDSON & HAY

**Wholesale Grocers,
36 Yonge Street,
TORONTO, ONT.**

CLOVER LEAF LOBSTERS.

Owing to storms on the Coast and attacks of the warships along the treaty shore we have only been able to secure half the quantity required of the above celebrated brand of canned lobsters. Prices are necessarily higher than last season but quality is unequalled. One car just arrived.

Sloan & Crowther

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

-RAW SUGARS-

Grainy and good color.

SAMPLES ON APPLICATION.

H. P. ECKARDT AND CO

**Wholesale Grocers,
3 FRONT ST. EAST, TORONTO.**

Thos. KINNEAR & Co

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

AGENTS FOR

Cherry's Irish Mustard, X.D.S.F.

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

47 Front St. E., - TORONTO.

WARREN BROS. & BOOMER,

IMPORTERS

AND

WHOLESALE GROCERS,

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

SUGARS, COFFEES AND TEAS,
SPECIALTIES.

EDWARD

ADAMS & CO.

ESTABLISHED 1846.

Wholesale Grocers and Importers of

**TEAS,
SUGARS,
COFFEES,
TOBACCOS.**

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.

SMITH & KEIGHLEY

Wholesale Grocers and Importers of

**TEAS,
COFFEES,
SUGARS,**

and General Groceries.

Canned peas, 1891 pack now in stock, first of the season. Write for quotations. Letter orders promptly attended to.

9 Front St. E., Toronto

Rice and Valencia Raisins.

To the Trade.

We offer

1000 Boxes Valencia Raisins,
2300 Sacks of Rice.

Write for quotations.

N. QUINTAL & FILS,

WHOLESALE GROCERS,

**274 St. Paul Street,
MONTREAL.**

**Grocers and
Tea Blenders**

If you wish a sample of our Celebrated Ceylon Tea

"CORONET BRAND"

drop us a card, we will forward at once.

J. W. LANG & CO.,

**Wholesale Grocers,
TORONTO.**

PERKINS, INCE & Co.,

41 and 43 Front St., Toronto.

IMPORTERS.

Just to hand :

NEW JAPANS

Our first shipment of new season's garden picked Japan Teas arrived this week.

Send for samples and quotations.

J. F. EBY.

HUGH BLAIN.

NEW CEYLON TEAS.

Extra fine quality for
Blending.

SEND FOR SAMPLES.

EBY, BLAIN & Co.,

Wholesale Grocers,

**FRONT AND
SCOTT STS. TORONTO.**

MARKETS—Continued.

Straight grade, \$5.00 to 5.10; Superior extras, \$4.85 to 5.00; Good seconds, \$4.55 to 4.65; Graham flour, \$4.90 to 5.10; Oatmeal, \$5.75; Oatmeal rolled, \$6.15; Kiln dried cornmeal, \$3 to 3.45; Rolled wheat, \$5.50; Wheat bran per ton, \$19 to 20; Shorts per ton \$26 to 27; Middlings \$27.50 to 28.50; Cracked corn, \$35; Ground oil cake, \$34 to \$35; Moulee, \$30; Split peas, \$4.40 to \$4.50; White beans per bushel, \$1.80 to 2; Pot barley per barrel, \$3.90 to 4.10; Canadian oats, choice quality, 60c. to 63c.; Hay per ton, \$11.75 to 13.

SUGAR.—There is no change in the position of the market for refined sugar, the demand being as urgent as ever. It is stated that in about a week or ten days' buyers will have little or no cause to complain that their orders are not promptly executed.

Cut loaf, 5½c.; Granulated, 4¾c. to 5c.; Circle A, 4½c.; White extra C, 4¼c.; Standard, 3¾c. to 4c.; Extra yellow C, 3¾c.; Yellow C, 3¾c. to 3¼c.

MOLASSES.—The market, has, during the week under review, developed signs of weakness that were not looked for. Some business has been done, but the Upper Province markets have been overstocked by the importation of lower grades and American mixtures of molasses, so that the disposition of that article is restricted at present.

Barbados, 40c.; Demerara, 35 to 38c.; Diamond N. 48c.; Porto Rico, 37 to 38c.; Trinidad, 34 to 35c.; Antigua, 34 to 35.

FISH.—There is nothing new to note in the local fish market. The outside demand continues to be so small as to be unappreciable.

Hard C. B. \$5, ex vessel; Western Shore, \$4.50.

ST. JOHN, N.B., MARKETS.

ST. JOHN, N.B., Aug. 3rd, 1891.

The condition of our market remains unchanged. Money is still scarce and that has a depressing effect upon business, though the opinion generally expressed is that trade will show considerable improvement during the next few weeks.

FLOUR.—The quantity of flour handled lately compares very favorably with other years. There is a steady demand and very little change in price, though the tendency seems to be downward. We quote Manitoba patents \$6 to \$6.15, high grade patents \$5.55 to \$5.65, mediums \$5.25 to \$5.40.

MEAL.—Considerable cornmeal has been brought here from the United States, which, after paying the duty, gives a better profit than can be made by handling domestic ground. The ruffing price is \$3.35 to \$3.40.

OATMEAL.—The price of oatmeal has fallen considerably since last quoted. It is being offered ex car for \$5.35 for standard. Roller is selling for \$5.60 to \$5.75.

SALT.—Is again in demand. The last cargo being only enough to create a demand, prices have stiffened considerably, 65 to 70c being now wanted with very good prospects for a further advance before the next arrives, which is expected in about 10 day.

POTATOES.—Are holding steady, and are in good demand. The ruling price is \$1.25 to \$1.50 per bbl.

COUNTRY PRODUCE.—The weather has been so fine and farmers are very busy taking care of their hay. Consequently the

supply of butter, eggs and other farm produce has not been as large as usual. Prices have advanced a little for the former, though lower prices than usual are obtained for eggs.

MOLASSES.—Several large lots of molasses have lately been placed on the market and prices have lowered somewhat, though a good jobbing trade is being done. Barbados is quoted at 37 to 39c. Porto Rica 35 to 36c.

SUGAR.—The market remains steady, a good demand and regular prices prevail. Granulated is 4¾c. to 4¾c., yellows 3¾c. to 4¾c.

GRAIN.—Beans are selling at \$1.80 to \$2 per bush. Split peas per barrel \$4.25 to \$4.40. Barley \$3.80 to \$4. Oats 60 to 62c.

PROVISIONS.—Beef per barrel \$15.50 to \$15.75. Pork, mess, \$16.50 to \$17.

CANNED GOODS.—Our market is quite bare of certain lines of canned goods. Lobsters sell readily at \$8.25 to \$8.50 per case of 4 doz. Tomatoes are scarce, selling at \$1.40 to \$1.50 per doz., corn at \$1.15 to \$1.20, plums at \$1.85 to \$2. The demand for canned haddies is steadily increasing. They sell at \$1.25 to \$1.40 per doz.

NOTES.

The retail grocers of St. John have lately arrived at the conclusion that their hours are too long, and have agreed to try as an experiment closing their stores at 1 p.m. on Fridays, beginning with last Friday and up to 4th September inclusive. All spoken to say they are sorry they did not start earlier in the season, there being only one grocery open last Friday afternoon.

ADVERTISING IN TRADE JOURNALS.

In contrast with the general announcement of seasonable goods and bargains, in the dailies, the advertisements in trade publications are recognized as of more vital interest to the readers, because they refer to their daily work.

One expects to find in the trade publications advertisements of leading houses, the announcement of new machines, appliances and supplies. A knowledge of these standard machines and supplies is of importance to every business man, therefore the advertising pages of trade publications are of special importance to the paper's clientele.

While the primary object of advertising is to make immediate sales, yet in many lines of manufacture this is not the only end to be gained. The standing advertisement in trade publications gives a familiarity to the production of the advertiser, which will undoubtedly secure business at some time.

"The man who advertises his business once or twice a year," says the Western Stationer, "naturally concludes that it does not pay him. The familiar name of his competitor, who runs a display advertisement the year round in half a dozen journals, becomes insensibly stamped upon the mind of the trade, and the volume of business, by a certain instinct, drifts to him, and the less

enterprising man ceases to advertise even semi-occasionally, losing the small patronage he might otherwise command."

"The dealer does not throw aside the trade journal unread. He may not order a bill of goods from every number of the journal he receives, but when he does want to stock up, it is to the trade journal he goes for information as to who and what offers him the best inducements. The more humble the business the more efforts should be made to sell your goods. There is no firm so strong, so well known, that it cannot be benefitted by judicious advertising—advertising in a class journal representing its business."

The value of the publication also depends largely upon the degree of consideration which it receives. The attention of business concerns is especially called to the advertising pages in THE CANADIAN GROCER. This journal has received great attention from leading concerns in all parts of the country. Advertising rates will be furnished on application.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Com'erce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelega.	Banq de St. Hyacinthe
Molson's Bank.	East. Townships Bank.

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia

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

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

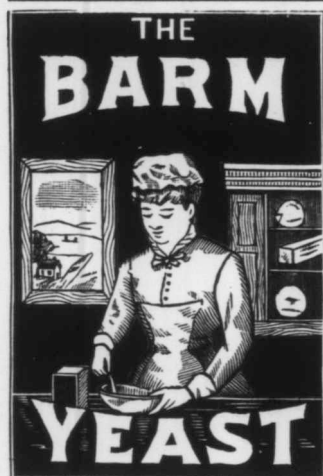
Soap and water are cheap, but soil on goods is expensive.

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

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

Every line of goods embodies a history and a science worth years of study to understand.

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



The quickest worker,
The longest keeper, and
The most reliable of any
Yeast known.

Get a box and be convinced.

THE BARM YEAST MFG. CO.,

TELEPHONE 1920.

35 Wellington St. E., Toronto.

Cowan's Soluble Cocoa

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

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

Samples free. Correspondence Solicited.

J. A. Mathewson. S. J. Mathewson.
W. B. Mathewson. J. A. Mathewson, Jr.
Established 1834.

J. A. MATHEWSON & CO'Y,
IMPORTERS and WHOLESALE GROCERS.

Goods from First and Best Markets. Quality warranted. Full assortment. New Crop Japan Teas have arrived in quantity. Fine assortment and quality desirable. Orders carefully and promptly attended to.

Have claimed, and do claim, freedom to buy and sell anywhere without interference or hindrance from any quarter. No commercial or personal slavery.

202 McGill St., MONTREAL.

WRIGHT & COPP,

40 Wellington St. East, Toronto.

REPRESENTING

St. Croix Soap Mfg Co., "Surprise" Soap.
Van DerVeer & Holmes' Biscuits, New York.
E. C. Hazard & Co., Shrewsbury Tomato Ketchup, etc.
Day & Martin's Blacking, Russet, Cream, etc.
Bryant & May's Safety, Wax and Parlor Matches
T. D. Millar's Royal Paragon Cheese.

Correspondence Solicited.

TELEPHONE 2662.



THE GAIL BORDEN Eagle Brand Condensed Milk

Has maintained its high reputation for ABSOLUTE PURITY for over a QUARTER OF A CENTURY.

AS A FOOD FOR INFANTS IT HAS NO EQUAL.
FOR SALE BY Grocers and Druggists Everywhere.

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

Manufacturers of

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

PETROLIA, - ONTARIO.

JACQUAND FRENCH BLACKING



PRICES

In cases of 6 gross each, assorted if necessary.

No. 2—\$2.00 per gross.
3—3.00 "
4—4.00 "
5—6.00 "

5 per cent. discount cash.

DAVID REA & CO., - 30 Hospital St. MONTREAL.

The Norton Manufacturing Co.,

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

DO YOU SELL "Peerless" Washing Compound.
There is nothing equal to it. It will pay you a handsome profit. Your customers will like it. Address
Pure Gold Manufacturing Co.,
31 Front Street East, Toronto.

Todhunter, Mitchell & Co.

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS. :: TORONTO.

ELLIOTT, MARR & CO., IMPORTERS OF TEAS,
—AND—

Wholesale Grocers, LONDON, ONT.

WE are in receipt of a large and varied assortment of Library, Hall and Piano Lamps.

Values are far ahead of previous years

Inspect before placing orders and save money.

R. TEW & CO.,

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

10 FRONT ST. East,

(Adjoining Board of Trade Building.)



SALES MADE OR PENDING.

The stock of S. McBride, grocer, St. John, N. B., is sold.

Geo. King, fruit dealer, Victoria, B. C., has sold out to Williams, Deakin, & Co.

Edward Adams & Co., wholesale grocers and liquor dealers, London, Ont., have sold out their liquor business to J. S. Hamilton & Co., Brantford.

REMOVALS AND DEATHS.

Chas. Siefert, general merchant, Westchester, N. S., is dead.

P. J. Watt, grocer and liquor dealer, London., has closed his store.

FIRES.

G. D. Travis, grocer, St. John, N. B., is burnt out.

J. R. Vanwart, grocer, St. John, N. B., is burnt out.

The Lang Mfg. Co., manufacturers of biscuits, Montreal, are partially burnt out. Insured.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

David S. Jones, grocer, Bristol, N. B., is offering to compromise.

S. C. Pennock, grocer, Castleton, Ont., is offering to compromise.

Hyman Levius, general merchant, Waterville, Que., has assigned.

M. J. Woodward & Co., oil refiners, Petrolia, Ont., have assigned to John Fraser.

G. N. Ferrier, fruit and vegetable dealer, Toronto, has assigned to Campbell & May.

Miller & Co., warehouse and commission men Toronto, have assigned to Henry Barber.

Thos. G. Somerville, general merchant, Fitzroy Harbor, Ont., has assigned to J. H. Gordon, Ottawa.

"One man of genius in 97 thousand 4 hundred and 42 men of ordinary business talent, is just about the right proportion for actual business."
—JOSH BILLINGS.

TABLET TEA.

Tablet tea is manufactured at Hankow in factories belonging to Russian firms there. It is made of the finest tea dust procurable. The selection of the dust is the work of skilled experts; the cost of the dust varies from 10d. a pound upwards. This dust is manufactured into tablets by steam machinery. About two ounces and a half of dust are poured into a steel mould or a steel cylinder. The dust is poured in dry without steaming, and the pressure brought to bear is two tons per tablet. Great care is required in the manufacture and packing of tablet tea, and the cost is comparatively high. The tablets are wrapped first in tinfoil, then in expensive and attractive paper wrappers and finally packed in tin-lined cases for export to Russia. The tea, it is stated, loses none of its flavor by being pressed into tablets, and, as tablet tea is only one-sixth of the bulk of leaf tea, it is most convenient for travelers, and also for importing into the remoter regions of Russia. The increase in the export of tea dust from Hankow to 726,729 pounds in 1890, from 140,933 pounds in 1889, is due to the fact that while Indian and Ceylon teas are ousting China tea from the British market, many consumers, being accustomed to the flavor of China tea, wish for it. To meet this demand grocers use China tea dust to flavor the Indian tea. All the tea dust exported goes to Great Britain. Just lately a new commodity has come on the Hankow market, to which the customs give the name of log tea. It is an inferior tea with stalks packed in the shape of logs, which weigh from 8 to 80 pounds each log. The tea is wrapped in the leaves of the Bambusa latifolia, and then reduced in bulk by binding round the log with lengths of split bamboo. This log tea is sent to the Chinese ports for consumption, and is packed thus from motives of economy, both of packing and of freight.—London Grocer.

DISASTROUS RESULTS OF OUTSIDE SPECULATIONS.

The recent failure of several large mercantile firms in a prominent New England city, some of which had been in business for over half a century, and the notable instance of the financial embarrassment of the leading banking house in Great Britain, leads to the inquiry if mercantile and financial concerns, like individuals, especially in this speculative era, have not a limit set to their existence. Certainly the disasters we have noted seem to warrant this belief. All these firms under their founders and their immediate successors were highly prosperous, but the conservative method of doing business which characterized their management of affairs seems of late years to have been changed for a policy of rash and hazardous speculation which brought its usual results. In several recent conspicuous instances where large

mercantile firms have failed it has been due wholly to operations outside of their legitimate business, to which cause, aside from that of insufficient capital, is to be attributed, no doubt, the greater proportion of such casualties. This is quite as true of the small trader who becomes bankrupt, as of the merchant whose operations involve the investment of millions. The man who has made a success of the dry goods business, for instance, conceives the idea that this sphere of activity is too narrow for his remarkable abilities and that he has only to direct his attention to mines, petroleum, or stocks in order to increase his gains a hundred fold. To hide a light of such enormous candle power under a dry goods counter, he thinks, is a waste of time and energy, and the thought that Jay Gould once sold mouse-traps, and that Rockefeller formerly dealt out oil by the gallon haunts his imagination day and night. The placidity and modest gains of the dry goods business lose their charms, and our friend goes in for the fascinations of speculation or embarks in a line of business which he does not understand and for which he has no natural aptitude. After a career, the duration of which is limited to the extent of the capital he has accumulated by years of saving and self-denial, he joins the army of shorn lambs and ends his career, perhaps, in an insane asylum; takes to drink or degenerates into a seedy insolvent, who shuffles around town among his former business associates, and bores them with musty anecdotes which they have no time nor inclination to hear. This is no fancy sketch, but its truth can, we are sure, be vouched for by all our mercantile readers of any experience. Its moral is obvious.—Grocer and Country Merchant.

DRINK
SYDNEY GIBSON'S
COCOA
REFRESHING-NOURISHING

GENERAL STOREKEEPERS
Who deal in Dry Goods
Should Subscribe for
THE DRY GOODS REVIEW

It will keep you informed
on all important questions
of the day affecting the
Dry Goods and
allied trades.

SEND FOR SAMPLE COPIES TO
THE DRY GOODS REVIEW, TORONTO
—THE J.B. McLEAN CO. (LTD.) PUBLISHERS.

ESTABLISHED 1851.

INCORPORATED 1856.

EDDY'S



MADE
ON
HONOR

SOLD
ON
MERIT

AT ATTRACTIVE PRICES
WITH LIBERAL DISCOUNTS.



MATCHES

All seeking recreation by Lake, River or Mountain
SHOULD SUPPLY THEMSELVES WITH

Johnston's



Fluid Beef

Which will materially assist in restoring exhausted vitality.
Convenient for Camping-out parties:
In small compass supplying good Meat diet.

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

AGENTS FOR

The St. Lawrence Sugar Ref'g Co., Montreal.
The British America Starch Co., Brantford.

LEONARD BROS.,

Wholesale Fish Dealers,
Are now prepared to fill all orders for their
Celebrated Boneless Codfish
(from new fish)
packed in 5, 10, 25 and 40 lb. boxes, 2 lb.
blocks wrapped in waxed paper.
SEND FOR QUOTATIONS.

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

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

Correspondence solicited from Merchants
and Manufacturers desirous of introducing
their goods in Manitoba and the Northwest
Territories.

Dont' Fail to Get

—A BOX OF—

Adams' Monte Cristo
CHEWING GUM.

Each box contains a brilliant ring which is set
in the latest Parisian style.
Be sure to ask your Jobber for it.

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

TULLOCH & CO.,

Manufacturers' Agents
and
Export Merchants,
85 Gracechurch St., London, Eng.,
Exporters of
Naval and Oilmans' Stores, Linseed Oil.
Portland Cement, Building Materials,
Pig Iron and Metals.

N.B.—Correspondence invited from Canadian
firms interested in any of the above
lines

CONSIGNMENTS OF PRODUCE SOLICITED.

eow

STAR FIRE LIGHTER.

No kindling. No Coal Oil.
Retail 3 cakes of 6 squares each for 5c. One
square lights a fire without coal oil, etc.
Each gross box contain 36 free samples and ad-
vertising matter. See our prices.
Ask your wholesaler for them.
STAR MFG. CO., London.

ALL GROCERS SHOULD SELL
THE

ROYAL
DANDELION
COFFEE

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

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.

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

CUT SMOKING :

OLD FLAG.
GOLD FLAKE.
HAND MADE.

FINE CUT CHEWING :

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

MANUFACTURED BY

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

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Aug. 6, 1890.

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

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

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

BAKING POWDER.

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

Dunn's No. 1, in tins	2 00
" 2, in tins	75
Cook's Gem, in 1 lb pkgs	1 75
" 7 oz	85
" 2 oz	40
" 5 lb. tins	65
" bulk, per lb.	12
Empire, 5 dozen 4 oz cans	20 75
" 4 " 8 " "	1 15
" 2 " 16 " "	2 00
" 1/2 " 5 lb cans	9 00
" bulk, per lb.	15

COOK'S FRIEND.	
(In Paper Packages.)	Per doz
Size 1, in 2 and 4 doz boxes	22 40
" 2, in 6 "	80
" 12, in 6 "	75
" 3, in 4 "	45
Pound tins, 3 oz in case	3 00
12 oz tins, 3 oz in case	2 40
5 oz tins, 4 "	1 10
5 lb tins, 1/2 "	14 00
Ocean Wave, 1/4 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.

Arrowroot	Per lb	\$0 11 1/2
Abernethy	9	
Ginger Nuts	11 1/2	
New York Fruit	11	
People's Mixed	6	
Pilot Family	11 1/2	
Snowflake	15	
Niagara	6 1/2	
Soda	21	
" 3 lb	11 1/2	
Sultana	7	
Oyster crackers	9 1/2	
Milk biscuit	6 1/2	
Butter crackers	11 1/2	
Tea	9	
Wine	2	
Wine, sweet	9	

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " 1/2 " "	2 10
" " 3/4 " "	1 10
Spanish, No. 3	4 50
" " 10 " "	9 00
EDWARDS, CATCHPOLE & CO'S	
No. 1	per gross 9 00
No. 2	do 4 50
No. 3	do 3 60
JACQUAND FRENCH BLACKING.	
No 2	per gross 2 00
No 3	3 00
No 4	4 00
No 5	6 00

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.	
Per gross.	
Silver Star Stove Paste	9 00
Packed in fancy wood boxes, each box contains 3 doz.	
EDWARDS, CATCHPOLE & CO'S	
Crown Polish, No. 1, per gross	9 00
" No. 2, " "	4 80

BLUE.

Reckitt's Pure Blue, per gross	2 10
TELLIER, ROTHWELL & CO'S	
Parisian Square Blue, per lb.	13 to 14c
BROOMS.	Per doz
Carpet	4 strings 2 90
X Parlor	2 " 2 65
Louise	3 " 2 65
1 Gem	4 " 3 25
2 " "	3 " 2 65
3 " "	2 " 2 20
4 " "	1 " 1 95
O Hurl	4 " 2 65
2 " "	3 " 2 35
3 " "	2 " 2 05
4 " "	1 " 1 70
OK	2 " 1 35
Hvy Mill	4 " 3 70

CORN BROOMS.

CHAS. BOECKH & SONS, per doz	
X Carpet, 4 strings, net	\$3 20
" " 3 " "	2 90
" " 4 " "	2 65
XXX Hurl	2 60
1X " 4 " "	2 40
2X Parlor	2 25
3 " 3 " "	1 95
4 " 3 " "	1 70
5 " 2 " "	1 30
Girls	2 " 1 50
Railway	4 " 3 00
Ship	4 " 4 00
2 Cable	2 wire bands, net 3 00
3 " 3 " "	4 00
1 Hearth	2 strings, net 1 75
2 " 2 " "	1 50
3 " 1 " "	1 20
4 " 1 " "	1 30

CANNED GOODS.

Per doz	
Apples, 3's	\$1 15
" gallons	3 25
Blackberries, 2	2 00 2 10
Blueberries, 2	1 25 1 40
Beans, 2	0 95 1 10
Corn, 2's	1 10 1 25
" Special Brands	1 30 2 10
Cherries, red pitted, 2's	2 25 2 40
Peas, 2's	1 40 1 50
Pears, Bartlett, 2's	2 00 2 25
" Sugar, 2's	2 40 2 50
Pineapple, Baltimore	2 90 3 00
" Bahama	3 40 3 50
Peaches, 2's	3 50 3 60
" Pie, 3's	1 60 1 65
Plums, Gr Gages, 2's	2 00 2 10
" Lombard	2 00 2 10
" Damson Blue	1 90 2 00
Pumpkins, 3's	0 90 1 00
" white	3 00 3 25
gallons	2 45 2 50
Raspberries, 2's	2 25 2 40
Strawberries, choice 2's	1 50 1 65
Succotash, 2's	1 55 1 60
Tomatoes, 3's	1 55 1 60
Finnan haddies	1 50
Lobster, Clover Leaf	2 95
" Other brands	2 10 2 25
Mackerel	1 15 1 25
Salmon, 1's	1 40 1 55
" white	1 10 1 25
Sardines Albot, 1/2's tins	1 04, 1 14
" 1/2's "	1 18
" 1/2's "	1 10 1 14
" 1/2's "	1 18, 1 19
Other brands, 9's, 11, 16, 19	
P & C, 1/2's tins	23, 25
" 1/2's "	33, 36
Amer, 1/2's "	6, 8
" 1/2's "	9, 11

JAMS AND JELLIES.

Jams.	
Gooseberry	2 90
Strawberry	2 65
Black Currant	2 60
Red Currant	2 40
Green Gage	2 25
Apricot	1 95
Raspberry	1 70
Damson	1 30
Plum	1 50
Red Currant and Raspberry	2 75
Jellies. Red Currant, 1 lb. white	2 75
Black Currant, 1 lb. white	2 75
DELHI CANNING CO.	
Jams assorted, 1's	2 35
Jellies, 1's	2 25



CANNED MEATS.

Comp. Corn Beef 1 lb cans	\$1 70	\$1 75
" " 2 " "	2 75	2 80
" " 4 " "	5 00	5 15
" " 6 " "	5 75	5 25
" " 14 " "	20 00	21 00
Minced Collops, 2 lb cans	2 80	
Roast Beef	1 60	
" "	2 75	2 80
" "	4 " "	5 85
Par Ox Tongue, 2 1/2 "	\$8 50	8 75
Ox Tongue	8 25	8 50
Lunch tongue	1 " "	3 25
" "	2 " "	6 25
English Brawn	2 " "	2 75 2 80
Camb. Sausage	1 " "	2 50
" "	2 " "	4 00
Soups, assorted	1 " "	1 35
" "	2 " "	2 25
Soups & Bouilli	2 " "	1 80
" "	8 " "	4 50
Potted Chicken, Turkey, or Game, 6 oz cans	1 50	
Potted Ham, Tongue or Beef, 6 oz cans	1 35	
Deville Tongue or Ham, 1/2 lb cans	1 35	
Deville Chicken or Turkey, 1/2 lb cans	2 25	
Sandwich Ham or Tongue, 1/2 lb cans	1 50	
Ham, Chicken and Tongue, 1/2 lb cans	1 50	

MINCE MEAT.

BRYANT, GIBSON & CO'S—TORONTO	
Mince Meat, 1/2 gal glass jars, 50	\$0 50
Ditto, 25 and 40 lb pails, per lb.	12 1/2c
J. H. WETHEY'S—ST. CATHARINES.	
Condensed, per gross, net	\$13

CHEWING GUM.

ADAMS & SONS.	
To Retailers.	
Tutti Frutti, 36 5c bars	\$1 30
Bo-Kay (new)	150 pieces 1 00
Sappota,	150 " 1 00
Magic Trick,	115 " 0 85

CLEVELAND'S BAKING POWDER yields best profit to the grocer,
and of such a superior quality
that a customer gained is always retained.

Prices Current, Continued—

Black Jack, 115 pieces	0 85
Red Rose, 115 "	0 85
Sweet Fern, 230 "	0 85
Adams' N.Y. Gum, 200 "	0 50
Caramel Tolu, 72 "	0 40
New Fruit Asst., 115 " new	0 75
Puzzle Gum, 115 "	0 75
Oolah " 115 "	0 75

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S.

Chocolate—	Per lb.
French, 1/4's, 6 and 12 lbs.	0 30
Caracas, 1/4's, 6 and 12 lbs.	0 35
Premium, 1/4's, 6 and 12 lbs.	0 30
Sante, 1/4's, 6 and 12 lbs.	0 26
Diamond, 1/4's, 6 and 12 lbs.	0 24
Sticks, gross boxes, each	1 00
Cocoa, Homopap'c, 1/4's, 8 & 14 lbs	30
" Pearl " " "	25
" London Pearl 12 & 18 "	22
" Rock " " "	30
" Bulk, in bxs.	18

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)	
Mott's Broma, per lb	30
Mott's Prepared Cocoa, per lb	28
Mott's Homopap'c Cocoa (1/4's)	32
Mott's Breakfast Cocoa, per lb	40
Mott's Breakt. Cocoa (in tins)	40
Mott's No. 1 Chocolate, per lb	35
Mott's Breakfast Chocolate, per lb	28
Mott's Caracas Chocolate, per lb	40
Mott's Diamond Chocolate, per lb	22
Mott's French-Can. Chocolate, per lb	22
Mott's Navy or Cooking Choc., per lb	26
Mott's Cocoa Nibbs, per lb	30
Mott's Cocoa Shells, per lb	5
Mott's Vanilla Chocolate stick 22&24	32
Mott's Pure Confec Chocolate 22c-30	38
Mott's Sweet Confec Choc. 21c-30	38

COWAN COCOA AND CHOCOLATE CO.

Coccos—	
Hygienic, 1 lb, 1 lb boxes	70, 75
Iceland Moss 1 lb in 12 lb boxes	35
Soluble (bulk) 15 & 30 lb bxs	18, 20
Soluble (tins) 6 lb and 12 lb	20
Cocoa Nibs, any quantity	30, 35
Cocoa Shells, any quantity	05
Cocoa Essence, per doz	1 40
Chocolates—	
Mexican, 1/4, 1/2 in 10 lb bxs	30
Queen's Dessert, " "	40
Vanilla, " "	35
Sweet Caracas, " "	32
Chocolate Powder, 15, 30 lb bxs	25
Chocolate Sticks, per gross	00
Pure Caracas (plain) 1/4, 1/2 lbs	40
Royal Navy (sweet), " "	30
Confectioners', in 10 lb cakes	30
Chocolate Creams, in 3 lb bxs	30
Chocolate Parisien, in 6 lb bxs	30

WALTER, BAKER & CO'S.

Chocolate—	
Premium 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	35
Eagle, sweet & spiced, bxs 12 lbs each	38
Vanilla Tablets, 416 in box, 24 bxs in case, per box	3 65
Spanish Tablets, 100 in box, 12 bxs in case	3 00
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes, 12 lbs each	25
Grocers' Style, in cases 24 boxes, 6 lbs each	25
48 Fingers to the lb., in cases 12 bxs 12 lbs each	25

48 Fingers to the lb., in cases 24 bxs 6 lbs each	25
Cocoa—	
Pure Prepared boxes, 12 lbs each	40
Cracked, boxes, 20 lbs each, 1 lb and assorted papers	32
Cracked, in bxs, 12 lbs., each, 1/4 lb. papers	32
Cracked, in bags, 6, 10 & 25 lbs each	30
Cocoa and shells, 12s and 25s	32
Breakfast Cocoa—	
In bxs, 6 & 12 lbs., each, 1/4 lb. tins	45
In boxes, 12 lbs., each, 1 lb. tins, decorated canisters	45
Broma—	
In boxes, 12 lbs., each, 1/4 lb. tins	40



GIBSON & GIBSON'S

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

COFFEE.

GREEN	
Mocha, c. per lb.	32, 35
Old Government Java	30, 33
Rio	21, 22 1/2
Plantation Ceylon	29, 31
Porto Rico	24, 28
Guatemala	24, 26
Jamaica	22, 23
Maracaibo	24, 26
WHOLE ROASTED OR PURE GROUND.	
ELLIS & KEIGHLEY'S.	
Java, c. per lb.	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.	20, 30
Say's Parisien, in 1/2 and 1 lb tins	30

EXTRACTS.

Dalley's Fine Gold, No. 8, per doz.	75
" " " " 1, 1 1/2 oz.	1 25
" " " " 2, 2 oz.	1 75
" " " " 3, 3 oz.	2 00

FLOUR AND MEAL.

Flour, Manitoba Patent	5 80	5 90
" Ontario patents	4 75	5 25
" Straight Roller	4 40	4 50
" Extra	3 85	3 90
" Low grades	2 00	3 75
" Strong bakers'	5 20	5 30
Oatmeal, standard, bis	5 75	
" granulated, " "	5 90	
" rolled, " "	5 90	
Rolled Oats	5 90	
Bran, per ton	15 75	
Shorts	19 90	20 00
Cornmeal	4 00	4 40

GLASSWARE.

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

GRAIN.

Wheat, Fall, No. 2	1 02	1 03
" Red Winter, No. 2	1 02	1 03
" Spring, No. 2	0 97	0 98
" Man Hard, No. 1		
" " No. 2		
Oats, No. 2, per 34 lbs.	46	47
Barley, No. 2, per 48 lbs.	50	51
" " No. 3, extra	55	56
" " No. 3	48	55
Rye	80	81
Peas	70	75
Corn		70

FLUID BEEF.

JOHNSTON'S, MONTREAL.

per doz.		
Cases, No. 1, 2 oz tins	32 75	33 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.	6 1/2	6 3/4
" " 1/2 bbls	6 1/2	6 1/2
" cases	6 1/2	6 1/2
" Filiatras, bbls.	6 1/2	6 1/2
" 1/2 bbls	6 1/2	6 1/2
" cases	6 1/2	6 1/2
" Patras, bbls.	6 1/2	7
" 1/2 bbls	7	7 1/2
" cases	7 1/2	7 1/2
" Vostizzas, cases	8	9 1/2
" 1/2 cases	8 1/2	9 1/2
5-crown Excelsior (cases)	9 1/2	10
" 1/2 case	9 1/2	9 1/2
Dates, Persian, boxes	5 1/2	6
Figs, Elemes, 14 oz., per box	10	
" 10 lb boxes	12 1/2	13
" 20-lb "	15	16
" Seven-Crown	18	
Prunes, Bosnia, bags	6 1/2	7 1/2
" cases	7	8

Raisins, Valencia, off stalk	4 1/2	6
Selected	7 1/2	8
Layers	8 1/2	9
Raisins, Sultanias	16, 18	
" Malaga	7 1/2	8
London layers	2 70	3 00
Loose muscatels	2 35	2 75
Imperial cabinets	3 25	3 50
" qrs, flat	1 00	
Connoisseur clusters	4 00	4 25
Extra dessert " qrs	4 75	5 00
" " qrs	1 50	
Royal clusters	6 00	6 50
Fancy Vega cartoons	2 75	
Black baskets	4 00	4 25
" qrs	1 30	1 35
Blue " qrs	4 75	5 00
" qrs	1 50	1 60
Fine Dehesas	7 00	7 25
" qrs	2 00	2 25
Lemons, Palermos	4 50	
" Messina	4 75	
Oranges, Floridas	7 50	
" Rodis	7 50	
" Sorrentos	4 50	

DOMESTIC.

Apples, Dried, per lb	0 08 1/2	0 09
do Evaporated	0 13 1/2	0 14

HAY & STRAW.

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

LARD.

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

MUSTARD.

ELLIS & KEIGHLEY'S.	
Durham, Fine, in 1/2 and 1 lb tins	cts
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, per lb	80
" Fine,	15

COLMAN'S AND KEEN'S

In 4 lb jars	75
In 1 lb jars	25
D. S. F., in tins, per lb	41
" in 1/2 lb tins	42
" in 3/4 lb tins, per lb	44
D. F. in 1/2 lb tins, per lb	26
" 1/4 lb tins, per lb	28

NUTS.

Almonds, Ivica	per lb.	14	15
" Tarragona		15	16
" Forningetta			
Almonds, Shelled Valencias			
" Jordan	45,	55	
Brazil	12	13	
Cocoanuts, per 100			6 00
Filberts, Sicily			11
Filberts, Oblong			11 1/2
Peanuts, roasted	12,	13	
" green	9	10	
Walnuts, Grenoble	17	18	
" Bordeaux	12,	13	
" Naples, cases			
" Marbots			13 1/2
" Chilias			13

PICKLES & SAUCES.

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

MARSH MALLOW

The Toronto Biscuit and Confectionery Co. are

making the finest Mallow in Canada, put up in small tin boxes and in bulk; also CHOCOLATE MALLOW. Send for sample order. Nothing like these goods ever before manufactured.—7 FRONT ST. E., TORONTO.

Prices current, continued—

SAUCES.

John Bull, kegs, per gal.	1 25
" pt. bottles, per doz.	(according to quantity) 90c to 1 00
Devonshire Relish, kegs p. gal	1 75
" pt. bottles,	per doz 1 25
Niagara Tomato, kegs, per gal	1 25
" Reputed pints	1 25
Raspberry Vinegar, per doz	2 25
Raspberry Syrup and vinegar	2 25
Terry's Candied Peels. c. per peels	
Lemon, 7 lb boxes	
Orange, "	
Citron, "	

CROSBY & BLACKWELL'S.

Pickles, all kinds, pints, per doz	3 25
LEA & FERBIN'S, per doz.	
Worcester Sauce, 1/2 pts.	3 60
" pints	6 25
" 6 25	6 50

LAZENBY & SONS.

Pickles, all kinds, pints	Per doz 3 25
" quarts	6 00
Harvey Sauce—genuine—hlf. pts	3 25
Mushroom Catsup "	3 25
Anchovy Sauce "	3 25

PRODUCE.

DAIRY.	Per lb
Butter, creamery, rolls	\$0 21 \$0 22
" tub...	0 19 0 21
" dairy, tubs, choice	0 14 0 15
" medium	0 10 0 12
" low grades to com.	
Butter, pound rolls	0 15 0 16
" large rolls	0 12 0 14
" store crocks	0 12 0 14
Cheese	0 09 1/2 0 09 1/2
COUNTRY	
Eggs, fresh, per doz	0 12 1/2 0 13
limed	
Beans	1 70 1 80
Onions, per bbl	
Potatoes, per bbl	1 00 1 50
Hops, 1889 crop	0 15 0 18
" 1890 "	0 35 0 38
Honey, extracted	0 08 0 10
" section	0 14 0 16

PROVISIONS.

Bacon, long clear, p lb.	0 08 1/2	0 08 1/2
Pork, mess, p. bbl.	15 50	16 50
Hams, smoked, per lb.	0 12	0 12
" pickled	0 10	0 11

Bellies	0 10 1/2	0 11
Rolls	0 08 1/2	
Backs	0 11	0 11 1/2
Lard, Canadian, per lb	0 10 1/2	0 10 1/2
Hogs		5 50
Tallow, refined, per lb.	0 05	0 05 1/2
" rough, "		0 02

RICE, ETC.

Rice, Aracan	Per lb 3 1/2 4c
" Patna	4 1/2 5 1/2
" Japan	5 1/2
" extra Burmah	3 1/2 4
Grand Duke	6 1/2 7 1/2
Sago	4 1/2 5 1/2
Tapioca	5 1/2 6 1/2

SPICES.

GROUND.	Per lb.
Pepper, black, pure	\$0 18 \$0 20
" fine to superior	12 18
" white, pure	32 35
" fine to choice	25 30
Ginger, Jamaica, pure	25 27
" African	18
Cassia, fine to pure	18 25
Cloves, "	20 40
Allspice, choice to pure	12 15
Cayenne, "	30 35
Nutmegs, "	75 1 20
Mace, "	1 00 1 25
Mixed Spice, choice to pure	30 35
Cream of Tartar, fine to pure	25 37

STARCH.

EDWARDSBURG STARCH CO. LIMITED, MONTREAL.

No. 1 White, 4 lb cartons	51c
Canada Laundry	4 1/2
Silver Gloss, crates	6 1/2
Silver Gloss, 1 lb chromos	6 1/2
Satin, Starch 1 lb chromos	7 1/2
No 1 White, barrels & halves	4 1/2
Benson's Canada Prepared Corn	4 1/2
Canada Corn	6 1/2
Rice Starch, 1 lb	9 1/2

BRITISH AMERICA STARCH CO. BRANTFORD.

1st quality white, 3 lb. cartons	5 1/2
Lily White gloss, crates	7 1/2
Brantford gloss, 1 lb	6 1/2
Lily White gloss, 1 lb chromo	6 1/2
Canada Laundry, Boxes	4 1/2
Pure Prepared corn	7 1/2
Challenge Corn	6 1/2
Rice Starch, fancy cartons	9 1/2
" cubes	7 1/2

KINGSFORDS OSWEGO STARCH.

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

SUGAR.

Granulated, 15 bbls or over	c. per lb 5
less than 15 bbls.	5 1/2
Paris Lump, bbls and 100 lb. bxs	5 1/2
" 50 lb. boxes	5 1/2
Extra Ground, bbls	5 1/2
" less than a bbl.	6 1/2
Powdered, bbls	5 1/2
less than a bbl.	5 1/2
Extra bright refined	4 1/2
Bright Yellow	4 1/2
Medium	4 1/2
Brown	4 1/2
Brown	4 1/2
Raw	3 1/2 4 1/2

SYRUPS AND MOLASSES.

SYRUPS.	Per lb.
D	26 2 1/2
M	22 2 1/2
B	22 2 1/2
V.B.	3 3 1/2
E.V.B.	3 3 1/2
E.S.V.B.	3 3 1/2
XX	3 3 1/2
XXX	3 3 1/2
MOLASSES.	Per gal.
Trinidad, in puncheons	0 38 0 40
" bbls	0 40 0 42
" 1/2 bbls	0 42 0 44
New Orleans, in bbls.	0 48 0 65
Porto Rico, hdds.	0 38 0 45
" barrels	0 42 0 47
" 1/2 barrels	0 44 0 49

TEAS.

GREENS.	Per lb.
Gunpowder—	
Cases, extra firsts	42, 50c
Half chests, ordinary firsts	22, 35
Cases, sifted, extra firsts	42, 50
Cases, small leaf, firsts	35, 40

Young Hyson—Moyunes

Half chests, ordinary firsts	23, 38
" seconds	20, 22
" common	15, 20
" FINE SUEWEE	
Half chests, firsts	28, 32
" seconds	20, 22
Half Boxes, firsts	28, 32
" seconds	20, 22

JAPAN.

Half Chests—	
Choicest	38, 40
Choice	32, 36
Finest	28, 30
Fine	25, 27
Good medium	23, 24
Medium	19, 20
Good common	18, 19
Common	16, 17
Nagasaki, 1/2 chests Pekoe	20, 22
" Oolong	17, 18
" Gunpowder	18, 20
" Siftings	8, 12 1/2
CONGOU.	
Half chests, Kaisow Moning	52, 55
Caddies and half chests	15, 50
Caddies, Paking and new makes	18, 50
SCENTED ORANGE PEKOE	
Boxes, Foochow and Canton	28, 60
OOLONG.	
Half chests Formosa	34, 50
Caddies	36 55

ASSAMS.

Chests and half-chests Pekoe	27 40
No. 1 Finest Assam Pekoe	40
2 Assam Broken Pekoe	35
3 Assam Pekoe Souchong	25

TOBACCO AND CIGARS.

British Consols, 4's; bright twist,	
5's; Twin Gold Bar, 8's	67c
Ingots, rough and ready, 7's	64
Laurel, 3's	57
Brier, 7's	55
Index, 7's	50
Honeysuckle, 7's	58
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette and Lovely, 12's	50 1/2
Prince of Wales, in caddies	51 1/2
" in 7 1/2 lb boxes	51
Bright Smoking Plug Myrtle, T & B, 3's	60
Lily, 7's	53
Diamond Solace, 12's	50
Myrtle Cut Smoking, 1 lb tins	70
1/2 lb pg, 6 lb boxes	70
oz pg, 5 lb boxes	70

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OSWEGO

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PURE AND SILVER-GLOSS-CORN STARCH

FOR THE LAUNDRY! FOR THE TABLE

THE STANDARD OF EXCELLENCE ABSOLUTELY PURE

FOR SALE BY ALL LEADING JOBBERS IN CANADA

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OFFICE OF THE PUBLIC ANALYST,

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To the Canada Sugar Refining Co., Montreal:

GENTLEMEN,—I have personally taken samples from a large stock of your Granulated Sugar, "REDPATH" brand, and carefully tested them by the Polariscope, and I find these samples to be as near to absolute purity as can be obtained by any process of Sugar-Refining.

The test by the Polariscope showed in yesterday's yield 99.90 per cent. of Pure Cane Sugar, which may be considered commercially as ABSOLUTELY PURE SUGAR.

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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.

To the Canada Sugar Refining Company:

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Yours truly,

G. P. GIRDWOOD.

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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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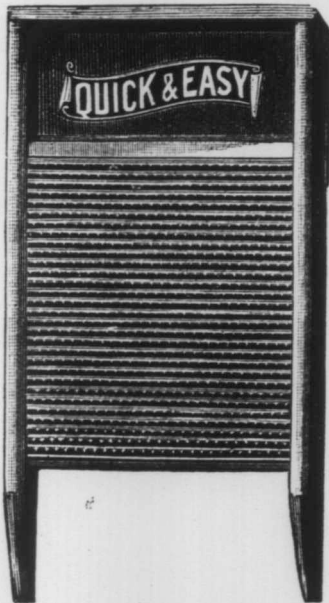
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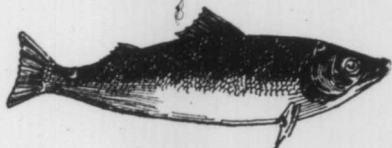
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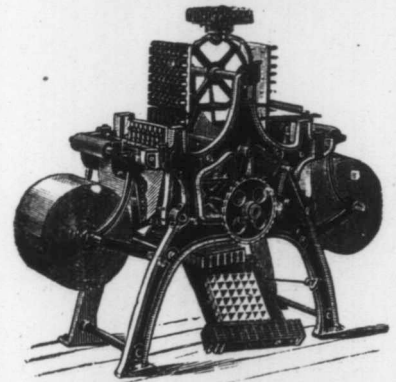
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