

THE CANADIAN GROCER

McLEANS TRADE JOURNALS
 TORONTO
 WE NEVER SLEEP

You Can Give Satisfaction



TO YOUR CUSTOMERS BY
SELLING THEM

RICHARDS'

Pure Soap



In order to introduce Richards' Pure Soap into every family in Canada, anyone sending to my address 25 wrappers taken from Richards' Pure Soap, will receive a beautiful oleograph, "Miss Canada," or "Our Private Box at the Play." These are high-class works of art. Dealers ordering a stock of this fine Soap will receive framed copies of these premiums.

D. RICHARDS, - Woodstock, Ont.

PRIZE MEDALS IN COMPETITION WITH THE WORLD.

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" VARSITY "—HIGH-CLASS 5c. CIGAR.

**KOFF NO
MORE**

WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to orators and vocalists.

R. & T. W. STAMPED ON EACH DROP.

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We have received the **Highest Awards Made.**

THESE substantiate our claim that

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IS THE BEST IN THE WORLD

LA FLORA, 10c.

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HUNTLEY & PALMERS
ENGLISH BISCUITS

ARE ABSOLUTELY THE BEST.

THE LARGEST BISCUIT MANUFACTURERS IN THE WORLD.

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 THERE IS A GREAT SAVING
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**EDDY CAN
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**TEA
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Standard Goods THE Best to Handle



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No Verdigris in these goods
They are made in Silver Lined Pans

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FOR SALE BY LEADING
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THE MOST RELIABLE

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GRIFFIN & SKELLY'S

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≧ 80 Medals ≦

Highest honors at Chicago

It pays to sell them.



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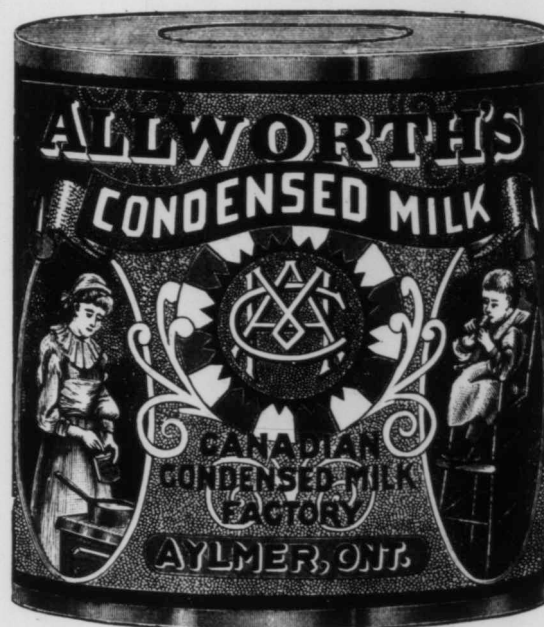
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A MERRY CHRISTMAS TO ALL.

To have the last, you must sell the first. A full purse—a light heart. If you do not sell Grand Mogul, your heart will be heavy and purse light. One merchant writes us: "Your Tea and Coffee are greeted by our customers with great satisfaction."

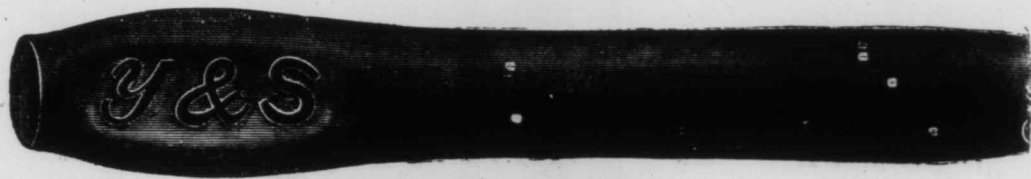
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Wholesale Grocers, Sole Agents, LONDON.

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The
Year
Round



It
Stands
At the
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Put up in
4's, 6's,
8's, 12's,
and 16's
to the pound.



To be obtained from any leading
first-class house in Canada.

Manufactured exclusively by

PURE CALABRIA
"Y & S" LICORICE

This is one of our best selling lines. We look upon the
increased demand as a testimony to its superiority.

YOUNG & SMYLLIE, Brooklyn, N.Y.

THE ST. LAWRENCE SUGAR REFINING CO.'S

GRANULATED YELLOWS SYRUPS

ARE PURE

NO BLUEING Material whatever is used in the manufacture of **OUR GRANULATED**

A FREE SELLER



You Should Have It

ROSE & LAFLAMME

Agents..... Montreal

An Old Story

Others will offer you a coffee guaranteed just as good as our Pure High Grade

Excelsior Blend Coffee

BUT,

You can depend on it, the result will be disappointment and loss of trade.

There is a peculiar richness of aroma about this coffee which cannot be matched or imitated.

Customers using it for over fifteen years will have no other.

This may remind you that you are wanting just such a coffee, and that it would be well to order on a shipment as a special leader for your Holiday Trade.

Todhunter, Mitchell & Co.

Coffee Importers and Manufacturers
Sole Patentees of the Improved Process of Roasting

TORONTO

Dried Fruits!!

NOW IN STOCK

All of Choicest Qualities. Write for samples and prices.

Valencia Raisins

Sultana Raisins

Malaga Raisins

Currants In barrels, half barrels and cases.

Figs, Dates, etc.

Tarragona Almonds.
Sicily Filberts.
Grenoble Nuts, etc.

Dried Peaches.
Dried Pears.
Dried Apricots.
Dried "Atlas" Prunes.
Dried "Bosnia" Prunes.

LAPORTE, MARTIN & CIE - Wholesale Grocers - MONTREAL.



Marshall & Co.,

Spring Garden Works, ABERDEEN, SCOTLAND.

Fresh Herrings

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

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

SALT HERRINGS IN KEGS. "CROWN" BRAND.

All Selected Fish from the famed Aberdeen Fisheries.

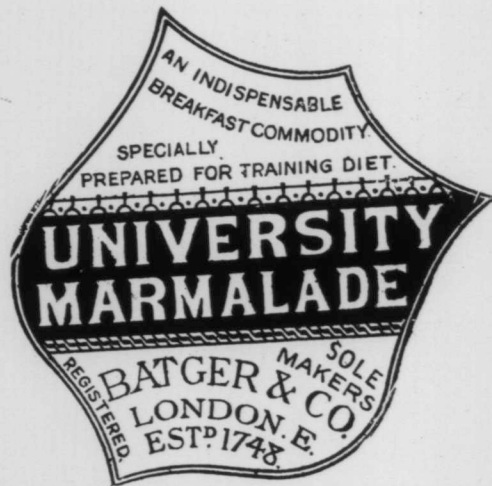
FOR SALE BY ALL LEADING GROCERS.

WALTER R. WONHAM & SONS,

Sole Agents for Canada, MONTREAL.

Quality Like BLOOD

WILL TELL.



Rose & Laflamme

Agents

..... MONTREAL

BATTY & CO., LONDON, ENGLAND

Batty's Nabob Pickles

Crown Pickles



Batty's Nabob Sauce

Batty's Worcester Sauce

For sale by Leading Wholesale Grocers.

WRIGHT & COPP, Dominion Agents Toronto

ST. LAWRENCE

Corn Starch

Increases in Sales DAILY
WORTHILY

WALTER BAKER & Co.



The Largest Manufacturers of
PURE, HIGH GRADE
Cocoas and Chocolates
on this continent, have received
HIGHEST AWARDS

from the great
INDUSTRIAL and FOOD
EXPOSITIONS

In Europe and America.

Unlike the Dutch Process,
no Alkalies or other chemicals or Dyes are used
in any of their preparations. Their delicious
BREAKFAST COCOA
is absolutely pure and soluble, and
costs less than one cent a cup.

SOLD BY GROCERS EVERYWHERE.

WALTER BAKER & CO.,
DORCHESTER, MASS.



N.B.—The old STANDARD BRAND of HORSESHOE
CANNED SALMON still takes the lead, and affords the
greatest satisfaction to both dealer and consumer, and
for uniform excellence in quality and weight has no
equal.

EVERY CAN WARRANTED.

We are also packers of the well and favorably known
brands of BEAVER, COLUMBIA and TIGER, all
guaranteed prime Red fish.

ALL LIVE GROCERS KEEP THEM.

J. H. TODD & SON,
Victoria, B.C., Owners.

AGENTS—Geo. Stanway, Toronto,
Agent for Ontario,
" W. S. Goodhugh & Co., Montreal.
" Tees & Persse, Winnipeg.



ALLAN LINE

ROYAL MAIL STEAMSHIPS
Liverpool, Halifax, and Portland Mail Service

After Nov. 18th the Mail Service will be continued
for the Winter 1894-5, from Portland to
Halifax as under:

STEAMSHIPS.	From Portland.	From Halifax.
NUMIDIAN.....	Dec. 20	Dec. 22
STATE OF CALIFORNIA.....	Jan. 3	Jan. 5
LAURENTIAN	" 17	" 19
NUMIDIAN	" 31	Feb. 2
MONGOLIAN	Feb. 14	" 16

The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the
central part where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the
command of the passengers at any hour of the night. Music rooms and Smoking room on the promenade deck.
The Saloons and Staterooms are heated by steam.

RATES OF PASSAGE:—Cabin, \$45 and upwards, according to Steamer, location of and number of persons
in Stateroom. Second Cabin, \$30; Return, \$55.

Steerage to or from Liverpool, London, Glasgow, Belfast, or Londonderry, \$15.

H. & A. ALLAN, Gen. Agents, Montreal, or H. C. BOURLIER, 1 King St., Toronto

Slee, Slee & Co.

makers of



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1812.

pure malt Vinegar.

London, England.

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

OTHER SPECIALTIES.
NOUGAT
RAHAT LAKUHM
ALMOND ROCK
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MEDALS AND DIPLOMAS.
PARIS
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MELBOURNE

WORKS

CANADIAN SPECIALTY CO., Toronto. | LONDON, W. C. | ROSE & LAFLAMME, Montreal.

Has Led the Market since
First Introduced

AGENTS
Rose & Laflamme
MONTREAL
QUEBEC
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INDIVIDUAL
Packed as desired

SMALL
2 doz. in case

MEDIUM
1 doz. in case

LARGE
1 doz. in case

For sale by leading wholesale
Grocers.

AGENTS
A. D. Hossack
VANCOUVER
Joseph Carman
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A. F. MacLAREN & CO, Manufacturers TORONTO

OUR FAIR CANADIAN GIRLS

ARE GREAT CONSUMERS OF DAINTY SWEETS, WHICH
POSSIBLY IS ONE REASON WHY THEY ARE SO
CHARMING.

THE PURER CONFECTIONS
YOU GIVE THEM, THE BETTER CUSTOMERS THEY WILL
BECOME.

We Make No Adulterated Goods

WM. PATERSON & SON

BRANTFORD

Prof. Jas. W. Robertson

Dona. Dairy Commission.

Says:

"The Truro Condensed Milk, 'Reindeer' Brand, has been analyzed by our chemist, and found superior to the famous Swiss products."

DIPLOMAS AT
Intercolonial, London, Eng.
1886

Dr. Arthur Hill Hassall

Analy. Saint. Institute.

LONDON, ENG.

Says:

"The 'Reindeer' Brand Condensed Milk must be pronounced of EXCELLENT QUALITY, and in every way satisfactory."

St. John and Halifax Exhibitions

The Old Reliable
"REINDEER"
BRAND

Jamaica International, 1891

Dr. Otto Hehner

Hon. Secretary, Society of
Publ. Analysts,

LONDON, ENG.

Says:

"I am satisfied that the original milk, from which the 'Reindeer' Brand is prepared, is of unusual richness. In point of flavor, color, and consistency it leaves nothing to be desired."

Toronto Industrial
1892 and 1893

REINDEER BRAND

Condensed Milk.
" Coffee.
" Cocoa.
Evaporated Cream.

ENGLISH BISCUITS

SUITABLE FOR

All Classes

Sweet and Plain . . .

ENGLISH BISCUITS

BY APPOINTMENT TO HER MAJESTY THE QUEEN



HUNTLEY & PALMERS

BISCUIT MANUFACTURERS

READING and LONDON, ENGLAND

The Largest Biscuit Manufacturers in the World

These Celebrated Biscuits are kept by all the **BEST GROCERS IN CANADA.**

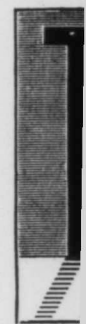
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28 Reade St., New York

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This journal has the largest circulation and the largest advertising patronage of any grocery paper in the world. We prove it.

THE CANADIAN GROCER

Vol. VIII. (Published Weekly)

TORONTO AND MONTREAL, DECEMBER 21, 1894

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John Cameron, General Subscription Agent.

DIED FROM DRY ROT.

BE up to date. Machinery that ten years ago excited astonishment by the efficiency it displayed is a back number to-day. And what applies to machinery applies with equal force to storekeepers. An instance in point: There was until recently a storekeeper in a town in Western Ontario who had built up a large and profitable trade, until eventually he was worth in the neighborhood of \$40,000.

There he stopped, and the moment he stood still dry rot set in, while, instead of devoting his time to new ideas, he began investing his money in outside ventures.

In the meantime storekeepers of the modern school sprang up about him. They bid for his customers; and gradually they got them.

Instead of putting his best foot forward, the storekeeper of the Past meekly folded his arms, denounced the storekeepers of the Present, and bemoaned the unkindness of his old customers in transferring their patronage from him to his competitors.

Matters grew from bad to worse; and at last he began to seek consolation in intoxicating liquors. This accelerated his fall, and a few weeks ago his stock was sold to satisfy the claims of his creditors.

The unfortunate man has passed the meridian of life, and now has neither store nor source of income, while he has on his hands a family of young children to support. Almost any wage would now secure his services.

The circumstances demand one's sympathy, but that does not make one blind to the fact that dry rot was the bottom of the whole trouble, and it is at the bottom of a good many other failures in business.

No man is justified in allowing his business to die of any such disease. With the trade papers there are to-day, and the facilities which retailers have for getting in touch with one another and with the trade generally, there is no need of any intelligent merchant getting behind the times and thus contracting the complaint.

The fact of the matter is that some little souls shut themselves up tightly within their own narrow spheres and will rub shoulders or exchange ideas with no one.

No man has a monopoly of ideas, and he who thinks he has may be safely put down as having but one idea, and that one in regard to the importance of himself.

The up-to-date merchant is he who reads, associates with his fellows, and is always on the alert for new ideas.

Be up to date.

A BOARD OF APPRAISERS.

TWO important changes are necessary in the Customs Department. Mr. Watters, the acting commissioner, should be given another position where he would cause less worry and annoyance to the trade. He was a good accountant, and to that work he should be again assigned.

There should also be a Dominion Board of Appraisers, made up of capable men from the leading departments of business. With such a court there would be no such thing as importers at one place passing goods in free, another paying 20 per cent., and another 35 per cent., as is constantly done.

Attention was drawn to one article this week which pays \$3.90 duty in Toronto, 80c. in Montreal, and has been brought in free at a number of outlying ports. Halifax dry goods men have brought goods in at Montreal and paid freight to that point. A Montreal wholesale hardware house says that a London firm can import at a less rate of duty than they can.

The United States tried to go on without such a board, but now it is recognized as a most valuable institution. Unfair rulings are often given, but this board sets them right. In Canada the importer generally has no appeal, and often suffers severe loss.

ANOTHER DECLINE IN SUGAR.

The unsteadiness of the sugar market, to which THE GROCER has referred from time to time, continues, another decline of $\frac{1}{8}$ c. in domestic granulated, and 1-16c. in domestic yellows being given out by the refiners on Thursday last.

This steady decline in prices is having a bad effect on the demand; in fact, buyers will not operate at all except for small quantities for actual wants.

At their present level refiners' prices are $\frac{1}{8}$ c. below what they were three weeks ago, and now no one will prophesy whether bottom has been touched or not.

PEACE AND GOOD WILL IN TRADE.



WHEN upon the world's first Christmas morn the angels sang, "Peace on earth and good will towards men," they heralded a message that was intended for business men as well as for individuals and nations.

Business men, seemingly at least, often forget this. At any rate "peace and good will," too frequently does not obtain among them.

It is everlastingly war to the knife. With low prices they try to cut each other's throats, draw customers from one another, and allow the "other fellow's" business to die for the want of that which gives it life.

"Peace on earth and good will towards men!" We want none of it. Away with it. Give us all the trade of our neighborhood. Let none others enjoy it. Let us live and others die." It is thus that the price cutters act, if they do not say so in so many words.

Towns, too, jealous of their neighbors, pass by-laws prohibiting merchants from these rival places from coming and offering goods to farmers and others on market days. Brantford has done this; and now the Paris Council is being urged by The Review of that place to pass a "by-law prohibiting any person from other towns coming on our market on Saturdays, offering for sale goods manufactured in other towns."

There is no "peace and good will" about this. It is ill will. It is parsimoniousness. It is narrowness. It is born of that spirit—the spirit of selfishness—that is at the root of all difficulties between nations, between capital and labor, between storekeeper and storekeeper, between man and man.

Every community has the right to demand that outsiders who come into it to compete with the storekeeper for the custom of the consumer shall pay for the privilege of doing so. It is only fair that it should have this right. These outsiders pay no taxes, and if they desire to enjoy the privileges which the municipality affords a fee should certainly be levied upon them.

But that is another thing from barring the door against them entirely.

In actual warfare the victor, as well as the conquered, suffers. And it is so in cutting prices. In fact, in every thrust the "cutter" gives his competitor, there is a return stab for himself which often wounds him deeper than it does him whose destruction he desires to accomplish.

Let every business man employ legitimately his best talents to improve and enlarge his business. Let him stock good and honest goods; let him display them in the most attractive and artistic manner; let him advertise as best he can; but he should live and let live.

The merchant who is bright, honest, acquainted with his business, and keeps abreast of the times, can always draw custom, can always outstrip the slow-going, passive contemporary.

One great fundamental difference between business enterprise and the policy of cutting prices is this: The one builds up business, the other destroys it.

Fortunately a good many are beginning to see this; and some are following the new light they have received. In business they are experiencing peace, and towards their fellow business men more good will.

Let merchants stop cutting each other's throats and there will not only be "peace on earth and good will towards men," as far as they are concerned, but their Christmas will be merrier, because their profits will be more satisfactory, and their New Year will be happier for the same reason, and furthermore, because jealousy will be less potent as a disturbing factor.

That this may be experienced is THE GROCER'S wish at this, the festive season.

HIS LIFE AN OBJECT LESSON.

CANADA could ill afford to spare Sir John Thompson. The trade policy of the party at whose head he stood is right or wrong according to the political spectacles through which we view it. But of the man there is no question.

Sir John Thompson was a man. Country came before party with him. Truth and honesty were to him more reliable forces to win by than untruth and dishonesty.

In a word, he was a newer and better type of politician, and his demise deprives the political arena as well as the country of its Premier.

Less than ten years ago he was scarcely known, outside his own province of Nova

Scotia; at his death his reputation was world-wide. Less than ten years ago his face was not seen in the pictures showing the leading men of his party; at his death no face was better known, while mentally he stood head and shoulders above his fellows in politics.

To every young man starting out in the world, the life of Sir John Thompson is an object lesson. Men of brawn, men of muscle, are often taught, by implication at least, that the goal of their ambition can be more easily and quickly attained by practices which, while perhaps not altogether dishonest, are sharp and questionable. "Always look out for number one. Never mind whose neck you trample on, or whom you elbow in the race; get there!" These are the methods that young men are too often urged by ill advisers to employ.

Sir John Thompson followed no questionable cross roads to fame. He went around by the reliable roads of intelligence and integrity. And where is there the man in modern times who, in less than a decade, has traversed from seclusion to the Premiership, and to a membership in the highest court in the British Empire—the Privy Council of Great Britain?

Give any young man intelligence, continuity and honesty of purpose, and he will seldom miss his goal. He may for a time be outstripped by the man who elbows, but the prize is eventually his.

MANITOBA IMPROVING.

MANITOBA is progressing. The "Prairie Province" has had its hard times, but travelers and the press tell us that a brighter day is dawning. The Government of the province has recently issued its last crop bulletin for the year, and it tends to brighten rather than dampen the hopes of the people of this country regarding trade prospects out there.

The province, according to the report, raised in the neighborhood of 18,000,000 bushels of wheat, or, with 2,000,000 in the Territories, 20,000,000 bushels, being an average of a little over 17 bushels to the acre. Nearly the entire crop graded No. 1 and No. 2 hard. All but about 6,000,000 bushels is out of the farmers' hands.

The Manitoba farmer has never experienced any difficulty in selling his wheat. About the only thing that bothers him is the price, and he has had good reason to be bothered in this respect; but the clouds ap-

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pear to be lifting now. But while the farmer has been getting less for his wheat, he has been paying less for the things he buys, so there has been a gain as well as a loss.

The oat crop was 2,000,000 bushels, barley 3,000,000 bushels, potatoes 2,036,000 bushels, or 153 bushels to the acre, roots 2,000,000 bushels, peas 20,000, rye 60,000.

Manitoba has joined the farmers of the older provinces in the cultivation of mixed farming, and the report in question demonstrates this. During the year the province has exported 12,000 cattle and 8,000 hogs. Then, sold by the farmers, and consumed in the province, were 46,183 turkeys, 16,334 geese, and 200,000 chickens. For 2,516,200 pounds of butter \$382,347 was realized.

Manitoba has inherent in her the properties that promise to make her one of the richest and best provinces of the Dominion, but, like all young communities, she has had lessons to learn, and she has had to pay for their learning. Now, long terms of credit are being abolished, and business in general is being done along better and more modern lines, and the different pitfalls that have caught respective merchants and farmers will not be fallen into with the same regularity as they have been.

Manitoba has entered upon an era of steady development, and there are none that will rejoice more thereat than the people of Ontario and the east.

THE DEMAND FOR RAISINS.

THE raisin market is one of the interesting features of the grocery position at present. Business is not specially brisk, but there is a fair demand on holiday account, while the fact that supplies of Valencia and other Spanish fruit are higher than usual this season is an interesting one.

In former years our consumption of these raisins has been in the vicinity of 300,000 boxes. This fall our importations direct have been much higher than usual, and the same was the case last fall, as compared with the previous year.

The question that arises is, therefore: Is the California fruit cutting into the demand for Spanish raisins? As was intimated some time ago in the columns of THE GROCER, the friends of the latter say that this cannot possibly be. Careful consideration tends to the belief that they are both wrong and both right to a certain extent.

The fact that Spanish fruit can always be laid down cheaply, owing to low ocean freights, is a strong influence in their favor that under present conditions will be always operative. At the same time it has to be admitted that California raisins are making a decided impression upon Canadian consumers this fall, and one great reason for



this is the fine average quality of the California offerings, as compared with the lot of cheap, trashy Valencia fruit that is offering.

This is certainly the experience of Montreal wholesalers, as expressed to THE GROCER, and what holds good on that market no doubt applies elsewhere.

Another ten days and the old year will have to give place to the new. Most merchants have got goods in stock which they would rather not carry over into the New Year, and a good many will make a "big push" to try and not do so. They will advertise, start bargain counters, and adopt every device to catch trade. Go thou and do likewise.

MONEY AND STOCKS.

THE local money market is without material change. Call loans are quiet at 4 for choice and 4½ for sharp call. Commercial discounts are unchanged at 6 per cent. for gilt edged and 7 per cent. for ordinary.

The strength in insurance stocks noted last week has not only been maintained, but increased. The advance during the past ten days has been something like 1½ per cent.

There has been quite an active demand for Toronto Street Railway shares at from 55 to 58. These shares sold at 65 about two months ago, the decline being partly, if not altogether, the result of the boodle investigation that Judge McDougall is carrying on. At the figures quoted there are good orders in the market.

The New York stock market is quiet, but firm, Sugar occupying the most attention.

Toronto real estate is beginning to improve. During the last few days quite a number of houses have been sold and rented; and a pleasing feature about the situation is that many of the houses being rented are not by people who are merely changing, but are being taken by strangers moving into the city. One agent last week rented three houses to outsiders—one family was from the United States, another from Montreal, and a third from the west. Another agent reported that a client who last year had an average of eight vacant houses, now only had three. Loans on real estate are, however, still dull.

The shareholders in a certain trust and loan company, whose headquarters are in Toronto, narrowly escaped getting any dividends this year. In fact, the directorate at one time, I understand, had actually decided to for once skip paying anything to the investors, so unsatisfactory had the year's business been; but before the annual meeting day came around it dawned on somebody that certain of the shareholders were in a tight box, financially speaking, and that if they were deprived of their annual dividends they would be deprived of the only source of income they had. Then the hearts of the directorate softened, and it was decreed that there should be a dividend of three per cent. ARGUROS.

It shows confidence in your goods to advertise them. Confidence is contagious and begets customers.

OUR LEADING RETAILERS.

ROBERT BARRON.

TORONTO is noted for her retail grocery stores. I have heard travelers say that there are none on the continent better. I have not been a "globe trotter," but I have seen a few stores on both sides of the Atlantic, and I am free to admit that there is at least one retail store in Toronto, taking everything into consideration, that excels anything I have yet seen in the purely grocery line. That store is at 726 728 Yonge street, and it is owned by Robert Barron, whose genial countenance the engraver's art has herewith reproduced.

The building occupied and owned by Mr. Barron is at Yonge and Czar streets. It is three stories high, has a frontage of 45 feet on the former and 110 feet on the latter street, and is of solid brick. Commodious as is the building, it is not in its extent, so much as in the character of the stock and the manner of its arrangement, that the uniqueness lies.

To those who have not seen the store it is a revelation. At least, that is the way it struck me the other afternoon when I sauntered into it. Hitherto I had only seen it from a car window.

We frequently see, hear, or smell something that carries our thoughts back to some anterior period. When I entered the northern doorway of Mr. Barron's store, and saw the way in which the goods were arranged, my thoughts were immediately carried back to displays of groceries I had seen at exhibitions.

The most conspicuous display was a counter circling one of the iron pillars. On this counter were glass cases filled with fancy confectionery, dessert delicacies, etc., while over all was a canopy of evergreens decorated with bright imitation flowers for the holiday season. Standing up in one part of the store was a twelve-foot pyramid of biscuit boxes bearing the name of Huntley & Palmers, the English biscuit manufacturers. At right angles from it was another pyramid of biscuit boxes containing the products of Canadian makers. There was a towering cone of fancy imported fruits in narrow-necked glass bottles, surmounted by a gigantic imitation bottle, while here, in circular form, tier upon tier, were imported French peas, with no other English words on the labels than "Robert Barron." And so on might be enumerated other piles of goods appertaining to the grocery trade, which were scattered with effect about the store.

The shelving is of cherry and elaborate. The effect that the shelves give in themselves is heightened by the delicacies, nearly all of which are imported, that grace them. Some of the rarest, and, at the same time choicest, goods on this market, I noticed were Pinard's pate de fois gras in different-

sized flat tins, which are only retailed at \$1 50 per ¼-lb. tin; mushrooms in truffles; truffles pelees; preserved ginger, in bottles and in tins; crystalized ginger; German stuffed prunes (prunes confites); Pinard's French plums, in tins, for table use; French peas, in bottles, as well as in tins; pickled green figs, and green figs in syrup; imported French mustard.

Truffles, I might mention in passing, are dug from the ground by muzzled hogs, and are gathered by the peasants who follow in their wake.

The northern part of the store is allocated to provisions, where smoked meats and dairy products are temptingly displayed. In this department the counter top, some thirty feet long, is of marble, and the shelves and the wall at their back are of the same material. The shelves are supported by handsome silver-plated brackets. "You see," remarked Mr. Barron, as he slowly rubbed his finger over one of the marble shelves, "that by having the shelves and counter of this material cleanliness is assured, as with a damp cloth a spot of dirt can be readily removed."

The store is 45 feet wide by 70 feet deep. It has three enormous plate glass windows, and is replete with modern appurtenances. All cash sales are registered, and the machines that Mr. Barron has for doing this also emit at the same time a numbered ticket, which, with the cash, is placed in a box and transmitted to the cashier's office on an electric carrier which circumnavigates the store. Handsome electric light chandeliers are liberally suspended in the windows and about the store, and the effect at night is striking, the place being a blaze of glory.

In the store there are twelve clerks, besides Mr. Barron and his three sons. In the rear of the store Mr. Barron has a cosy little private office, above which is the quarters of the lady who takes the cash as it comes from the carrier. A wash and coat room for the clerks is also situated at the back of the store.

The cellar accommodation is ample and convenient. There are four or five cellars in all. The largest is the cold cellar, where are stored foreign dried and green fruits, canned goods, pickles, etc. Here, too, is situated the electric motor which drives the cash carrier in the store, and supplies the power for the fruit-cleaning machine and the coffee-grinder. Another cellar is devoted to soups and canned goods, a third to vegetables, a fourth to miscellaneous goods, and a fifth is the boiler room, where is located a large self-regulating steam boiler for heating the premises. In addition to the cellarage, there is a large room in the rear of the store where are kept such heavy groceries as sugars, soaps, etc., while over the store are two rooms which are used respectively for storing fancy goods and teas.

Mr. Barron imports a good deal of his stock direct, notably his teas and fancy

French and Chinese goods. As a result of importing his fancy goods, he is able, he informed me, to sell them at a much lower price than he formerly could.

Nature intended Robert Barron for a grocer. At any rate he acquired a love for the business when, as a lad, he used to "chum" with the son of a woman who kept a store in Bonnie Scotland. But somebody, I don't know who, decreed that he should be a leather dealer; and a leather dealer he was made. But during the quarter of a century that he followed the business he never forgot his first love. And when thirteen years ago he forsook leather and hides for sugar and tea, it was like being married to one from whom he had long been separated.

Robert Barron is a Scotchman by birth. No one who knows him need be told that. His native place was Elgin, Morayshire. He was born in December, 1841, so that he is 53 years of age this month. He was apprenticed early to the leather trade, and served 17 years with his original employer. He came to Canada in 1872, and for nine years carried on his trade in leather and hides. Then it was that he embarked in the grocery trade. That was thirteen years ago. During the nine years that he spent in the leather business in Toronto he was however laying some of the foundations upon which his ultimate success in the grocery trade was built.

"Those nine years got me well acquainted with the farmers," remarked Mr. Barron to me, as he sat with one leg thrown carelessly across his desk. And that is a good thing for any storekeeper to do whether he be located in city or in country.

Mr. Barron's first venture in the grocery business was on the opposite side of the street from where he is now situated. The store he at present occupies he built himself, moving into it about six years ago. The building was then 25 feet by 110 feet, the additional 20 feet, which now makes it 45 feet wide, being put on last summer, the increase in business demanding it.

Mr. Barron has four delivery wagons and nine horses, two of the latter being for his

Established 1850

CHRISTMAS CANDLES.

36s and 48s, Assorted Colors

Fancy Decorated Candles,
For Boudoir and Dinner Table Decoration**Queen Mab Candles,**
For Pyramid Lamps.**Queen Mab Candles,**
For Fairy Lamps.**Wax Tapers,**
Warranted not to drip.**JAMES A. SKINNER & CO.**

Toronto, Ont. Vancouver, B.C.

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own private use. None of the delivery horses are worked more than half a day at a time. "So you see I am good to my horses as well as myself," incidentally remarked their portly and healthy-looking owner. To look after his stable Mr. Barron employs a man regularly. Within the last few days Mr. Barron has bought a lot 40x90 in the rear of his present premises, on which to erect a new brick stable.

"Tell me, to what do you owe your success, Mr. Barron?" I ventured when I had cornered him in his private office and the door was shut.

"Well," he replied slowly, as he modestly rubbed his chin and shuffled himself in his seat, "I don't know." Then warming up a little he added, as he leaned toward me: "But I'll tell you this: I have always made a study of my customers. In this way I have learned to know their likes and dislikes.

arriving they telephone me, announcing the fact."

"What else have you found to be a help in business," I asked.

"This: I always pay cash and save my discounts."

Just then Mr. Barron's presence was demanded in the store, and I took my departure.

TRADE CHAT.

THE saw mill at Victoria Road, belonging to B. R. Jeffery, of Kingston, was destroyed last week by fire. Loss, \$1,000; no insurance.

Farmers near Calgary find it quite profitable to feed barley to their hens.

Will & Jones' cold storage warehouse and building, Jarvis, Ont., were burned Saturday night. The building was nearly filled with

Conductors Cameron, McKay and Myers taking the Toronto run, and Conductors O'Brien, Darsh and Beasley taking the run from Hamilton to Allendale. — Herald, Hamilton.

The man whose claim is recorded in the advertising columns is the man who holds a first mortgage on the tidal wave of prosperity.

Better train service is wanted between Toronto and Hamilton, and the Boards of Trade of the respective cities are co-operating in the matter.

Among the new postoffices opened in Ontario on December 1 are the following: Glenfield, Addington; Murphy, North Grey; Wilson's Bay, North Grenville.

Here's a hint for the patrons of the creamery and of the cheese factories. The Scientific American says that in Switzerland a milk maid or man gets better wages if



Furthermore, I make it an obligation upon myself to make a personal supervision of the goods going out."

"What about the character of the goods you handle?" I ventured.

"From the very first, I made it a rule to handle none but the better class of goods, and I have stuck to it. A good deal of my stock I import direct, and cheap stuff I have nothing whatever to do with. And I'll tell you another thing, I never offer a thing to a customer before I have first tried it myself. My customers have got to know this, and not infrequently when I am pushing a new thing I am asked, 'have you used it yourself?' Having done so, I am of course able to give them my experience. I am always keeping my eyes open for new goods. The wholesale houses and the brokers know this, and when any of them have anything new

eggs, and three horses perished in the adjoining building. Loss estimated at about \$12,000; partly insured.

The new butter factory at Seeley's Bay is making 400 pounds of butter a day.

At Smith's Falls in one week 35,000 pounds of poultry were taken in by the local buyers.

The Middleton Cheese Co. issued checks for the balance of the season's cheese on Dec. 14.

The Roseville cheese factory near Brockville has made over \$200,000 worth of cheese in 23 years.

At a meeting of the creditors of Snider & Co., of Edgley, held in Assignee Tew's office, it was decided to dispose of the stock, as no offer had been made.

The Grand Trunk conductors were put back on their old routes again this morning.

gifted with a good voice, because it has been discovered that a cow will yield one-fifth more milk if soothed during the process of milking by a pleasing melody.

What Hamilton wants is a through express train, leaving Toronto about 9 a.m., bringing the Montreal mails in the winter, and connecting at Hamilton with the train due from the west at 11 a.m., and running express to Buffalo.

The annual meeting of the Commercial Travelers' Mutual Benefit Society was held in London Saturday. The number of new members during the year was greater than either of the two previous years, namely, 119. The financial statement showed the receipts of the year to be \$13,034.90, the disbursements \$10,029.68, and the balance on hand \$3,005.90. The reserve fund amounts to \$7,807.65. The various reports were unanimously adopted.

To be Hanged, Drawn, and Quartered

Is a pretty severe test of a man's physical endurance, and, to be drawn daily by a quarter of a million of critical Canadian Tea drinkers emphatically attests the superior qualities of the Teas we offer.

We Know
A Thing
Or Two
About Teas

IT IS a Special Department with us, and is supervised by an experienced buyer and judge of values. We have vast facilities for comparing and securing the best values going, and it has always been our aim to furnish the Trade with such lines as will suit hard drinkers—of "Superior Grades of Teas."

Our Stock
Is Most
Varied
And Complete

WE HAVE

CEYLONS, CONGOUS, Moyune Young Hysons,
ASSAMS, PING SUEYS, JAPANS, Etc., Etc.

Our Standard Black Teas are favorites everywhere. Their superior excellence and uniformity make them safe and profitable lines to handle. They mean increased profit for you, pleasure and satisfaction to your customers. Here they are: Do you handle them?

The 400 Select
Imperial Congou

Dalu Kola Congou
Russian Congou

WE ARE IN BUSINESS TO DO BUSINESS, and want your patronage.
We excel in Teas. TRY US.

W. H. Gillard & Co.

Wholesalers
Only . . .

HAMILTON,
ONTARIO

JOHN MOUAT, Northwest Representative, WINNIPEG.

How We Are Able To Do It.

We want to give our travelers and customers a holiday next week. Those wishing goods will please order by mail. We will guarantee all prices. If necessary, wire or 'phone at our expense.

LUCAS, STEELE & BRISTOL, - HAMILTON
WHOLESALE GROCERS

Table Raisins
Valencia Raisins
Sultana Raisins
Currants

Prunes
Dates
Figs
Peels

Almonds
Filberts
Walnuts
Brazils

Our stock is complete and well assorted. Our shipping facilities unexcelled. Our friends appreciate dispatch. Have you tried **US?**

BALFOUR & Co. TELEPHONE NO. 439 HAMILTON.

FOR THE COMING YEAR

Make Money on Teas

INSTEAD OF LOSING IT ON SUGARS

HOW?

WHY?

By selling only . . .

RAM LAL'S

For your half dollar black.

Because Ram Lal's always backs up the seller.
Because Ram Lal's is never dead stock.
Because Ram Lal's is never sold by tea pedlars. (They cannot buy it.)
Because Ram Lal's is the best black blended tea on this continent for 50c. per lb. retail.

James Turner & Co.

WHOLESALE AGENTS.

HAMILTON, ONT.

RETAILERS ON THEIR MUSCLE.

THE trade in London is agitated over a tilt that is on in that city between the Retail Grocers' Association and certain wholesalers.

The cause of the difficulty is the starting in that city of a store known as the "Cash Store."

The owner of the store, immediately on starting, so it is asserted, began to sell at prices under those obtaining in the retail trade generally. This, naturally, ruffled the other retailers, but it was alleged that Lumsden Bros., of Hamilton, were backing the proprietor of the "Cash Store." When, however, it was discovered that the firm in question held a chattel mortgage against the latter, further evidence was held to have been adduced that the "Cash Store" was a supply store for Lumsden Bros.

Then the members of the association decided, so it is understood, to neither purchase goods from Lumsden Bros., nor from any wholesaler who handled any of their manufactures; and it is understood that the members are active and determined in the matter.

A gentleman who has just returned from London, in referring to the matter, said to THE GROCER: "The retail men have so far succeeded with their boycott that already to my knowledge two wholesale houses in

London have agreed not to handle Lumsden Bros.' goods as long as the fight is on. As far as I can learn Lumsden Bros. have not yet been officially notified by the association of the action that has been taken."

A London man had this to say on the matter. "Now, the stand the retail trade take is that no wholesale firm or manufacturer should be a retailer, or lend himself to some one to do a retail trade on his capital, and when he does he is not worthy of the name of wholesaler or manufacturer, and cannot expect the retail trade to purchase from him while, so to speak, he lends himself to cut the throat of the retailer. Now, while the retail trade of London refrain from purchasing from such parties, and request the trade generally to support them in their action, no retail grocer is bound in any way to comply with the request. It is therefore no boycott. The retail trade consider that by the action taken they are working in the interest of the trade generally. The legitimate wholesaler, manufacturer and retailer are all interested in a healthy trade, and the ordinary competition is quite sufficient to prevent exorbitant profit."

THE GROCER wrote Lumsden Bros., and this is the answer that was received:

"We do not know of any boycott, nor any reason for one."

WHERE IS H. J. BRAY, JR. ?

ABOUT a year ago H. J. Bray, sr., fish and fruit dealer, for about the fifth time in his experience, became insolvent. He secured a settlement with his creditors at 75c. on the dollar, giving notes in payment.

Then his son, H. J., jr., took over the business, and continued it in his own name, having his father around him as chief adviser.

Lately Fortune has not been smiling upon Bray the younger, and a couple of weeks ago he sold out to the Port Fish Co. But he does not appear to have settled with his creditors, at least with some of them, for twice within the week have writs been issued against him—one by the Rosspoint Fish Co. for \$1,583, and another by McKay & Clark for \$120. It is only fair to note, however, that his father is associated with him as defendant in the former mortgage. He, however, is not here to associate with his father, or anyone else for that matter. He has not been seen for several days, and is said to be in Southern California, whether for the benefit of his health or permanently, rumor does not state.

It is said that something more formidable than a writ was also chasing him, to elude which is what induced him to leave Toronto.



SUCCESS
CAME TO

SUNLIGHT SOAP

BECAUSE IT IS PURE AND SURE

And because it brings Less Labor and Greater Comfort to those who use it.

It pays Grocers to sell it.

It pays Customers to buy it.

BRITISH TEA TRADE.

THE last monthly report of the British Board of Trade gives some interesting facts regarding importation and consumption of teas in Great Britain. The most prominent among these is data showing the extent of increase in consumption of East India and Ceylon sorts and the falling off in the consumption of China teas in that country. It is shown that 107,588,679 pounds of tea from British East Indies were entered for home consumption during the eleven months ending Nov. 30, 1894, an increase of 8,925,876 pounds over similar entries during the corresponding period last year. The importation of Ceylon teas this year foots up 67,119,464 pounds, or 7,489,194 pounds more than 1893. On the other hand, the entries of teas from China for home consumption have this year been only a little over 21 million pounds, against an average of over 30 million pounds during the preceding two years. As stated in the Board of Trade report, the English consumption of India growths has exceeded the importation by nearly 4,000,000 pounds, thus making considerable inroads upon the stock in bonded warehouses. It would appear also that all but about 4,800,000 pounds of the 67,119,000 pounds of Ceylon tea imported was retained for English consumption, whereas last year 8,500,000 pounds more were imported than taken by the home trade. Of

the 39,000,000 pounds of China teas imported this year only 21,000,000 pounds, according to the records, were entered for consumption in the United Kingdom. The returns indicate that not only the consumption there but the distribution from English points to other countries has fallen off this year to the extent of 4,000,000 pounds. Interesting in connection with these data is the statement showing the stock of all teas in bonded warehouses at the close of last month to have been 95,860,000 pounds, against 100,000,000 pounds at the corresponding period in 1893, and 92,970,000 pounds in 1894. The use of India and Ceylon teas in the United States for blending purposes has increased somewhat. There is, however, says N.Y. Journal of Commerce in referring to the report in question, no sign of the goods having found larger outlet in that country except in that way, or of their gaining favor with consumers.

GERMAN SUGAR BOUNTY.

MONTREAL, Dec. 8, 1894.—Please state the bounty paid by the German Government on beet root sugar, raw and refined, when exported; and also the excise tax on same when consumed in Germany.


CANADIAN.

Reply.—The German export bounties on sugars are: On raw sugar, 1.25 marks per 100 kilogrammes, or about 13½c. per 100 pounds; on refined sugar, 2 marks per 100 kilo., or about 21½c. per pound. The internal revenue tax is 18 marks per 100 kilo., or about \$1.95 per 100 pounds.—N. Y. Journal of Commerce.

CUTTING PRICES.

A case is reported where a dealer in a town not more than a thousand miles from St. Louis, says an exchange, concluded that he could advance his business interests by cutting prices below those charged by others in the same line. He began in a small way; marking off about 15 per cent. from the former figures. This was met by his competitors, and then he knocked off an additional 10 per cent., which was also accepted by the others. Things began to look serious about this time, and the dealer concluded to take the bit in his teeth, so to speak, and go his trade adversaries several points better. So he announced still another mark-down sale, and made a price on his goods, which were staples, that was at least 40 per cent. below his previous charge. Here was where the other dealers drew the line. They concluded to stop, for reasons that do not require explanation. The rest of the story—which is the narration of a fact that can be confirmed if necessary—is briefly told. He sold most of his goods, but at a loss or at figures that did not return a legitimate profit. He owed a considerable sum on these goods and when his creditors heard of the knock-down sale they immediately urged him for a settlement. Some of them were paid in part, but others were put off and the result was—the Sheriff. There is nothing else to the story excepting an expression of regret that past experience does not always dictate a different course.

A MERRY CHRISTMAS TO ALL

Is the wish of 

H. P. Eckardt & Co.

Wholesale Grocers.

.....TORONTO, ONT.

Fine Chocolate Goods

Three Grades

**Supreme
Extra Fine
Elite**

SUPREME goods are coated with the very finest grade of Vanilla Chocolate, in light or dark, as preferred.

EXTRA FINE Chocolate coating is not so strongly flavored with Vanilla, but is very fine and thoroughly satisfactory.

Price Lists on application.

ELITE is our cheapest grade and is splendid value.

G. J. Hamilton & Sons, - Pietou, N.S.

WISHING YOU ALL
A VERY

Merry Christmas

And a prosperous trade
for the New Year. . .

**M. MASURET
& CO.**

London, Ont.

We still lead in No. 1 quality Fruit,
at very low figures for round lots.

In all the different grades
and all sized packages.

SECOND CROP CALIFORNIA FRUIT.

THE free offerings of second crop loose California muscatel raisins in Montreal have been one of the interesting features of the situation this week on that market.

The quality of the samples of these fruits shown, so far, has not been very tempting, which is explained by the fact that the second growth in California is never as good as the first, being greatly deficient in saccharine properties, as compared with the first crop.

As this fruit is being offered from first hands at $\frac{1}{2}$ c. less than the first crop, and as some of them are branded "4-crown" and "3-crown," buyers should be on their guard when any comparatively cheap California fruits are offered them so branded.

The point of this precaution is easily understood when it is known that the leading houses on the Coast will not permit any of their second growth to be so branded, but sell it simply as second crop, because if it was branded it would damage the standing of their first crop "3-crown" and "4-crown" fruit.

The price at which these second crop fruits are being offered permits them to be sold at about $5\frac{1}{4}$ to $5\frac{1}{2}$ c., duty paid.

AMONG THE RETAILERS.

A NEW grocery firm has sprung into existence in Simcoe—Fountain & Backus. They have rented a store in the Battersby block.

D. C. Strachan, groceries and crockery, Goderich, has sold out to H. E. Snell, of Wingham, who takes possession after Christmas. Mr. Strachan has been in business nearly 30 years.

Burt & Co., grocers, Bracebridge, have dissolved partnership, Mr. Thompson having withdrawn from the firm. Style will be unchanged.

A. H. Carroll, Coboconk, has bought the stock of A. B. H. Carroll, Norland, and will move it to the former place.

Hugh Wilson, of Cannington, who purchased the Strickland stock at Bolsover, is

carrying on the business at the latter place. On account of the Trent Valley canal operations there he expects to do a good business, and is improving his newly acquired premises with that end in view.

J. Patterson, of Lindsay, has bought the stock of A. Barnard & Co., Sutton.

GALLON APPLES.

DEAR GROCER,—Will you please let me know through your valuable paper the outlook for gallon cans of apples. I see they vary a good deal in price. I have a chance to buy some that were sent by mistake.

RETAILER.

Remarks: The outlook for gallon apples is fairly good. Quotations vary a good deal, or, rather, there is a wide range in them, but it is practically all on account of the difference in quality. The ruling prices with the wholesalers are \$2.20 to \$2.45, with the range running up to \$2.65.

THE EDITOR.

CUTTING PRICES.

DEAR GROCER,—I notice in last week's issue, under the heading of "A Justifiable Boycott," an article dealing with retailers in cutting prices. Could you not recommend the same "Sauce" for the wholesaler? And is there not sufficient reason for such a movement just at this particular juncture? Ask some of them, and I feel sure the answer will come with such force as to convince and warrant THE GROCER in touching the wholesale as well as the retail trade on "Cutting Prices."

SALESMAN.

Remarks: THE GROCER has "touched" the wholesaler, and frequently, upon the folly of cutting prices.

THE EDITOR.

GOING INTO LIQUIDATION.

Sloan & Crowther, the well known wholesale grocers, Scott and Front streets, Toronto, are going into liquidation for the purpose of winding up the business. The partnership now existing will cease February 1, after which, it is understood, Mr. John Sloan, the senior partner, will carry on business alone in another warehouse. H. P. Eckardt & Co. will move into the premises vacated by Sloan & Crowther.

AMERICANS WANT JAPAN TEA.

On Monday and Tuesday visits paid by tea brokers to nearly every house in the grocery trade in Montreal, enquiring about tea, attracted considerable attention from the tea trade on that market.

THE GROCER saw one of the brokers in question, and learned that their enquiries were caused by orders from New York directing them to see if there was any nice Japan stock ranging from 17 to 22c. to be had in Montreal. It is quite probable therefore that before the week is out some 300 or 400 chest sales of Japans on this account may have transpired.

The local demand for tea has also been much better this week, and the fact that stocks have been light all along is stiffening the market.

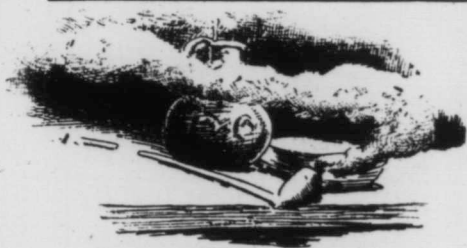
MUSKOKA'S TANNERIES.

"Burk's Falls has a new tannery," said a traveler on Saturday. "It is the best and largest tannery in Ontario, and makes the fourth industry of the kind in the Muskoka district. Of the three others, two are located in Bracebridge and one in Huntsville. Did it ever strike you why Muskoka district is such a desirable place for tanneries? Well, I'll tell you: It is always easier to bring the hides to the bark than the bark to the hides.

"I don't know about that," interjected a punster. "I've seen hides run away from the bark—of a dog."

POOR TRAIN SERVICE NORTH.

Commercial travelers who have gone north of Gravenhurst during the past three weeks are complaining bitterly regarding the train service, the "way freight" that used to leave that place on the arrival of the 1.30 train having been taken off. The first train going north from Gravenhurst does not leave till about three and a half hours after the 1.30 train has arrived, thus causing passengers several hours of unnecessary delay. To commercial travelers, with whom time is money, this inadequate train service is particularly annoying.



THE CORNER GROCERY.

IN a few days we shall have the time honored festival, Christmas, with us again—the brightest day of all the year. It is the day of annual family gatherings and gift-giving, and with what pleasure we shall greet our friends once more! Going home for Christmas? Why, yes, every member of the family should be at home on that day. So whatever should be our circumstances, let us endeavor to make Christmas as merry and joyful to ourselves and those around us as possible.

I think the custom of giving presents to customers in return for their patronage during the year has pretty well died out. The profits of these days will not allow the custom to obtain any longer, and the merchant who continues to give presents to his customers finds out sooner or later that it is a mistake. The customers are generally dissatisfied; and if you do not treat everyone alike, what trouble you get into.

But we merchants should remember, at this season of the year, those who have met

with reverses, and the sick and the needy. There are homes which contain sensitive natures who would shrink from the outstretched hand of charity. A reverse in fortune is the hardest thing in the world to bear; it is the keenest kind of poverty. Do not fail, if you know of such homes, to send something to alleviate their sufferings and brighten their Christmas. I wish every one of THE GROCER'S thousands of readers the merriest and gladdest of Christmas greetings. May health and happiness be in all your homes.

TOBE.

DRY GOODS.

TORONTO MARKET.

A MOVEMENT in holiday goods has been the only feature of the trade during the past week. Fancy goods and novelties have been well sold by those who carry them, while men's furnishings, gloves, handkerchiefs, fine parasols and umbrellas, silk scarfs, fur goods, etc., have been much enquired after. The movement has been in small parcels, mostly the result of letter orders, but very few buyers found time to visit the market.

Trade on city account has been quite active for the past month. This is usually attributed to the fact that the larger city stores imported less this year, and depended more upon the wholesale houses than usual.

Considerable comment is heard both here and in the west concerning the action of McIntyre, Sons & Co., of Montreal, in cleaning

out a large stock of dress goods to Murray, of Toronto. This sale is said to have been made at 25 per cent. below cost, although some who claim to know assert that the price is even less than this. This deal caused a slump in the price of dress goods, and enabled Murray to make sad havoc in the smaller towns by sending out samples quoting untouchable prices.

Deliveries of colored cottons are now being received by the jobbers here. One buyer remarked that the quality, design, and finish of these goods were a credit to the Colored Cotton Co. The goods, he asserted, were fully up to sample, and opened up clean and fresh. Shipments are now beginning from the jobber to the retailer, and the latter will soon have the pleasure of showing these new spring goods.

Comments on the article in the November Dry Goods Review, concerning jobbers, are still heard, and the general opinion seems to be that The Review has done a great deal of good by opening up this important question of the interdependence of the retailer and jobber, and the evil results which flow from mutual misunderstandings.

The gold reserve of the United States has again dropped below its legal standard of \$100,000,000. The cause was a further shipment of 3½ millions to Europe last week. The receptacle that is holding the gold reserve is like a vessel with a hole in it. You may, by pouring in a heavy volume—as the U.S. Government has been doing with the \$50,000,000 loan—cause a momentary rise in the volume of contents, but the moment the inflow ceases receding begins. Currency reform is what the United States requires. Her leading financiers realize it, and the sooner the desideratum is secured the better.



YOU SEE THAT MAN?

When he calls on you pay him a year's subscription to this journal.





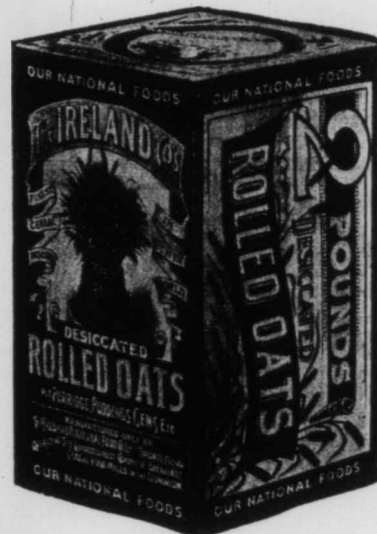
“Our National Foods”

(Trade Mark Registered)

Our Specialties

A superior quality of Breakfast Cereal Foods put up in packages.

Will be pleased to mail samples and full particulars



Choice
Bulk
Goods

In Barrels and Bags
Standard quality



Rolled Oats
Rolled Wheat
Wheatlets
Wheat Germs
Pot Barley
Pearl Barley
Split Peas
Granulated Wheat
Gold Corn Meal
Graham Flour
Buckwheat Flour
Rye Flour
Etc., Etc.



Milled from the best selected grain, upon the most approved process, and of uniform quality, our goods continue to give perfect satisfaction.

Write Us for Prices

THE
IRELAND NATIONAL FOOD CO.
LIMITED

MILLS AND MANUFACTURERS OF

BREAKFAST CEREAL FOODS

OPERATING The largest and most complete Breakfast Cereal Food Mills in the Dominion.

TORONTO, CANADA



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MARKETS AND MARKET NOTES

TORONTO MARKETS.

TORONTO, Dec. 20, 1894.
GROCERIES.

THIS is practically the last week of the holiday trade, and business is taking its final brisk turn before lapsing into its usual seasonable quietude. The warehouses are in consequence the scene of a good deal of activity, office and shipping room staff being taxed to fill the orders. There are some good parcels going out, but as a rule the orders are small, and principally to complete stocks of holiday goods. Everybody is, however, in a hurry to have his order filled, many lots having to be sent by express. This is what is giving business its active appearance. There is a little more sugar wanted than a week ago, but the price is very low, the refiners taking less than a week ago. A slight improvement is also noticeable in the demand for teas at firm prices. Foreign dried fruits are in demand, and wholesalers are pushing sales with vigor, conceding, in some instances at least, lower prices in order to get rid of as much as possible while the holiday trade exists. Malaga raisins are pretty well cleaned up, and stocks in certain lines of Valencia raisins have reached a low mark. Canned goods are receiving only scant attention. There is a brisk trade doing in foreign green fruits, especially in oranges.

CANNED GOODS.

There is no material change in the situation. Tomatoes, peas and corn are still quiet but steady. The little activity that has been noted in canned fruits during the past few weeks is not so marked as it was. The

same remarks apply to canned salmon at the moment, only an odd case or so going out. There has been a little better demand during the week for lobsters in flat tins, but otherwise business in this line has ruled quiet. We quote as follows: Tomatoes and corn, 85 to 90c.; peas, 80 to 85c.; peaches, \$2.75 to \$3 for 3's, \$1.75 to \$1.90 for 2's; raspberries, \$1.65 to \$1.80; strawberries, \$1 to \$2.10; apples, 3's, \$1 to \$1.10, gallons \$2.20 to \$2.65, and preserved fancy quarters at \$1.35 to \$1.40; salmon, \$1.30 to \$1.35 for good red fish in tall tins, and \$1.50 to \$1.60 in flat tins; do., second quality, \$1.20 to \$1.25; canned mackerel, \$1 to \$1.10; lobsters, \$1.70 to \$2 for tall tins, and \$2.25 to \$2.75 for flat tins.

COFFEES.

Prices in Brazilian growths of the better kinds are about 1c. per lb. higher in the primary markets. Here the market is almost bare, although there is not much demand at the moment, nor is there likely to be until after the New Year. We quote: Green, in bags, Rio, 20 to 21½c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 21½ to 22½c.; Java, 30 to 32c.; Mocha, 27 to 28c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 22c.

RICE.

Trade is still quiet, and the little demand experienced is chiefly for the fancy imported Japan article. We quote: "B," 3½ to 3¾c.; extra Japan, 5¼ to 5¾c.; imported Japan, 5¼ to 6¼c.; tapioca, pearl 4½ to 5c.

SPICES.

The spice market is quiet and unchanged. We quote: Pure black pepper, 10 to

12c.; pure white, 18 to 25c.; pure Jamaica ginger, 25 to 27c.; cloves, 25 to 30c.; pure mixed spice, 25 to 30c.; cream of tartar, 20 to 25c. per lb.

NUTS.

Demand continues brisk and stocks are getting low, especially in walnuts; in fact, some houses are already sold out. A good many complaints are heard from retailers regarding the quality of the nuts sent them, some questioning whether those they had received were this season's growth. The fact of the matter is that the quality of this year's nuts is not as uniformly good as usual, hence the poor quality of some of the shipments. We quote: Brazil nuts, 11 to 11½c.; Valencia shelled almonds, 26 to 28c.; Tarragona almonds 14 to 14½c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 15 to 16c.; Marbot walnuts, 12½ to 14c.; Bordeaux walnuts, 12 to 13c.; Sicily filberts, 9 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

SUGAR.

There is a little better demand for granulated than there was a week ago, but in this line the demand is only for small lots. Yellow sugars are quiet. Muscavado raw sugar is enquired after, but there does not seem to be much demand for the Demerara raw article. Neither is the German granulated sugar attracting much attention. The refineries are lower in their views on granulated than they were a week ago, and although the wholesale houses quote ordinarily as before, yet THE GROCER learns of sales

WILSON'S PURE MALT VINEGAR

BAY ST., TORONTO

This is the only licensed malt vinegar works in Canada.

EQUAL TO IMPORTED

—THE—
Windsor Patent Brush Co., Ltd.
SANDWICH, ONT.,



Solicits your order for Brushes, Whisks, and Brooms.

Send in your order direct.

Our Patent Broom has the call, and we warrant it in every respect superior to any other like article on the market.

The WINDSOR PATENT BRUSH CO., Ltd.
SANDWICH, ONT.

'Twill

Pay you to investigate this Advertisement . .

"SALADA"

CEYLON TEA

The Leading Article of The Leading Grocer . .

P. C. LARKIN & CO.

WHOLESALE AGENTS,

25 Front St. East.

TORONTO

MARKETS.—Continued

at ridiculously low figures. After this week trade will become quieter than it is even now, and, in the absence of demand, it is uncertain what the future of the market will be during the next few weeks. We quote: Granulated—Canadian, 4 to 4½c.; German, 3¾ to 3¾c.; yellows, 3¾ to 3¾c. Raws—Muscavado, 3c.; Demerara, 2¾ to 3c. for dark; 3¾ to 3¾c. for bright, and 3¾ to 3¾c. for light.

SYRUPS.

There is not much demand for syrups, although demand is fair for the season. We quote: Dark, 25c.; medium, 28 to 30c.; bright, 35 to 40c.; very bright, 45 to 50c.

MOLASSES.

There is a little demand for cheap New Orleans molasses at 28 to 32c. for baking purposes, but otherwise there is scarcely anything doing. We quote: New Orleans, barrels, 26 to 28c.; half-barrels, 30½ to 32c.; Barbadoes, barrels, 28 to 32c.; half-barrels, 30 to 34c.

TEAS.

Business in this line exhibits a little more life than it did a week ago, and there is a fair demand for Assam, Ceylon, Japan and Congou teas. Some houses report a particularly good demand for low grade Congous at 12½ to 13½c. Young Hysons have been receiving a little attention. We quote ruling prices on the Toronto market as follows: Young Hysons, 12 to 18c. for low grade; 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums and 35 to 55c. for high grades; Japans, 16 to 20c. for mediums; 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums and 30 to 45c. for high grades.

DRIED FRUITS.

Valencia raisins continue in good demand, with the market getting bare. There are only a few fine off-stalk and selected fruit, and layers of the better brands are scarce. Some of the houses are reported to be completely sold out of selected and fine off-stalk, and have this week found it necessary to purchase from their fellow-members in the trade. We quote good fruit: Off-stalk, 4 to 4¼c.; fine off-stalk, 4½ to 5c.; selected, 5½ to 6c.; layers, 6 to 6½c. We quote California loose muscatels at 5½ to 6½c.

Malaga raisins are moving out nicely, and stocks are getting light, some houses reporting that they are cleaned out. Prices are being shaded, however, by those who are well supplied. We quote: London layers, \$2.25 to \$2.50; black baskets, \$3.25; blue baskets, \$4.25 to \$4.50; extra dessert clusters, \$4 to \$4.50; connoisseur clusters, \$3 to \$3.25; quarter flat connoisseur clusters, 90c. to \$1.15; Royal Buckingham, \$4.50 to \$5.

Sultana raisins have been moving out briskly at 4¾ to 5¾c. generally. Quotations are: Ordinary, 4¾ to 5¾c.; good, 5½ to 6c.; fine, 6½ to 7c.; finest, 8 to 9c.

New season's Turkish prunes for this market are due to arrive in New York De-



"WE NEVER SLEEP."
How could we?

ember 27, but will not reach here till after the New Year. It is expected that at least a portion of the cargo will be damaged, the steamer having twice stranded on the voyage. French prunes on the spot are meeting with a ready sale. "The chief importations of French prunes," remarked a broker to THE GROCER, "have been in small-sized fruit, which naturally did not meet with much favor with the consumer, but there have also been a few carloads of fine large fruit, and for them reasonable prices have been obtained. The character of this fruit is very dry compared with the Bosnia article, the latter being steamed, and prepared differently. For cleanness the French prune is superior. Turkish prunes to arrive are being quoted as follows: Sphinx, B., 6¾ to 7½c.; U., 5½ to 6c.; Atlas, B., 5¾ to 6½c.; D., 5½ to 5¾c. French prunes on spot we quote as follows: E., 4½c.; D., 5c.; C., 6c.; B., 7c.

Demand has been fairly brisk for currants, especially in the better grades, at 5½ to 6½c. We quote: Filiatras, half barrels, 4 to 4½c., barrels, 4½c.; fine Filiatras, half barrels, 4¾c., barrels 4¾c.; Patras, 5½ in cases; Casalinas, 5½ to 6c.; Vostizzas, 6½ to 7½c. in cases and half cases; Panartes, 8 to 8½c.

Dates are in active demand at 4½ to 5c.

Figs are in fair demand, but there has been no rush for them. We quote: 14 oz, 8 to 9c.; 10 lb., 8 to 10c.; 18 lb., 12c.; 28 lb., 15c.; taps, 4¾ to 4¾c.; naturals, 6 to 7c.

BUTTER AND CHEESE.

The butter market continues inactive. Low grades are practically not selling at all.

The only kinds moving are fresh creamery and large dairy rolls. The situation appears to be growing worse, and if no export trade springs up, it looks as if a good deal of butter will have to be sold at grease prices. The following has just been received by a large local produce firm from a prominent dealer in Chicago: "The butter situation here at present is demoralized. The receipts of fresh butter are larger than for many years, and the demand is exceedingly light. This may be largely due to hard times, and the great number of people who are out of employment. The stock of cold-stored creamery is larger than a year ago, and it is nominally worth 16 to 17c. there being none selling. We are buying strictly fresh finest roll butter at 11 to 11½c., and good solid bakers' boring tubs at 9 to 10c. We have never known of such a radical change in the butter market as that which has taken place within the last 60 days." Prices on the Toronto market are a little lower than they were a week ago. We quote jobbing prices: Dairy—Choice tubs, selections, 15½ to 16c.; crocks, 18c.; low grade, 10 to 12c.; fresh pound rolls, 17 to 18c.; large rolls, 14 to 15c. Creamery—Tubs, early makes, 15 to 18c.; late makes, 20 to 21c.; pound prints, 21 to 23c.

Cheese is in fair demand only, with prices unchanged at 10½ to 11c.

GREEN FRUIT.

Oranges are experiencing an active demand, and prices are firm. In the smaller sizes there is a scarcity, while in the larger sizes the supply is fair. Mandarins and grape fruit are on the market this week. A fair trade is reported in lemons, and the market is well supplied. Bananas are in good supply, but there is not much demand for them. Malaga grapes are in fair demand only, quite a number of the retailers having previously made the bulk of their purchases. Cranberries are firm and scarce; the only kind on the market is the Jersey article. There is a keen demand for California dried fruit, apricots especially being in request. We quote: Lemons—Floridas, 150's to 176's, \$3.50 to \$3.75 per box; Messinas, \$4 to \$4.50; Malagas, \$3.10 to \$3.50. Oranges—Floridas, \$2.50 to \$3; Valencias, \$4.25 to \$4.50; mandarins, \$2.75 to \$3 per half box; grape fruit, \$4 to \$4.50 per box. Bananas, \$1.25 to \$1.75 for firsts and seconds. Apples, winter fruit, \$3 per bbl.; snow apples, \$2 to \$2.50; fall fruit, \$1.75 to \$2.50. Grapes—Malagas, \$5.50 to \$6.50 per keg. Cranberries, Jerseys, \$12.50 to \$13 per bbl. and \$4 per box. California dried fruit—Apricots, 12½c.; peaches, 12½ to 13c.

COUNTRY PRODUCE.

BEANS—Market is quiet and prices unchanged at \$1.40 to \$1.50 for choice hand-picked, and \$1.20 to \$1.25 for medium.

DRIED APPLES—There are only a few passing. Wholesale dealers are paying 4½ to 4¾c., and selling at 5 to 5½c.

Japan Teas

**New Season's Choice Japans in
4 and 10 lb. Matts.**

WE HAVE ALSO A FULL RANGE IN

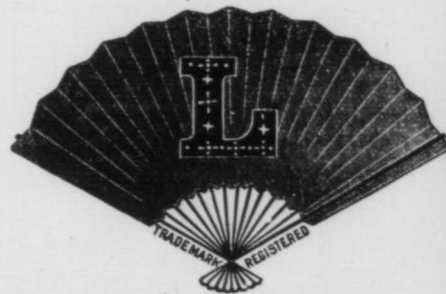
Congous, Hysons and Ceylons

DAVIDSON & HAY

TORONTO

TEAS

FAN



BRAND

EDWARD ADAMS & CO. - London, Ont.

CODFISH

Boneless

5, 20 and
40 lb. Cases.



Skinless

In 100 lb.
Cases.

STEWART MUNN & CO.

Toronto Agent:

J. F. RAMSEY.

BOARD OF TRADE BUILDING

Montreal.

MARKETS—Continued

EVAPORATED APPLES—Scarcely any business is being transacted. The factories are asking 6 to 6½c., and jobbers are quoting 7 to 7½c. in a small way.

HOPS—Market continues dull and weak. There have been some sales of 1894 hops as low as 7c., but the quality was not good. Hops showing fair quality are worth 12c. Package hops are quoted at 18 to 20c., according to quality.

ONIONS—Much as before. We quote: Domestic, 70 to 80c. per bag, and 70 to 75c. per crate; Spanish, 80 to 90c. per crate; Valencia, \$2.50 to \$2.75 per case.

HONEY—Is quiet and unchanged. We quote: Strained in 10-lb tins, 9 to 10c.; comb, 14c.

POTATOES—Demand is fair at 46c. on track, and small lots out of store are quoted at 53 to 55c.

POULTRY—Receipts have been light the past week, and jobbers who were fortunate enough in being well supplied realized good prices. An unsatisfactory feature of the market is the irregular manner in which shipments have been made this season. Prices are better than a week ago. We quote: Turkeys, 7 to 7½c.; chickens 15 to 40c.; ducks, 35 to 40c.; geese, 5 to 5½c.

EGGS—Quite a quantity of cold storage eggs are on this market, the quality of which is not the best. This affects the price of good stock and has compelled dealers to turn their attention more to limed stock, which are more reliable. We quote: Held and cold stored, 10 to 15c., according to quality; new laid, 18 to 20c.; limed, 14 to 15c.

FISH.

Trade continues quiet on account of the poultry season being on. The little demand there is principally for white fish and salmon trout. Oysters are in good demand, and dealers are again talking of the possibility of an advance being ordered in prices. We quote: Salmon trout, 6½c.; white fish, 7½c.; skinned and boned cod fish, 6½c.; boneless fish, 3½ to 4c.; market cod, 5c.; steak cod, 6½c.; haddock, 5c.; Labrador herring, \$2.50 per half keg and \$5.50 to \$5.75 per barrel; ditto, split, \$3; fresh water salt herring, \$4 per bbl.; blue-back herring, 4c.; blue pickerel, 4 to 5c. lb.; yellow ditto, 6 to 7c. per lb.; mackerel, 13c. each; pike, 5c. lb.; cod, 6c. per

lb.; finnan haddies, 7½c.; Digby herring, in bundles of 5 boxes, 15c.; ditto, lengthwise, 14c.; large halibut, 10c.; ciscoes, \$1.35 to \$1.40. Oysters, \$1.20 to \$1.25 per gallon; select, \$1.60.

PROVISIONS AND DRESSED HOGS.

The provision market keeps much about as before. There has been a fair demand for smoked meats for the Christmas trade; also for long clear for the lumber camp trade. Owing to the low price of lard, sales have been much more liberal, while compound, on the other hand, is not selling well. Offerings of dressed hogs are liberal but all are being taken at from \$5 to \$5.25.

BACON—Long clear, 7c. for carload lots, 7½c. for ton lots and 7¼c. for small lots; breakfast bacon, 10 to 10½c.; rolls, 8 to 8½c.

HAMS—Large, 22 lbs. and over, 9½c.; medium, 15 to 20 lbs., 10 to 10½c.; small hams, 10½ to 11c.; pickled, 9½ to 10c.

LARD—Pure Canadian, tierces, 8c.; tubs, 8½c.; pails, 8¾c.

BARREL PORK—Canadian heavy mess, \$15.50; Canadian short-cut, \$15.25 to \$15.75; shoulder mess, \$12.75 to \$13.25; clear mess, \$13.25 to \$13.50.

SALT.

A brisk trade continues to be done. Demand is especially good from the packers, the bulk of the trade being on their account. We quote: Barrels, 90c.; coarse sacks, 56c.; fine sacks, 60c.; dairy, \$1.50; rock, \$9.

SEEDS.

Deliveries of alsike continue heavy and of red fair. Timothy is offering in small quantities, and prices of same are firmer. Quotations are: Red clover, \$5.40 to \$5.60 for choice to fancy alsike, \$4 to \$5 for low grade to medium samples, and \$5.25 to \$5.40 for choice to fancy lots; timothy, \$2.25 to \$2.50.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—There is a fair supply, but demand is good and stocks are kept from accumulating. Dealers are paying 3½c., and selling cured at 4½c.

SKINS—Sheepskins are plentiful and demand poor at 65c.; calfskins are dull and weak at 6c.

WOOL—There is little or nothing doing, and prices are unchanged at 18 to 19c. for supers, and 17 to 18½c. for fleece.

TALLOW—Is a little weaker, dealers paying 5½c. for rendered, and selling at 6c.; rough, 2c.

PETROLEUM.

Trade continues fair at unchanged prices. We quote, in 5 to 10 bbl. lots, imperial gallon Toronto: Canadian, 11½ to 12c.; carbon safety, 16c.; Canadian water white, 16c.; American water white, 17½c.; photogene, 19c.

The Petrolia Advertiser in its weekly report quotes: Petrolia crude, \$1.15½ per barrel; Oil Springs crude, \$1.17 per barrel; refined, 7c. in bulk, 9¾c. in barrels, in car lots f.o.b. here.

MARKET NOTES.

Medium grade Japan teas are getting scarcer.

McWilliam & Everist received seven carloads of Florida oranges this week.

Warren Bros. & Boomer have a shipment of Muscavado raw sugar arriving.

Clemes Bros. have their banana rooms full of choice stock for the holiday trade.

The Pure Gold Mfg. Co. reports business brisk and sales far in advance of last year.

W. H. Gillard & Co. report the arrival of a new line of West India molasses, in barrels and half-barrels.

The Pure Gold Mfg. Co. is preparing sample consignments of goods for the English markets.

S. K. Moyer has his second shipment of Valencia oranges and Persian dates in stock this week.

Dawson & Co. have three carloads of apples and one carload of Florida oranges to hand this week.

Canned goods are said to be offered by W. H. Gillard & Co., of Hamilton, at prices below association figures.

Sloan & Crowther have a shipment of Sicily filberts to hand this week, which is showing very fair quality.

D. Gunn, Flavelle & Co. have been experiencing an unusually brisk trade for their "Maple Leaf" brand of lard.

The extra fine sample of evaporated apricots and peaches Clemes Bros. are offering is causing a big run for these goods.

The Ontario Grape Growing and Wine Manufacturing Co., of St. Catharines, Ont., has put in 50,000 gallons of wine this fall,

CASH PAID FOR DRIED AND EVAPORATED APPLES

W. B. BAYLEY & CO., 42 Front Street East, TORONTO

Telep
JO
Prov
Butter
Eggs
Rasp
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Telephone No. 471. Established 1870.

JOHN HAWLEY

Provision and Commission Merchant

Butter Lard Cheese
Eggs Apples Etc.

Raspberry Jam in 1, 5 and 30 lb. Pkgs.

88 Front Street East, TORONTO

JAMES A. HENDRY

Wholesale Agent for... KINGSTON, ONT.

THE E. B. EDDY CO.

Limited.

Correspondence Solicited.

HULL, CANADA.

WHITE & CO.'S

Weekly Price List:

Bananas, \$1.00 to \$1.50; Florida Oranges, \$2.50 to \$3.00; Valencias, \$4.25 to \$4.50; Messina Lemons, \$3.50 to \$3.75; Figs, 10 lb. boxes, \$1.00; Figs, in tins, new, 40 lb.; Dates, new, 1 1/2 to 50 lb.; Malaga Grapes, \$4.50 to \$6.00; Standard Oysters, \$1.25 per gal. Nuts—Almonds, Walnuts, Brazil, Hazel, and Peanuts—at closest prices for the holiday trade. Consignments of Butter, Eggs, Poultry, and all Farm Produce solicited. Prompt returns.

70 Colborne St., TORONTO.

WHITE & CO.

HUGH WALKER & SON,
FRUIT AND COMMISSION MERCHANTS,
GUELPH.

SEA HERRING,

HADDIES,

WHITE FISH,

TROUT.



Also all Other Kinds of Fish in Season.

Aikenhead & Sloan

13 Church Street

TORONTO

Christmas Fruits

DATES FIGS NUTS

Oranges Lemons

ORDER THE BEST.

CLEMES BROS. - TORONTO

the crop of '94, from its vineyards, being an exceptionally good one. The company's last year's sales touched the 60,000 gallon mark.

W. Paterson & Son have introduced an iced biscuit called "Cocoanut Mixed," which is said to be taking well with the trade.

F. W. Fearman, of Hamilton, advertises for the holiday trade a special line of sugar cured hams and English breakfast bacon.

J. W. Lang & Co. are again agents this season for clam bouillon, and already they have made good sales.

T. Kinnear & Co. have new Bordeaux and Marbot walnuts to hand; also 3-crown California raisins and "Victoria" package tea.

Smith & Keighley report that they have made big sales of new dates, and have been doing a good trade in Christmas fruits generally.

The Toronto Salt Works report these sales: Windsor salt, 2 cars of barrels and 1 car of sacks; also 1 car each of fine sacks and rock salt.

W. Paterson & Son report the cough drop season now in full swing. It keeps them hustling, it is understood, to supply the demand.

Clemes Bros. have received five cars "Uncas" brand Florida oranges this week for their Christmas trade. The stock is fancy.

H. P. Eckardt & Co. have an assortment of Malaga raisins on hand; also dates, figs, nuts and all lines suitable for the Christmas trade.

Masuret & Co. have now in stock new prunes, handsomely put up in boxes of 14, 28 and 56 pounds, which should attract the attention of the live retail merchant.

Since D. Gunn, Flavelle & Co. issued their butter circular their receipts of rolls have been large, but they find that a good deal of the butter has been held for some time.

J. W. Lang & Co. have Johnston's fluid beef and beef extracts in stock, and they report that the season's trade is opening out well.

Davidson & Hay report the receipt of shipments of Halloweedites, California loose muscatel raisins, new Sicily filberts, and "Aunt Sally's" pancake flour.

"Arguimbau Valencia layers, in 7 and 14 pound boxes, prove to be fruit of finest quality this year," report Masuret & Co. "We have still a quantity on hand at reasonable figures."

A carload of New Orleans molasses, said to be a good baker, is on the way for the Eby, Blain Co.

The Eby, Blain Co. has a shipment of Naples walnuts on the way. The nuts are of fine quality, and will, it is said, take the

We are always open to sell

CARS OF POTATOES

f.o.b. or delivered at any station. Write us for prices quick. Good time to buy on speculation.

WM. HANNAH & CO.

Commission Merchants. Toronto, Ont.

Graham, McLean & Co.

Produce and Commission Merchants

77 Colborne St. TORONTO.

Butter and Eggs specialties. Egg carriers supplied; returns made weekly; consignments of all kinds of produce solicited.

W. S. COLLINS & CO.

Produce Commission Merchants,

31 Church St. (Cor. Colborne St.) TORONTO, ONT.

Consignments solicited of Butter, Eggs, Lard, Cheese, Poultry, Dressed Hogs, Dried and Green Apples, Potatoes, Beans, Onions, Grain and Hay. Will receive our best attention, with prompt returns.

FERRIER & CO.

Commission Merchants.

SPECIALTIES—Potatoes and Apples.

Always open to buy car lots at highest market rates. Consignments of poultry and general produce solicited.

75 Colborne Street, Toronto.

COWAN'S

HYGIENIC COCOA

Is the highest grade obtainable. Will give more satisfaction than the lower qualities, and is certainly much the best value offered. Sold only in tins.

THE COWAN CO., Ltd.

Toronto, Canada.

RUTHERFORD & HARRISON

Wholesale Produce and Commission Merchants

76 FRONT ST. EAST, - - - TORONTO.

Demand is brisk for Choice Roll and Tub Butter. Medium and low grades are neglected.

The cold weather has stimulated the poultry market and good prices are again being realized. Always send invoice when shipping produce, and mark your name on outside of package.

Correspondence invited. Consignments solicited. Egg Carriers supplied.

Liberal Advances Made on Consignments

JAS. H. FALCONER

Manufacturer

Jams, Jellies, Marmalades,
Vinegars, Pickles,
Ciders, Sauces,

Ketchups, Mince Meats,
Apple Butter, and
Flavoring Extracts.

126 and 128 FORT ST.,

Telephone 473.

VICTORIA, B.C.

place of the Grenoble article; also bright Demerara sugar. A shipment of Hallowee dates was received Tuesday.

Davidson & Hay, the Toronto agents, have a shipment of "Almondine" in stock this week. "Almondine" is used for making macaroons, and is put up in 5-lb. tins.

"The butter market," say White & Co., Colborne street, Toronto, "is well supplied with medium grade butter. A choice lot of strictly A1 would find a ready sale at good prices."

Arguibau's selected Valencias in 14-lb. boxes are popular with the retail trade, being sold at \$1 per box. W. H. Gillard & Co. have a large line of these, which they are quoting low.

W. H. Gillard & Co. are offering Panereta currants at what are said to be exceptionally low prices. Retailers desiring this highest of all grades of currants grown in Greece should drop the firm a card.

T. B. Escott & Co. have received a shipment of raw sugar, and have several carloads of German granulated on the way here; also one hundred cases Indian and Ceylon tea just arrived.

The Eby, Blain Co., up to the middle of the week, could trace directly to an advertisement in THE GROCER the sale of about three tons of mixed candies. On Tuesday last, alone, nearly one ton was sold.

Aikenhead & Sloan report the arrival of shipments of the following: Carload of fresh frozen sea herring; one carload of Manitoba whitefish, which they quote at 6½c.; Manitoba whitefish in packages of 100 lbs., which they quote at \$7; haddies, 7c.

J. E. Patmore, of London, has on hand a quantity of pure apple cider and cider vinegar—his own production—and guaranteed to contain nothing but the juice of the apple. Mr. Patmore will supply samples and quotations on application.

"Grand Mogul tea is selling well," write T. B. Escott & Co. "Although a case of Grand Mogul is over one hundred pounds, a large number of repeat orders have been received from parties who bought the first case less than two months since."

The British Tea and Trading Association, of London, England, write that Blue Cross teas are increasing in sale beyond their expectations. Retail firms in towns of 1000 inhabitants should write either to the London house or the "British Tea and Trading Association," care of CANADIAN GROCER, and secure sole agencies.

Mr. D. R. Ross, the Embro oatmeal miller, was in Toronto last week. He reports business good and finds a steady demand for his rolled oats, the same customers ordering month after month, being satisfied with the quality and prices. During the dry season after harvest, finding the water power not sufficient, Mr. Ross ordered a new engine, which was completed a few days ago, and

plenty of power will now be had at all times. Dealers not satisfied with the quality of the rolled oats they have been using, should write to Embro for samples and prices.

Gowans, Kent & Co. have a new line of tumblers away down in price, and, as every storekeeper throughout the country handles this class of goods, there should be a big demand for them. They are a line of cheap table tumblers modelled after high class patterns. Their advertisement gives a cut of them.

The following new agencies have been opened for the sale of "Salada" Ceylon tea since December 1: Benmore & Benson, Belleville; John S. Willoughby, Cookstown; Mathison Bros., Whitby; J. A. Forsyth, Teeswater; E. Martin, Trenton; W. J. Belfee, Gananoque; W. S. Dolbar, Kingston; W. E. Runians, Kingston; Crawford Bros., Tara; Bogart Bros., Deseronto; James L. Earls, Hillsdale; D. Sullivan, Elmwood; J. M. Small, Arthur; J. F. Elliott, Chesley; G. J. Reynolds, Beeton; McDonald & Aylesworth, Picton; Richard Noxon, Wellington; Wm. Coxall, Colborne; S. G. M. Nesbitt, Brighton; J. H. Johnston, Grafton.

MONTREAL MARKETS.

MONTREAL, Dec. 20, 1894.

GROCERIES.

THE grocery market is without any great activity at the moment, but the week has furnished some interesting features. The unsteadiness of sugar continues and prices have declined still further at the refineries. Molasses is firmer, with sales at an advance of 1 to 2c. per gallon, while enquiry for tea has been brisker, and American demand is being experienced. The holiday jobbing demand is noting considerable activity in dried raisins, nuts, etc. Other lines furnish no special feature.

SUGAR.

The unsettled feeling in sugar noted last week continues, and business, owing to this fact, is restricted, as buyers hardly know what to do. Last Thursday refiners here decided upon another decline in price of ¼c., and though the jobbing basis is not much changed business is being done from the refineries at ¼c. less than last week in granulated. Yellows have also eased off 1-16c. Recent sales of granulated in round lots have been at 3½c., and yellows at 3 to 3½c., as to quality at the factory. Jobbing prices are still 4 to 4½c. on domestic granulated, and 3¼ to 3½c. on yellows. German beet stock continues to change hands in a jobbing way at 3½c. for granulated, while Berthier raw beet sugar is quoted at 3½c.

SYRUPS.

The syrup market has been fairly active in a wholesale way, and it looks as though stocks in some cases had run down pretty low. Bright grades in round lots from re-

finers' hands have changed hands at 2c., and dark grades 1½ to 1¾c. American syrup is dull and values unchanged at 19 to 20c. per gallon.

MOLASSES.

The steady tone that has characterized this market of late is, if anything, stronger this week, and Barbadoes in round lots has actually sold 1 to 2c. per gallon higher. This strength is due to the fact that supplies in first hands here are exceptionally light, being confined practically to two firms. The jobbing demand, however, is slow, and the volume of business in this connection very small at 29 to 30c., ex store, according to quantity. Porto Rico is dull and nominal at 24c.

RICE.

There is only a limited demand for rice, and the market rules quiet and steady. Prices are unchanged, as follows: Japan, standard, \$4.25 to \$4.40; crystal Japan, \$4.75 to \$5; standard B, \$3.45; English style, \$3.30; Patna; \$4.25 to \$5, and Carolina at \$6.50 to \$7.50.

SPICES.

There is a fairly active business in this line, due to the demand on holiday account, the sales being small individually, but of considerable volume in the aggregate. Prices are steady and unchanged. We quote: Penang black pepper, 6 to 7½c., white pepper, 10 to 12½c.; cloves, 7½ to 9c.; cassia, 9 to 10c.; nutmegs, 60 to 90c.; Jamaica ginger, 15 to 22c.

COFFEES.

The firm tone of the coffee market continues and the advance noted in our last on both Maracaibo and Rio is firmly maintained. In fact, it is said that positively none of the former can now be had under 20½c., so that last week's range is still a firm one. We quote: Maracaibo, 20½ to 22½c.; Rio, 20½ to 21½c.; Java, 26 to 30c.; Mocha, 28 to 31c., and Jamaica, 18 to 25c.

TEA.

The tea market has shown more activity since our last, and the fact that American buyers have been in this market during the week has spurred up buyers a trifle. Low grade gunpowders and Japans have been the kind of goods most in demand, the former changing hands on round lots at 9c. and the latter at 10½ to 15c., as to quality. The American demand is for medium grades. In a wholesale way we quote: Japans, low grades, 12 to 13c.; medium, 14 to 17c.; fine 18½ to 32c., and choice, 24 to 31c.

DRIED FRUIT.

This market has shown more activity in raisins in a jobbing sense, owing to the holiday enquiry, but the fact has not led to much business in a round way as yet. That it must, however, is certain, for jobbers are not any too well supplied with fruit. With regard to the stock in first hands, it is very

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To the Wholesale Grocery and Provision Trade

A TRAVELER doing business in British Columbia in grocer's specialties and provisions desires a change on account of health. Have been engaged with the present firm about four years. Can supply first-class references. At present receiving a salary of \$125 per month and all traveling expenses. Will be open for engagement Feb. 1st 1895. All communications treated confidentially. Address reply to X. Y. Z., Box 391, Vancouver, B.C., (Member of North-West Travelers' Association.) (4)

Dawson & Co.
FRUIT
PRODUCE
and COMMISSION MERCHANTS

32 WEST MARKET STREET
TORONTO.

Consignments
Solicited

GEORGE McWILLIAM. FRANK EVERIST
TELEPHONE 645.

McWILLIAM & EVERIST

GENERAL FRUIT
Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.

All orders will receive our best attention.

HAMS.

Specially Cured for the Holiday Trade

ENGLISH BREAKFAST BACON.

These goods are unsurpassed in quality, and are put up in attractive wrappers, suitable for Christmas and New Year trade.

ORDER EARLY.

**F. W. FEARMAN
HAMILTON**

Lytle's

JAMS
JELLIES
SAUCES
CATSUPS
ETC.

Best goods in the market.
Write for quotations.

T. A. LYTLE & CO.
Vinegar Manufacturers
TORONTO.



light. The demand for California raisins has been fair, on the whole. We quote as follows : Off-stalk Valencias, ordinary, 4 to 4½c.; selected, 5 to 5½c.; layers, 5½ to 6c.; sultanas, 5½ to 7½c.; California, 3-crown loose muscatels, 5½ to 6c.; 4-crown ditto, 7½c. Second crop Californias are offering for the first time this week at ½c. less than first crop.

The currant market remains quiet and dull, with only a quiet jobbing trade doing. Prices, however, rule much the same, as follows : Filhatras and Provincials, 3 to 3¾c. in bbls., and 3½ to 4c. in cases; Patras, 4½ to 5c., and Vostizzas 7c.

Prunes are fairly active and firm at 4½ to 5½c. for both French and Turkish, according to quality.

Figs remain much the same under a steady demand. We quote : Basket stock, 4 to 5c.; boxed, 8 to 9c. for ordinary, and 12 to 16c. for higher grades.

Business in dates is quiet and steady at 6½ to 7c., as to grade.

NUTS.

There is a good demand for nuts on holiday account; in fact, they, with dried fruits, are one of the brisk jobbing points of the market. Grenoble nuts are very scarce and 1c. per lb. higher. We quote as follows : Tarragona almonds, 13½ to 14c.; filberts, 8 to 9c.; Brazil nuts, 11c.; pecans, small, 10c.; medium, 13c., and extra, 15c.; Grenoble walnuts, 14 to 15c., and Naples do., 13½c.; peanuts, 7 to 9c. for roasted and 6 to 8c. for raw.

CANNED GOODS.

The market continues quiet and steady under a moderate enquiry. Some round lots of B. C. salmon put through since our last at \$4.25 f.o.b. have been one of the notable features of the week. Corn and tomatoes are also advised firmer from first hands. We quote : Lobsters, per case, \$6.50; sardines, \$8.50 to \$9.50; salmon, \$1.35 to \$1.40 per doz; tomatoes, 90 to 95c. per doz.; peaches, \$2 to \$2.10 per doz.; corn, 95c. to \$1 per doz., and marrowfat peas, 85 to 90c. per doz.; strawberries, \$2.75 per doz., and raspberries, \$1.80 to \$2.50; 1-gallon can apples, \$2.10; Australian canned meats : 1-lb. can boiled mutton, \$1.80 to \$1.90; 2-lb. can do., \$3.10 to \$3.15; 1 lb. can roast mutton, \$2.05 to \$2.10; 2-lb. can do., \$3.35 to \$3.40; 1-lb. can corned mutton, \$2.05 to \$2.20; 2-lb. can do., \$3.35 to \$3.40.

FISH.

Demand for fish continues active, and the volume of business has been larger on the whole. A feature has been the large arrivals of fresh fish, such as Manitoba white, pike, haddock, cod, and several car loads of tommy cod. In consequence of these large receipts a weaker feeling has prevailed and the prices are rather lower. White fish have sold at 6 to 6½c., pike at 4 to 4½c., haddock and cod at 3½ to 4c. per lb., and

CHICAGO, ILL., Nov. 3rd, 1894.

MR. J. A. GOWANS, Toronto, Canada.

DEAR SIR,—We take pleasure in stating that the Tea Mixer of your invention which you placed in our store is giving perfect satisfaction, and we know of nothing superior for the purpose of blending teas.

Yours truly,

CHASE & SANBORN,
10, 12, 14 Lake St. E., Chicago.

**WILLIAM RYAN,
PORK PACKER**

—AND—

COMMISSION MERCHANT

Consignments of BUTTER, EGGS and COUNTRY PRODUCE Solicited.

70 and 72 Front St. East,
Toronto, Ont.

S. K. MOYER,

Fruit and Commission Merchant

76 COLBORNE ST.,
TORONTO, ONT.

DEALER IN

Oysters, Oyster Carriers, Fresh, Salt and Smoked Fish, Florida and Valencia Oranges, Lemons, Dates, Almeria Grapes, etc.

Orders Solicited.

WANTED..

STRICTLY NEW LAID EGGS

No Sale for Held or Salty Stock. Also

GOOD ROLL BUTTER

TOP PRICES. QUICK RETURNS.

D. GUNN, FLAVELLE & CO.

Pork Packers and Com. Merchants,
TORONTO.

JAMES E. PATMORE

Commission Merchant,

London, Ont.

MANUFACTURER OF

Pure Refined Cider

White Wine and Cider

VINEGARS

Finest English
Creamery Salt.

Write or Wire
for Quotations.

MONTREAL MARKETS—Continued

tommycods at \$1.20 to \$1.25 per bbl. A number of fresh herrings have also been received, but the bulk of them are of a small size, and sales are reported at \$1.25 per 100. Smelts are plentiful and well enquired for at 4 to 5c. per lb. In salt fish there are no new features to note. The supply of herrings is large, for which the demand is limited, and, we understand, some round lots are offering at pretty low prices. In a jobbing way choice stock is selling at \$4.75 to \$5 per bbl. Green cod are moving fairly well in a small way. Round lots are offering at \$4 to \$4.10 for No. 1; \$2.75 to \$3 for No. 2, and haddock at \$3 to \$3.25. New Labrador salmon is scarce and firmly held at \$14 per bbl. B. C. are changing hands at \$11.50 to \$12. Sea trout are selling in a jobbing way at \$10 to \$11 per bbl. The market for smoked fish is quiet. Finnan haddies are selling at 7 to 7½c. for Portland and 6½ to 7c. for S. John's.

GREEN FRUIT.

APPLES—These rule dull, with very little demand. Prices remain at \$2 to \$2.50 per bbl.

ORANGES—There is a good demand for oranges, due to the holiday trade. Prices are steady at \$2 to \$3.25 for Floridas, and \$4.50 to \$5 for Jamaicas.

LEMONS—There is a good demand for lemons of all kinds. Messinas sell at \$2.50 to \$3.50 per box, and \$7 to \$7.50 per chest.

PINE APPLES—Meet a fair demand at 10 to 20c. each.

CRANBERRIES—Are scarce and firm, being \$1 to \$1.50 per bbl higher than last week. We quote \$11 to \$12 per bbl.

GRAPES—There is a good demand for these; Almeria at \$5 to \$6.50 per keg, and Catawba, 23 to 25c.

SPANISH ONIONS—These are firmly held at \$2.25 to \$2.50 per case.

COUNTRY PRODUCE.

EGGS—The market is steady with a fair demand at 13 to 14c. for limed, and 10 to 12c. for culls.

POULTRY—Notwithstanding the recent spell of mild weather the poultry market rules steady, and prices are fairly well maintained. The demand is good and sales are made freely. Turkeys sold at 8½ to 9½c.; chickens at 6½ to 7c.; geese at 5 to 6c., and ducks at 7½ to 8c., per lb.

GAME—The demand for partridge is good and all the offerings are taken at 55c. per brace for No. 1, and 30c. for No. 2. Venison is fairly enquired for at 5 to 5½c. by the carcass and 10c. by the haunch per lb.

DRESSED HOGS—The receipts of dressed hogs are liberal, for which the demand is good, and sales are being made freely at \$5.25 to \$5.75 per 100 lbs., according to quality.

POTATOES—These are a little easier, car lots having sold at 53 to 54c. per bag on the

track, while jobbing prices can be quoted at 60 to 62c., and 65 for the single bag.

HOPS—Are quiet at 6½ to 9c., as to quality.

HONEY—Rules easy at 4½ to 5c. for old extracted, and 7 to 8½c. for new, with comb stock 10 to 13½c.

BEANS—There is a moderate call for good to choice hand picked at \$1.30 to \$1.45, and poor to fair, \$1.10 to \$1.20.

ONIONS—There is a good sale for onions at \$1.65 to \$2 per bbl.

PROVISIONS.

A fair amount of business is transacted in provisions, there being a better demand for small lots at about steady prices. We quote: Canadian short cut, heavy, \$15.50 to \$16; Canadian short cut, light, \$14.50 to \$15.; hams, city cured, per lb., 9 to 11½c.; lard, Canadian, in pails, 9½ to 10½c.; bacon, per lb., 9 to 11½c.; lard, com. refined, per lb., 7 to 8c.

BUTTER.

The butter market rules quiet on the whole, under the small jobbing demand. In fact, the prospects of held stock of any kind do not improve much as time passes. Liverpool mail advices say: "The demand is not large, and all sorts of prices have been taken. Importers tried to make from 110s. to 115s. at the beginning of the week, but were quickly compelled to reduce quotations considerably in order to try and clear; even at the lower prices most houses have some left unsold. Irish creameries have declined in sympathy with Kiels, but not to the same extent. Dairy butters have been in good request owing to the small supplies, and prices remain about unchanged. Quotations are: Extra fancy Danish Kiels 105s. to 110s., with some fancy dairies making 114s.; seconds, nominal. Irish creameries about 110s.; finest Tipperary dairies, 90s. to 94s.; seconds, 80s. to 84s." We quote as follows: Finest fall-made creamery, 20½ to 21½c.; earlier makes, 16 to 17½c.; finest Townships, 18 to 19c.; finest western dairy, 16 to 17c.; western rolls, 14 to 16c.; Kamouraska, 14 to 16c.

CHEESE.

The cheese market rules much the same. The public cable is unchanged, but as noted last week private cables from time to time lead to business, and we understand that something further has been put through today on the basis of 10¼c. for white goods. Liverpool mail advices speak as follows: "Market all the week has been gradually hardening, some houses advancing quotations for best factories, especially of colored, which are very scarce, and sell at a premium over white. There is a fair enquiry for well-kept summer goods at about 46s. to 48s. Market closes firm. Quotations are: Extra fancy September cheese, white, 51s. to 52s.; colored, 52s. to 53s.; fancy Augusts, 50s. to 51s.; finest summer makes, 48s.; mediums, 35s. to 42s." We quote: Finest Ontario

fall made, 10½ to 10¾c.; finest Townships, 10¼c.; finest eastern, 9¾ to 10c.; under grades, 9 to 9¼c.; cable, 50s. 6d.

ASHES.

In ashes business is quiet and the market is steady, with no change in prices to note. We quote: First pots, \$4.10; seconds, \$3.50 to \$3.60, and pearls at about \$6.50 per 100 lbs.

MONTREAL TRADE NOTES.

The scarcity of Grenoble walnuts has led to an advance of 1c. per lb. all round.

Cables from Denia on the better grades of Valencia raisins are much firmer in tone.

The first offerings of second crop loose California muscatels have been offered this week. The price from first hands is ½c. less than on first crop.

Montreal houses have placed orders for 2,000 packages of B. C. canned salmon this week at \$4.25 f.o.b. on the Coast.

Montreal sugar refiners paid last week 2¾c. in bond at New York for centrifugal sugar.

The stock of Barbadoes molasses is now restricted to two firms, and prices are 1 to 2c. per gallon higher.

Geo. Childs & Co. report large and increasing sales of Lazenby's "Tablet Jellies" and "Soup Squares."

Kinloch, Lindsay & Co. received this week a consignment of choice Imperial plums.

A fine lot of Imperial plums were passed into stock by Birks, Corner & Co. this week.

Grenoble walnuts are not a plentiful article here, but Caverhill, Hughes & Co. are prepared to execute orders promptly.

California prunes are new on this market, and their fine quality is tempting buyers. Birks, Corner & Co. have a consignment.

Frank, Magor & Co., Montreal, have this year imported an assortment of fancy boxes of chocolate creams, candies, etc., and offer them to the trade on exceptional terms.

For Christmas and New Year's trade, one should pay a visit to Laporte, Martin &

(Continued on page 32.)



Robt. Ralston & Co.
HAMILTON, ONT.

FLOUR AND FEED

THE returns from the correspondents of the statistical division of the United States Department of Agriculture, relative to amounts of wheat fed to stock, estimate the quantity already fed up to October 30, 46,030,000 bushels, and the estimated amount to be fed, 29,273,000 bushels, making a total amount of 75,303,000 bushels. These figures on wheat feedings are merely the meager estimates from those states where the correspondents have complied with the request of the Department, and must not be taken as anything more than an attempt at an approximation of the total feeding of wheat from the present supply. The severity and length of the winter will necessarily influence the final figures upon this question. The Modern Miller's estimate, issued several weeks since, indicated a feeding demand that would take a little more than 63,000,000 of this season's supply.

According to latest information, crop conditions the world over are favorable, says N. Y. Post. In November and December the Argentine wheat is ready for harvest, and the prospects are for a larger crop than last year. Thereafter the sound of the harvest sickle is continuous. In quick succession follows Australasia, India and other eastern countries of less importance. Then (in June), France leading the column, the other producing countries gradually swing into line like great battalions for the final issue of the harvest year. Except in this country old crop supplies of wheat are diminishing naturally for replacement by the new crops. The other exporting countries—notably Russia and Argentine—either from necessity or foresight, have met the low price with free sales and reduced their surplus to usual proportions. But at home there has been a shrinking from competition and a disposition to withhold for improvement.

WHEAT—There is not much doing. We quote: White, 62c.; red, 62½c.; goose, 58c.

FLOUR—Business continues flat, and no improvement is expected till after the new year. We quote: Ontario straight roller, \$2.65 to \$2.70; Manitoba bakers', \$3.40; patents, \$3.65 to \$3.70.

BREAKFAST FOODS—Are in fair demand at steady prices. We quote: Standard and granulated oatmeal, \$3.85; rolled oats, \$3.75 to \$3.85; rolled wheat, \$2.10 in 100 lb. barrels; cornmeal, \$3.50; split peas and pot barley, \$3.75 per barrel.

OATS—Are steady and quiet at 32c.
BARLEY—Quiet at 43 to 45c.

PEAS—The market is not exciting much interest, and we quote 43 to 46c.

RYE—Is steady at 50c.

BUCKWHEAT—Dull at 42c.

MONTREAL.

The tone of the flour market is steady, and values show no change. The demand from local buyers is fair, and a good business is transacted for this season of the year. We quote as follows: Winter wheat, \$3.25 to \$3.50; spring wheat, patents, \$3.50 to \$3.65; straight roller, \$2.85 to \$3.00; extra, \$2.65 to \$2.70; superfine, \$2.50 to \$2.60; Manitoba strong bakers', \$3.15 to \$3.50.

A fair trade is done in feed on local account at about quotations. Ontario bran, \$16 to \$16.50; Manitoba bran, \$17, shorts, \$18; Mouillie, \$20 to \$22.

The market for oatmeal is quiet and steady. Standard, bbls., \$3.50 to \$3.65; granulated, bbls., \$3.60 to \$3.75; rolled oats, bbls., \$3.75 to \$3.85.

ST. JOHN, N.B.

Flour continues firm, and the buyers are accepting the situation. Oats are firm, and oatmeal rather higher. Middlings and beans also show firmness. Beans are firm at prices. Hay is quiet and continues low. The millers report that if wheat does not fall off flour will have to go higher. We quote: Manitoba flour, \$4.10 to \$4.25; best Ontario, \$3.50 to \$3.60; medium, \$3.30 to \$3.40; oatmeal, 4 to \$4.10; cornmeal, \$3 to \$3.10; granulated, \$3.50 to \$3.60; mid-

dlings, \$19.50 to \$20; bran, \$18 to \$18.50; local oats, 36 to 37c.; Ontario oats, 40 to 42c.; beans, \$1.40 to \$1.50; split peas, \$3.65 to \$3.85; round peas, \$3.65 to \$3.75; hay, \$9.50 to \$10 on track.

DALLEY'S PURE FRUIT

FLAVORING EXTRACTS



Have not a single peer in Canada for Strength, Purity, and Flavor.

Are 50 per cent better value than any other extract for same money.

Try them and be convinced.

The F. F. Dalley Co., Ltd.,
HAMILTON
Sole Manufacturers.

Embro Oatmeal Mills

D. R. ROSS,
EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated OATMEAL

IN BARRELS, HALF BARRELS OR BAGS.

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

The Old "Servant's Friend."
60 Years! No Complaint!



Samples to be seen at
T. G. WILLIAMSON & CO., TORONTO

MONTREAL MARKETS.—Continued.

Co.'s sample rooms. They have there displayed the finest assortment of dried fruits, which they offer at special prices.

Frank Magor & Co., Montreal, are putting on the market a new preparation of French mustard, Keen's "Mustardyne," made by Keen, Robinson & Co., Ltd., of London. It is attractively packed in handsome vases, suitable for ornaments after the contents are used, and, being prepared from the best quality mustard and choice ingredients, will be found superior to all other stomachics.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., Dec. 20, 1894.

CHRISTMAS being so near makes business quiet among the wholesale houses, and they expect it will continue so for the next two months. They are, however, satisfied with the way in which the year's business has rounded up. The feeling is that the spring will show an improvement. Among the retailers it has been a great week. No city in Canada can, probably, show finer retail grocery stores, or a larger number, for the size of the place. At this time everything possible is being done to have them reflect the brightness of the season, and they are to be congratulated on their success, the display of goods being most attractive. A little colder weather and a little snow is all that is wanted to gladden the hearts of the retailers of St. John.

SALT—Market same as last week. Stocks are light, but all orders are filled promptly. We quote: Coarse, 58 to 60c.; fine factory filled, \$1 to \$1.10; 5-lb. bags, per bbl., \$3.20; 10-lb. bags, per bbl., \$3.10; wood boxes, 20 lb., 20c.; 10 lb., 12c.

CANNED GOODS—Demand is fair, but not large. Canned Finnan haddies show a larger sale this season than ever before. This is not only caused by the fact that there are more canneries putting them up, but they are growing in favor with the consumer. The sardines which are put up in this province do not find much demand here. Prices are firmer. We quote: Peas, 90c.; corn, 95c.; tomatoes, \$1; corned beef, \$2.60 to \$2.75; oysters, \$2.10 to \$2.15; lobsters, \$1.75 to \$2; salmon, talls, \$1.35 to \$1.40; peaches, 2's, \$2; 3's, \$2.50 to \$2.60; new canned apples, \$2.40; haddies, \$1.40.

DRIED FRUIT—A quantity of good that were on the Halifax City for this market will be too late for the Christmas trade. As a number of kinds of dried fruit are scarce in this market, this will be a great disappointment to those to whom these goods belong, but the delay is the fault of no one, as the steamer, meeting very heavy weather, had some of the flanges broken off her propeller, and had to put back. Unfortunately, many of the goods were sold to arrive. New walnuts are now here. Citron is scarce,

as are London layer raisins. In fact all raisins are light stock. Cleaned currants, in cartoons, have been in demand this season, though the quantity sold has been small, owing to the fact that none were packed in Canada, and the change in the American tariff, putting a duty on currants, caused the cost to be much higher than last year. A number of our wholesale houses have cleaned their bulk currants, and find an increased demand for goods in this shape, even at the higher prices. We regret to have to report cutting among the retailers in raisins and currants. If people are to pay their debts they must make a profit, and the selling of goods at cost and below does great injury to the trade in general, and must tend to dishonesty. Currants are being retailed as low as 3½c. Market is firm at following prices: Loose muscatels, 4-crown, 5 to 5¼c.; 3-crown, 5¼ to 6c.; Sulana raisins, 6½ to 7c.; California clusters, \$2.25 to \$2.50; London layers, \$2.20 to \$2.25; Valencia, 4¼ to 4½c.; Valencia layers, 5¼ to 5½c.; French prunes, large boxes, 5 to 6c.; small boxes, 9 to 11c.; currants, bbls., 3¼ to 3½c.; cases, 3¼ to 4c.; evaporated apples, 8½ to 9c.; dried apples, 5¼ to 6½c.; figs, 11 to 18c.; dates, 5 to 5½c.; cleaned currants, cartoons, 6¼c.; bulk, 6c.; new walnuts, 11 to 14c.; almonds, 13 to 14c.; Brazils, 11 to 12c.; filberts, 9½ to 10c.; pecans, 12 to 13c.; peanuts, 10c.

GREEN FRUIT—THE GROCER had a talk with Capt. Woodworth, of Port George, one of the captains bringing the largest quantity of Nova Scotia apples to this market, and he said he had sold three thousand barrels this season of soft fruit. He had to sell a large quantity by auction, but for Bishop Pippins and other harder fruit he had got prices running from \$1.50 to \$2.50. He was well satisfied with the season's work. Apples are rather firmer, the quantities of soft fruit getting pretty well out of the market, and hard good fruit is difficult to get. Good Bishop Pippins can still, however, owing to their being rather soft this fall, be bought for \$1.50. Demand in all lines of fruit is good. The Christmas trade being large, prices are firm as follows: Apples, \$1.50 to \$2.50; lemons, Messina, \$4 to \$5; Malaga grapes, 5 to 6c.; Florida oranges, \$3 to \$3.50; West India, \$4.50 to \$5 per barrel; Nova Scotia cider, \$2 to \$3.25 per barrel; Ontario cider, 25c. per gallon.

DAIRY PRODUCE—Demand for butter is rather better, and were it not for the large quantity of poor quality in the market a better price could be obtained. Cheese is very quiet, but holders are not pushing sales,

BETTER PROFITS are made by selling our fish. We are fishermen and ship direct from boat or curing house to your place. Two or three middlemen's profits are thus saved. We have every kind of fish. WRITE US.

JOSEPH E. SNOW
... DIGBY, N.B.

**Beardsley's Shredded Codfish,
Pettijohn's Breakfast Food,
Condensed Mince Meat.**

C. & E. MACMICHAEL,
40 DOCK ST., ST. JOHN, N.B.

Cocoanuts

Imported direct, saving \$5 per M. in duty.
Fresh stock every month.
Write for prices.

THEODORE H. ESTABROOKS, ST. JOHN, N.B.

The Bell Cigar

Is the leading 5 cent, and

Spanish Doubloon

The leading 10 cent smoke

Manufactured by **THE BELL CIGAR CO.**
St. John, New Brunswick

Finnan Haddies and Other Fish

We catch and cure them and can give better satisfaction. We want a few good firms to sell our brands. Write us.

D. & O. SPROUL DIGBY,
N. S.

Fish Fish Fish

Retailers can with confidence handle my packing of

**BONELESS FISH,
DRY GODFISH,
SMOKED HERRING,
Etc., Etc., Etc.**

With the exception of Bloaters and Finnan Haddies, I will Guarantee all Salt fish to keep good until 1st April, 1895. When buying ask your Wholesale Grocer for Sealy's Guaranteed Fish.

JOHN SEALY

25 and 26 South Wharf, ST. JOHN, N.B.

Wishing all our customers

A VERY

Merry Christmas

NORTHROP & CO.

South Wharf

ST. JOHN, N. B.

THE ...
**STRATHROY CANNING
AND PRESERVING CO.**

(LIMITED.)
Packers of all kinds of

**Fruits ...
Vegetables and Meats**

All goods guaranteed first-class.

Office and Factory:

STRATHROY, ONTARIO.

**From the Atlantic
To the Pacific ...**

The fame of "KENT" Canned
Goods is spreading.

"KENT" Tomatoes are the acknow-
ledged standard, and the words
"as good as Kent" are often heard when a comparison
of qualities is made. No progressive retailer can afford
to be without these goods on his shelves. Their fine
flavor, uniformity of quality and solid packing recom-
mend them to the consumer, who, having once had
them, will be sure to ask for them again.

**The Kent Canning
& Pickling Co.**

CHATHAM, ONT.

Boulter's

"LION BRAND"

**Canned Fruits
AND Vegetables
AGAIN LEAD**

After another year of keenest competition in
Canned Goods, they have excelled all others.

Grocers--Stock up for Christmas Trade.
GOODS ABSOLUTELY PURE.

Established 1882. 12 Years' Success.

W. BOULTER & SONS

Picton, Toronto, and Demorestville

ALWAYS THE BEST.

CIDER AND WHITE WINE VINEGARS

Of the purest and best description, manufac-
tured from the celebrated Norfolk County
apples--the finest flavored fruit in Canada.

Prices very low. Send for quotations to

THE DOVER APPLE CO.

PORT DOVER, ONT.

**400 BARRELS
Sweet Cider**

15 Cents a Gallon.

Order from your wholesale grocer or
direct from

GARDEN CITY CANNING CO.

St. Catharines.

LION "L" BRAND

REGISTERED
TRADE
MARK

PURE GOODS.

JAMS,
JELLIES,
VINEGARS,
PICKLES.

The largest
factory of the
kind in the Do-
minion.

DIPLOMA
AND MEDAL
Toronto Exhi-
bition, 1893.



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

**"The Best of
Everything"**



Is the material we use in producing our goods.

The quality of the material and the careful
manner of preparation have combined in earning
and sustaining the high reputation the "Delhi"
goods enjoy.

Delhi Canning Co. = Delhi

ST. JOHN MARKETS—Continued.

as they look for better prices. Stocks are not large. Eggs are firm, with demand fair. Parties buying are particular in regard to quality. We quote: Eggs, 18 to 20c.; butter, 18 to 20c.; creamery, 21 to 22c.; roll's, 24 to 25c.; cheese, 10½ to 11c.

MOLASSES—Stocks are light and prices firmer. Some beautiful samples from New York are shown, and a good trade is the result. Barbadoes, Antigua and Porto Rico are scarce, and those fortunate enough to have any are getting good prices. American syrup is also offered at prices which enables business to be done. We quote: Barbadoes, 32c.; Porto Rico, 32 to 35c.; fancy, 43 to 44c.; syrup, 30 to 35c.

SUGAR—In this the retailers are also trying to see how much money they can lose; and the arrival of the German granulated has added to the sharpness of the competition. First it was 24½ lbs. of granulated for \$1, then 25, 26, 27, and now 28 lbs. is offered. Quite a quantity of the German granulated in bags is now here, and more is on the way. As far as can be learned, though not equal to our own granulated, it gives good satisfaction at the price, and enables people to offer granulated at what appears a very low figure, and yet make a profit. The price of sugar is off about ¼c. Demand is good. We quote: Granulated, 4 to 4¼c.; yellows, 3¾ to 3½c.; German granulated, 3¾ to 4c.; powdered, 6 to 6¼c.; Paris lump, 6 to 6¼c.

FISH—Demand is rather quiet. In cod, stocks are not large, and it is understood that the quantity to come forward is small. Prices are firm, and higher quotations are looked for. Pollock are easy and stock large. Frozen cod, haddock and herring are now coming forward, but weather is rather soft. We quote: Medium cod, \$3.50 to \$3.75; small, \$3 to \$3.25; large, \$3.80 to \$3.90; pollock, \$1.60 to \$1.70; frozen herring, 75c. per 100; bay herring, \$1.50 to \$1.60; Shelburne, \$4 to \$4.25; half-barrels, \$2.40 to \$2.50; medium smoked herring, 7 to 8c.; lengthwise, 7c.

PROVISIONS—Market easy and demand fair. We quote: Clear pork, \$18.50 to \$19; mess pork, \$16.50 to \$17; plate beef, \$12.75 to \$13; pure lard, 9¾ to 10c.; compound, 8½ to 9c.; hams, 11 to 12c.; bacon, 10c.; cottolene, 9¾ to 10¼c.

ST. JOHN MARKET NOTES.

The soft weather is causing poultry to sell cheap, and the supply is large.

For canned clams Northrup & Co. say they can quote very low prices.

One city firm reports the sale of 60,000 pounds of tobacco during the past year.

The increased interest taken by the merchants in the pushing of tea shows itself from week to week. W. Frank Hatheway has always given this branch of his business

particular attention, being among the first to import direct from China. He now has a city traveler devoting his entire time to tea.

Northrup & Co. report a good demand for Nova Scotia sweet cider, which they handle in large quantities.

Sardines in oil, ¼-lb. tins, Northrup & Co. are, it is said, offering low, and are doing a good trade in this line of goods.

A. L. Goodwin has received his first shipment of this season's Valencia oranges. They are nice, fresh fruit. They sell at \$5 per case.

It is not generally allowed that the cut of lumber this winter will be large, and there are those who think that the wise will see that lumber goes forward early if intended for the American market.

If the weather continues as soft as it is at present, it will be a great disappointment to the fish dealers, as cold weather is all that is needed to cause a large movement in frozen fish, there being plenty of fish.

Mr. John Moore, manager for E. V. S. White, has spent the past week in New York in connection with the lumber business. He was accompanied by C. T. White, one of the largest lumber dealers in Nova Scotia.

J. Hunter White, the agent for "Buttermilk" toilet soap, reports sales this season larger than ever. That this soap has won a place for itself in the market is shown by the fact that a Boston house is now putting on the market a soap in a wrapper so like that of "Buttermilk," that at a little distance they cannot be told apart.

WOODSTOCK, N.B., MARKETS.

WOODSTOCK, N.B., Dec. 20, 1894.

The stores are doing a good Christmas trade. They are looking their best, and are offering goods at low prices. We quote as follows: Hay, \$6; oats, 30c.; potatoes, 75c.; buckwheat, \$1; pork, 5¼ to 5½c.; butter, 18c.; fresh eggs, scarce, at 20c.

NOVA SCOTIA MARKETS.

OFFICE OF THE CANADIAN GROCER,

HALIFAX, Dec. 20, 1894.

THE panic in Newfoundland will not affect business in this province to any great extent. Fish merchants are of the opinion that it will eventually help business in this line. Cables have been received offering a few cargoes of fish at low rates. Nova Scotia does a large business with the firm of J. & W. Pitts, St. John's. The banks here wired the Messrs. Pitts that their paper was being held, and Mr. J. S. Pitts, a member of the firm, immediately left for this city. He came prepared to protect his paper, as he brought \$25,000 in specie with him. The general tone of business is good. Jobbers'

Christmas trade is about over, but the city trade is remarkably good.

BREADSTUFFS—The tone of the market in breadstuffs is slightly easier. Stocks on this market are comparatively light. The demand does not seem to be quite so active as it was ten days ago, but the prices are fully as high, as those holding stocks want to get the full price that new receipts would have to call for. Oatmeal and oats are steady and very firm. Cornmeal is unchanged. Bran and middlings are slightly higher, the former quoted at \$20 to \$20.50 a ton, and the latter at \$21.50 to \$22 per ton. We change our quotations slightly; they rule a shade higher on Manitoba and other flours, namely, \$4 to \$4.15 for Manitoba; \$2.65 in sacks and \$2.85 to \$2.95 in barrels for extras; 90 per cents. are worth \$3.25; patents, \$3.35 to \$3.50; oatmeal, \$3.95 to \$4; cornmeal, \$3.05 to \$3.10. Jobbing and retail prices are from 5 to 10 per cent. higher.

FISH—There is very little doing in fish, and prices rule low. We quote, tol quot: Prime shore cod, \$3.25 to \$3.75; bay cod, \$3 to \$3.25 for small and \$4 to \$4.25 for large. No. 1, West India market, fall herring, are down to \$2; No. 1 alewives, \$2.75; mackerel (city inspection), No. 1, \$14, No. 2 \$12, extras \$16.

POULTRY—The market is overstocked, and Christmas dinners will be secured cheaply. Stocks from P. E. Island, intended for Newfoundland, have been thrown upon the market. We quote: Turkeys, 10c; chickens, 25 to 35c. per pair; geese, 8c. per lb. Ducks are scarce.

PROVISIONS—The market is fairly well stocked. Good Christmas beef is quoted at \$7 and \$9; lamb, 5c.; mutton, 4¼c.; pork, 6c., weak.

EGGS—The egg market is flat. Dealers are asking 18c., but will take less.

BUTTER—There is lots of butter in the market. Fine Canadian roll is offered at 17 and 18c., and a good article at 16c. There is no domestic butter on the market and no demand for it.

GREEN FRUIT—The fruit trade is very brisk and stocks are good. Florida oranges are worth \$2.50 to \$3, and Valencias \$4.50. Messina lemons are sold at \$4 and \$4.50. They are not good stocks. Grapes are firm, with every prospect for an advance; Malagas are worth \$5.50; a few American 5-lb. baskets are being sold at 30c. The apple trade is still good for first-class stocks. Good Gravensteins are quoted at \$2, and choice King of Tompkins at \$2.50 to \$3.

POTATOES—The open weather is having the effect of keeping dealers from laying in stocks. A good article can be had for 30c. from schooners.

ONIONS—Stocks are about all cleared up, but quotations remain at 1½c.

DRIED FRUITS AND NUTS—There is a general activity in dried fruit and nuts.

Figs in boxes are quoted at 13 to 13½c.; choice bag figs 5c.; evaporated apples, 12c.; new dates, 5½ to 6c.; prunes, 6 to 7c. Almonds are quoted same as last week, viz., 14c.; filberts, 10c.; walnuts, 10 to 11c.; Brazils, 11 to 12c.; peanuts, roasted, 12c.; do. raw, 10c.

MOLASSES—The markets remain dull, with light stocks. Quotations remain unchanged as follows: Demerara, 38c. for M. R. brand, and 45c. for (B) D. brand.

SUGARS—There is no improvement in this line, and quotations are unchanged: Porto Rico, in hhd., 3¼c.; refined cut loaf, 5½c.; granulated, 4¾c.; standard A, 4c.; white extra C, 4c.; standard yellow C, 3¾c.; extra C, 3½c.; yellow extra C, 3¾c.

CANADA AND GREAT BRITAIN.

WHILE Canada has not been forcing itself on the notice of the Mother Country, remarks The Mail, a good deal has happened lately to bring and keep us conspicuously before her eye. A well-favored colony like this, has everything to gain from such prominence. We have wants, and Britain has to spare nearly everything that can satisfy them. She can give us capital, population, trade connections, trade itself, and has it in her power to give liberally. To her we have to look for men to fill and till our prairies, for money to develop our mineral wealth, build railroads, improve canals, and establish steamships, and for a market for a great part of our produce. She will give us these talents if she is assured we will turn them to profitable account, both to her and to ourselves. But to be assured, she must know as much about us as possible, and we should take care that she does. The country must be forward to show its parts, if it would hold its own against other competitors for British favor.

The United States drew hundreds of millions of capital and millions of population from Britain, and to no other foreign assistance is its extraordinary material advancement due. But it left nothing undone to attract the attention of those classes in Britain who could furnish the means it wanted. No important undertaking within its boundaries lacked booming on the British money market. It is a nation of born advertisers, and it owes as much of its success to that fact as to its wealth of natural resource.

Canada might, with profit, take a leaf out of the book of its neighbor. The circumstances that are pushing us on the attention of Great Britain just now will undoubtedly prove useful to us. The Colonial Conference has been fruitful of advertising in the right quarter. Its proceedings received liberal attention from the British press. The fact that it was held in Canada, and that Canada would be the central span in the proposed Imperial trade route, caused interest in the scheme to settle chiefly on this country. The favorable report of the Earl of Jersey heightened and widened that interest, with us still in the foreground. The proceedings of the Colonial Institute, notably the paper read by Sir Henry Wrixon, have had a similar effect, and so have the steady agitation and discussion in London of the fast Atlantic steamship line. The cable scheme has likewise been turned over a good deal

in the minds of British investors and British shippers, and the cable always brings up Canada.

The Statist has kept the question of an Imperial Customs union before the minds of its readers, and has stimulated interest in it by the offer of a prize of \$5,250 for the best scheme of such a union. Canada is on both oceans, and must come in for special consideration in the treatment of this question, which involves British control of the sea as well as preferential trade. But we have been brought into British notice by other things besides the Colonial Conference and its issues. The last loan showed the British public that with their own moneyed class our financial rating was A1. Our High Commissioner in London, Sir Charles Tupper, has not let the British people think we are an insignificant colony, and his steady vindication of the health of our cattle has kept the name of Canada before them, and will prove of service, it is to be hoped, for securing the removal of the embargo.

The fame of our cheese makes Canada better known in Britain. Our increasing trade with the Mother Country cannot but lift us to a higher standing there. The visits of our Governor-General to all parts of the country, and his study of the resources, industries, and trade facilities, must be valuable as a means of improving Britain's knowledge and appreciation of us. Canadian affairs are rising in importance as topics of discussion in the British press. We were talked about a good deal in Britain in connection with the Behring Sea question.

DISINFECTANTS.

A writer in The Medical Magazine who has witnessed the Berlin method of disinfecting a room, describes the cleansing of an apartment in which a child had died of diphtheria: "Four men were engaged. After everything that could be subjected to steam without detriment had been removed to the disinfecting station, all the things were removed from the walls, and the men began rubbing these with bread. Ordinary German loaves are used, forty-eight hours old.

The loaves are cut into substantial chunks about 6 inches square, the back of each piece consisting of the crust, thus allowing of a good purchase. The walls are systematically attacked with strokes from above downward, and there can be no question as to its efficacy in cleaning them, nor does the operation take as long as one would imagine. The crumbs are swept up and burned. After this the walls are thoroughly sprinkled with a five per cent. carbolic acid solution. The floor is washed with a two per cent. carbolic acid solution, and all the polished wood-work and ornaments as well."

TOO MUCH SUGAR.

Willett & Gray remark as follows: "The fact is there is too much sugar in the world for the good of anybody in the trade. Even the consumer receives little benefit from present prices, for the reason that his retail grocer has overloaded at higher prices, and will not come down. There are towns in New England, and probably elsewhere, where consumers are paying 6c. per pound for granulated sugar, and within thirty miles of the refiners' distributing market. There's a screw loose somewhere in the sugar business of this country. * * It had been expected that grinding on some estates in Cuba would begin on the 15th, but our cable advices to-day report that harvesting is delayed. Other West India crops are reported favorable, but requiring rather more rain."

ROBERT S. MUNN DEAD.

Robert S. Munn, head of the firm of John Munn & Co., of Harbor Grace, Nfld., the largest house on the island engaged in the Labrador fishing trade, is dead. The deceased was the eldest son of the late Provost Munn, of Rothesay, Scotland, and brother of Stewart Munn and father of W. A. Munn, senior and junior partners, respectively, of the firm of Stewart Munn & Co., commission merchants, Montreal city. R. S. Munn, who was 64 years of age at the time of his demise, settled in Newfoundland four decades ago, in connection with the firm of John Munn & Co., of which house he has been chief partner for twenty years past. The deceased was also for many years a director of the Union Bank, was a member of Parliament, and ever took much interest in all that affected the welfare of his adopted land. He leaves a widow and eleven children.

W. Robson, of Lindsay, was in Toronto last week sorting up for the Christmas trade.



"MY BRUDDER CAN MAKE IT GO."

The Surprise Soap Twine Holder



Holds . . Your Twine

— Is a Handsome
Counter Fixture

The twine-holder sits on the counter,
the twine coming out through a hole
in the top.

If you have not received one of our
twine holders from any one of our
travelers, send to us and we will be
pleased to mail one to you free of
charge.

BRANCHES—
MONTREAL: 17 St. Nicholas St.
TORONTO: Wright & Copp, 51 Colborne St.
WINNIPEG: E. W. Ashley.

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

FROSTY SHOW WINDOWS.

A CORRESPONDENT wrote Metal Worker the other day, asking for a receipt for keeping show windows from frosting. The following was the reply:

"Various means have been adopted for overcoming the difficulty mentioned by our correspondent, and we cannot do better than refer to some of those described by members of the trade and published in earlier issues of the paper. According to one correspondent, the plates of the show windows are first encased inside with glazed sash, well fitted. One and a quarter inch holes are then bored about 6 inches apart through the outside panel, under the floor of the show window. Then half-inch holes, 2 inches apart, are bored through the floor of the show window, as close to the outside plates as possible. At the top of the window, either through the sash or ceiling, the same number of holes of the same size are made as in the base. This arrangement is said to secure entire freedom from the frost collecting on the glass.

"Another dealer has the windows made in sections, matched together and placed on the outside of the plate glass, with the desired results. He has two windows 7 feet wide and 9 feet high, and three windows 2½ feet wide of the same height, with a light transom sash over each. Still another

writer has sliding sash, well fitted, at the back of his show windows, leaving a space for the display of the goods between the sliding sash at the rear and the plate glass in front. Half a dozen ¼-inch holes are bored in the outside sash and bottom and as many more at the top of the sash. As a result of this arrangement, he says that for ten years he has had clean windows, while those of his neighbors are obscured by frost in cold weather. Lamps or gas cannot be used in the window without the glass frosting, but electric light can be employed without any ill effects. In one of the cities in Michigan there are a number of stores having the show windows arranged with a ventilator at the bottom, admitting the cold air from the outside, and a conductor pipe at the top of the window, leading into a chimney, which causes a circulation of air, resulting in about the same temperature on the outside and inside of the plate glass, which keeps it free from frost. Still another plan for preventing the gathering of frost on show windows is to case the windows on the inside with sliding sash, thereby keeping out dust and making a good show-case for the display of goods. Over the door is a transom 3 x 4 feet, which is never closed within 6 inches, it being hung from the bottom, and serves as a ventilator, taking air from the ceiling. When the show windows are lighted in the evening one of the sliding sashes is left open, in order to secure the benefit of

the transom ventilator. The store is steam-heated, although a stove or furnace-heated store will probably work under the same plan. A correspondent in the State of Maine writes that he had two show windows in his store encased with glazed sash for the display of cutlery, guns, and other goods of iron and steel. Noticing that one of the windows remained entirely free from frost, while the other one was completely obscured by it, he examined the frosty one and found that the carpenter, in putting up the inside sash, had not made a close fit between the sash and the walls. This permitted the warm air from the store to enter and come in contact with the outside glass, where it condensed and formed a thick coating thereon. This opening was stopped, and there was no further trouble with frost. Neither of the inside sashes were air tight, but the correspondent states that they need to be reasonably tight and the doors kept closed as much as possible. A window without inside protection may be kept clear of frost by creating a circulation of the air in contact with it by means of a revolving fan or other contrivance for keeping the air in motion."

COMPANIONSHIP.

A YOUNG GENTLEMAN INTENDING MAKING a pleasure tour of the Windward West Indian Islands would like to hear from others who have such a trip in view; object, companionship. Address, P. O. Box 1,353, Montreal. (51)

Jersey Cream Baking Powder

The merchant who advises the consumer to buy Jersey Cream Baking Powder makes a reputation for himself as a man to be depended upon for first-class goods.

It pays much better than a little extra profit.

Manufactured only by

LUMSDEN BROS.
HAMILTON, ONT.

BRUSHES...

**R
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S**

ALL GOODS BRANDED

"BOECKH"

Send for Price List.

Are strictly as represented and will give satisfaction to your customers.

CHAS. BOECKH & SONS
Manufacturers. TORONTO, ONT.

New Table Raisins

BLACK BASKETS
LONDON LAYERS

—ALSO—

VALENCIA SHELLED ALMONDS

It will pay you to get our prices before you buy.

T. KINNEAR & CO.

WHOLESALE GROCERS

49 Front St. E. TORONTO.

**McAlpin..
Tobacco Co.**

Manufacturers

TORONTO, ONT.

See Prices Current...

**FOAM
YEAST**

A New Discovery

Be sure and get a box from your Wholesale Grocer.

FOAM YEAST CO., Ltd.
79 Esplanade Street East,
TORONTO.

French Plums

CASES.

Prime Quality. New Crop.

Cut Prices. Lowest Ever Imported

Warren Bros. & Boomer
35 and 37 Front St. East,
TORONTO

**- JELLY -
Batger's Calf's-foot.**

In Half-pint Bottles, in the following flavorings:

"PORT," "PLAIN," "NOYEAU,"
"ORANGE," "MADEIRA,"
"CHAMPAGNE."

A DELICIOUS DELICACY.

SLOAN & CROWTHER,
Wholesale Grocers Toronto.

J. W. Lang & Co.

WHOLESALE GROCERS

NEW FIGS

7 Crown and Choice Eleme in boxes.
Malaga in taps.

PRICES LOW.

59, 61, 63 Front Street East Toronto.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

New ..
Season's
SIGILY FILBERTS

Now in store.

PERKINS, INCE & Co.
41 and 48 Front St. East,
TORONTO.

NEW

Filberts Prunells
Almonds Dates
Walnuts Figs
and Apricots

SMITH & KEIGHLEY
9 Front St. E., TORONTO.

To Our Friends and Patrons :

For their Liberal Support we extend our Heartiest Thanks,
and wish all

THE COMPLIMENTS OF THE SEASON.

H. A. NELSON & SONS,

Manufacturers and wholesale dealers in Brooms,
Whisks, Brushes, Woodenware, Matches, Etc.,

TORONTO AND MONTREAL.

STEPS TO SUCCESS.

WHILST writing of or to my fellow-merchants, I have in my mind anticipated a question after this manner, says a writer in an exchange: How, or by what means do you consider you were made, or became, or grew into a trained and successful merchant? Now, I will take it as if my readers are putting precisely the same question to me, and will endeavor to answer it. How did I make my way in the trade? I, like all self-made men, found the road by no means an easy one, and I will set before our rising, or would-be rising, assistants some of the principal steps by which I raised myself to my present point of experience.

I must confess that often when giving a method for others to work upon, or a line of conduct to be observed; we, who are in a sense preaching, forget that our hearers may not have the same aptitude or inclination as ourselves, or, on the other hand, our rule may be far too slow for them. Possibly, a revelation of my curriculum may not seem to everyone to indicate a perfect course. But it is assuredly sound, and it may come in useful to many aspiring youthful merchants, and may open the eyes in one or two directions of those of mature experience.

When starting ourselves, or helping another to start, upon any course of study, there are usually a few preliminaries to go through. We have to provide books of help and reference, and if the study be a scientific one, instruments needed in its research have also to be found. In our study, we have to consider what is required to start, and after starting to complete, the well-informed and thoroughly successful merchant? Are there any manuals, any directories or first principle treatises, which the diligent pupil will find useful? Yes, there are; though to say that a standard trade library exists, would perhaps be erroneous. Yet, notwithstanding, there is a library, and of that and the other aids necessary to the merchant I will hasten to speak.

Very soon after emerging from the embryotic state of his business, and when, as

a junior assistant, I began to think upon matters connected with the trade for myself, I felt my impotency in gauging the relative values of the goods that were continually day by day passing through my hands. Happily, with this knowledge of my great ignorance came a corresponding fervent desire to remedy this weakness. To have the desire was admittedly good; but I floundered about for no inconsiderable time before I could bring my mind out of its chaotic state to anything like definite determination as to the mode of operation. At last an inspiration seized me. What I lacked was the habit of keenly observing every trade matter passing before me. What I should first set myself strenuously to do was to learn the actual cost of those things, the successful selling of which was making my master's profits, and which I should one day sell on my own account. And so I determined to jot down in my spare time during the day—or, failing that, to keep in my mind till after business hours—the invoiced price of all things that came before me. Surely this would represent at least a start! It was more than a start; it enabled me quickly to acquire information of essential value. Then, of course, being an assistant of fair training, and being in a general business, I had to undertake the selling of every description of goods kept in stock, and had all the selling prices of the establishment at my fingers' ends. This knowledge, any assistant, without an excessive amount of exertion, can acquire; and if he does not, well, all I can say is, that he is not likely to become one of the men at the head of the trade. He is letting opportunity at its golden age slip by, and, besides, he is neglecting a good chance of strengthening his memory.

By taking the utmost pains to acquire knowledge in these two important directions I drew up for myself a tabulated list of the cost and sale prices, so that whatever the transactions in the shop with which I had to deal, I knew at once, without the need of any person who might consider himself superior to myself informing me, just the true state of affairs in respect to any article without the hindrance of enquiry.

What self reliance I soon found I had! I knew the price goods could be sold at and show a profit, and daily made sales where others would let the customer slip. I was, of course, never foolish enough to abuse the power this knowledge gave me; but now and again I allowed it to flash out so as to strike the responsible proprietor or manager, whom I occasionally surprised by exhibiting more than ordinary intelligence with regard to exchange and mart.

Often, when a customer demurred at the price of an article, I was able, and sometimes did, suggest to the principal that we might really supply it cheaper; and when asked why, I mildly remarked the proper cost price for it should be such a figure. It brought me under the eye of the master as one of his best informed and smartest assistants. Knowledge of this description I found helpful in enabling me to judge how to act towards my customer in respect to what worries many assistants—the quantity of time which must profitably be spent with him in suiting him with his requirements. For instance, I could readily tell whether the article offered or required allowed of much or little time to be expended in the sale of it, and thus regulate my actions by reflecting upon the profit obtained on the sale. The practice made me, and would make any really intelligent assistant, a very smart salesman.

I know of no quicker way to enable a young man to qualify himself for a buyer than by the plan I suggested at the commencement. The knowledge of the cost and selling prices must be gained, and add to that what can now so easily be learned from the trade journals: the names of firms and their addresses, with the goods they supply.

Having dealt with those important points, observation and reading, let me pass to my last: that of examination—examination not by others, but by ourselves. Once, when applying for a fresh situation, the thought whether I was capable began quite to haunt me. Well, I jotted down roughly what I expected would be required by the new people, not cutting the duties short, but

"For Making Breakfast Rolls."



Put up in Quart Milk Pails.
2 Doz. in Case. \$2.25 per Doz.

"A Good Cup of Coffee."



Put up in Quart Milk Pails.
2 Doz. in Case. \$3.00 per Doz.

**WE
THINK
YOU
WILL
SEE
MONEY
IN
THESE**

SPECIAL

**LETTER ORDERS FILLED AND SHIPPED
IN 10 MINUTES.**

**PURE GOLD MFG. CO.
TORONTO**

rather extending them to their fullest. By the side of each want I put a candid answer whether I could fulfil it or not. I was astonished to discover how quickly the plan revealed my true state. I wonder if many of our merchants' assistants ever used such a plan as this. It is a good one. It enables you to find out what you know and what you are worth

These, then, are the three principal ways in which I submit all sharp, intelligent men of our trade are made. Each is very important in its own way, yet calling forth all the energy of the assistant concerned. Without perseverance in each and in all, the result is impaired. Attention to all will enable my youthful friend to develop into the valuable, sharp, and keen (because well-read) merchant, who can sell because he is no mere machine, for he knows the meaning of the prices and their importance. He likewise understands what the customer wants, and he can furthermore push the article, for his knowledge, by reading, acquaints him with the maker, and therefore of the article's reliability.

H. Barker and John Mackie, of Mansfield & Gold's general store, are branching out on their own hook, having secured a store on the corner of Shuter and George streets, Toronto, and decided to go into the produce and commission business. We hope they will be successful.—Chronicle, Whitby.

THE WAY OF CLERKS.

CLERKS, says an exchange, are a very important part of the store. In the larger establishments they have an importance that is almost equal to that of the proprietor, since they come into more frequent and direct communication with the customers, and on their treatment of these customers depends a great deal of the merchant's success. If they are careless, inattentive, or "smart," as many of them are, the merchant may lose through them what he has built up by his own efforts, or if they are ignorant regarding such details of the business as are placed under their care, he will be quite certain to fail in making many sales, because no one cares to buy from a clerk, or any one else, who does not know all about what he is trying to sell. Practically speaking, the clerk is the merchant's representative or agent, and his sins of omission or commission are chargeable to his principal.

No merchant has a right to expect that his clerk will be any better than himself. Subordinates are very apt to base their business behavior on what they see in their superiors, and if the latter are remiss in any of the trade duties which they are supposed to observe, there is certain to be a similar neglect on the part of those who are given a pointer in the wrong direction and, probably, have every opportunity for following it. "Like master, like man," is an old say-

ing that has its application in almost every store in the country. Some one has said, with truth, that an employer cannot expect his clerk to be honest when he himself resorts to practices that are not strictly in line with the straight and narrow path, and this has such a wide application that it may be said to cover and apply to all the relations existing between employer and employe.

There is one point, at least, in which the average clerk is sadly lacking. He is not always able to distinguish between true courtesy and that which is merely an imitation, or else is inclined to judge customers entirely by their appearance—when they are strangers to him—and to gauge his treatment by his ideas of their pocket books. Every merchant expects that his clerk will show him the ordinary politeness. He receives it, because the clerk knows he will lose his position if he offends his employer, but if the clerk could be shown at least his comparative share of consideration in this respect he would not be quite so tempted to go astray in the matter of courtesy when dealing with his employer's customers.

PERSONAL MENTION.

J. H. Simpson, of Guelph, was in Toronto this week, and made THE GROCER a call.

Mr. Albert French, the B. C. agent of the Pure Gold Mfg. Co., left this week for his ground.

MASSEY IS PRESIDENT.

LAST Saturday night, in the rooms of the Dominion Commercial Travelers' Association, in Montreal, the result of the contest for office holders for the ensuing year was made known.

The vote for the presidency was as follows:

Lieut.-Col. Fred. Massey	1,086
Joseph H. Morin	632
Majority for Massey	454

Last year the poll stood for the same office:

David Watson	1,085
L. Wilson	539

The votes cast for the four candidates running for the vice-presidency are as follows:

Alfred Elliot	525
Max Murdock	464
John Rogers	350
John Taylor	331

Mr. Alfred Elliott is, consequently, elected vice-president of the Dominion Commercial Travelers' Association, while the new directors are the first five in the following list, with the number of votes cast for each of the eleven candidates:

James Armstrong	988
C. A. Prevost	920
W. D. McLaren, jr.	743
N. Tucker	709
J. T. McBride	705
C. H. Cochrane	662
N. C. Wonham	533
A. D. Gall	341
Joseph Youngheart	333
Jno. Fales	303
Jno. Stewart	260

The retiring president, after paying an especial and well merited tribute to the ability of Mr. Wadsworth, the secretary, and the other officers, went on to declare that economy had been the order of the day, and said that an examination of the report which had been placed in their hands would show that every item of expenditure had been carefully weighed and considered before entering upon it. Tenders had been invited for printing, etc., and by so doing a saving of from \$500 to \$700 had been effected.

The increase in the membership had given them \$1,200 additional, although, the death rate had been quite large, "since our last annual meeting," added Mr. Watson. "No less than 22 members who were then in good health have passed into eternity. The amount of claims for the mortuary benefit is large, but we must remember that it means the widows' and orphans' all."

Mr. Watson then proceeded to accentuate his remarks made at the last quarterly meeting anent the Mutual Benefit Association, and expressed surprise that more of the members, and especially the young men, did not take advantage of it. "How can you," the speaker asked, "find a more profitable investment?" Out of this year's death roll there were not less than seventeen who had failed to become members of the

Mutual Benefit Association, and consequently their families were deprived of \$17,000, a sum that would have accrued to them had the heads of these families been contributors to the association in question. The speaker likewise dwelt very earnestly upon the project of establishing a fund for disabled or worn-out members of the Dominion Commercial Travelers' Association.

Here a very solemn and touching tribute was paid to the dead. All the members arose, and while they bowed their heads the secretary slowly read the past year's death roll, as follows: Geo. Knowlton, Ed. Heuser, M. Mackeand, P. J. G. Labbe, W. E. D. Sutherland, Saml. Mills, Frank Burch, M. P. Lynch, John Ross, H. W. Downey, Alex. Drew, J. M. Humphrey, W. Finlay, H. J. Farmer, J. H. Hill, John Martin, Alf. Francois, Geo. Forbes, T. P. Pearce, A. J. Ackhurst, John Stewart, S. A. Brazier (accidental), J. M. Ingersoll, J. M. Leonard, Chas. Cooper, H. Laws.

J. A. Cantlie delivered a telling speech in support of a fund for widows and orphans, and strongly urged that a benevolent fund be set apart and controlled by a committee that would see that no loafer or lazy person drew any benefit therefrom.

Mr. Watson having vacated the chair, Lieut.-Col. Massey, the president-elect, entered at once upon his new duties, and was greeted by applause that fairly made the Fraser Institute tremble as the gallant colonel rose to reply. Col. Massey said that, acting upon the advice of his excellent friend, Mr. Watson, he had tried to prepare two speeches, one for victory and one for defeat, but having failed in both he would throw himself upon the well known indulgence of that body of men which had just placed him at its head. "I greatly appreciate this honor," said the colonel, "and I trust that all will be able to say that the president of 1895 has done his duty as well as the gentleman who presided over us in 1894. Col. Massey also supported the scheme referred to by Mr. Watson and Mr. Cantlie, and intimated that the new brand would endeavor to carry out the wishes of the members.

Mr. Morin, who was then called upon, made a brief but loyal address. He said: "Gentlemen, I have fought a hard battle and have lost. I accept defeat manfully. I thank those who voted for me, and I entertain no ill-feeling towards those who marked their ballots for the colonel. I shall continue in the future to take the same interest in the Dominion Commercial Travelers' Association as in the past." (Cheers.) Mr. Morin then advanced and shook hands with the president-elect, while the "boys" yelled with delight.

The secretary read the report of the Educational Committee, which shows a balance on hand of \$138.49. During the past year only one application for the scholarship had

been made, but in this case the child was under age, so that there are now six vacancies at the disposal of the board. Mr. David Watson was elected to replace Mr. Fred Birks on the Educational Committee, and the report was adopted.

The following amendments to the by-laws, notice of which had already been given, were adopted, and will read as follows:

On and after February 1, any person having failed to renew his subscription shall cease to be a member of the association, but may be reinstated within the current year on production of certificate of good health, accompanied with renewal application, without being deprived of any previously acquired rights or benefits.

The president, vice-president, treasurer and four of the ten directors shall be elected at each annual general meeting, and the then retiring president shall by right remain a director on the board for one year.

After some remarks from Messrs. Logan, Gormley and Wilkins, the meeting adjourned.

A CORNER IN PROVERBS.

No ship can outsail its keel.

Know Little is a great critic.

The old fox fears the lean hound.

A written contract does not forget.

A cruel hand makes a sneaking dog.

The true church has a hundred doors.

Merry fellows are not money makers.

The shorter the wit the longer the ears.

There are no good times for poor work.

The longer the life the shorter the years.

The persuasive writer uses a soft pencil.

The straight course has the fewest rocks.

Don't strike at gold bars with bare knuckles.

The advertisement that catches the eye touches the pocket.

It generally takes four eyes to see that there are two sides to a question.

The trouble with many theories is that they have more latitude than longitude.

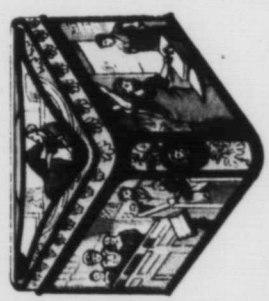
To be well educated one has to be doubly learned; first by learning and second by learning to use what has already been learned.—Exchange.

The Quebec Board of Trade have elected the following officers: President, Mr. E. B. Garneau (unanimously re-elected); 1st Vice-President, Mr. John Sharples (re-elected); 2nd Vice-President, Mr. Elzear Pelletier (re-elected); Treasurer, Mr. Joseph Winfield. The board has passed a resolution calling upon the City Council to vote aid towards the construction of a railway from Quebec to Parry Sound on the Georgian Bay.

The numerous friends of F. L. Cherrier, the old-established grocer, 15 Market Square, will be pleased to learn that he has resumed business at the old stand, having made satisfactory arrangements with his creditors, buying the stock back for cash. Hereafter he will carry on a strictly cash business. In this way he will be able to buy for cash, and sell at close prices.—Herald, Hamilton.



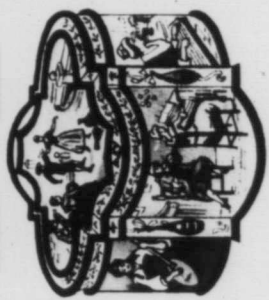
Biscuit Manufacturers
 To H.M. The Queen
 H.M. The Queen Recent of Holland
 H.M. The King of Italy
 H.M. The King of the Belgians
 & H.R.H. The Prince of Wales & Co.
HUNTLEY & PALMERS
 Biscuits
 Biscuit Tins
 Decorated



"VILLAGE"
 (FRANCOIS DE B.)
 Sides 6 in., Depth 4 in.
 Les Cotes 12 in., Haut. 11 in.



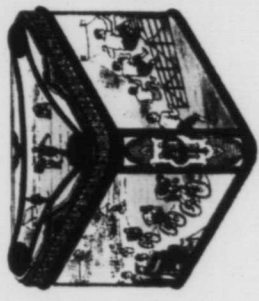
"MAIL"
 Length 6 in., Depth 2 in., Width 3 in.
 Long. 15 cm., Haut. 5 cm., Larg. 10 cm.



"HARMONY"
 Length 6 in., Depth 2 in., Width 3 in.
 Long. 15 cm., Haut. 5 cm., Larg. 10 cm.



"MUSIC"
 Length 6 in., Depth 2 in., Width 3 in.
 Long. 15 cm., Haut. 5 cm., Larg. 10 cm.



"ATHLETIC"
 (THE OUTRIGGERS)
 Sides 6 in., Depth 4 in.
 Les Cotes 12 in., Haut. 11 in.



"AMBOYNA"
 Length 4 in., Depth 3 in., Width 4 in.
 Long. 10 cm., Haut. 8 cm., Larg. 11 cm.



"GIPSY"
 Length 6 in., Depth 2 in., Width 3 in.
 Long. 15 cm., Haut. 5 cm., Larg. 10 cm.



"POMPEIAN"
 Length 7 in., Depth 4 in., Width 4 in.
 Long. 18 cm., Haut. 10 cm., Larg. 10 cm.



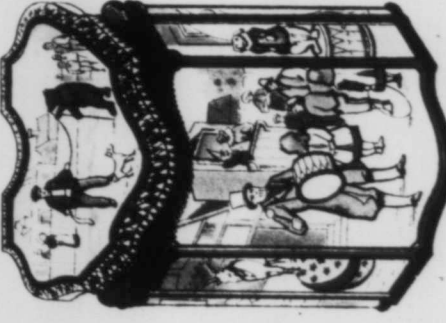
"GOLDEN TIMES"
 Length 6 in., Depth 2 in., Width 3 in.
 Long. 15 cm., Haut. 5 cm., Larg. 10 cm.



"TORTOISESHELL"
 Length 4 in., Depth 3 in., Width 3 in.
 Long. 10 cm., Haut. 8 cm., Larg. 8 cm.



"OAK"
 Length 6 in., Depth 2 in., Width 3 in.
 Long. 15 cm., Haut. 5 cm., Larg. 10 cm.



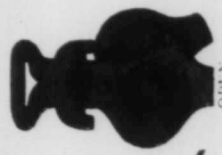
"SHOWMAN"
 Length 7 in., Depth 4 in., Width 4 in.
 Long. 18 cm., Haut. 10 cm., Larg. 10 cm.



"FABLES"
 Length 7 in., Depth 3 in., Width 4 in.
 Long. 18 cm., Haut. 8 cm., Larg. 11 cm.



CLOSED FERMÉ

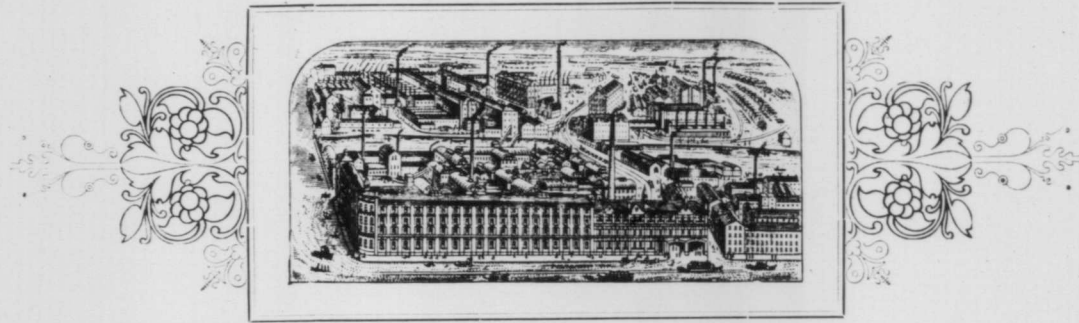


OPEN GUVERT

HUNTLEY & PALMERS
 PATENT FASTENER
 FERMOIR BREVETE

ORDERS FOR DECORATED TINS ARE TAKEN SUBJECT
 TO THE PATTERNS REQUIRED BEING IN STOCK WHEN
 THE ORDERS ARE RECEIVED

HUNTING & LONDON



English Biscuits

BY APPOINTMENT TO HER MAJESTY THE QUEEN, &c. &c.



HUNTLEY & PALMERS

BISCUIT MANUFACTURERS,

READING & LONDON, ENGLAND.

The Largest Biscuit Manufacturers in the World.

These Celebrated Biscuits are kept by all the Best Grocers everywhere.

For Price List and Terms, apply to

HUNTLEY & PALMERS

162, Fenchurch Street, London, E.C.,
and Reading, England.

Or to their Representative,

MR. EDWARD VALPY

28, Reade Street, New York.



WE DROP ON YOU THIS CHRISTMAS WEEK



And send you hearty wishes—
You know we're friends to all who seek
Pure, healthful, cheering dishes.

Throughout the year this page we've graced—
You've seen and read about us,
And once you knew us, were amazed,
And ne'er will be without us.
In our respective lines we are
The finest in the land, sirs.
You've read this ad. and that is where
We'll stop and take our stand, sirs.

— THE ADVERTISERS —



We take very much pleasure
in endorsing the above truthful
remarks, and wishing all our
friends and customers a Merry
and Joyous Christmas.



THE EBY, BLAIN COMPANY LTD.

Wholesale Grocers

TORONTO - - ONTARIO

ADVERTISING HONESTY.

BY NATHANIEL C. FOWLER, JR.

IN my last article, "Correct Catalogues," I touched on honesty in publicity. In this article I refer to nothing else.

Business men have tried every method of advertising.

They've lied bald-headedly.

They've lied all the time.

They've lied part of the time.

They've lied a little of the time.

They've lied once in a while.

That is, some business men have.

They have exaggerated.

They have burned red fire around their goods.

They have covered up the deficiencies and double varnished the good points.

Rivalry in business has appeared to force advertisers to say anything and do anything which they think will sell goods and keep the other fellow under them.

This article will not discuss honesty and dishonesty from moral standpoints.

It will treat them from the cold-blooded standpoint of hard business.

Dishonesty in advertising is overdone.

Exaggeration in advertising is as common as the everlasting breezes.

Mis-statements are expected, and almost universally indulged in.

Lying advertisements are the order of the day.

Ninety-nine per cent. of people don't believe advertisements, and they have a perfect right not to.

To-day honesty is originality.

Honesty is never overdone.

Honesty cannot be overdone.

Honesty is the only thing that is left to the advertiser, for everything else is overworked.

One should be honest from policy, irrespective of being honest from principle.

The honest advertiser always does the business.

The honest store always makes more money in the long run.

The dishonest store may make more in the short run.

If the advertiser intends to do business for a week or a month very likely he can make more profit by lying, but if he is in business to stay, to establish a local or national reputation, and proposes to do business year in and year out, and leave his business to posterity, he will find that honesty will pay him.

Extreme honesty, so long as it isn't made ridiculous, will be considered by the public as a manifestation of startling originality, and will be appreciated.

One thing is certain, the public believe all men are liars, particularly all men that advertise.

The public believe that there are few goods as they are represented to be.

Nearly every advertisement is in big type, with bold headings, filled with deliberate lies or with the truth peeled so thin that the microscope cannot reveal the dividing line between cripple truth and direct dishonesty.

There are firms in New York City, and in all large cities, which have become rich through misrepresentation. But ask the cashier of the bank they do business with if he will discount as much of their paper as he will of the straightforward, honest concern, and the answer, if he dares to give an answer, will teach a lesson in honesty which can never be forgotten.

I do not believe in over-conservatism.

I do not believe that conservatism is necessarily a part of honesty.

I believe a man can be just as much of a boomer, just as much of a hustler, and be honest, as he can by practising any other method of business-drawing.

Honesty can be bold. It simply must be handled carefully.

Honesty can be made the leader of the store.

It isn't necessary for a man to advertise that he is honest.

If he does, folks will believe he is lying, but he can so present his goods and so run his store, that people will learn for themselves that his word is as good as law, and that everything he sells is just what it is represented to be.

The honest advertiser is practically above competition, because competition cannot reach him.

There is always room for honest advertisers.

The public will find the outs of every article advertised, whether the advertiser calls their attention to them or not, and if the advertiser takes particular pains to cover up the shortcomings of his goods, the public will find these shortcomings, and so magnify them that they will appear to be more serious than they are.

Let me illustrate my argument by taking a very simple example.

I have a horse.

I want to sell it.

I know that the horse cribs.

Otherwise he is all right.

I know it is possible to break him of cribbing.

The horse trots well, is gentle, and, so far as I know, a perfect horse outside of cribbing.

I can advertise that the horse is perfect, that there are no outs about it, and the

chances are mighty few that people will call to look at him, because they will believe I am lying.

A horse without an out isn't generally for sale.

They will imagine that the horse has a good many outs because I say he has none.

If I advertise that the horse is all right except that he cribs, and that because he cribs I am willing to sell him for a certain price, horse buyers who want horses will come to look at the horse, and they won't believe that cribbing is half as bad as it really is.

They will believe they can cure the horse of cribbing, and so they can if they take time.

I have presented to them the out of the horse.

I have disarmed their argument, and have told them exactly what they are likely to find out themselves.

I have not injured the sale of the horse. I have simply made it easier to sell the horse.

This same argument applies to every line of goods, whether sold at wholesale or retail.

The outs are going to be discovered, or the buyer is going to imagine that he has discovered them.

If the advertiser presents the outs he will disarm argument, and will take from the mouth of his prospective buyer opportunity to kick.

It doesn't cost much to take back goods, if the goods are not satisfactory, even though the dissatisfaction is entirely the fault of the buyer.

A buyer comes in to buy something.

He becomes dissatisfied.

You are not to blame; the goods are not to blame.

The buyer is fussy.

Take back the goods.

Show the buyer that you propose to treat him even more liberally than you would yourself.

You will make of him a perpetual advertiser, who will, mean though he may be, give his whole trade to you and make all those under his influence come to you.

It practically costs nothing to be honest.

It may cost a great deal to be dishonest.

You never know what dishonest advertising is going to bring forth.

Honest advertising will never do you any harm.

Tell the truth, and not only tell the truth, but the whole truth. Tell it so the people will believe you, and stand by you.

They will occasionally go to the Cheap John store, but the honest advertiser and



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

DO YOU?

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

**A
Merry
Christmas
is
impossible !**

to the man who
has just been
cleaned out by
fire, — unless,
of course, he had
his stock well in-
sured and his
books in a

**Taylor
Safe**

**ROYAL
DANDELION
COFFEE**

We find it necessary to state that the great celebrity our Royal Dandelion Coffee has attained has induced various imitations. We therefore caution the public against allowing themselves to be supplied with a spurious article, that only being genuine which is put up by us. **THE ROYAL DANDELION COFFEE CO.**

Henry J. Keighley, Manager,
468 King st West. Telephone 1610.

**DUNN'S
BAKING
POWDER**
THE COOK'S BEST FRIEND
LARGEST SALE IN CANADA.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

.. ODART'S SPECIALTIES ..

- HIGH CLASS - - GREAT NOVELTY - - GOOD PROFIT -

ODART'S PICKLE - AND - ODART'S STUCE

ODART & CO., PARIS, FRANCE, AND LONDON, ENG.

CHRISTMAS ! NEW YEAR !!

NOW READY AND FOR SALE

Diamond H Hams, 10 to 16 lbs.
Breakfast Bacon, Etc. . . .

Pure leaf, kettle rendered lard, in 5 and 10 lb. tins
(2 doz. and 1½ doz. in case). Nice for the holidays.
Fresh Pork Sausages put up in 20 lb.
baskets. Try a
sample basket. Write for Quotations.

W. A. McCLEAN & CO.
Pork Packers - Owen Sound

**BARTON'S
BAKING
POWDER**

— IS —

ALWAYS RELIABLE

DO NOT BE
WITHOUT IT

Phoenix Coffee and Spice Mills

ASK TO SEE

OUR EXTRACTS, put up in fancy
jugs and bottles for the Christmas
trade.

Our Coffees

SPICES,
BAKING POWDERS, ETC.,
Are giving the best satisfaction.

G. F. MARTER & SON

1-3 Jarvis Street

TORONTO



The Tie That Binds

*The Canadian Trade
to our Goods is*

...QUALITY

Without it we were a ship without a rudder.

With it we possess the "one thing needful" to make our business a satisfaction and success—alike to our customers and to ourselves.

We give you the benefit of

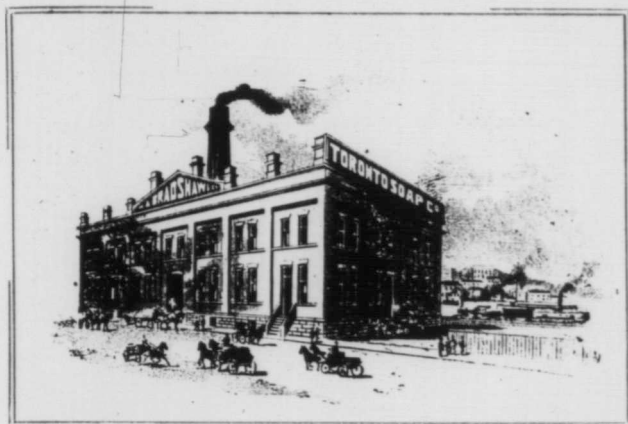
**CAPITAL
PERSEVERANCE
BRAINS**

With every barrel of

**Pan-Dried
Rolled Oats**

E. D. Tilson,

**Tilsonburg,
ONT.**



OUR
NEW
FACTORY

“COMFORT”

“CHALLENGE”

“MARBLED”

ARE OUR NEW BRANDS.

THE COMFORT SOAP

New style of wrapper. New design of box. No Imitation, but the Purest, Largest, and will doubtless prove the best selling 5 cent bar ever presented to the trade.

THE CHALLENGE

A magnificent piece of soap, of superior stock and the wrapper beautifully lithographed bright and attractive.

THE MARBLED

A most desirable and handsome mottled bar soap for every household purpose.

“AMMONIA SOAP” STILL LEADS.

Factory and Office:

DEFRIES STREET

.... Toronto

Toronto Soap Co.

W. A. BRADSHAW & CO.

Proprietors.

the honest business man will get the bulk of the trade and hold the bulk of the trade.

Honesty in advertising means permanency in business.

Dishonesty in advertising means transient profit, with great opportunity for sooner or later failure.

Never advertise goods at less than cost unless you can prove that you are selling them for less than cost.

Never advertise unparalleled bargains, unless you present with the statement positive evidence that the bargains are what you say they are.

People think that the man who is advertising goods at less than cost is a liar.

They won't believe that your "unparalleled bargains" are unparalleled, unless you prove it.

Place yourself in the place of the buyer, criticise your own advertising as you criticise the advertising of others, and see if you take any stock in statements of "less than cost," "tremendous sacrifices," and "fire, smoke, and water."

Talk to your wife about it.

Talk to your brother.

Talk to your brother-in-law.

Talk to all your relations.

Talk to yourself.

Find out where you all go when you want to purchase something good for anything.

You go to the store which never lies in its advertisements, and which sells goods you can depend upon.

If you and yours demand honesty in advertising, why shouldn't others demand the same thing of you?

You and your relatives represent the great masses.

Never advertise, and never do yourself what you wouldn't appreciate if done by others.

If every advertiser would enter his own store as a stranger, and criticise his own business methods as he criticises the methods of others, there would be a wonderful change in advertising and a wonderful change in the management of every business under the light of the business sun.

WORTH REMEMBERING.

It does not always follow that the grocer who sells the most goods makes the most money.

The man who would advertise his competitors should speak disparagingly of their business and methods.

The grocer of to-day who uses the scales which his grandfather wore out can't expect to make a howling success.

Business is not adapted to rules of debate; therefore when a man is inclined to argue with a customer he should stifle the feeling.

Every grocer's stock should include everything within the wants of customers. But judgment should be used in buying goods.

If you desire to be in a position to sell everything a little bit lower than your neighbor, buy for cash and sell for cash. The more you follow that plan the more trade you will have.

CONDENSED MINGE 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.



The best and Cheapest Mince Meat on Earth.

Price reduced to \$12.00 per gross, net.

J. H. WETHEY,
St. Catharines
Ont.



Decorate Your Window

... WITH ADAMS'

Tutti Frutti Beautiful Hanger Signs

Ask your wholesale man for them or send postal card to

ADAMS & SONS CO.,

11 and 13 Jarvis St., TORONTO, ONT.



Sold by the Wholesale Grocery Trade and the Manufacturers,

THE HAMILTON

COFFEE AND

SPICE CO

Sales

Increase

Yearly

It Holds Trade

All The World Over

Johnston's Fluid Beef

is used as a **STRENGTH-GIVING FOOD**

For Invalids, Convalescents and Dyspeptics,
In Domestic Cookery for making Soups and Gravies,
For Athletes when training.



GRAPE WINES

Don't fail to have some of ours on tap if you want a good seller

For the Holidays.

The Ontario Grape Growing and Wine Mfg. Co.

P.O. Box 72. ST. CATHARINES, ONT.



THE SACK

The Price **45c.**

From any Wholesale House.

This salt is recommended by the Inspector of Creameries.

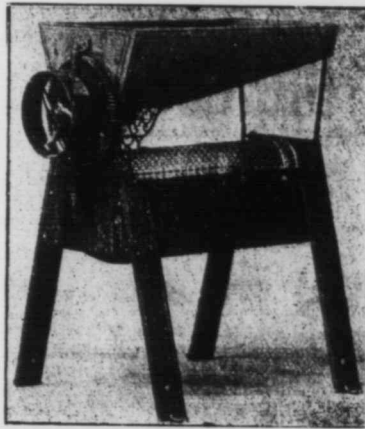
TORONTO SALTWORKS

128 Adelaide St. E., Toronto,

CITY AGENTS FOR WINDSOR SALTWORKS.



ASK FOR **MOTT'S**



The Grocers' Fruit Improver

Cleans the finest Vostizas and Patras currants, removes the stems, leaving the rich blue natural tint on the fruit. Makes off-stalk Valencias equal to Selects. We make a specialty of hand and power Fruit Cleaning Machines, capacity ranging from 250 to 500 lbs. an hour. If our travelers don't reach you in time write for particulars.

Manufactured and Sold only by

BEAMER & RYAN

Brampton, Ont.



British Columbia Salmon

"INVERNESS" BRAND

Turner, Beeton & Co.

VICTORIA, B.C.

AGENTS

WATT & SCOTT
Montreal

WATT & SCOTT
Toronto

GRANT, OXLEY & CO.
Halifax

ARTHUR P. TIPPET
St. John, N.B.

You Should Try a Case

Of the Celebrated **TETLEY'S TEA**, in lead packets. The finest Tea the world produces.

It is composed of the first growths and tender leaves of Ceylon and Indian Teas, blended together, and is sure to please your customers.

ABSOLUTELY PURE.

JOSEPH TETLEY & CO.

LONDON, ENG.

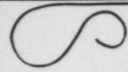
MONTREAL.

TORONTO.

And for Manitoba, the Northwest Territories and British Columbia

The Hudson's Bay Co.

The Tea of the Old Country



DELICIOUS

MAZAWATTEE

.. TEAS ..

Have gained the greatest popularity in Great Britain, where over

15,000,000 Packets

ARE ANNUALLY CONSUMED.

We have opened a

WHOLESALE DEPOT

:: AT ::

30 Church Street, Toronto,

and are appointing agents in every town in the Dominion. Write at once and secure the agency for your district, as it will be the largest advertised tea in Canada.

THE MAZAWATTEE CEYLON TEA CO.

.. HEAD OFFICE ..

Ceylon House, Eastcheap

LONDON, ENG.

CANADIAN DEPOT

30 Church Street

TORONTO



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SUPPLEMENT TO THE CANADIAN GROCER.

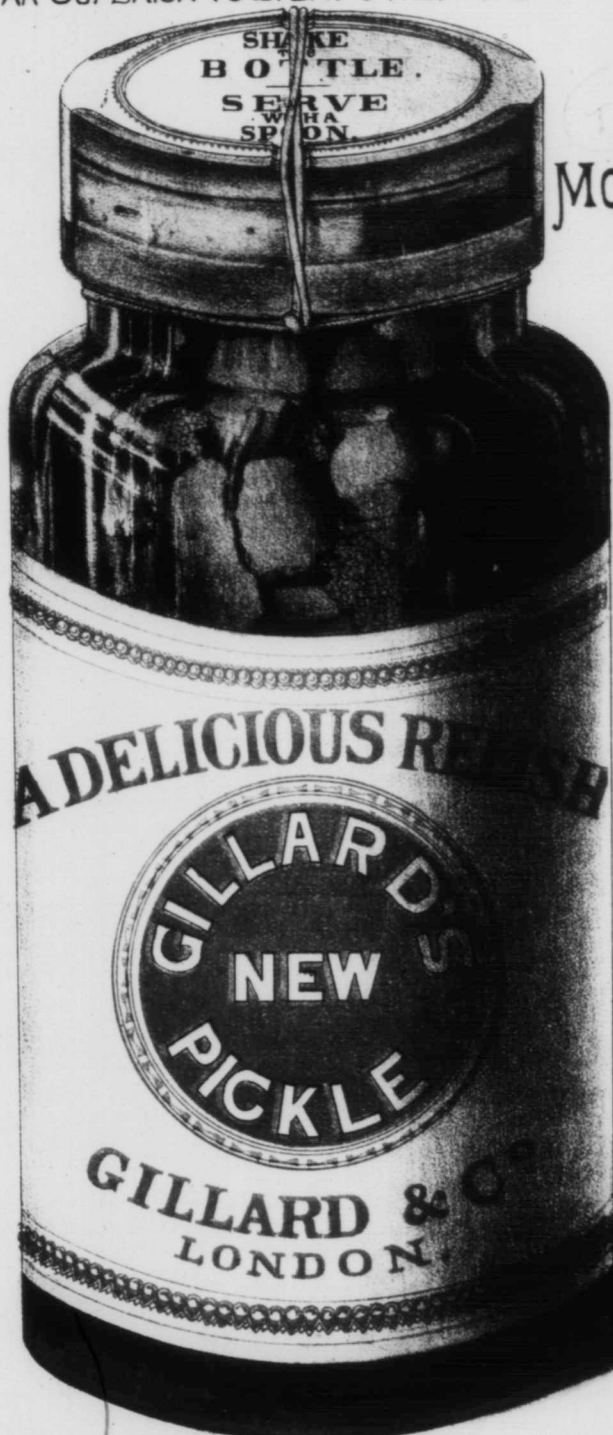
GILLARD'S NEW PICKLE

FAR SUPERIOR TO EVERY OTHER KIND

GILLARD'S NEW SAUCE

PREPARED ONLY FROM FINEST INGREDIENTS

THE
MOST DELICIOUS
MADE



MADE BY GILLARD & CO. LONDON ENGLAND.

W. H. GILLARD & Co. WHOLESALE GROCERS & TEA IMPORTERS. HAMILTON, ONT.

SOLE AGENTS FOR WESTERN ONTARIO.

Are You Ready



NO HANDLE

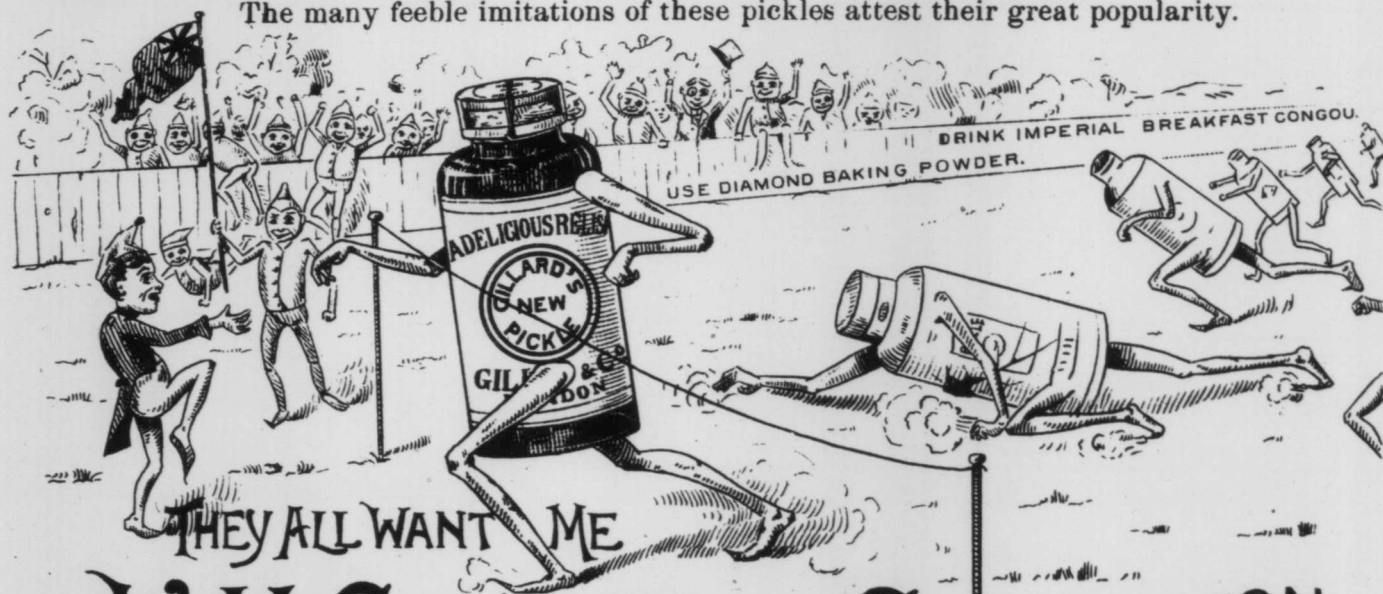
the most delicious pickle offered to the Canadian Consumer. Nothing on the market can compare with these goods. The flavor is exquisite. The aroma immediately excites a wonderful action of the salivary glands, thus insuring a prompt sale whenever a bottle is opened for a customer's inspection.

THE GOODS ALMOST SELL THEMSELVES.

The sale of one bottle makes a delighted steady customer. Hundreds of cases were sold last year and we draw your attention to these facts so that you will not be overloaded with other brands of inferior goods when the season of general use for pickles comes around.

THESE GOODS ARE MANUFACTURED BY GILLARD & COMPANY, OF LONDON, ENGLAND.

The many feeble imitations of these pickles attest their great popularity.



THEY ALL WANT ME

W.H. GILLARD & Co HAMILTON, ONT.

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BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

THE creditors of Alf. Sleep & Co. of Seagrave, have decided to sell out the stock of the estate.

R. J. Bradfield, grocer, Aurora, has assigned to J. Noble.

The Novelty Manufacturing Co., of Newmarket, is in liquidation.

The bailiff is in possession of W. C. Smith & Sons' hotel at Rodney.

S. Z. Daigle, general merchant, St. Leonard's, N.B., has assigned.

R. W. Runciman, grocer, Goderich, has assigned to C. B. Armstrong, London.

Thorburn & Tessier, general merchants, St. John's, Newfoundland, have suspended.

Albert Fontaine, general merchant, Rougemont, has assigned to Chas. Desmarteau.

Jules Nadon, boots and shoes, Montreal, is offering to compromise at 40c. on the dollar (cash).

W. H. Francis & Co., boots and shoes, St. John, N.B., are offering to compromise at 45c. on the dollar, cash.

SALES MADE AND PENDING.

The assets of W. W. Brewis, grocer, Montreal, have been sold.

Lee & Co., general merchants, Alliston, are advertising business for sale.

Fraser & Co., lumber and general store, Westmeath, are advertising general business for sale.

Wm. Morris, general merchant, Rodney, is advertising business for sale. So is J. L.

Hagerman, in the same line of business at Sutton West.

F. L. Cherrier, groceries and liquors, Hamilton, has sold out to F. D. Cherrier.

The assets of A. Davignon, grocer, Montreal, have been sold at 65c. on the dollar.

The stock of W. V. Gordon & Co., groceries, Montreal, has been sold at 30c. on the dollar.

The assets of Lemire & Frere, general merchants, Drummondville, are to be sold by auction.

The estate of E. G. Burk, manufacturer of paper and egg cases, Campbellford, is to be sold by tender.

PARTNERSHIPS FORMED AND DISSOLVED.

The Doon Wool Stock Co., Doon, Ont., have dissolved.

Coates & Mason, general merchants, Parrsboro', have dissolved.

Ross & Stewart, general merchants, Fort Saskatchewan, have admitted L. Moret as partner.

D. G. Dyson & Co., coffee, spices and broom manufacturers, Winnipeg, have dissolved.

Joseph Bergeron and Hector Rochon have registered a partnership in Montreal, the former as co-partner and the latter as manager, to carry on business as grocers under the style of H. Rochon & Co.

CHANGES.

Byron Brown, hotel, Belleville, has sold out to W. Brown.

Dewitt Bros., grocers, Vancouver, have sold out to A. F. McNeally.

Bohan & Co., groceries and dry goods, Bath, N.B., have sold out to Matthew and Catherine Bohan, who will continue the business under the old style.

R. B. Clement, miller, Walkerton, has been succeeded by Plews & Vogan.

The Montreal Boot & Shoe Store, Montreal, has sold out to Wm. Murray.

F. J. Farley, grocer, Nelson, B.C., has been succeeded by Farley & Travis.

T. Van Wart, general merchant, Waterville, N.B., has sold out to B. M. Calpits.

A. C. Cole, groceries and provisions, Grimsby, has been succeeded by P. H. Gamble.

FIRES.

Ross Packing Co., Steveston, B.C., has been burned out.

John C. Laughy, liquors, Norton Station, has been burned out; insurance, \$1,200.

These general merchants have been burned out at Mount Stewart, P.E.I.: S. C. Clark, Gordon Douglas, J. M. Egan & Co., James Ross.

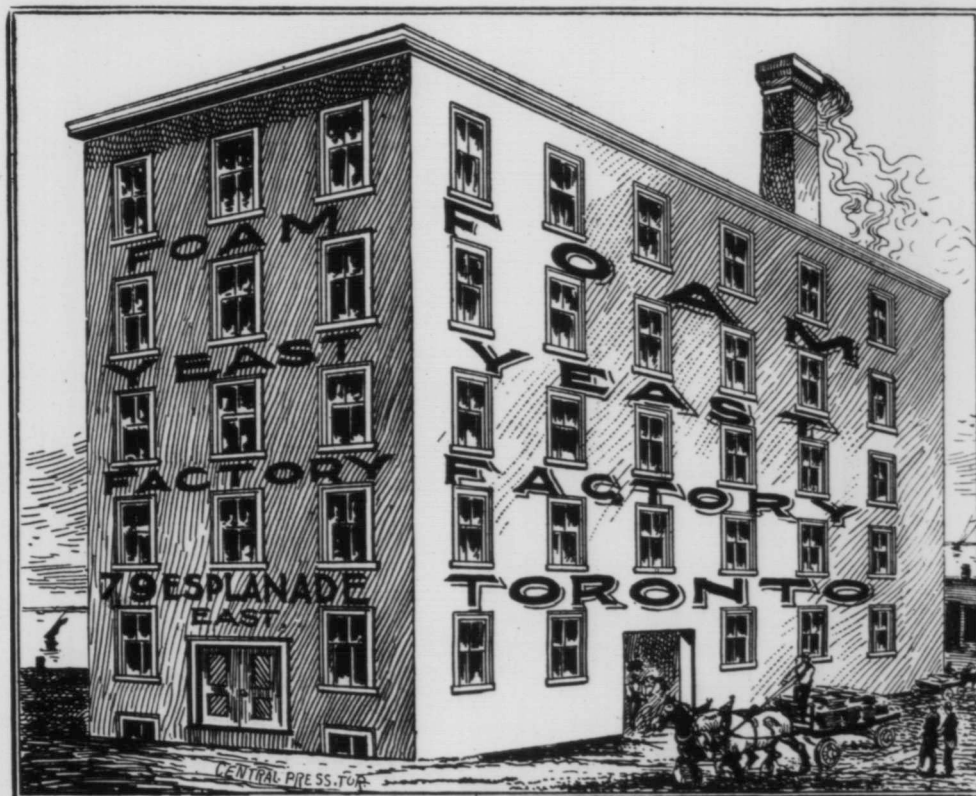
DEATHS.

J. A. Stuart, hotelkeeper, Sandwich, is dead.

Samuel Dayton, of S. Dayton & Co., grocers, St. Mary's Ferry, N.B., is dead. Business will be carried on by his sons, George and Henry Dayton.

A GROWING FIRM.

The Foam Yeast Co. has been reorganized and formed into a joint stock company, with ample capital, under the name of The Foam Yeast Co., Ltd. Their yeast is giving much satisfaction, where introduced. Their travelers are systematically leaving a sample with every housekeeper, and only ask a trial to convince anyone of its merits. The firm has made a great hit in the handsome and attractive tin box, with hinged lid, which they have adopted as their trade mark. This box keeps the yeast free from contamination with other articles, and also preserves its strength much longer than in the old fashioned wooden boxes. The company occupy a large five storey factory at 79 Esplanade east, Toronto, which it has equipped with every modern appliance for turning out the purest and best yeast possible. Since the reorganization of the company took place a good trade is being opened up in the Eastern Provinces and the Northwest Territories, which confirms the fact that its goods are giving satisfaction.



CHAS. SOUTHWELL & CO.'S High-class **Jams**
Jellies and
Marmalades

**SELL
ONLY
THE
BEST**

These goods are prepared specially for export, and are giving satisfaction to hundreds of our customers.

A trial order will convince you that they are the

BEST IN THE MARKET



Nelson's Brilliant Gelatine

Cadbury's Chocolates

In 1 oz. Packets.

In Fancy Boxes.

Attractively packed. Once used always used.

Large assortment for Xmas trade.

Quotations and Samples on Application.

FRANK MAGOR & CO.,

16 St. John Street. MONTREAL.

CURRENT MARKET QUOTATIONS

TORONTO, Dec. 20, 1894
This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.
Goods in large lots and for prompt pay are generally obtainable at lower prices.
All quotations in this department are under the direct control of the Editor, and are not paid for or doctored by any manufacturing or jobbing house unless given under their name; the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.



PURE GOLD per doz
5 lb. cans, 1 doz. in case..... 19 80
4 lb. cans, 1 doz. in case..... 16 00
2 1/2 lb. cans, 1 and 2 doz. in case.... 10 50
16 oz. cans, 1, 2 and 4 doz. in case.... 4 60
12 oz. cans, 2 and 4 doz. in case..... 3 70
8 oz. cans, 2 and 4 doz. in case..... 2 40
6 oz. cans, 2 and 4

doz in case 1 90
4 oz. cans, 1 and 6 doz in case ... 1 25
Dunn's No. 1, in tins 2 00
Codd's Friend—
Size 1, in 2 and 4 doz boxes.... \$2 40
" 10, in 4 doz boxes 2 10
" 2, in 6 " 80
" 12, in 6 " 70
" 3, in 4 " 45
Pound tins, 3 doz. in case..... 3 00
12 oz tins, 3 doz in case..... 2 40
9 oz tins, 4 " 1 10
5 lb tins, 1/2 doz. in case..... 14 00
Ocean Wave—
No 10— doz cases \$0 75
1-lb. 3 doz. cases 1 20
No 1 (14 oz) 2 doz. cases 1 80
1-lb. 2 doz. in case 2 00
3-lb. 1/2 doz. in cases..... 5 75
5-lb. " " 9 00
5-lb. 1/2 " " 9 60
G. F. MARTER & SON.
Barton's Baking Powder— p. doz.
1 lb. sealer jars, 2 doz. in case. 2 25
1 1/2 lb. jelly jars, 2 " " 2 25
1/2 lb. " " 2 " " 1 25
2 lb. fancy enamelled tins, 2 doz 2 75
1 lb. tins, 2 doz. in case..... 2 00
1 lb. " 3 " " 1 20
1 lb. " 4 " " 0 75

Gold Medal per lb.
1 lb. paper package, 10 lb in box. C 12
1 lb. " " " " " 0 12
1 lb. " " " " " 0 12

W. H. GILLARD & CO., PROPRIETORS
Diamond—
1 lb. tins, 4 doz. cases 0 67 1/2
1 lb. tins, 3 doz. cases 1 17
1 lb. tins, 2 doz. cases 1 98

BISCUITS.

TORONTO BISCUIT & CONFECTIONERY COMPANY.
Abernethy..... 8
Arrowroot..... 10 1/2
Butter..... 6
" 3 lb pks 20
Cottage..... 8
Coconut..... 11
Garibaldi..... 8 1/2
Gingerbread..... 10
Ginger Nuts..... 9
Graham Wafer 9
" 2 lb. pks 20
Jam Jams 11 1/2
Jumbles 11
Lemon 9 1/2
Lunch 9
Molasses Snaps 5 1/2
Moss Wafers..... 11 1/2
Napoleon 12
Nelson Tarts..... 11 1/2
Oyster Crackers
" Square..... 6
" Pearl..... 6 1/2
Peach Cake..... 12
Pearl Wafers..... 13
People's Mixed 10
Pilot Family... 5
Queen's 12
Reception 14
School Cake... 11
Soda 5 1/2
" 3 lb pks 18
Sultana..... 9 1/2
Tea 10
Variety 12
Village 7
Wine 8

BLACKING.
DAY & MARTIN'S BLACKING.
Liquid. per doz.
Pints, A (4 doz. per bbl)..... \$3 30
1/2 " B 9 " " 2 20
1/2 " C 15 " " 1 25
Russett Cream (12 doz. per case) 2 10
Paste.
(Boxes of 3 doz. each) per gross
No. 2 size (4 gross to a case).... \$4 40
No. 3 size 6 " " 3 65
No. 4 size 3 " " 5 50
No. 5 size 4 " " 6 80
No. 7 size 4 " " 9 00

Waterproof Dubbin.
In tins, large (6 doz. in a case) ... 12 50
P. G. FRENCH BLACKING. per gross
1/2 No. 4..... \$4 00
1/2 No. 6..... 4 50
1/2 No. 8..... 7 25
1/2 No. 10..... 25
P. G. FRENCH DRESSING per doz
No. 7, 1 or 2 doz. in box..... \$2 00
No. 4, " " 1 75

RALSTON'S FRENCH
No. 1..... \$9 00
" 2..... 4 80
" 3..... 3 60
" 4..... 4 50

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.

Prices O
Reckit Each oz.: 1/2 g
Silver Match MAT
No. 1...
" 2...
" 3...
1 lb pa
1 lb
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No. 1 E
" 2 C
" 3 E
" 4 C
" 5 C
Price notice.
RE

Silver Gloss
STARCH

ASK FOR
BENSON'S
CANADA PREPARED
CORN

Satin Starch



Pure Rice Starch

Pulverized Starch



Beware of Imitations

SOLELY MANUFACTURED BY

THE EDWARDSBURG STARCH CO.
LIMITED
CARDINAL, ONT.

Every package bears
our name

Prices Current Continued—

CANNED GOODS.

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.	
Per gross	
Silver Star Stove Paste	9 00
Matchless silver polish	24 00
MATCHLESS STOVE PASTE POLISH	
No. 1	9 00
" 2	7 20
" 3	4 80

BLUE.

KEEN'S OXFORD. per lb

1 lb packets	0 17
1/2 lb	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CORN BROOMS.

CHAS. BOECKE & SONS. per doz net.

Carpet Brooms—	
" Imperial, ex. fine, 8, 4 strings.	\$3 65
Do. do. 7, 4 strings.	3 45
Do. do. 6, 3 strings.	3 25
" Victoria, fine, No. 5, 4 strings.	3 30
Do. do. 7, 4 strings.	3 10
Do. do. 6, 3 strings.	2 90
" Standard, select, 8, 4 strings.	2 77
Do. do. 7, 4 strings.	2 60
Do. do. 6, 3 strings.	2 40

WINDSOR PATENT BRUSH CO.

No. 1 Extra Fine Carpet Broom.	\$3 25
" 2 Carpet Broom.	3 00
" 3 Regular House Broom.	2 50
" 4 Common "	2 00
" 5 Common (2 seams) Broom.	1 50

Prices subject to change without notice.

Apples, 3's	\$1 00	\$1 10
" gallons	2 65	2 80
Blackberries, 2's	1 75	2 00
Blueberries, 2's	1 00	1 10
Beans, 2's	0 85	0 95
Corn, 2's	0 85	0 95
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 85	0 95
" Sifted select	1 45	
" Pears, Bartlett, 2's	1 75	
" Sugar, 2's	1 50	1 60
Pineapple, 2's	1 75	2 00
" 3's	2 40	2 50
Peaches, 2's	2 00	2 25
" 3's	3 00	3 25
Plums, Gr Gages, 2's	1 85	2 00
" Lombard	1 50	1 60
" Damson Blue	1 50	1 60
Pumpkins, 3's	0 85	0 95
" gallons	2 10	2 25
Raspberries, 2's	1 75	1 85
Strawberries, choice 2's	1 90	2 10
Succotash, 2's	1 40	
Tomatoes, 3's	0 85	0 90
" Thistle" Finnan haddies	1 30	1 40
Lobster, tails	2 25	2 35
" Hats	2 30	2 35
" Impr'l Crown Hat	2 30	2 40
Mackerel	1 00	1 10
Salmon, Sockeye, tails	1 30	1 35
" Hats	1 35	1 55
" Cohoes	1 10	1 20
Sardines Albert, 1/2's tins	1 13	
" 1/4's "	1 20	
Sportsmen, 1/2 genu- line French high grade, key opener	12 124	
Sardines, key opener, 1/2's	10 104	
" Exq. fine Fr'ch, k.op. 1/2's	11 111	
" " " " " "	10 104	
" " " " " "	11 111	
" " " " " "	11 111	
Sardines, Other brands, 9 1/2	11 18 17	
Sardines P & C, 1/2's tins	33 36	
" " " " " "	33 36	
Sardines Amer, 1/2's "	6 1/2 8	
" " " " " "	9 11	
" Mustard, 1/2 size, cases	50 tins, per 100	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.	1 10	1 15
Kipperd Herring 1-lb.	1 85	1 90
Herrings in Tomato Sauce	1 85	1 90
Herrings in Shrimp Sauce	2 00	
Herrings in Anchovy Sauce	2 00	
Herrings a la Sardine	2 40	
Preserved Bloaters	1 85	1 90
Real Finndon Haddock	1 85	1 90

CANNED MEATS.

CANADIAN

Comp. Corn Beef 1 lb cans	\$1 50	\$1 60
" "	2	2 60
" "	4	4 80
" "	6	7 50
" "	14	17 25
Mixed Collops, 2 lb cans	2 60	2 65
" "	2 60	2 65
Lunch Tongue	3 40	3 50
" "	6 90	6 90
English Brawn	2 75	2 80
Camb. Sausage	2 50	2 50
Soups, assorted	4 00	4 00
" "	1 50	1 50
Soups & Bouilli	2 25	2 25
" "	1 80	1 80
" "	4 50	4 50

CHEWING GUM.

ADAMS & SONS CO.

Tutti Frutti, 36 5c bars	\$1 20
Pepsin Tutti Frutti, 23 5c packets	0 75
Nerve Food Tablet, 36-5c. bars	1 20
Orange Blossom	1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Flirtation Gum (115 pieces)	0 65
Monte Cristo, 180 pieces	1 30
(with brilliant stone ring)	
Mexican Fruit, 36 5c. bars	1 20
Sappoia, 150 pieces	0 90
Sweet Fern, 230 "	0 75
Black Jack, 115 "	0 75
Red Rose, 115 pieces	0 75
Magic Trick, 115 "	0 75
Oolah, 115 "	0 75

Puzzle Gum	115 pieces	0 75
Bo-Key	150 "	0 90
Red Spruce Chico	200 "	1 00
Automatic		
Tutti Frutti Girl	800 pieces	6 00
Sign Box (new)		
Tutti Frutti cash box	800 "	6 00
Glass Jar with Pepsin Tutti Frutti, 115-5c. pkgs, per jar		3 75

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars	1 20
Pepsin (Dyspepsia), 20-5c. Bars	0 70
Sweet Sugar Cane, 150 pieces	1 00
Celery, 100 "	0 70
Lalla Rookh (all flavors) 100 "	0 70
Jingle Bell, 150 "	1 00
Cracker, 144 "	1 00
O-Dont-O, 144 "	1 00
Little Jap, 100 "	0 70
Dude Prize, 144 "	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 "Little Lord Fauntleroy" clock guaranteed.	3 75
La Rosa (20-10c pieces)	1 40
Baby (100-1c. pieces)	0 65
Alphabet (100-1c. pieces)	0 65
Keno Prize (144-1c. pieces)	1 00
Love Talk (100-1c. pieces)	0 70

CHOCOLATES & COCOAS.

CADSBURY'S.

Cocoa essence, 3 oz. pkgs	\$1 65
per lb	
Mexican chocolate, 1 1/2 lb pkgs	0 40
Rock chocolate, loose	0 37 1/2
1 lb tins	0 40
Cocoa nibs, 11 lb. tins	0 30
TODHUNTER, MITCHELL & CO. S	
Chocolate—	
French, 1/2's, 6 and 12 lbs.	0 50
Caracocas, 1/2's, 6 and 12 lbs.	0 55
Premium, 1/2's, 6 and 12 lbs.	0 50
Sante, 1/2's, 6 and 12 lbs.	0 26
Diamond, 1/2's, 6 and 12 lbs.	0 22
Sticks, gross boxes, each	0 00

RECKITT'S Blue and Black Lead

{ ALWAYS GIVE YOUR
CUSTOMERS SATISFACTION.

**POUND CAKE
FRUIT CAKE
SULTANA CAKE**

IN 1-LB. BOXES.

For Christmas Trade

The Toronto Biscuit & Confectionery Co.

7 FRONT STREET EAST, TORONTO.

Prices current continued—

Cocoa, Homopati's, 8 & 14 lbs	30
" Pearl	25
" London Pearl 12 & 18	22
" Rock	30
" Bulk, in bxs	18
Royal Cocoa Essence, packages	1 40
EPP'S.	
Cocoa—	per lb
Case of 112 lbs each	0 35
Smaller quantities	0 37 1/2

FRAY'S	
(A. P. Tippet & Co., Agents)	
Chocolate—	per lb
Carracas, 1/2's, 6 lb. boxes	0 40
Vanilla, 1/2's	0 40
" Gold Medal" Sweet, 6 lb bxs.	0 30
Pure, unsweetened, 1/2's, 6 lb bxs.	0 40
" Fry's" Diamond, 1/2's, 6 lb bxs.	0 36
" Fry's" Monogram, 1/2's, 6 lb bxs.	0 36
Cocoa—	per doz
Concentrated, 1/2's, 1 doz in box	2 40
" 1/2's	4 50
" 1 lb.	8 75
Homopati, 1/2's, 14 lb boxes	0 34
" 1/2's, 12 lb boxes	0 34

JOHN F. MOTT & CO'S	
R. S. McIndoe, Agent, Toronto.	
Mott's Broma	per lb \$0 30
Mott's Prepared Cocoa	28
Mott's Homopati's Cocoa (in tins)	32
Mott's Breakfast Cocoa (in tins)	45
Mott's No. 1 Chocolate	30
Mott's Breakfast Chocolate	28
Mott's Caracas Chocolate	40
Mott's Diamond Chocolate	22
Mott's French-Can Chocolate	18
Mott's Navy or Cooking Choc	27
Mott's Cocoa Nibbs	35
Mott's Cocoa Shells	5
Vanilla sticks, per gross	90
Mott's Confectionery Chocolate	21c-43
Mott's Sweet Choc. Liquors	19c-30

COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/2 lb tins, per doz	\$3 75
Cocoa Essence, 1/2 lb tins per doz	2 25
Soluble Cocoa, No. 1 bulk, per lb	20
Diamond Chocolate, 12 lb boxes, 1/2 lb. cake, per lb.	22 1/2
Royal Navy Choc., 12 lb. bxs, 1/2 lb. cake, per lb	30
Mexican Vanilla Chocolate, 12 lb. boxes, 1/2 lb. cake	35

WALTER BAKER & CO'S	
Chocolate—	
Premium No. 1, bxs 12 lbs each	45
Baker's Vanilla in bxs 12 lbs each	60
Caracas Sweet bxs 6 lbs each	40
Best Sweet in bxs, 6 lbs each	28
Vanilla Tablets, 416 in box, 24 bxs case, per box, net	4 28
German Sweet Chocolate—	
Grocers' Style, in bxs 12 lbs each	28
Grocers' Style, in boxes 6 lbs each	28
8 Cakes to the lb., in bxs, 6 lbs each	28
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb.	55
Breakfast Cocoa—	
In bxs 6 & 12 lbs., each, 1/2 lb. tins	52
BENSOP'S.	
Royal Dutch, 1/2's, cases 4 doz	\$2 40
" 1/2's, " 2 " "	4 50
" 1/2's, " 1 " "	8 50

CHOCOLAT MENIER.	
Cases of 12	Ir. 12
10x12 lb lb bxs	
Vanilla—	bxs.
Yellow wrapper, p. lb.	\$0 34 \$1 36
Chomois "	43 48
Pink "	50 56
Blue "	58 66
Triple Vanilla—	
Green wrapper "	50 56
Lilas "	58 66
Bronze "	65 74
White "	73 83
Unsweetened—	
Blue Premium "	38 42
Cases of 54 lbs.	Less than case
Pastilles—	
Yellow wrapper "	40 45
Croquettes—	
Yellow wrapper "	45 50
Fingers—	
Yellow wrapper "	35 40

COFFEE.	
GREEN	
	c. per lb
Mocha	28 33
Old Government Java	25 35
Bio	20 22
Platation Ceylon	29 31
Porto Rico	24 28
Guatemala	24 28
Jamaica	22 26
Marsala	24 24
Caffaroma, 1 & 2 lb. tins asstd.	33
TOORUNTER, MITCHELL & CO'S	
Excelsior Blend	34
Our Own	32
Jersey	30
Laguayra	20
Mocha and Java	35
Old Government Java	30 32 36
Arabian Mocha	35
Maracaibo	30
Santos	27 28

DRUGS AND CHEMICALS	
Alum	lb \$0 02 \$0 03
Blue Vitriol	0 06 0 07
Brimstone	0 03 0 03 1/2
Borax	0 12 0 14
Camphor	0 65 0 70
Carbolic Acid	0 30 0 50
Castor Oil	0 07 1/2 0 08
Cream Tartar	0 25 0 28
Epsom Salts	0 02 1/2 0 03 1/2
Paris Green	0 16 0 17
Extract Logwood, bulk	0 13 0 14
" " boxes	0 15 0 17
Gentian	0 10 0 13
Glycerine, per lb.	0 17 0 20
Hellebore	0 16 0 17
Iodine	5 50 6 00
Insect Powder	0 26 0 30
Salpêtre	0 08 1/2 0 09
Soda Bicarb, per keg	2 50
Sal Soda	1 18 1 25
Madder	0 19 1/2

EXTRACTS.	
Dalley's Fine Gold, No. 8, p. doz	\$0 75
" " " 1, 1 1/2 oz.	1 25
" " " 2, 2 oz.	1 75
" " " 3, 3 oz.	2 00
FLUID BEEF.	
JOHNSTON'S, MONTREAL.	
	per doz
Fluid Beef—No. 1, 2 oz tins	\$3 00
No. 2, 4 oz tins	5 00
No. 3, 8 oz tins	8 75

Fluid Beef—No. 4, 1 lb tins	14 25
No. 5, 2 lb tins	27 00
Staminal—2 oz bottles	3 00
4 oz "	6 00
8 oz "	9 00
16 oz "	12 75
Fluid Beef Cordial—20 oz, bottles	15 00
Milk Granules, in cases 4 doz	6 00
Milk Granules with Cereals—	
in cases 4 doz	5 00

FRUITS	
FOREIGN	
	c per lb
Currants, Provincials, bbls	34 4
" " " bbls	34 4 1/2
Filiatras, bbls	43 4 1/2
" " " bbls	43 4 1/2
Currants, Patras, bbls	5 5 1/2
" " " bbls	5 1/2 5 1/2
" " " cases	5 1/2
Vostizzas, cases	7
" 5-crown Excelsior (cases)	8 8 1/2
" " " case	8 1/2 8 1/2
Dates, Persian, boxes	5 1/2
Figs, Elamo, 14 oz	9 10
" 10 lb	9 11 1/2
" 18 lb	15
" 28 lb	17
" taps	4 5
Prunes, Bosnia, casks	4 4 1/2
" " cases	5 1/2 7
" Anchor C,	0
" E,	0
" G & J, cases	0 5 1/2
Raisins, Valencia, off-stalk	4 1/2 4 1/2
Fine off-stalk	4 1/2 5 1/2
Selected	5 1/2 6
Layers	6 7
Raisins, Sultanas	5 1/2 8
Cal Loose Muscatele	
50 lb. boxes	5 1/2 7
Malaga	per box
London layers	2 25
Imperial cabinets	2 25 2 55
Fancy Vega boxes	
Black baskets	
Blue	
Dehesas boxes	75
Lemons, Fancy Floridas	4 05
" 20's	4 00
" 30's	3 75
" Palermos 360's	3 00
" Malagas l'go cases	7 50
Oranges, Floridas	3 00
DOMESTIC	
Apples, Dried, per lb.	5 5 1/2
do Evaporated	7 1/2 7 1/2
FOOD	
Split peas	\$3.75
Pot barley per 49-lb. packet	3.75
Pearl barley, XXX	\$2.25
ROBINSON'S BARLEY AND GROATS.	
Patent barley, 1/2 lb. tins	\$1 25
" 1 " "	2 25
Patent groats, 1/2 lb. tins	1 25
" 1 " "	2 25

HARDWARE, PAINTS AND OILS.	
CUT NAILS, from Toronto	
50 to 60 dy basis	1 85 1 90
40 dy	1 90 1 95
30 dy	1 95 2 00
20, 16 and 12 dy	2 00 2 05
10 dy	2 05 2 10
8 and 9 dy	2 10 2 15
6 and 7 dy	2 25 2 30

5 dy	2 45 2 50
4 dy A P	2 45 2 50
3 dy A P	2 85 2 90
4 dy C P	2 35 2 40
3 dy C P	3 05 3 10

HORSE NAILS:	
Canadian, dis. 60 to 60 and 2 1/2 per cent.	
HORSE SHOES:	
From Toronto, per keg	3 80

SCREWS: Wood—	
Flat head iron 80 p.c. dis	
Round " 75 p.c. dis.	
Flat head brass 77 p.c. dis	
Round head brass 7 1/2 pc.	

WINDOW GLASS: [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.]	
1st break (25 in and under)	1 10 1 15
2nd " (26 to 40 inches)	1 30
3rd " (41 to 50 ")	2 90
4th " (51 to 60 ")	3 20
5th " (61 to 70 ")	3 50

ROPE: Manila	0 09 1/2 0 10
Sisal	0 06 1/2 0 07 1/2
New Zealand	0 07 1/2 0 08

AXES: Per box, \$6 to \$12.	
SHOT: Canadian, dis 1 1/2 per cent.	
Hinges: Heavy T & strap .0 04 1/2 0 05	
" Screw, hook & strap 0 03 1/2 0 04	

WHITE LEAD: Pure Ass'n guarantee ground in oil.	
25 lb. irons	per lb ... 0 04 1/2
No. 1	" " 0 04
No. 2	" " 0 04 1/2
No. 3	" " 0 04 1/2

TURPENTINE: Selected pack-ages, per gal	
LINSEED OIL: per gal, raw	0 53
Boiled, per gal	0 56
GLUE: Common, per lb.	0 10 0 11

INDURATED FIBRE WARE.	
1/2 pail, 6 qt	\$4 00
Star Standard, 12 qt	4 50
Milk, 14 qt	5 50
Round bottomed fire pail, 14 qt	5 50
Tubs, No. 1	15 50
" 2	13 25
" 3	11 00
Fibre Butter Tubs (30 lbs)	4 20
Nests of 3	3 40
Teeters No. 1	10 00
" 2	9 00
" 3	8 10
" 4	7 00
Milk pans	3 25
Wash Basins, flat bottom	3 25
" round	3 50
Randy dish	3 50
Water Closet Tanks	18 00

JAMS AND JELLIES.	
DELHI CANNING CO.	
Jams assorted, extra fine 1's	2 50
Jellies, extra fine 1's	2 25

J. M. LOWES & SON CO.
35 and 37 Wellington St. East
... Toronto

SAUCE

We are manufacturers of John Bull, Worcester, Yorkshire and Orient Sauces, all A 1 goods and sold everywhere by first-class grocers. Have you them for your Xmas trade? If not, order at once through your wholesale grocer, or direct from us.

Prices current, continued—

SOUTHWELL'S GOODS

Table listing various goods like Orange Marmalade, Clear Jelly Marmalade, Strawberry W. F. Jam, Raspberry, Apricot, Black Currant, Other Jams, Red Currant Jelly, and All the above in 1 lb. clear glass pots.

LICORICE.

YOUNG & SMYLYE'S LIST.

Table listing licorice products such as 5 lb boxes, wood or paper, Fancy bxs., Ringed 5 lb boxes, Acme Pellets, Acme Pellets, Fancy boxes, Acme Pellets, Fancy paper boxes, Tar Licorice and Tolu Wafers, Licorice Lozenges, Purity Licorice, and Imitation Calabria.

MINCE MEAT.

Table listing Mince Meat: Condensed, per gross, net \$12 00.

MUSTARD.

KEEN'S.

Table listing Mustard: Square tins, D.S.F., 1 lb. tins, Round tins, F.D., 1 lb. tins, 4 lb. jars, 4 lb. tins, decorated, pr. tin.

COLMAN'S.

Table listing Mustard: Square tins, D.S.F., 1 lb. tins, Round tins, F.D., 1 lb. tins, 1 lb. jars, per jar.

NUTS.

Table listing various nuts: Almonds, Tarragona, Almonds, Shelled Valencia, Brazil, Coconut, Filberts, Pecans, Peanuts, Walnuts, Grand Duke, Sago, Tapioca, Goathead.

RICE, ETC.

Table listing rice and other grains: Rice, Aracan, Patna, Japan, Imperial Seta, extra Burmah, Java extra, Genuine Carolina, Grand Duke, Sago, Tapioca, Goathead.

SPICES.

GROUND.

Table listing ground spices: Pepper, black, pure, Pepper, white, pure, Ginger, Jamaica, pure, African, Jassia, fine to pure, Cloves, Allspice, choice to pure, Cayenne, Nutmegs, Mace, Mixed Spice, choice to pure, Cream of Tartar, fine to pure.

STARCH.

ST. LAWRENCE STARCH CO.'S

Table listing St. Lawrence Starch Co.'s products: Culinary Starches, St. Lawrence corn starch, Durham corn starch, Laundry Starches, No. 1, White, 4 lb. Cartons, Bbls, Kegs, Canada Laundry, Ivory Gloss, six 6 lb. boxes, sliding covers, Ivory Gloss, fancy picture, 1 lb packs, Patent Starch, fancy picture, 1 lb. cartons.

EDWARDSBURG STARCH CO., LTD.

Table listing Edwardsburg Starch Co., Ltd. products: Laundry Starches, No. 1 White or Blue, cartoons, Canada Laundry, Silver Gloss, 6-lb. draw-lid bxs, Edwardsburg Silver Gloss, 1-lb. chrome package, Silver Gloss large crystals, Benson's Satin, 1-lb. cartoons, No. 1 White, Culinary Starch, W. T. Benson & Co.'s Prepared Corn, Canada Pure Corn.

RICE STARCH—

Table listing Rice Starch: Edwardsburg No. 1 White, 1-lb. cartoons, Edwardsburg No. 1 White or Blue, 4-lb. lumps.

KINGSFORD'S OSWEGO STARCH.



Table listing Kingsford's Oswego Starch products: 40-lb bxs., 1-lb pkgs., new wrappers, 6-lb. bxs., sliding covers, 12 bxs. each crate, PURE CORN STARCH, OSWEGO CORN STARCH, ONTARIO STARCH, STARCH in Silver Gloss BARRELS.

SUGAR.

Table listing Sugar: Granulated, Paris Lump, Extra Ground, Powdered, Extra bright refined, Bright Yellow, Medium, Dark yellow, Raw Demarara.

SYRUPS AND MOLASSES.

Table listing Syrups and Molasses: SYRUPS, Dark, Medium, Bright, Very Bright, Redpath's Honey, MOLASSES, Trinidad, New Orleans, Porto Rico, barrels.

SOAP.

Table listing Soap: Ivory Bar, Do. 2, 6-16 and 3 lb bars, Primrose, MORSE'S MOTTLED, Eclipse, Everyday, Morse's Best.



Table listing various soap and perfume items: Queen City, Detroit, Empire, Ruby, Monster, Sweet Briar, Extra Perfume, Old Brown Windsor Squares, White Castile Bars, White Oatmeal, Persian Bouquet, Carnation, Rose Bouquet, Oriental, Ocean Bouquet, Pure Bath, Oatmeal, Unscented Glycerine, Grey Oatmeal, Plain Honey, Glycer., Windsor, Morse's Toilet Balls, Turkish Bath, Infants' Delight, Home Comfort, 33% Glycerine, Floral Bouquet, Stanley, Heliotrope.

Table listing various soap and perfume items: Surprise Soap, Sunlight Soap, 1 Box Lot, 5 Box Lot, Freight prepaid on 5 Box Lots.



SURPRISE SOAP.

Table listing Surprise Soap: 1 Box Lot, 5 Box Lot, Freight prepaid on 5 Box Lots.



SUNLIGHT SOAP.

Table listing Sunlight Soap: 1 Case, 5 Case lots, Freight prepaid on 5 cases.

TOBACCO AND CIGARS

Table listing Tobacco and Cigars: British Consols, Ingots, Laurel, Brier, Index, Honeysuckle, Napoleon, Victoria, Brunette, Prince of Wales, Bright Smoking Plug Myrtle, Lily, Diamond Solace, Mvrtle Cut Smoking, White Burley Chewing, Beaver, Do., Do., Do., Jubilee, Prince George, Tecumseh, Extra Black Chewing, Gold Shield, Black Chewing, Standard, Plug Smoking, Woodcock.

MCALPIN TOBACCO CO.

Table listing McAlpin Tobacco Co. products: White Burley Chewing, Beaver, Do., Do., Do., Jubilee, Prince George, Tecumseh, Extra Black Chewing, Gold Shield, Black Chewing, Standard, Plug Smoking, Woodcock.

Table listing various tobacco and cigar items: Sunny South, Solid Comfort, Special, Cut Tobaccos Smoking, Silver Ash, Fuch, mixture, Cut Cavendish, Fine Cut Chewing, Standard Kentucky, Apricot, Terms, CIGARS—S. DAVIS & SONS, Madame E' Hijo, Panetelas, Bouquet, Perfectos, Longfellow, Reina Victoria, Pina, El Padre, Reina Victoria, Reina Vict., Especial, Conchas de Regalia, Bouquet, Pina, Longfellow, Perfectos, Mungo, Nine, Cable, Conchas, Queens, Cigarettes, all Tobacco—Cable, El Padre, Maurice.

DOMINION CUT TOBACCO WORKS MONTREAL.

Table listing Dominion Cut Tobacco Works Montreal products: CIGARETTES, Athlete, Puritan, Sultana, Derby, B. C. No. 1, Sweet Sixteen, The Holder, Hyde Park, CIGARETTE TOBACCO, B. C. N. 1, Puritan, Athlete, PLUG TOBACCO'S, Old Chum, plug 4s, Solace, O. V., O. V., O. V., Derby, Athlete, WOODENWARE, Pails, Pails, Tubs, Washboards, Matches, Parlor, Telephone, Telegraph, Safety, Steamship, Single case and under 5cs, 5 cases, Mops and Handles, comb, Butter tubs, Butter Bowls.

DOMINION CUT TOBACCO WORKS MONTREAL.

Table listing Dominion Cut Tobacco Works Montreal products: CIGARETTES, Athlete, Puritan, Sultana, Derby, B. C. No. 1, Sweet Sixteen, The Holder, Hyde Park.

CUT TOBACCOES.

Table listing Cut Tobaccoes: Puritan, tenth, 5 lb. boxes, Old Chum, ninth, 5 lb. box, Old Virgin, 1-10 lb pkg, 10 lb bxs, Gold Block, ninth, 5 lb boxes.

CIGARETTE TOBACCO.

Table listing Cigarette Tobacco: B. C. N. 1, 1-10, 5 lb boxes, Puritan, 1-10, 5 lb boxes, Athlete, per lb.

PLUG TOBACCO'S.

Table listing Plug Tobacco's: Old Chum, plug 4s, Solace 16 lbs, O. V., O. V., O. V., Derby, Athlete, 5s. Twist 9.

WOODENWARE.

Table listing Woodenware: Pails, 2 hoop, clear, Pails, 3 hoops, clear, Tubs, Washboards, Matches, Parlor, Telephone, Telegraph, Safety, Steamship, Single case and under 5cs, 5 cases, Mops and Handles, comb, Butter tubs, Butter Bowls.

Highest Award at Chicago.



SCALES and SAUSAGE MACHINERY

67 Esplanade St. E., Toronto

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants

As its name implies it is full of ideas for the retail hardware merchant.

PRICE, 50 CENTS (Half Price)

Buying, Handling and Selling of Tea

Being the experience of the most prominent and successful merchants.

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Pitfalls of the Dry Goods Trade

This is another batch of Prize Essays full of valuable information.

PRICE, 10 CENTS

Sent, postpaid, on receipt of price

THE CANADIAN GROCER
TORONTO.

WE WANT

To send a man to every store in Canada to show samples of our goods, and would pay for a seat in a conveyance driving through the country state terms and route now covered. B. M., care of MacLean Pub. Co., to Front E., Toronto.

OILS

Samuel Rogers & Co.
TORONTO



The California Mid-Winter Fair was no exception to the rule:

CHOCOLAT MENIER

there received the HIGHEST AWARD--DIPLOMA OF HONOR.

The best cup of Chocolate you ever tasted can be had ONLY by using

CHOCOLAT MENIER

(the best and cheapest Vanilla Chocolate on the market), and preparing as follows:—

Take one of the six sticks (in each half-pound package), break it into small pieces and dissolve in three tablespoonfuls of water, over a brisk fire; stir until completely dissolved, then add sufficient milk for two cups and boil for about five minutes. Water may be used in place of milk.

Ask your Grocer for **CHOCOLAT MENIER**

Annual Sales Exceed 33 MILLION POUNDS

If he hasn't it on sale send his name and your address to C. ALFRED CHOUILLON, Canadian Branch, 12-14 St. John Street, Montreal.

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

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY, PROPRIETORS.
Executive Offices,

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

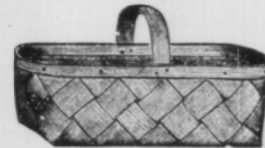
Offices in the principal cities of the United States, Canada, the European Continent, Australia and in London, England.

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

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

THE Oakville Basket Co.,

MANUFACTURERS OF



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

For sale by all Woodenware Dealers

Oakville, Ont.

E. BROWN & SON'S,

7 Garrick St., London, England, and 26 Rue Bergere, Paris.



MELTONIAN BLACKING
(As used in the Royal Household)

Renders the Boots soft, durable and waterproof.

BOOT PREPARATIONS
SOLD EVERYWHERE.



MELTONIAN CREAM
(white or black)

For Renovating all kinds of Glace Kid Boots and Shoes.



ROYAL LUTETIAN CREAM

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



NONPAREIL DE GUICHE
Parisian Polish

For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other.

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

DURABLE PAILS AND TUBS.

TRY THEM



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

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

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



THE MOST DELICIOUS SAUCE
IN THE WORLD.

Yorkshire Relish.

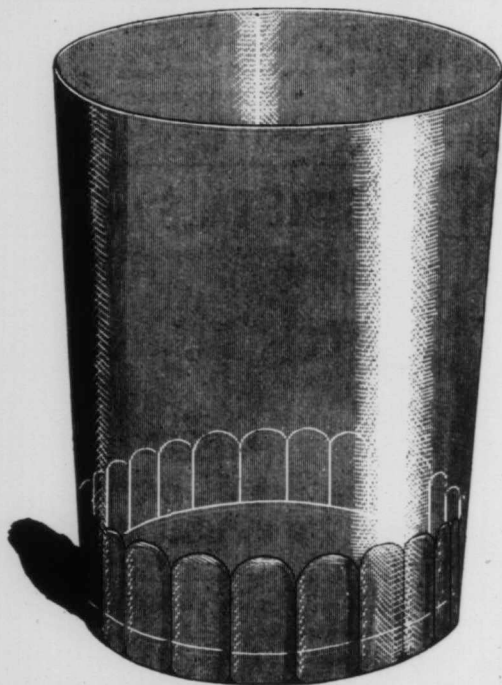
ENRICHES HOT
JOINTS, STEWS, & BLENDS
ADMIRABLY WITH ALL GRAVIES.
DELICIOUS TO CHOPS,
STEAKS, &C.

SOLD
EVERYWHERE.

PROPRIETORS.
GOODALL, BACKHOUSE & CO.
LEEDS, ENGLAND.

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

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



WE SELL THESE

TUMBLERS

Assorted, two patterns,

AT \$4.00 PER GROSS

2 gross in package.

GOWANS, KENT & CO.
TORONTO.

GROCERY BROKERS

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

AGENTS FOR
THE ST. LAWRENCE SUGAR REFINING CO.,

Oakey's 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for
Cleaning Cutlery.

JOHN Oakey & Sons, Limited,
Manufacturers of Emery, Black Lead, Emery and
Glass Cloths and Papers, etc.
Wellington Mills, London, England

REPRESENTATIVE IN CANADA:
JOHN FORMAN, 18 St. Alexis St.,
MONTREAL. sp

COX'S GELATINE Always
Trustworthy.
ESTABLISHED 1725.

AGENTS FOR CANADA:—

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D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N. B., and Montreal.

EDWARD STILL
Assignee, Accountant, Auditor, etc.
1 Toronto Street, TORONTO.

Commercial Accounts and those of Estates, Municipali-
ties, etc., thoroughly audited and investigated.
Charters obtained for Joint Stock Companies.

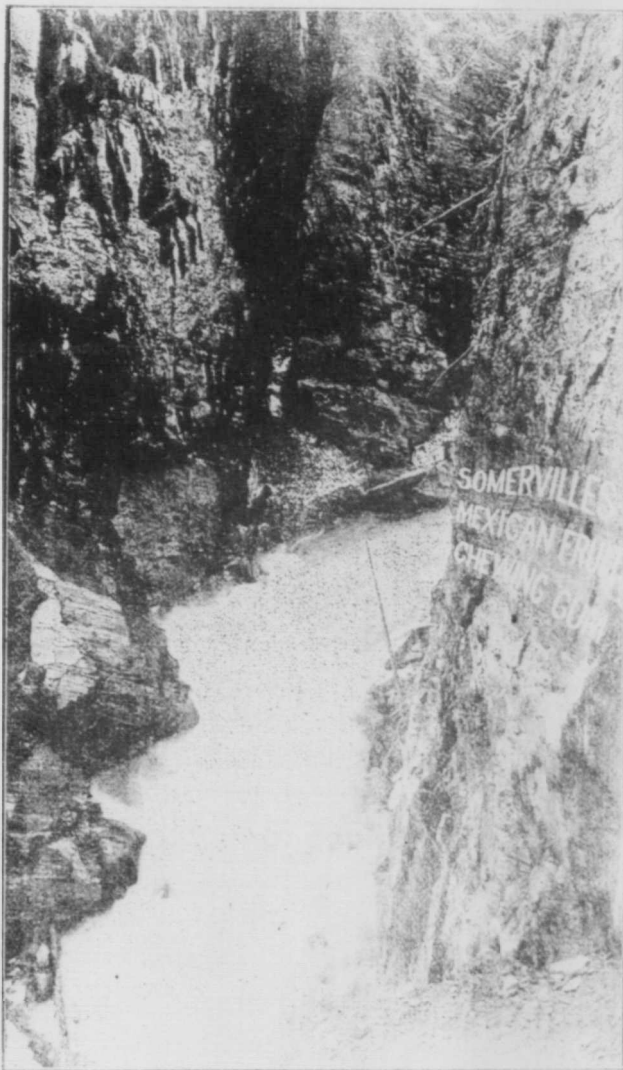
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HYDE PARK. ATHLETE. PURITAN. DERBY, SWEET SIXTEEN CIGARETTES.

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Ocean to Ocean

This great **DYSPEPSIA** Remedy is known.



Albert Canyon - Rocky Mountains

Aids
Digestion

Prevents Colds

Whitens
the Teeth

Cures
Dyspepsia

Do you keep
it in stock?

Wrapped in
Tin Foil

Sold everywhere
by
Druggists,
Confectioners
and
Grocers
at
5c. per bar.

SEE THAT "C. R. SOMERVILLE" IS ON EVERY WRAPPER.

For Sale by the
Wholesale Trade.

Manufactured only by

ADVERTISING
matter sent
.. on Application.

C. R. SOMERVILLE
LONDON, CANADA

ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT AND DERBY STOKING TOBACCO'S.

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This Journal circulates throughout every Province of the Dominion.



Pure Prepared Corn

The Finest and Purest Corn
Starch in the Dominion.
First Prize Wherever Exhibited.

Highest Award at Jamaica,
1891, in Competition with
the World.

Lily White

The Perfection of Starch Gloss.
Unexcelled for Fine Laundry Work.
Will not Injure the Most Delicate Fabric.

See That the Label is Not Broken.

MANUFACTURED BY . . .

BRANTFORD STARCH COMPANY Ltd.

BRANTFORD

CANADA

Ivory Bar Soap

Pure Rendered Tallow.

Bleached Hog Grease,
SOAP

Ivory Bar
Pure Tallow Soap



10 oz. Cakes	100 in box
12 oz. "	100 "
13 1/2 "	Bars 72 "
1 lb.	" 60 "
2 lb. 6 oz.	" 25 "
3 lb.	" 20 "

WHOLESALE GROCERS
EVERYWHERE

Brantford Soap Works Co.

LIMITED

BRANTFORD - CANADA

PRIZE MEDALS IN COMPETITION WITH THE WORLD.