

S. DAVIS & SONS, LARGEST CIGAR MANUFACTURERS IN CANADA.

THE **CANADIAN GROCER** & GENERAL STOREKEEPER

PUBLISHED WEEKLY \$2.00 PER YEAR

VOL. VI.

TORONTO, JANUARY 15, 1892.

No. 3

Registered.



Fac-Simile of Package.

CAUTION:

BENSON'S  **PREPARED CORN**

CANADA

Has been sold by every respectable grocer in Canada for more than 33 years. The popularity, purity and excellence of Benson's Prepared Corn for Blanc Mange, Infants' Food, etc., and all dietary purposes, has induced some covetous and unprincipled manufacturers to imitate even the color and general appearance of the wrapper, whereby ordinary purchasers may be easily deceived, unless they protect themselves against imposition by examining the package for the old name, "Benson's Canada Prepared Corn." Manufactured by the

EDWARDSBURG STARCH CO.,

Manufacturers of the Celebrated "Silver Gloss," "Satin," "Canada Laundry," "Rice Starch," "Potato Starch," Etc. MONTREAL.

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—FOR—

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56 AND 58 FRONT ST. W.,

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THE COOK'S BEST FRIEND
Largest Sale in Canada.

Taylor, Scott & Co., TORONTO.



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Retail Price, 25c.

For sale by all first-class grocers

MADRE E' HIJO (7 SIZES)

EL PADRE AND CABLE.

ALL-TOBACCO CABLE AND EL PADRE CIGARETTES.

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

FOR PEARLEY TEETH. TRY SOMERVILLE'S Mexican Fruit CHEWING GUM.

Chivers' Carpet Soap

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

Chivers' Disinfectant Cloth Soap

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

J. H. WALKER, Alma, Ont.

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

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Importers and Manufacturers of

COFFEES, SPICES, MUSTARDS, CREAM TARTAR, BAKING POWDER, &c., FLAVORING EXTRACTS, CANDIED PEELS, JAMS, JELLIES, MARMALADES and CANNED FRUITS.

YOUR STOCK

Is not complete

without a full line of

Munn's Boneless Codfish.

There is no nicer or choicer material packed anywhere.

Be sure and send your orders for this ECONOMICAL and CONVENIENT article of food. Packed in 7 lb. bricks.

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

We have also on hand

Thick Codfish Steak, packed in 100 lb. Boxes.

BUY THE BEST.

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

M. LEFEBVRE & CO.



Reg. Trade Mark.

MICHEL LEFEBVRE & CO'Y

Manufacturers of

Lion--L--Brand

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

Montreal, P.Q.

Established 1849.

GOLD, SILVER

—AND—

BRONZE MEDALS

20 1st prizes.

DALLEY'S FROST PROOF INK.

2 OZ. CONE BOTTLES

Retails at 5 cents per bottle. Packed in 3, 6 and 12 doz. cases. Sold by all wholesale dealers or the manufacturers.

This is a first-class Black Ink that is guaranteed not to freeze in the coldest weather.

F. F. DALLEY & CO., HAMILTON, CANADA.

From the Wringer to the Starch Bowl.

NEW PROCESS

IVORINE STARCH

Requires no boiling. Collars, Cuffs, etc., may be starched directly after passing through the Wringer.

WILL NOT STICK TO THE IRON.

Saves Labor! Saves Time! Saves Linen! Makes Perfect Work. Full Directions on each package.

TRY IT.

St. Lawrence Starch Company, Limited, MANUFACTURERS.

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

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

Vol. VI.

TORONTO, JANUARY 15, 1892.

No. 3

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY
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AND
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SPECIAL TO OUR READERS.

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

There are some people who appear to believe that a great change will be wrought in the distributing system of the country by the Patrons of Industry. They have the idea that the mediators between the producer and the consumer will be abolished or reduced in number, and that the primary source of supply will be brought to closer relation with the ultimate demand. Such an opinion of the results of the present agitation to do away with profits is unwarranted. The agitation in question has no constructive object; all that its supporters now aim at is to destroy. They would destroy nine-tenths of the machinery of trade without a thought of the conditions that would be brought upon trade by such a step. They would be entirely unprepared to replace the present distributive apparatus, for the simple reason that they have not given thought to the matter, for if they had given thought to the matter they would leave well enough alone. A system cannot be founded in mere greed, and greed is the sole basis of the movement. In all times there have been large numbers of people who begrudge the living the trader makes. But these people could not devise a system of distribution that would take the

place of what we have to-day. The really thinking part of the community have nothing to do with the advocates of reforms that aim at the extinction of the trader. As we said before, the profits of the trade are looked upon by the covetous eyes of the merely greedy, and appeals to that grudging sentiment are frequently and successfully made by sharpers. A month or so ago in this city some adventurers started a consumers' association. They fleeced a few of the natural enemies of the traders and then retired. Their victims are the laughing stock of local retailers to-day.

* * *

Do the Patrons of Industry ever look at any other function of the retailer but that which enables him to make a living out of his business? They evidently do not. The work that traders have done is easily contemplated, but there is a disinclination or an inability to regard the traders and that work as cause and effect. We have foreign markets to-day, we have a practically assured outlet for the produce raised by the farmer, we have normal prices, and we would not have had these things in anything like the same degree if merchants had not existed in the proportion in which we have had them. If there had not been enterprise and capital to hold what the producer raised and distribute what the consumer wanted, our condition as a people would have been a very crude one now. How is the single and isolated farmer going to dispose of his grain to single and isolated consumers thousands of miles away? The big operations that have been rendered possible by a mercantile system could not be transacted if the Patrons flourished everywhere and there were no independent traders. For business to be possible upon anything like ideal lines it is necessary that there shall be a body of capital not engaged in production. Distribution is a distinct operation, and it is neces-

sary that it be distinct, as without it the functions of production, and the resources of consumption would not be developed as they are to-day. Distribution has created a market in many cases where mere production could not. The merchants have helped to make the fields of the farmers profitable to them, because the local merchants are part of the distributive system through which the farmers' products find their way to distant consumers. Even the man who sells future wheat when he has not a bushel in possession or under contract, benefits the farmer, for his enterprise is a vehicle of business between the farmer and somebody else. The immense part played by the merchants in building up the commerce which figures up so high in our export and import returns, ought to be thought of when the Patrons suggest that the capital of the merchants shall not be free to expand or shrink under the unfettered direction of the merchant.

* * *

If the Patrons succeed in grafting their organization for a year or two upon the social system of the country, they will begin to realize how helpless they are. They will perceive that the mechanism of trade is a necessary thing even for the accomplishment of their own selfish ends. Already there are symptoms of a reactionary movement upon the dial of progress in districts where the Patrons have obtained a foothold. The movement to do away with toll gates and market fees, that has in recent years been gaining ground in the growing towns and cities, has been arrested wherever the Patrons are strong. This movement has had for its enlightened object the freeing of trade from all local restrictions, that business may be facilitated between the farmers and the city and town people. But in Hamilton, for instance, the disposition among business men to unite to get these municipal taxes thrown off has been chilled by the growth of a Patron sentiment in the surrounding country. Merchants do not feel like exerting themselves for the enfranchisement of trade that is going to only one or two of their number. This is one evidence of the way the Patrons will help along progress. There will be plenty of evidence in actual decay if the Patrons once become supreme.

MEN OF THE TIMES.

MR. J. C. ROSE.

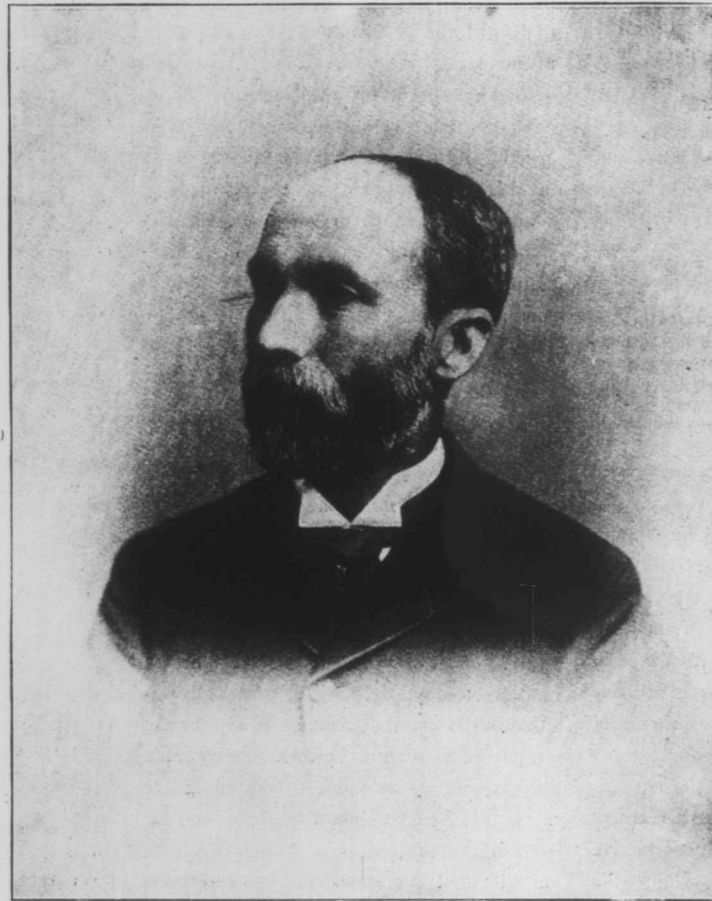
On his bold visage middle age
Had lightly pressed its signet sage.

—SCOTT.

It is interesting and instructive to analyze any instance of great success. The men who have the force to harness Opportunity and press it into the service of their fortunes are the ones whose biographies best serve the cause of progress. There are numberless people in very good commercial positions, the story of whose life would have little moral bearing to make it worth publishing for anybody. Such have simply kept unimproved and unfruitful the talent they were given at the outset. It is those whose power to be useful has been multiplied by their own good husbandry that are entitled to be held up as examples for those who are yet at the foot of the ladder. The child of fortune is a less common phenomenon than many people—particularly disappointed or unsuccessful people—think. We are all given a chance to rough-hew our destiny, no matter though our ends are shaped for us. Ability there must be in the majority of cases where there is success. It is because the perception of true ability is perhaps as rare as ability itself, that there is a popular tendency to assign the credit for this or that man's success to chance, and not to ability. It often requires exceptional ability to avail oneself fully of chance.

Mr. J. C. Rose is a business man whose career exemplifies the value of a good fundamental basis in character and training as the groundwork of success. Mr. Rose is a member of the firm Caverhill, Rose, Hughes & Co., wholesale grocers, Montreal. He is an Englishman, having been born in the year 1845, at Swalefield House, Yorkshire. Only in the matter of birth may Mr. Rose be regarded as an Englishman, for he was reared from childhood, educated and all but trained in this country. He was only three years old when his parents left the old country and came to Canada. He has been immersed in Canadian mercantile

activities from his youth up. His family chose Hamilton as their place of residence when they first came to the country, but shortly afterwards moved to Toronto. When Mr. Rose was 16 years old, his uncle—a Mr. Collet—who carried on a grocery business in Northallerton, Yorkshire, offered to give the youth a start in life by bringing him up to the trade. This opportunity was accepted, the young man returned to his native land and entered into a five years' apprenticeship in the store of his uncle. The uncle turned out to be a strict employer, not an indulgent relative. The apprenticeship had nothing nominal about it; the young learner had to



MR. J. C. ROSE.

render hard and exact service. The motto that was to be most respected in that shop was, "Learn first to do a thing well, next to do it quickly." Thoroughness and despatch were well ingrained into the habits of the apprentice, and he owes much to the severe principles inculcated and practised in his uncle's grocery. It would be a great thing for the Canadian grocery trade if it had more men who were trained in the school that Mr. Rose was. The position of that trade to-day would be much more satisfactory than it is. The apprentice system produced few carpet-knights of trade, and it is the worse for trade that the excellences of that system had to

be let go of with its drawbacks. When Mr. Rose returned to Canada he accepted a situation with James Berwick, who at that time was in the grocery business on East Market street, in this city. From Berwick's he went to Dodgson, Shields & Co.—afterwards James Shields & Co.—in whose retail department he worked for two years. From there he graduated to the wholesale department of the same grocery house. In this connection he began his career as a traveller, taking the ground north and west of Toronto. In 1876 he entered the employment of Mr. J. C. Fitch, then in the stand now occupied by Messrs.

Davidson & Hay, in this city. After being in this position for some time an opening presented itself upon the travelling staff of Messrs. James Turner & Co., wholesale grocers, Hamilton. His ability was so clearly demonstrated in this situation that he was offered a partnership in the branch of that firm's business which in 1881 was started in Montreal. This opportunity was embraced, and the Montreal offshoot started under the style Turner, Rose & Co., Mr. Rose's duties being to do the buying and to look after the travellers. In time the branch developed into an independent house, doing an immense business. Last summer the fusion of this firm with that of Caverhill, Hughes & Co., also of Montreal, combined the assemblage of business talent and financial strength that is now flourishing under the style Caverhill, Rose, Hughes & Co. Since these two houses have gone double the trade that has flowed through their joint connections has been a huge

one and is still growing. In both Ontario and Quebec, as well as in remoter provinces, they have built up a strong business upon their reputation as honorable traders and upon the strength of personal relations with the trade, relations established while on the road by Mr. Rose and Mr. Hughes. The range of distribution covered by this firm extends from Halifax to Winnipeg. A practical man knows what value to place on travellers, and Mr. Rose makes it a point to select the very best men to be got hold of. He is successful in getting good men. He studies carefully the requirements of the trade and is a hard worker. These are elements of success in themselves, which are not incapable of supporting the biggest superstructure of achievement that a man can rear.

RECUSANT TRAVELLERS.

It is reported that the provisions recently adopted by the Guild to ensure the observance of the sugar agreement are not found easy of application. This may be owing to mere tardiness or it may be owing to contumaciousness. The oath, it appears, has not been administered to travellers of some of the houses. In one or two individual cases the cause is alleged to be conscientious scruples. Whatever it is, it is at all events a temporary obstacle to the adoption of a boiler-plated arrangement. If it turns out to be a permanent obstacle, it will show that the houses who employ the recusants think more of their travellers than they do of the Guild, or think more of the liberty the travellers stand out for than they do of the Guild. It is possible that a traveller may object on principle to binding himself by an oath to observe certain restrictions as to price. It is very probable, also, that such a traveller, being a man with convictions and having the courage of them, is a faithful and valued employe whom his firm would be unwilling to part with. There may be also an alternative and probably collateral reason for the deadlock, in the fact that the principals covertly oppose the new arrangement through their travellers while openly acquiescing in it. This would be unworthy of any candid house.

Whatever is the real cause of the difficulty the nominal cause is the objection the travellers have to taking the affidavit. This might have been foreseen. The travellers are entitled to consideration. They have principles and they have influence, and probably enough of both to prevent the establishment of the new order. In some cases also they can be used as the scapegoat, made to bear the responsibility of a hitch which practically nullifies the arrangement, but in those cases they will not lose their position. It is noticeable that loyalty to the Guild on the part of the house, on the one hand, and loyalty to liberty of action on the part of the traveller, on the other hand, have not led to any travellers being discharged. The new arrangement is unable to rouse a sufficient fervor of fidelity in the breasts of some who have approved it. If it were, there would be no need for it, but opposition must be expected from those it was intended to bridle.

It is unfortunate that the retail trade can not have some assurance that there is no inequality in the way they are treated by the wholesalers. An agreement upon any line that is notoriously cut is a good thing for the retailer, but open prices are a long way better than an agreement that is but a mockery. Though the Guild has been in existence for

some years, and though its members appear to be a unit in everything but prices they are pledged to agree upon, it is nevertheless a fact that favors have been dispensed in violation of other cardinal principles professed by it. Nothing appeared to be more rigid than the terms relating to time and discounts, and favored buyers have been exempted from the letter and spirit of both. There has been a latitude of liberty exercised in these matters that cannot but perplex, when it is considered that the strongest restraints of honor are supposed to hold a man from taking any liberty.

EARLY CLOSING IN HALIFAX.

The Halifax Retail Grocers' Association evidently believes that an evil, to be got rid of, must be encountered with more than a formal resolution. Unanimous resolutions have been launched at a great many of the abuses and annoyances of the trade, but these utterances are innocuous, if not supported by energetic action. The Halifax grocers concluded that late hours were a waste of time and bodily strength. They passed a resolution condemning them and then began a vigorous campaign to abolish them. They have met with the reasonable success that goes to those who really try. At a meeting of the Halifax Retail Grocers' Association, held on Nov. 2nd, the following resolution was adopted: That a committee be appointed to ascertain and report at the next monthly meeting what number of retail grocers and other retailers in the city will approve of closing their respective places of business at 8 p.m. on all evenings excepting Fridays and Saturdays, commencing on January 1st, 1892. Thus time was taken by the forelock. The year 1892 was desired to be one of limited hours of service, and preparations were commenced as early as the first of November for beginning it right. The issue of this seasonable care was encouraging. The whole ground was thoroughly beaten by canvassers for signatures to the early closing agreement, and when the new year opened 49 grocers and 134 other retail merchants had agreed to close at 8 o'clock on all evenings except Fridays and Saturdays throughout 1892.

The departure was approved by the public, many of the leading consumers co-operating with the traders, the former promising to abstain from shopping after the hour named as the closing one, so that those who remain open will not be encouraged to continue doing so. The Trade and Labor Council of Halifax gave its support to the movement by the following resolution:

"Whereas, a committee from the Retail Grocers' Association has for some time been endeavoring to have the different establishments in the city to close at 8 o'clock on all evenings except Friday and Saturday, by so doing giving themselves and employes a better chance for exercise and rest, instead of being compelled to remain in the stores

for 12 or 14 hours a day to serve customers, whose goods could be ordered before 8 o'clock;

Therefore be it resolved, that the members of this Trade and Labor Council, representing the different trade and labor associations, request their members at their next meetings to instruct their wives, mothers and sisters to purchase their household necessaries during the day and before the hour of 8 o'clock in the evenings from the stores where the proprietors have signed a petition to close, and pass the doors of those who are opened after that hour, thus preventing their employes from enjoying the privileges of shorter hours of labor that we now so beneficially enjoy; and that the secretary of the council be instructed to write the different associations to the above effect.

The success of the appeal to the retailers of the city may have been due in some measure to the moderation of it. The Grocers' Association did not ask much. It made the hour of closing 8 o'clock, which instead of being an early closing hour is really a compromise between the early and late closing trader. It was very well to start out with an accommodation, as, that would be more likely to catch extremists on both sides and would be certain to secure all moderate men. This would be a good means of introducing a greater measure of the same principle at some later date, as once an experience of even an imperfect early closing agreement was had, there would be a disposition to try an earlier hour afterwards. If there was a little more of the zeal as well as of the diplomacy of the Halifax grocers shown in other cities there would be a more general prevalence of early closing.

A NEW NAIL LIST.

The general store trade will be interested in the change that has recently been made in the prices of nails. The manufacturers have formed a combine upon very strong lines, and agreed to adopt the American list as the form in which we quote. Prices had been cut to a ruinously low figure for the past year, during the greater part of which the makers were apart, their former combine having dissolved. The following is the present list for cut nails:

(1.) EITHER CANADA OR AMERICAN PATTERN.

Basis—50 to 60 dy. nails,	\$2 30.
40 dy.	" 50c. more.
30 dy.	" 10c. "
20, 16 & 12 dy.	" 15c. "
10 dy.	" 20c. "
8 & 9 dy.	" 25c. "
6 & 7 dy.	" 40c. "
5 dy.	" 60c. "

(2.) AMERICAN PATTERN ONLY.

4 dy. nails (shingle),	60c. more.
3 dy. " (lath),	\$1.00 "

(3.) CANADA PATTERN ONLY.

4 dy. nails (shingle),	50c. more.
3 dy. " (lath),	90c. "

Steel nails are to be quoted from a basis 10c. higher, that is from \$2.40, the additions for the various sizes being the same as those above.

MESSRS. T. KINNEAR & CO'S NEW WAREHOUSE.

In its new quarters at No. 49 Front St. east, the business of Messrs. T. Kinnear & Co., wholesale grocers, is now completely domiciled. An air of peace and faultless order, giving no hint of the turmoil of moving and settling or the hurly-burly of the annual stock-taking, pervades the premises. The whole effect is well calculated to invite

for freight, and shipping is facilitated by an extension that brings the track to the verge of the pavement level with the dray. To the right of this passage into the shipping department are the sample room and offices. These are very tastefully appointed and laid out. The wood-work is beautiful, the whole being finished in cherry. A feature of the sample rooms and office that strikes the attention at once, is the abundance of light that is admitted into the front rooms. The very finest

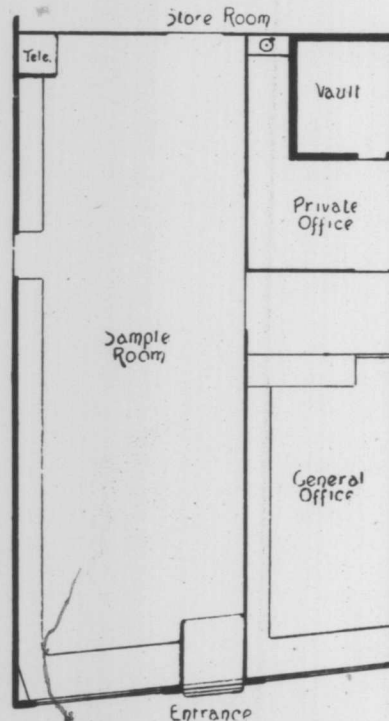
plate glass forms a material portion of the partitions that separate the rooms, and a beautiful setting is given to this by the polished cherry casements. The sample room as well as the offices is elegantly furnished. The shelves in the former are surrounded by glazed work that throws further light from the corridor. In the rear of the offices are the lavatory and vault. At the back of all extends the ample storage area of the first floor. Here everything is planned for despatch and conveni-



INTERIOR OF SAMPLE ROOM.

notice, and the time is opportune for it to receive some notice from THE GROCER. For eleven years T. Kinnear & Co. carried on business one door west of where they are now. They would probably have been at No. 47 yet if they had not been crowded out of it by the sheer expansion of their trade. For the past two years the need of a larger stage for their extensive operations was manifest to them, and they were on the lookout for a suitable building. No. 49 became vacant, six months ago they bought it, and now they are occupying it.

The new premises are spacious. They have a frontage of 36½ feet and they run back 181 feet and are four storeys high in the main part. They are also conveniently situated. Fronting the principal commercial street of the city, they are backed by a wood-paved lane of ample width for handling freight easily. The disposition of the space and the equipment of the interior are on a par with the commodiousness and convenient location of the premises. Two doors open upon Front St., one into the sample room, the other into a wide corridor, whose whole length is traversed by a truck-track running into the warehouse. This makes an exceedingly convenient front outlet or inlet



PLAN OF FIRST FLOOR.

ence. In the upper storeys everything is equally ship-shape. On those floors are the bonded ware houses, both customs and excise, though a bonded chamber is also divided off from the rest of the basement. An hydraulic hoist runs from the basement to the top floor. The offices and sample room are lighted by electricity, the remainder of the building by gas. The building is strong, spacious, well laid out, well fitted up and could have no better facilities for the handling of a large stock. Messrs. Kinnear & Co. can now handle a much larger stock, keep a larger staff and do business on a much larger scale than ever before.

With one of the best equipped houses in the city this successful firm cannot fail to enlarge their business, which is already of dimensions creditable to its eleven years of growth. Seven travellers are kept constantly on the road and ten men are employed inside. The firm keep their own teams to do their city business and customers can always depend on prompt delivery. The business is personally supervised by Mr. Kinnear himself, who has had twenty years of experience in the trade, as retailer, traveller, and wholesaler. He is in a position therefore to know the wants of the trade, to whom he extends an invitation to visit him in his new premises.

R. A. LUCAS.

R. T. STEELE.

GEO. E. BRISTOL.

LUCAS, STEELE & BRISTOL,

WHOLESALE GROCERS AND IMPORTERS,

73 McNab St. North, Hamilton, Ontario.

HEADQUARTERS FOR

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

W. H. GILLARD & CO., Hamilton.

Wholesale Grocers.

NEW
CANNED FRUITS
AND
VEGETABLES.

Complete Assortment

—or—
Standard Packs.

NO BETTER

Baking Powder in the Market
than

“DIAMOND”

NONE

as profitable both to consumer
and dealer.

WRITE US.

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

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

JAMES TURNER & CO., Hamilton,

Prime Salt Fish are scarce; we have a nicely assorted stock; buy
quickly to get best pick.

White Fish, Labrador Herrings, Shelburne Herrings,
Mackerel Kitts, 1^s and 3^s, Codfish Whole, Boned and Skinned,
Munn's Best Boneless, Genuine Digby Chickens.

BARM YEAST

Has no equal as an early riser; a quick seller and a sharp competitor
amongst its rivals.

Every Grocer should have a Box of our big **5 Cent** packages.

BARM YEAST MFG. CO.,



PRACTISE WHAT THE PATRONS PROFESS.

EDITOR CANADIAN GROCER:

SIR,—Every movement whether right or wrong, may be turned into an object lesson either to those who are participants or to those against whom it is directed. Let us then briefly note one or two lessons which the trade can learn from the Patron movement

The eagerness with which farmers embraced the organization against the trader, should teach and convince him that organization on his part is not an idle dream, but a matter of necessity and self-preservation. Let every merchant take this matter into his "most serious consideration."

Paying cash being one of the underlying principles of the movement, should not the merchant, encouraged by its success, strike out boldly to curtail credits? If farmers are so ready to join the movement they can and should be asked to practise what they preach.

I should be pleased to see the subject thoroughly handled through your valuable paper, by the trade generally.

D. WEISMILLER.

THE HALIBUT FISHERIES.

For some time past the winter quarters of the halibut have been a mystery, which many have endeavored to solve. About this time last year the B. C. Deep Sea Fishing Company sent out a vessel, but were unsuccessful in discovering the haunts of this toothsome fish. This year the B. C. Fishing and Trading Company have been fishing regularly, but about three weeks ago the halibut disappeared and they have been unable to trace them. On Tuesday evening the steamer Eliza Edwards left this port to endeavor to trace the fish, and she may probably be more successful, being an excellent sea boat with sufficient strength to withstand the storms of the North Pacific Ocean. It is supposed that the halibut remain during the winter in the coves of the Queen Charlotte Islands and in the northern inlets of British Columbia. The steamer is provisioned for one month and will probably stay out that period, and efforts will be made to discover the breeding grounds of the fish. Her owners have gone to considerable expense in fitting her out, and she has all the necessary appliances for fishing in deep waters. The demand for this fish in eastern Canada and the United States has largely increased of late, and with the splendid facilities for shipment offered by the Canadian Pacific Railway Company, it should become one of the chief industries of

Vancouver when once the waters frequented by the fish are discovered. As this is a matter which is of the most vital importance to the whole Province, the Government would do well to take the matter up, and in all probability representations to this effect will be made shortly —B.C., Commerce.

AN IDEAL BUSINESS MAN.

A business man is a vision of every day, but among those that we meet so frequently there are so few of the really successful ones that one is tempted to remark, we need some pattern from which to model our future business men. Now let me tell you of my ideal business man:

You may imagine his, one of any of the firm faces which, while including the possibility of expressing kindness and even joviality, positively excludes from its expression all semblance to harshness.

His dress may be plain without being gaudy; rich without being extravagant; but let there be a nicety pervading his apparel, from his hat to the gloss of his boots.

We will now enter his office and observe him at his work. The furniture must be in order; and, however plain, the fittings of the office must be neat. As he enters let us notice that each clerk pays him a dutiful homage, with a pleased expression, and goes on with his work with an attention secured through love of the work. This will denote that kindness and deference have been used in dealing with his inferiors.

He is honest, truthful, prompt, systematic, attentive to small things, punctual in payment, firm in collection (but willing, if needs be, to tide a friend over) orderly, polite, watchful, slow to decide, but quick to act, never narrow or inconsiderate.

Honesty he feels is the basis upon which all true business must stand. Upon his neighbor's honesty he depends (without trusting to it) as well as his neighbor relies upon his honesty. Truthfulness, that essence of honesty, which precedes the exchange of money or goods, is of absolute necessity to proper transaction of business. What he agrees to do he feels he must do, and in order to be faithful in this matter he must have a certain system which will not admit of the omission of a single act, backed up by his word, or that of his neighbor.

Upon this thorough basis of honesty, truthfulness, system, he builds his sympathies for his friends in business.

Kindness he knows to be what he loves best. Kindness draws kindness, which is love, which is sympathy. As he feels, he admits that others may feel; and does unto no man what he would not have done unto him.

These things he carries out himself and exacts in others because he knows them to be right.

But because he is just, honest, etc., he does not admit that all men are so. With-

out being narrow, his idea of system prompts him to require that all business transactions should be done in a business-like manner, namely: that there be no loop holes which the dishonest may seize to do him injustice.

We have said that he is slow to decide. We do not mean that he should allow golden opportunities to pass; but, that applying the learning of these essential elements of successful business in their relation to transaction, requires time; and, arrived at his decision, he acts with a promptitude urged by the security of his position.

Any of these mentioned above could be dwelt upon at great length by entering into detail; but it is not our idea to tell you in detail what the ideal business man is, but to place before the reader those elements which he will admit to be essential. He may add unto these, but will withhold none of them. Nor do we claim that through these means the business man will acquire great wealth, but to effect this, he will accomplish the great aim of a true business man, namely: to float to the end of his life with a name untarnished, and friends on all sides who will refer to the old sign with pleasure and unbroken faith.—Max in Kingston Kicker.

PRACTICAL WINDOW DRESSING.

"Nearly 300 Ways to Dress Show Windows" is a work that ought to do a great deal of good. It has a wide scope of usefulness, and the matter of the book shows that its author is conscious of the extent of the field that is yet to be covered by clear and tasteful ideas on the subject of window dressing. The importance of such a work in a shopkeeper's education cannot but be very great. The work is liberally illustrated, the letter-press is very full and plain in its hints, and there is no stereotyped device in the 236 pages of the book. The trade should have it. It is published by Harry Harman, window dresser and decorator, P. O. Box 113, Louisville, Ky.

The vest pocket silicate slate which the Monetary Times sends out as a souvenir of the 25th year of its publication is a handsome and serviceable memento of the occasion. It is just the thing for a business man, who seldom charges his pocket note-book with more than a transient entry, and for whom on that account a folio is as good as a hundred pages. The slate is in fact better, as it reminds a man, as well, that he must either record in a more permanent medium or otherwise dispose of the matter noted, for the space must be cleared for new items. Important things are apt to be submerged in a lot of leaves when noted in a voluminous book. On the inside surfaces of the cover are a few Don'ts that a business man cannot too often look over. We thank our contemporary for including us in the list of those to whom the Souvenir is sent.

TEAS

H. P. ECKARDT & CO.,

Wholesale Grocers and Importers of Teas, **TORONTO.**

GREETING To Our
Business Friends.

Thankful for past favors and hopeful for the future, we greet you at the close of 1891, and wish you a Happy New Year.

Very respectfully yours,

The Snow-Drift Baking Powder Co.,
BRANTFORD

ORDER A CASE OF

OCEAN WAVE BAKING POWDER

From your Wholesale Grocer.
Sells itself after one Trial. Prices Current

Cowan's

Royal Navy Rock Chocolate ;
Cowan's Chocolate Icing ;
Cowan's Chocolate Pudding.

The standard preparations for culinary purposes.
Order through your wholesale grocer or direct from
The Cowan Cocoa and Chocolate Co. L'd,
14 and 16 Mincing Lane, Wellington St. W.
Toronto.

ESTABLISHED 1841.

W. H. Schwartz and Sons,

Coffees,
Spices,
Mustard.

HALIFAX, N.S.

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

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

FINE LARGE DRY COD IN BUNDLES. BONELESS FISH IN BOXES.
Canned Salmon, Lobsters, Mackerel and Oysters.

500 CASES !!!

ATLAS BRAND PREPARED BOSNIA PRUNES

--CROP 1891,--

To arrive in the first days of January 1892.

Hudon, Hebert & Cie., Montreal.

We offer to the Trade :

1800 packages Japan Tea.
700 do Black do
700 do Green do

Comprising all grades and qualities.

Send for samples and prices.

L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.

HOLIDAY DELICACIES

Batger's Jams, Nonpareil Jellies and Marmalade.

Cunningham de Fournies Table Delicacies.

Atmore's Mince Meat and Plum Pudding.

Huntley's & Palmer's Biscuits.

Caverhill, Rose, Hughes & Co., Montreal.

TORONTO RETAIL GROCERS' ASSOCIATION.

The first meeting for the new year, of the Toronto Retail Grocers' Association was held on Monday night, in the Association's rooms in Richmond Hall. The following members assembled: Messrs. Booth, Clark, Mills, White, Gibson, Butcher, McCulloch, Johnson, Lindsey, Barron, Saunders, Radcliffe, Sykes, Westren, Sinclair, Stewart, and Mulqueen.

The chair was taken by President Booth, and the proceedings opened at 5 minutes to 9 o'clock.

Mr. Mills, secretary pro tem., read the minutes of last meeting, which, upon the motion of Mr. Clark, seconded by Mr. Gibson, were confirmed.

The officers' roll-call found the Treasurer, and Mr. Roberts, and Mr. Westren, members of the Executive Committee, absent. Mr. Westren came in a little later.

REPORT OF THE EXECUTIVE.

The acting secretary read the report of the Executive Committee upon the appointment of a secretary. The report recommended that the position be kept open till the evening of the present meeting, that the salary be \$100, that 50 per cent of the membership fees collected from any excess over 90 members go to the secretary, that the salary be paid quarterly, that the secretary's dismissal be at the option of the Association at the end of any quarter, that he visit the members every quarter, that he render an account of all fees received at the end of every month, and amount of such fees in arrears.

This report was received, and upon the motion of Mr. Clark, seconded by Mr. McCulloch, the discussion of it was postponed till a later stage of the proceedings, in order to give any person who might be late in arriving a chance to join in it.

THE AT HOME REPORT.

Mr. Mills presented the report of the At Home committee. It had met on the 5th inst. It recommended that the At Home be held in Webb's parlors on the evening of the 28th inst., that the price of double tickets be \$1.75, extra ladies' tickets 60c., and assigned committees their duties by the following arrangement: Printing—Mr. Mills; Music—Messrs. Gibson, Mulqueen, Stewart, Westren; Refreshments—Mr. Gibson; Concert programme—Messrs. Barron, Booth, and McCulloch. The limit of outlay for music was fixed at \$25, for the concert \$50. The issue of complimentary tickets was recommended to be restricted to the Mayor, THE GROCER, the Merchant, the President and Secretary of the City Travellers' Association, and the same officers of the Bakers' Association. The number of tickets recommended to be printed is the same as was printed last year.

It was moved by Mr. Clark, seconded by Mr. Mills, that this report be adopted, and

that tickets be given to members for sale. - Carried.

COMMUNICATIONS.

The secretary had answered one or two communications relative to inquiries for information to start associations outside.

A letter from Stratford asking what course should be taken with tea peddlers, who paid no license, was also reported as answered.

ACCOUNTS.

Some small accounts due for printing Christmas notices of the association's intention to give no presents, were brought in, as also one for printing notices of this meeting. They were passed and ordered to be paid.

THE SECRETARYSHIP.

Upon motion of Mr. Clark, seconded by Mr. Sinclair, the report relating to the secretaryship was adopted.

Applications were read, first, from R. M. Corrie, 137 Gerrard street east, who stated that he covered the city in his travels every week; second, from Arthur Jones, of Jones & Westren. Mr. Mills explained that he had a verbal intimation from Mr. Thackray that he would be willing to serve again. Mr. Corrie, it was stated, travelled for D. Williams & Co.

Mr. Barron moved that Mr. Jones be secretary. This was seconded by Mr. Radcliffe.

Mr. Johnson, seconded by Mr. Butcher, moved in amendment that Mr. Thackray receive the appointment.

Mr. Gibson moved in amendment to the amendment that Mr. Corrie be the man. This was seconded by Mr. Saunders.

Mr. Radcliffe felt that no commercial traveller should be appointed. It gave one traveller a pull over the rest of the travellers.

A ballot was taken, which resulted in the election of Mr. Corrie by a vote of 11 against 6, a second ballot being necessitated, as no one had a majority of all the votes in the first, Mr. Thackray's name dropping out on the first.

Upon the motion of Mr. Barron, seconded by Mr. Johnson, the election was made unanimous.

Mr. Gibson offered himself as bondsman for the new secretary for whatever amount might be required.

Mr. Clark moved that Mr. Corrie be notified of his election, and that the Executive Committee consider what bonds he shall give. Mr. Barron seconded, and the resolution was passed.

THE CONVENTION QUESTIONS.

The sixteen questions drafted at the meeting of the delegates held here in the fall were distributed among the members. The discussion began upon the first question:

What is the feeling of your Association on the time terms as last put in force by the Wholesale Grocers' Guild.

Mr. Gibson considered it a great injustice to cut down the time from 60 to 30 days on sugar and to reduce the time for cash discount to 10 days. He approved the change

from 4 to 3 months on general groceries. Four months he believed to be too long, it tended to encumber a man with dead stock if the time between purchase and payment were unduly long. A trader can better meet his payments if but reasonable time is given. On the four months time a grocer very commonly bought twice as much tea as he wanted, so that when payment was due he had not realized upon all the stock. Of course tea can still be bought on four months time, but it is not what can be done, but what is prescribed that the Association had to consider. The wholesale houses do not get the big orders they used to get; their business is now a matter of supplying parcels to keep stocks sorted up, so that the effect of the terms is hard on the wholesalers themselves. So far as the letter of the time terms was concerned, he knew it was not strictly observed, as supply stores, maintained by wholesale houses, had been allowed renewals at a less rate of interest than if they were under a chattel mortgage. The terms were in this way hardest on the cash buyer.

The question as to whether the terms were always literally carried out led to an informal vote, not called from the chair, in which but one man stood up to answer No to the question, How many grocers present have received no favors from the Guild, in violation of professed Guild principles?

Upon the motion of Mr. Clark, seconded by Mr. Johnson, the following answer was returned to the first question: We believe the Guild's time terms to be detrimental to trade.

Question 2 then came up for consideration, It asked, What is the feeling of your Association as to the sliding scale of prices on quantities of starches, sugar, and various other goods as enforced by the Guild?

Mr. Gibson moved that the following answer be made: The limit to obtain the extra 1/8c. per lb. on granulated sugar should be 5 barrels instead of 15 barrels; that 20 boxes of starch instead of 50 should be made the basis on which the 5 per cent trade discount is given. Mr. Western seconded.

Speaking to the motion, Mr. Gibson said that in the present money stringency it was unfair to oblige a man to take 15 barrels in order to obtain the extra 1/8c. It was difficult to get a hold of enough money to get the advantage conceded with quantities. Also he did not believe in loading any man down with starch. Twenty boxes ought to be the outside quantity.

The motion was carried.

Mr. Radcliffe thought the present discussion a very good occasion to recall to mind that a resolution had been passed some time ago, binding the association to buy but one make of sugar. He thought that resolution should be strictly carried out. The association should declare its purpose to buy only the best sugar.

Mr. Butcher supposed that the resolution referred to was being carried out. He had

**FEARMAN'S
FAMOUS
ENGLISH
BREAKFAST
BACON**

Mild, Sweet,
Delicious Relish.
OUR CONSTANT AIM TO MAKE IT
THE FINEST IN THE WORLD.

TO GROCERS.

SIMCOE CANNING COY'S

Goods are warranted first-class.

PUSH THEM.

Order through your wholesale
House.

CORTICELLI

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

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

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

GROCERS MAKE MONEY BY SELL-
ING THE

**EMPIRE
BAKING
POWDER.**

Purity and Strength combined.

ELLIS & KEIGHLEY,

TORONTO



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

A. HAAZ & CO.,
Bonded Manufacturers of
Honey Dew, White Wine, Malt and Cider
VINEGARS.
74 Bagot Street, - Kingston, Ont.

**TO THE TRADE
—IN—
Canned Goods.**

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

Faithfully yours,

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

**PURE CONFECTIONERY,
FINEST BISCUITS.**
Manufactured by
J. McLAUCHLAN & SONS,
OWEN SOUND, ONT.

PICKLING VINEGAR.



T. A. LYTTLE & CO.,

Bonded Manufacturers,

124--128 RICHMOND ST. W.,

TORONTO.

The Circulation of this paper has
increased one-third in the past three
months.

Todhunter, Mitchell & Co.

—DIRECT IMPORTERS OF—
HIGH GRADE COFFEES,
Old Government Java Arabian Mocha, Plantation Ceylon, Maracalbo
and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS. :: TORONTO



THOS. LAWRY & SON,

PORK PACKERS AND LARD REFINERS.

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

PURE LARD A SPECIALTY.

Hamilton, Ont.



FRY'S COCOA.



TWO KINDS

—OF—

Business Men.



WIDE AWAKE

kind buy from the
EMPIRE
because they get goods
that are right and are up
to the times.

Another kind are



FAST ASLEEP

but they are waking up
every day to the fact
that we can give them
goods that will please
them.

We sell direct to re-
tailers. Send for sample
caddy or two.

Empire Tobacco Co.,
MONTREAL.

always acted upon it except during the summer, when sugar of any kind was very hard to get.

Mr. Mills said the sugar resolution had been virtually suspended in summer, owing to the great shortage in the supply. But he believed that the granulated of the St. Lawrence refinery should be used solely, as by confining themselves to trade in that sugar the grocers could raise the standard of quality, which had been going down very perceptibly lately. The quality can be kept up, if the monopoly can not be broken, by an agreement among the grocers to use only the best, viz., the granulated of the St. Lawrence refinery. At present, the refiners feel that the trade must take what is given them.

Mr. Barron would revive the resolution, and have each member pledge himself to use only St. Lawrence granulated when it is possible to get it.

Mr. Gibson said that yellow sugar should be included in the resolution. Redpath's yellow he declared was at the bottom of the barrels, like tutti frutti chewing gum. Loss was suffered in handling it, especially if weighed out by juniors, as it would stick to the scales, and stick to the barrels, so that fully one and a half per cent. of it was lost.

Mr. Mills, experience of Redpath's sugar was not more satisfactory than Mr. Gibsons.

The discussion of the questions was then proceeded with. The third question, Would you be in favor of the following terms on sugars and syrups: 45 days, with 1½ per cent. discount for cash in 15 days, all other goods 3 months, with 3 per cent. discount for cash in 15 days?

Upon the motion of Mr. Clark, seconded by Mr. Barron, the answer returned to this question was Yes.

As the hour was late, as a meeting of the At Home committee was to be held after the adjournment of this, as the discussion of the questions so far had proceeded very slowly, and as it was deemed advisable not to go too hurriedly through the rest of them, it was moved by Mr. Clark, seconded by Mr. Radcliffe, that the further consideration of the questions be postponed till the next meeting. Carried.

THE SUGAR RESOLUTION.

The question of committing the Association to a particular make of granulated sugar was then returned to. After some further discussion, wherein it was shown that the difference between the resolution some months ago adopted upon this matter and the resolution now in view was, that the former was calculated to break the monopoly while the present sought to raise the standard of quality, the following, moved by Mr. Barron, seconded by Mr. Radcliffe, was passed:

Inasmuch as under the present Guild combination some of the refiners are manufacturing granulated sugar of inferior quality; in order to mark our disapproval of this we hereby recommend members of the Associa-

tion and the grocery trade, to support the St. Lawrence sugar refinery only, as in our estimation its sugars are the best on the market at the present time.

Mr. Radcliffe said the refineries would fill an order from any retailer at the prices charged by the wholesalers.

The meeting then adjourned.

THE AT HOME COMMITTEE.

The At Home Committee then assembled, with Vice-President Clark in the chair. The reports of the various sub-committees were presented, showing progress in printing, arrangements for refreshments, music, etc. The concert programme was referred back to the sub-committee in charge of it, which has under consideration an offer from Mr. R. L. Corrie to put a programme on.

Messrs. Gibson, Butcher and Barron were named a committee to wait on the wholesale trade with tickets for the At Home.

The committee then adjourned.

OTTAWA LETTER.

The agitation which ended in the adoption of an early closing hour by the dry goods merchants here is now being carried on amongst retail grocers. The hour is to be 7 o'clock. We wish them success.

In your last issue you quote Judge Ross' remarks re dishonest civil servants. You approve of these remarks; so do we, and hope they will have the effect the learned judge so desires—make these people live within their means and pay their honest debts. The amount due the trading people of this city by government officials is almost incredibly large. They owe to everybody. There are many noble exceptions, but the majority are not trustworthy. You suggest going to headquarters. This course has often been tried, and almost as often failed. The employes have the ear of their superiors and they use it to their advantage. They make promises, but seldom carry them out. They also have the law to protect them and we are at their mercy.

The Ottawa Canning Co's pack of tomatoes this year was very large, and the goods are turning out to be first-class. I understand they have about 2,800 cases in stock yet.

Messrs. Baskerville & Bros' storehouse and bonded warehouse, which were destroyed by fire some time ago, have been rebuilt, and are now ready for occupation. It is a substantial two-story stone building, 200 feet long by 33 feet in width, and will be a great boon to the occupants.

POINT BLANK.

Something new in biscuit packages. The T. B. & C. Co. have discarded their yellow box, for the reason that it shows the grease and dust too readily. Their new one is very attractive.

B

Is ab
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lbs. e
½ lb.
per d

s. L.



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JAMES F. RAILLIE

BENS DORP'S

MANUFACTURED
AT
AMSTERDAM, HOLLAND.

Is absolutely Pure and Soluble Free from all oil. Requires no cooking. Pleases everyone that tries it. Packed in cases of 12 lbs. each. Price, ¼ lb. cans, \$2.40 per doz.; ½ lb. cans, \$4.50 per doz.; 1 lb. cans, \$8.50 per doz.

S. L. BARTLETT, Sole Importer, Boston, Mass.



Compare quality with any others.

ROYAL DUTCH COCOA.

Wholesale by

James Turner & Co., Hamilton.
M. F. Eager, Halifax.
Edward Adams & Co., London.
H. N. Bate & Sons, Ottawa.
Eby, Blain & Co., Toronto.
Whitehead, & Turner, Quebec.
Caverhill, Rose, Hughes & Co., Montreal.
Beckwith, Thompson & King, Victoria, B.C.
SPECIAL PRICES.



It pays to buy the Best.

You can't afford to sell poor goods. Retailers are waking up to the fact and there is an increasing demand for good goods. Kent bottled pickles are sold at a reasonable price and yield a handsome profit to the retailer. Ask your wholesale grocer for them and take no others.

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

GANONG BROS.,

ST. STEPHEN, N.B.

MANUFACTURERS OF THE



CHOCOLATES.

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

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

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

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

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

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

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

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



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

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

GEO. MATTHEWS

PACKER and CURER of the "Rose Brand"

Hams, Bacon and Lard,

ALL NEW STOCK.

PACKING HOUSES, OTTAWA, PETERBORO' and LINSLEY, ONT

JAMES E. BAILLIE,
PORK PACKER, TORONTO.

Hams, Breakfast Bacon Rolls.





Fire has almost destroyed the town of Lachute, a thriving manufacturing centre, 60 miles from Montreal.

A fire broke out among some rags in the attic of John Eustice's grocery Hamilton on Monday. Little damage was done.

The Patrons of Industry are canvassing the riding of East Elgin to get the farmers' opinion of bringing out a candidate for the House of Commons in the coming election.

A fire on Wednesday in Thorold, Ont., destroyed John Cloy's grocery store. His loss on the building was \$8,000 insured for \$4,000; loss on stock \$7,000, insured for \$3,000. Two neighboring stores were destroyed.

At a largely attended meeting of the Montreal Grocers' Association, held in the Mechanics' institute one night last week it was decided to hold a grand drive, sometime between the 1st and 15th of February. Details were left to a committee to look after, who will fix the date and arrange the route and rendezvous.

One of Leamington's business men left nearly \$1,000 under his pillow at the Luck House, where it was found by one of the chambermaids, a Miss Hastings, who gave it to her employer. The owner in the meantime had missed it, and wired to Mr. Luck. When he got it he said "Thank you" to the honest girl.

The Retail Grocers' Association of Hamilton have elected the following officers: John Ronan, president; B. Winnifreth, first vice-president; H. Taylor, second vice-president; Charles Bremner, treasurer; William Harvey, secretary; executive committee, John O. Carpenter, C. H. Peebles, J. F. Kavanagh, Adam Ballentine, James Main, George Hunt and R. C. Cooper; auditors, Cyrus King and W. H. McLaren.

The employes of Eby, Blain & Co. have been organized by Captain Bennett into a hockey club. Already an admission of their prowess has been wrung from antagonists, but not on the ice. The Ontario Bank hockey club was challenged, accepted, but finally backed out. A victory has therefore been scored by Captain Bennett's team, a victory by default it is true, but nevertheless a glorious victory. The conquerors are now ready for all comers.

The Patrons of Industry are looking for a grocer to sell them at the usual discount in London, but so far have failed. The London grocers are a level-headed lot, and know what it costs to do business. The Patrons also called on the London Brush Mfg Co., and wanted brushes at ten per

cent. advance on cost of manufacture. The average Patron does not use 50c. worth of brushes in a year, and it is not very fair to the grocer who gives him per contract goods at 12 per cent. advance, for brushes belong to a grocer's stock.

The early closing law has gone into effect in Grand Forks.

A. & L. Cameron, general merchants at Beachburg and Cobden, Ont., have assigned. The business is continued by Archibald Cameron under the style A. Cameron & Co.

Louis Wigle has been continued in the management of S. Wigle & Son, the Leamington firm which failed for over \$100,000, and whose assets were sold to realize 20 cents on the dollar.

We understand that Messrs. L. Chaput, Fils & Cie., wholesale grocers, of Montreal, have secured the services of Mr. C. H. Lewis, of Belleville, who is well known to business men from Kingston to Toronto, and all through the midland district.

The successful tenderers for supplying the provincial gaol at New Westminster, B.C., Jan. 5, are as follows: Groceries, James D. Rae; meat and vegetables, W. W. Dickinson; bread, Attanasse. The tenders for fish were not accepted, as they were considered too high.

SUPPLY STORES.

It is asserted now and then that there are certain jobbers in this city (whose names I have not heard) who make it a business to set up and support in business dealers who establish themselves in neighborhoods where these jobbers do not sell to the dealers already established. I do not know how true this statement is, but there can not, on the face of matters, be very much of this sort of work done, for the reason that it would come quite soon to the knowledge of rival jobbers; and then where would the sugar agreement be? As this agreement is practically unviolated in this city, one would suppose that the practice of establishing retailers under the wing of the jobber cannot be very extensively practised. "The National Grocer" would be glad to spread before its readers any facts which are in the possession of the retail trade, and I hope that any retail grocer, knowing of such arrangements, will make it known to the writer, or to the managers of this paper. It is an established law of the trade that such practices are against the rights of the retailers, as well as against the best interests of the whole jobbing trade, and that firm which allows itself to do such things does not deserve to obtain the patronage of the retail trade. I understand that the sugar agreement, by the way, is being violated in Albany and Troy, and I presume that a good many dealers in this city would like to hear the same news of the agreement in this city. It is not unlikely that they will, by and by, but

up to date it is as fervently held as the small boy holds to his first pair of boots.—Harlem in National Grocer.

MAHOMET AND THE MOUNTAIN.

With a few notable exceptions the retail grocers in our cities make but feeble efforts to capture new customers. Advertising is seldom resorted to, except that which is afforded by an attractive display of goods in the show window or by the distribution of circulars and handbills, and even these methods of reaching the public are not as generally adopted as they should be. As a consequence, the businesses of the majority of urban grocers are of very slow growth, while not a few are summarily closed out by their jobbers after a quite brief existence. Some months ago we made a suggestion that retail grocers, instead of sending their youngest and most inferior clerks out to take orders and drum up new trade, should try their own luck at that branch of the business. We urged a trial of this plan as the simplest and most effective way of extending a retail business. The other day, in a conversation with a prominent grocer in a near-by town, we learned that at least one dealer—a newly established grocer—in that place had made the experiment, and with very encouraging results. Our informant, however, had suffered severely by the enterprising and novel tactics of new-comer, and was inclined to severely condemn them. It appeared that not content with personally canvassing every house in the neighborhood of his store the recently established retailer had watched our informant's delivery wagons on their rounds, and at every residence where they delivered goods he made a point of calling and requesting a share of the people's trade. As he always took especial pains with his personal appearance, being dressed in fashionable clothing, and silk-hatted and kid gloved, besides having a very courteous and attractive manner, his request to see the lady of the house usually was acceded to, and the resulting interviews, during which a neatly engraved business card was presented and received, were generally fruitful, and the



"CAIRN'S" HOME MADE MARMALADE.

In 1, 2 and 7 lbs., in Glass, White and Stone Jars.

We are now taking orders for January shipment of this delicious preserve. Send in your orders early as the stock is limited.

BLAIKLOCK BROS.
General Agents for Canada.
MONTREAL

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

older dealer lost part of his trade. Hence his chagrin and indignation. We recommended our friend to adopt similar tactics, and assured him that the story of Mahomet and the mountain just about fitted the cases of himself and his energetic rival. When the prophet found that the mountain wouldn't come to him, he, like a wise man, went to the mountain. As a class the grocers expect the mountain to meet them half way, and will fail rather than follow Mahomet's example.

When the absence of the proprietor from the store would jeopard the business, the work of canvassing for orders should be deputed to a skilled and sagacious employe, not the boy who is usually sent out to the houses of regular customers to book the day's orders. A good clerk could not only attend to the regular taking of orders, but also visit a certain number of non-customers' houses every day, but the best results could not be expected from an employe.

In small stores where the clerical force is limited, and only the boy can be spared to go the rounds of customers' houses daily, we suggest that on the receipt of new goods a circular describing them be prepared and distributed by the boy on his trip. This plan may bring customers to the store to examine the new invoices, but if it fails in this respect, the chances are that the boy will book some orders for the novelties.

As regards the system of personal canvassing, it is worth the grocer's while to note the manner in which the most successful peddlers of fruits and other produce make most of their sales. With, say, half a dozen grocery stores within a radius of a small fraction of a mile, and all keeping fruits for sale, a peddler of fruits will enter the neighborhood and dispose of more stock than all of the grocers together, simply because he goes right to the consumers instead of waiting for them to come to him.

THE JOBBING GROCER.

An interesting discussion has arisen as to the future of the jobbing grocer. One of the Western grocery journals asks the question boldly, "is not his field of usefulness becoming more circumscribed year by year, and is he not being reduced to a mere agent of the manufacturer? Such is the history of wholesaling or jobbing in European countries. There are no immense jobbing houses doing an enormous general distributing business in Europe as there are in the United States. The manufacturers distribute their products to the retail trade direct. They may not do so at lower prices or by cheaper methods, but they do so upon the added expense of the jobbers' profit which they, the manufacturers, use to promote their individual interests instead of paying them to the jobber to promote the general interest of hundreds of manufacturers. How soon will this occur and how long

will it be before the jobber, as in European countries, is superseded by the manufacturer or converted into an immense retailer or a manufacturer's agent, no longer asserting his former autocratic control over the distributing system?"

The Merchants' "Review," on behalf of the jobbing interest, replies as follows: "Certainly there are at present no signs of decadence in the jobbing trade. During the past decade there has been a greater growth of the leading jobbing houses of the country than ever before in twice the number of years, and all indications point to a corresponding increase of the transactions of these firms in the future. The condition of the grocery trade abroad is no safe guide in predicting the course of events in the same trade in this country, and there is a greater likelihood of foreigners adopting the American system than of American jobbers following in the footsteps of the foreigners. It is true that many foreign, or rather English, retail grocers buy direct from manufacturers, but the majority are much nearer the markets than the majority of our retailers are, this country being so much larger and less thickly populated. The American jobber stands between the manufacturer and the retailer, and protects the former from loss in the event of the failure of the latter. He also breaks packages of many kinds of goods and maintains a very costly credit department. If the jobber is abolished each manufacturer will be compelled to increase his clerical and shipping force, to break packages and to make up his mind to suffer a serious annual loss through failing retailers. From the fact that some of the grocery jobbers pack a few canned goods and prepare certain other articles for the retail trade, people have been led to believe that eventually the wholesalers will in time monopolize the manufacture and packing of specialties. Such is not our opinion, however."

The President of the Wholesale Grocers' Association, Mr. G. Waldo Smith, was questioned relative to the alleged decadence of the usefulness of the jobbing grocer. Mr. Smith did not believe there was the slightest foundation for such a belief. "I discussed the subject to some extent at a recent meeting of the Retail Grocers' Association, and I can only repeat what I then said. I believe that the manufacturer, wholesale grocer and retail grocer are actually necessary to human existence in this city. It is manifestly impossible for the manufacturer to deal directly with the consumer, and supply him at his home without the aid of the retailer. As it takes at least 3,000 retailers to supply one million consumers, it is equally impossible for the manufacturer to deal directly with them, as it involves too great an outlay for salesmen, collectors, bookkeepers, delivery clerks, credit clerks, horses, wagons, etc. Although it is their privilege to do it if they have the capital to establish the necessary plant, and have in addition

the knowledge as manufacturer, and the ability to carry on a great distributing business. As on the average it takes but thirty wholesale grocers to reach and supply 30,000 retailers, and through them one million of consumers, and as the wholesale dealer carries in stock the goods of all manufacturers, and has accounts with all retailers, the manufacturer must depend upon the wholesaler for the distribution of his goods. As their business is organized for, and has the necessary plant for this purpose, the wholesaler can distribute the goods of a large number of manufacturers much more promptly and with much less expense than the manufacturers can do it for themselves. The great question for the consideration of the Retail Grocers' Union and the Wholesale Grocers' Association is to find some fair and just basis on which the equities between each can be adjusted so that each can receive a fair remuneration for their services rendered to the public.

"The great obstacle that stands in the way of the success of the wholesaler and retailer is found in the reckless extension of credit to irresponsible parties, and in the ruinous cutting of prices that is indulged in by those who are not willing to pursue a 'live and let live' policy.

"This is an age of associations, and I firmly believe that the remedy for many of the evils in the trade will be met and cured by friendly associations, and co-operation brought about by the meetings of merchants in business and social relations."—N. Y. Commercial Bulletin.

Messrs. Allen & Price, Brockville, Ont., will open on Saturday on Perth street with a full line of groceries, flour and feed, etc.

The question has often been discussed as to which class of men succeed best in trade, the slow and safe sort or the more rapid and speculative. After some little experience with both in their mercantile capacity we are inclined to the opinion that the former more frequently attain prosperity than the latter. They are to be sure often a long time on the road, but as the saying is they 'get there all the same.' During the time the slow man is carefully acquiring a modest competency the rustling and erratic merchant may have made several fortunes, only to have lost them, and there comes a time at last when he cannot recover himself and his subsequent career is chiefly useful as a warning. The advantages of making haste slowly may not be apparent to the young and inexperienced merchant, but those who have seen the results of its utter neglect in business, more fully appreciate its wisdom.—Grocer and Country Merchant.

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

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.



TORONTO MARKETS.

TORONTO, Jan. 14, 1892.

GROCERIES.

Trade might be quieter and yet not disappointing, for there never is very much expected of the first fortnight of the new year. Buyers have taken more interest in certain lines, notably tea, than is usually signified so early in January. In sugar the movement has been respectable, but not large. The interest in fruits had pretty well spent itself before Christmas, and nothing is heard of new orders yet. Canned goods are fairly active. Wants continue to crop up in general groceries, some in this line, some in that, with little agreement in the orders but in the matter of tea, which at the moment is the most prominent commodity in demand. With very good signs in the first part of a month that is commonly a very backward one, the new year trade opens promisingly, for there ought to be room in the retail stores of the country for the disposal of a lot of groceries before spring. One full year of the new terms brought the retailers to the brink of '91 with a smaller aggregate of stock on hand than has been in the retail stores for years. Replenishment of supplies seems to have begun, as entries of a few tidy sales—ranging from \$300 to \$500, are already on the books of houses, since the year opened. Payments come forward tardily.

CANNED GOODS.

Steadiness is the ascendant condition. Holders of good brands are easy in their minds and disinclined to part with them at anything below \$1.05 for round lots of assorted vegetables. There are brands obtainable at \$1, but the unanimity of jobbers at \$1.05 for well-known labels is complete. Inquiries from the east show that many outside stocks are very low in peas, which of themselves are quoted at \$1.10, but usually shipped at \$1.05. The range in quality this year is as wide as ever. It is possible that there were tomatoes in the pack of '90 that touched a lower point of quality than any put up in '91, but the line of quality upwards has been pushed higher by the canners of goods that have always been distinguished for their merit. Fruits are very quiet and call for no further notice, all prices being stationary. Salmon is in incidental demand as part of "sundry" orders, but no especial interest in it is exhibited from any quarter. The price begins at \$1.40. Lobster is steady but inactive, at \$1.90 for ordinary brands, \$2.70 for Crown and \$2.95 for Horse Shoe.

According to returns received at the Fisheries Department the approximate total of salmon put up by the British Columbia canneries during the past season was 304,978 cases, or 14,638,944 pound cans. This is a falling off in the pack of about 84,000 cases as compared with previous year. The run on the Skeena river has been about an average, but on the Fraser river and Alert bay the past has been an off

year. It is reported that a commission will be appointed to investigate canning methods on the Fraser and devise means for preventing the depletion of the salmon fisheries on that river as has been the case on the Columbia river. The commission will probably consist of Mr. Samuel Wilmot, superintendent of fish culture for the Dominion; Sheriff Armstrong, of New Westminster, and Mr. Hy. W. Higgins, Victoria, B. C.

COFFEES.

The market for Rios continues to be a matter of doubtful balance between buyers and sellers at New York. No lasting change has taken place, as every move is followed by recovery or relapse. Prices here are not at all perturbed by any uncertainties in the local market, for the prime condition necessary for a market—that is a demand—is a matter that is decided enough in the certainty of its absence. Prices hold at quotations in Prices Current. Javas and Mochas are likewise unchanged and quiet. Choice Rios are scarce, both here and in New York.

DRIED FRUIT.

Valencia raisins are purchasable at the easy prices they had dropped to in late December. The range is from 5¼c. for off-stalk. They are very quiet, being now left almost absolutely alone. Malaga fruit, with the exception of a few packages of black baskets, is out of stock. Currants quote still at 5¼c. and upwards on spot, but offers from abroad have been received at prices which make it possible to shade the above. A purchase of a considerable lot was made by one house on Monday however at steady prices. Nobody appears to want figs. Natural, in bags, are 4¼ to 5c. Tenpound boxes quote at \$1.15 to \$1.20. Sevenscrown-ed are worth 16c. California evaporated fruits are selling well on account of their cheapness, the abundance of the crop this year bringing prices down nearly 50 per cent on apricots. They job out as low as 12½c. per lb. A considerable quantity of stock is on the way to this market direct from California, and some is already in store.

NUTS.

Movement out of stock has not begun since Christmas, the sales made on holiday account sufficing to keep retail stocks adequate for the demand that is now experienced. Grenoble walnuts are 14 to 15c. Bordeaux 10 to 11c., Sicily filberts are 10 to 11c.

RICE AND SPICES.

Rice calls for no comment. This market has no business to report. Stocks are in a good condition quantitatively. The price is steady. Spices tend upwards. The value of ginger and pepper inclines towards the upper part of the range in Prices Current. Outside markets are very firm, and an advance in pepper is expected. Buying is freer on that the strength of that expectation. All spices are more active, and the strong tendency is uppermost in nearly all lines.

SUGAR.

There is some business going forward. The incentives to buying are, first, scarcity in retail hands, second, the increasing evidences of strength in present prices. The signs have not wavered in their indications of intrinsic strength in the future position of the market, which would surprise no one by an advance. The thing necessary to bring about an advance, if there is to be one, is an active demand. But what is looked for as an effect is becoming a cause of an active demand. The probability of higher

HOLIDAY FRUITS.

Fancy Florida Oranges.
Choice Valencia do
Fancy Messina and Malaga Lemons.
New Hallowee Dates.

New Grenoble Walnuts.
New Tarragona Almonds.
New Sicily Filberts.
New Brazils.

Almeria Grapes.
Fancy California Evaporated Apricots & Peaches
Fancy Dark C.C. Cranberries.
Figs, best Elemes, all sizes.
do do 7 Crown.

Please send trial order.

CLEMES BROS., 51 Front St. E., Toronto.

We will gladly send
Samples and Quota-
tions on application.

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

GROCERS MAKE MONEY BY SELL-
ING THE

**EMPIRE
BAKING
POWDER.**

Purity and Strength combined.

ELLIS & KEIGHLEY,

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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.

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SALVADOR LAGER
 IS THE VERY BEST.
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WINDOW DRESSING!
 300 ways! for Grocers, General Storekeepers, and all lines of business, a book of 250 pages and 150 illustrations giving every information on the art of Window Dressing and Store Decorating. Price, postpaid, \$1.50. Cut this out (CANADIAN GROCER) send to me and I will give you FREE with book a Pamphlet of valuable information. Harry Harman, Window Dresser and Decorator, P.O. Box 113, Louisville, Ky.

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

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

BRUSHES.
BROOMS.
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We have new, attractive and saleable goods to offer the trade for the coming season and our travellers are now on the road with complete lines of samples.

Please reserve your orders.

CHAS. BOECKH & SONS,
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B. R. Nelles,
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Packer and Preserver of the Celebrated **BEAVER Brand Canned Goods, Evaporated Apples.**

JAMS and JELLIES
 IN GLASS AND PAILS.
Wholesale Only.



Gold Medal, Jamaica Exhibition.
Quality Up.
Price Down.

This applies to all our goods, especially
Jams, Jellies, Mince Meat, Catsup and Soup.

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

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

Delhi Fruit and Vegetable Co.,
 FACTORIES : DELHI AND NIAGARA.

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

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

MARKETS—Continued.

prices is bringing buyers out, and though their operations have not amounted to much yet, they are large enough to make the trade very good for January. Yellow sugar is no longer to be had at the low price ruling at the end of '91. The very lowest, and that is exceptional, is 3.55. The price that holds by the general consent is 3½c. Granulated is unchanged at 4¼ to 5c.

The following notes are from Willet & Gray's New York Sugar Statistical:

As has been plainly evident since the reduced estimates of crops began to be made, a considerable advance in prices must result with the coming in of the new year. During the first week of the year the advance has started, and has made quite a little progress. Sellers have found ready buyers, and a very considerable business has resulted at the advance.

The low point of the year 1892 for refined was unquestionably on the second day of the year, when orders were freely taken for granulated sugar at 3.92c. net cash. This sugar was made from raw sugar costing about 3.44c., and gave no profit to refiners. It was a foregone conclusion, therefore, that unless the competition between refiners was to be continued at a loss, an advance must be made in refined with the new year. Although a few small purchases of cane were made at below 3.44c., under special circumstances no large amount of supply was available, or likely to be, under the strong conditions affecting raw sugar throughout the world. Hence an advance in granulated to 3.98c., and a second advance to 4.04c. net cash during the week, calls for no surprise, and further advances will no doubt follow the course of the raw sugar market. Our advice still holds good to carry a full line of stock in 1892.

Total receipts of foreign sugar in 1891 into the United States were 1,760,449 tons against 1,338,047 tons in 1890. The domestic crop of Louisiana is estimated at 180,000 tons last year. The crops of Florida and Texas at 7,000 tons. The beet root sugar production in the United States in 1891 was 5,400 tons, and of sorghum sugar 570 tons, and of maple sugar 22,000 tons, and of molasses sugar 31,320 tons. The total production of the United States is 246,290 tons, against 280,000 tons last season. The total consumption of sugar in the United States in 1891 was 1,885,994 tons (say 1,619,704 tons foreign, 234,970 tons domestic, 31,320 tons home manufacture from foreign molasses), against 1,522,731 tons in 1890 (say 1,257,292 tons foreign, 212,000 tons domestic 53,439 tons home manufacture from foreign molasses). The increased consumption of 1891 over 1890 was 363,263 tons, or 23.86 per cent., and the consumption for each individual (per capita) 67.46 lbs., against 54.56 lbs. in 1890. The importation of refined sugar in 1891 was 2,772 tons at New York, 1,227 tons at Philadelphia, and 1,925 tons at New Orleans, and 833 tons at San Francisco. The export of raw and refined sugar in 1891

Recommend's SURPRISE

THOS. PARDOE, INGERSOL, writes: The Soap sells well and fills the bill in every case. My own wife uses no other.

MRS. J. CAMBAY, ST. CATHARINES, writes: I can with pleasure, recommend your Surprise Soap. I have used it for nearly two years and find no other soap to equal it, for it does not hurt the hands or clothes. It leaves the linen a beautiful white.

JOS. GOODWIN, MONTREAL, writes: I am pushing your "Surprise Soap" as much as possible. My wife says she would not use any other soap, for she considers it the best soap she ever tried.

IT PAYS.

The St. Croix Soap Mf'g Co.,

St. Stephen, N. B.

Branches:

MONTREAL: 17 St. Nicholas St.

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

was 29,837 tons from the four ports, and 4,693 tons from San Francisco, and 212 tons from New Orleans. The extra increase of 18 per cent. in consumption above the usual average yearly increase of 5 per cent. is due directly to the free sugar tariff, and the extreme low range of prices ruling during the entire year, with small fluctuations. We do not look for an increase in 1892 much if any above the nominal rate of 5 per cent., especially as the range of prices in 1892 will be on a higher level than in 1891.

SYRUP AND MOLASSES.

There is a considerable quantity of United States syrup on the market, and a good deal continues to be offered. The lowest point quoted is 2c. Canadian low grades are scarcer. There is not a very active business in any description.

Molasses moves in small quantities at unchanged prices. There is a very fine sample of New Orleans obtainable at 55c. On account of the shortage N.O. molasses has advanced several cents in New York.

TEAS.

A quite active demand for teas is the leading feature of the week's business. The partiality of the demand is quite pronounced for mediums, valued at 23c. upwards. A considerable number of packages at about 18c. have also been moved. The price of Japans is stronger outside, and good medium grades have developed a cent or even two in some cases in New York. Even locally the buyer finds fewer favors this week than were within his reach throughout the six weeks preceding the close of the old

year. The lowest point in Japans here is 12½c., and the quality is sufficiently commented upon by giving the quotation. Black range upwards from 15c., Young Hysons from 16c.

The demand for Indian tea, says the Produce Markets Review, continues active, and a large business has been transacted in all kinds. The tendency of the market is stronger, more particularly for the medium and lower grades the latter having risen from ¼d. to ½d., and from the lowest point about ¾d. Notwithstanding this advance, prices are quite 1-2d. lower than at this time last year, and providing there is no further material increase in values, there is no reason to anticipate any check in the satisfactory demand. On the other hand, if any attempt to force up prices to an unjustifiable level met with any measure of success, it would be sure to stop the demand, and similar unsatisfactory results to those experienced in the earlier part of the year would have again to be contended with. The quantity of Ceylon tea offered has again been small, and prices are firmer. The demand from the country has somewhat diminished, chiefly owing no doubt to the cheapness of Indian teas, which at the moment, except where Ceylon flavor is demanded, undoubtedly show superior value. The quality of the imports during the week has shown a slight improvement, and as reports from the island point to better weather, teas of good quality may be on the way. Java teas are much neglected except for export, for which the demand is rather more active. The quantity of Indian tea brought forward has continued heavy, which, it is satisfactory to

WE ARE BUYING

**Dried
Apples.**

SEND SAMPLES
AND QUOTATIONS.

ESTABLISHED 1866.
STANWAY & BAYLEY,
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AND
GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST, TORONTO.

WE ARE BUYING

**Evaporated
Apples**

SEND SAMPLES
AND QUOTATIONS.

McWilliam & Everist,

Have on hand for Holiday Trade :

Three cars Ripe Florida Oranges, all sizes, Two cars Valencia Oranges, also full line of Lemons, Dates, Nuts, Figs, Grapes, California Evaporated Fruits, Bananas, Pine Apples, etc.

Prices as low as any House in the Trade.

25 and 27 Church St.,

TELEPHONE 645.

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WM. HOOD & CO.,

Importers and Manufacturers of

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

Our aim is to cultivate and increase the demand for pure goods.

A TRIAL ORDER OF OUR GOODS SOLICITED.

Should our representative not call on you write us for quotations. Satisfaction guaranteed. TELEPHONE 1625.

48 & 50 LOMBARD ST., TORONTO.

Robertson, Thompson & Co.,

Commission Merchants,

185 NOTRE DAME ST., EAST,

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WINNIPEG, MAN.

We are open to receive a few more agencies. We have an extensive connection throughout the grocery trade.



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

Another Car D. R. Northy's FANCY PACKED FLORIDA ORANGES just arrived. If you see this Stock, you will use no others. Every Box Guaranteed.

IN STOCK.—Car Fancy Messina Lemons; Almeria Grapes, Nuts, Spanish Onions, California Dried Fruits, etc.

J Cleghorn & Son,

94 Yonge St., TORONTO.

J. F. YOUNG & CO.,

PRODUCE AND COMMISSION MERCHANTS

74 Front St. E., Toronto.

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

We Furnish Egg Cases. Try Us.

T. W. CLARK & CO.,

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

Consignments solicited and business transacted for Eastern Canada Merchants.

Established 1886.

VANCOUVER, B.C.

References: Bank of British Columbia.

WILLIAM RYAN, PORK PACKER

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

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

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

For Choice full flavor goods send us a Sample order.

Jas. Park & Son,

Toronto, Ontario.

The Ontario Produce Co'y.

Produce Brokers and Commission Agents,

70 COLBORNE STREET, TORONTO,

Solicit consignments of the following :

Tub, Large and Pound Roll BUTTER.

POULTRY.

BEANS. ONIONS. APPLES.

CHEESE.

T. G. Williamson & Co.,

COMMISSION MERCHANTS

TEAS, COFFEES, FRUITS, SUGARS, ETC.

42 Front Street East, TORONTO, ONT.

GEO. C. THOMPSON. CHAS R KING.

THOMPSON & KING,

Consignees, Brokers, General Commission and Mercantile Agents,

51 Wharf Street, cor. Fort, Victoria, B.C. Storage. Correspondence Solicited.

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83 COLBORNE STREET, - TORONTO.

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

PATENT EGG CARRIERS SUPPLIED.

Good Prices paid for Good Dairy Butter.

JAS. DICKSON & CO.,

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Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried Apples, Finnan Haddies, Dried Cod Fish, bought or sold on commission. Agents for all lines of Canned Corned Beef. Egg Carriers supplied.

Reesor & Rogers,

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Solicit consignments of Country Produce from Storekeepers.

71 Colborne St., Toronto.

Telephone 2291.

JNO. A. MOIR,

GENERAL AGENT.

Consignments Solicited.

SPECIALTIES: Canned Goods, Dried Apples, Evaporated Apples, Codfish.

Quotations and samples sent on application. A trial solicited.

41 St. Francois Xavier Sts., Montreal.

McLAREN'S



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

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

MARKETS—Continued.

say, met an active demand, and were nearly all taken off with a healthier competition than for some time past, at a further slight advance. The common sorts are gradually recovering from the recent depression, and are now $\frac{1}{4}$ d. to $\frac{1}{2}$ d. per lb. dearer than they were a fortnight ago. The better and strong-liquoring kinds also have been more readily purchased, and still form the smallest proportion of the general supply.

MARKET NOTES.

A new chewing gum has been placed on the market by the Toronto Biscuit and Confectionery Co. It is called Botofotopeto. Already large sales are reported.

Mr. E. J. Berneche, representing the Meyer-Bain Mfg. Co., manufacturer of tomato catsup, St. Louis, Missouri, was in the city on Monday.

Mr. C. A. Smythe of Young & Smythe, licorice manufacturers, Brooklyn, N. Y., was visiting the trade on Friday and Saturday last.

Mr. J. C. Conlin, of J. W. Lang & Co., leaves this week on his western trip. He has crossed the Rockies sixteen times.

Messrs. Smith & Keighley have just received a large consignment of California evaporated fruit. It is very choice, and orders for assorted lots will be filled at $12\frac{1}{2}$ to 15c. in 25 lb. boxes.

Walter Thomson, the well known oatmeal miller from Mitchell, was in the city this week. He says the demand for oatmeal is dull, and that most of the millers are consigning to Scotch and English markets.

PETROLEUM.

The prices of refined are unchanged in quotation, though by a drop of 10c. on empty barrels the price of the oil is in effect reduced $\frac{1}{4}$ c. per gal. The "empties" are now taken at 65c., f.o.b., Toronto. Until lately they brought 75c. Business in refined is normal.

The Petrolium Advertiser reports: Petrolium Crude \$1.30 $\frac{1}{2}$ per bbl. Oil Springs crude \$1.30 $\frac{1}{2}$. Quietness has been the principal feature in the crude market during the past week, and only a limited business has been done at and about the old quotations. Producers may expect an advance shortly. It is only a question of time, however, and probably a very short time too, when an upward movement will be inaugurated. Both refiners and producers expect it from day to day, but what figures it will ultimately touch no one pretends to guess. As far as refined is concerned the conjectural question that awakens most interest just now is, what is probably the actual supply of burning oil in the hands of our largest refiners, and stored in the eastern markets, Montreal and Quebec in particular. Prices are cut very fine and dealers have but little opportunity to make a profitable turn.

BUTTER AND CHEESE.

The market improves for choice tubs, though it is necessary for the tubs to be actually offered to elicit the highest quotation. In the absence of exceptional stock the figures quoted are 16 to 17c., but when really prime is obtainable the price is capable of a rise of 2c. A few packages have been bought at 19c. There is more money at the same price for a few days' steady supply of the same quality. The number of large rolls continues undiminished in the daily receipts, and the quality of an increasing proportion continues to be below what is wanted. The value going just now is 14 to 16c. Low grade butter is hard to get, the country

having been pretty well scoured to make up a shipment on Montreal account. Mediums are 13 to 15c.

Cheese is firm at 11 to 11 $\frac{1}{4}$ c. This price holds for choice fall makes. The English market is steady.

COUNTRY PRODUCE.

APPLES—Good shipping stock ranges from \$1.50 to \$2.50 according to class. A fairly active market exists. The supply threatens to overtake the demand and bring down values.

BEANS—Jobbed out, the price is \$1.40 to \$1.50, while cars outside are to be had at from \$1.20 to \$1.30. The market is very dull just now, small stocks sufficing for all the demand.

CRANBERRIES—Are quiet and in moderate volume in stock at \$7.50 to \$8. A quiet business is kept up.

DRIED APPLES—The supply is limited, but this fact does not excite quotations, which are unchanged at 4c. outside and 4 $\frac{1}{2}$ c. here. Deliveries and offers are both backward.

EVAPORATED APPLES—Nothing is doing just now. The concentration of stock has not been followed by any fresh transaction for export. The price is nominal at 7 $\frac{1}{4}$ to 7 $\frac{1}{2}$ c. for cars and 8c. for smaller lots.

EGGS—Are firm. Choice case lots of fresh are worth 18c., with a slight advance on small lots. The price sinks to 16c. for some descriptions which are received. Lined are steady at 14 to 15c.

GAME—Rabbits are plentiful and hard to sell at more than 15c.

HIDES—There has been no change either in the quotations or the state of the market, No. 1 green cows' being 4 $\frac{1}{2}$ c., with a cent off for each grade below No. 1. Cured are 5c.

HONEY—The sale of honey is retarded by the abundance of canned fruit and the cheapness of sugar. Extracted is 8 to 10c., and filled combs are 14 to 16c.

HOPS—A smarter movement is to be noted in hops at about 20c. for round lots, though as high as 22c. is asked and as low as 18c. is offered.

ONIONS—Are inactive and steady at \$2.25 to \$2.50 per bbl.

POULTRY—Turkeys are worth 10c., chickens 40 to 60c., geese 6 to 7c. Poultry is scarce, chickens particularly so.

POTATOES—Offers are not numerous, nor is there anything to invite them. It is hard to obtain 40c. on track, and offers have been made below that without a sale being effected. Out of store the price is about 50c.

SEEDS—The offerings have been quite free, and all have been taken at \$6.25 to \$6.50 for alsike, and for red clover \$5.23 to \$5.75, the former price, and about 25c. upwards being for Western Ontario, while the latter, ranging down to \$5.50, went for northern and eastern deliveries.

SKINS—Sheep are steady at \$1 to \$1.05. Calf are quiet at 5 to 7c.

TALLOW—There is no change, the price continuing at 2c. for rough and 5 $\frac{1}{2}$ to 5 $\frac{3}{4}$ c. for refined.

WOOL—Fleeces are dull at 19c. Pulled is worth 21 to 22 $\frac{1}{2}$ c. for ordinary, and 25 to 27c. for extra.

DRESSED HOGS AND PROVISIONS.

The views of sellers as to the value of dressed hogs strengthen with the advance of the season and the colder weather. They now ask \$5.60 to \$5.65 for selected western

(Continued on page 20.)

FLOUR AND FEED.

TORONTO, Jan. 14, 1892.

The week's trade has been almost entirely local. Inquirers have not been a feature of the week any more than have actual transactions on outward account. Prices have been steady and those of last week recur almost throughout the list this week. In feed there has been more activity than in flour, but the supply, which had got behind sometime ago is now abreast of the demand. Credit continues to be a feature of the business in flour from some mills.

FLOUR—City millers' and dealers' prices are: Manitoba patents, \$5.25; strong bakers', \$4.85; Ontario patents, \$5; straight roller, \$4.75; extra, \$4.10 to \$4.15; low grades, per bag, \$1.25 to \$1.75.

Car prices are: Toronto freights—Manitoba patents, \$5.30 to \$5.50; Manitoba strong bakers' \$4.90 to \$5.10; Ontario patents, \$4.50 to \$4.90; straight roller, \$4.10 to \$4.15; extra, \$4; low grades, per bag, \$1.25 to \$1.75.

MEAL—The price of oatmeal has not fluctuated, \$4 to \$4.25 representing the range, with \$3.90 for cars. Cornmeal is also steady at \$3.80 to \$4.25. Grits and hominy are unchanged at \$4.

FEED—Bran is easier at \$15 to \$15.50. Shorts are unchanged at \$18. Mixed feed is \$25, cracked corn \$1.25, feeding corn 53c., oats 34 to 35c.

HAY—No. 1 timothy is firm at \$12 to \$12.50. Mixed is \$10 to \$10.50.

STRAW—The market is kept supplied at \$6 to \$6.50 for oat.

Mr. John Campbell, Erie Mills, St. Thomas, is now developing a trade with the West Indies, and is filling a large order for flour for those islands.

MONTREAL

The flour market continues very quiet, the demand from outside points being small. Prices are unchanged. Patent spring, \$5 to \$5.35; patent winter, \$5 to \$5.25; straight roller, \$4.65 to \$4.75; extra, \$4.30 to \$4.35; superfine, \$4 to \$4.10; city strong bakers', \$5 to \$5.10; strong bakers', \$4.80 to \$4.90.

There is a very limited movement in oatmeal at unchanged prices. Standard, per bag, \$2.10 to \$2.20; granulated, \$2.10 to \$2.20; rolled, \$2.10 to \$2.20.

Feed rules quiet and unchanged. We quote bran \$16 to \$17; shorts, \$19 to \$20; and mouillie, \$25.

ST. JOHN, N. B.

FLOUR—The market does not show any improvement; what is moving is only in a jobbing way, with prices about the same as last quoted, viz., Manitoba \$5.90 to \$6, Ontario High Grade \$5.25 to \$5.35, Medium Patents \$5.10 to \$5.15.

CORN MEAL—There is not much moving. Prices are a shade easier at \$3.05 to \$3.10.


OATMEAL—Is quoted \$4.65 to \$4.80 for Roller, and for Standard \$4.60 to \$4.70, with very little demand.

TRY
"Beaver Mills" Flour.
J. H. TAYLOR & CO.,
CHATHAM, ONT.,
MANUFACTURERS.

ROLLED OATS
Not floury
chopped,
but clean
large flake. **OATMEAL**
ROLLED OATS
—Write for Samples.—
ARCHIBALD BROS., INGERSOLL, ONT.

WALTER THOMSON
MITCHELL, ONT.
GENERAL GRAIN DEALER.
Manufacturer of all kinds of
Oatmeal, Split Peas, Cornmeal,
Pot Barley, etc.

Quotations by Wire or Letter.
HEALTH IS WEALTH.



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

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

STEEL, HAYTER & CO.,
Importers of
INDIAN TEAS

Direct from their estates in Assam.
New Season's Teas are now arriving.
PROPRIETORS OF THE WELL-KNOWN
"MONSOON" BRAND.
Samples and Quotations on application.
11 & 13 Front St. E. Toronto.
Calcutta and London Firm: Octavius Steel & Co.
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HARRY T. DEVINE & CO.,
FLOUR, FEED AND PRODUCE MERCHANTS.
Sole Agents for Vancouver, New Westminster and District for **LEITCH BROS.'**
CELEBRATED OAK LAKE MANITOBA FLOUR.
City Office and Store: 130 Condova St.
Wharves, No. 1 and 2: False Creek,
Westminster Avenue,
VANCOUVER, B.C.

Dominion Mills,
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HEADQUARTERS FOR
OATMEAL
CORNMEAL, POT BARLEY,
SPLIT PEAS, ROLLED WHEAT,
AND ALL BREAKFAST CEREALS.
Write for Samples and Prices.
GARTLEY & THOMSON,
303 to 311 Talbot St.

N. WENGER & BROS.,
AYTON, ONT.

MILLERS
(Hungarian Process)
BRANDS:
KLEBER, MAY BLOSSOM.
AGENTS:
J. L. SMITH & SON, - Montreal.
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OUR SPECIALTIES.
Stone Ground Flour, Graham Flour, Cracked Wheat, Buckwheat Flour, Chop Feed.
Mention THE GROCER.
J. & R. ROBSON,
Brantford, Ont.

BRANDON ROLLER MILLS,
Brandon, Man
—MANUFACTURERS OF—
Hungarian, Patent, Strong Bakers
-- FLOUR --
Also Oatmeal, Rolled Oats, Rolled Oatmeal Granulated and Standard.
Dealers in all kinds of grain and feed.
ALEXANDER, KELLY & CO'Y,
PROPRIETORS.

EMBRO
OATMEAL
MILLS.
D. R. ROSS, - EMBRO, ONT.
A CHOICE QUALITY OF
Roller, Standard and Granulated
Oatmeal
IN BARRELS, HALF BARRELS OR BAGS.
Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in Car-loads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.



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



MARKETS—Continued.

laid down here and have been quite tenacious for this price. Actual business hangs back on account of this position of sellers, and what sales have been made were on a basis of \$5.50, to which point packers have consented to come. Those handled this week have included a large proportion of good northern which came up to the highest price paid. Products are quiet.

BACON—The price is easier. Long clear is now $7\frac{1}{2}$ to $7\frac{3}{4}$ c., backs are $10\frac{1}{2}$ c., bellies $9\frac{1}{2}$ c., to 10c., rolls $8\frac{1}{2}$ to $8\frac{3}{4}$ c.

HAMS—Some improvement is notable in the demand at $10\frac{1}{2}$ to 11c.

LARD—Canadian pure is $9\frac{1}{4}$ to $9\frac{3}{4}$ c. Compound is a cent lower.

BARREL PORK—Mess is \$13.75 to \$14.25; short cut is \$15.50 to \$16.

FRESH MEATS—There are freer offerings and more sales of lamb and beef, the former at $7\frac{1}{2}$ to 8c., the latter at $4\frac{1}{2}$ to 5c. for fore-quarters and 7 to 8c. for hind quarters. Mutton is $6\frac{1}{2}$ to $7\frac{1}{2}$ c.

FISH AND OYSTERS.

There is a probability of an advance in the prices of oysters, as there has been a considerable advance in Baltimore prices, and if this continues, an advance will be necessary here. Dried fish have not a very brisk demand, and the demand for fresh fish has been very sluggish and will continue so for another week, when the trade will undoubtedly improve. But the last week has been the quietest in fresh fish that has been experienced for some months.

SALT.

Four carloads have been moved this week, but on account of the cold weather packers are not needing so much, and consequently the demand is not as brisk, but there is a prospect for a large demand when a mild spell sets in.

GREEN FRUIT.

The green fruit market undergoes little change. The demand for lemons is considerably improved since la grippe became prevalent. Values are steady at last week's quotations. Valencia oranges are \$5.25, Floridas \$2.60 to \$3. Messina lemons are \$4 to \$5. Malaga lemons in boxes are \$3 to \$3.50, in chests \$6.75 to \$7.50. Bananas are \$2 to \$2.75 per bunch.

DRY GOODS.

Nothing special has transpired during this week. The trade at the wholesale houses is somewhat sluggish at present, but wholesale merchants are looking forward to a brisk spring trade. The sleighing at present general over Ontario, will materially aid the country dealer to work off his surplus winter stock and prepare the way for a better spring trade.

MONTREAL MARKETS.

MONTREAL, Jan. 12, 1892.

There has been no particular feature to mention in connection with the grocery trade since our last, except it be the advance in sugar, which went into effect on Thursday last. With the continued firmness of raw stock in outside markets this was inevitable sooner or later, and it is not at all improbable that further stiffening may result in the very near future. At any rate, although buyers are more disposed for business, it is

noticeable that sellers are not urging business at all. Otherwise the week has furnished no special features.

SUGAR.

Since our last there has been an advance in yellows, which was decided upon by the refiners on Thursday last, and since then buyers have been more disposed for business, but sellers are not urging business to any extent. We now quote granulated unchanged at $4\frac{1}{2}$ c., but yellows a full $\frac{1}{4}$ c. higher at $3\frac{1}{2}$ to $4\frac{3}{4}$ c. With the disposition shown at present a further rise would not be surprising.

SYRUPS AND MOLASSES.

Syrups are moving very slowly at about 25c. for the American product and 28 to 30c. for the domestic. Molasses have a small jobbing sale at 36c. for Barbadoes.

TEAS.

The tea market is quiet, the only movement confined to low grade Japans. The market, however, is in a very healthy condition and a good trade is looked for in the near future.

COFFEES.

Coffee continues firm all round under light supplies, and there is no possibility of any lower prices at present. Demand is fair but the movement is restricted by the supply. We quote:—Rios, 15 to 20c.; Java, 26 to 30c.; Mocha, 27 to 30c.; Jamaica, 18 to 20c.; and Moracaibo, 23 to 25c.

RICE.

The rice market is dull and without change, the local movement being confined to small jobbing orders. We quote:—Patna, \$4.50 to \$5; Japan, \$4.75 to \$5; standard, \$3.90, and offgrades \$3.50, all in car lots.

DRIED FRUIT.

The market for dried fruit is firm but dull, with no business of importance to note. Valencia raisins are steady at 5c. for No. 1 and there are some off-stalk moving at $5\frac{1}{2}$ to 6c., while layers are held for $6\frac{1}{2}$ to 7c. Currants rule firm at $5\frac{1}{4}$ to 6c. for Patras and Vostizzas in cases $7\frac{1}{2}$ to 8c.

NUTS.

Nuts rule quiet and dull, with no change under a small business. Walnuts are steady at $12\frac{1}{2}$ to 13c. for Grenoble and $10\frac{1}{2}$ to 11c. for Bordeaux; Toicos, 12 to 13c.; Terragona almonds, 14 to 15c.

CANNED GOODS.

The business in this line is small and unimportant, with little or nothing to note. Values generally rule firm, but of course are nominal in the absence of business.

GREEN FRUIT.

The green fruit business is dull and restricted to a small jobbing movement. Oranges are steady for Floridas \$3 to \$3.50 per box, while Valencias are dull at \$4.50 to \$4.75 per case. Lemons are in more demand recently, but no change in values, which remain at \$3.50 to \$3.75.

APPLES.

It is now only a jobbing market for apples, and we hear of nothing doing in the way of car lots. For ordinary jobbing trade we quote \$2.50 to \$3 per bbl. Evaporated and dried furnish nothing note worthy.

HOPS.

Business in this line is small and restricted to an odd purchase now and then to satisfy brewers' actual requirements. Holders in the country continue firm, and nothing at present here could be moved except at 20 to 22c.

PROVISIONS.

The provision market continues dull with no new feature to mention. Pork is only being taken to satisfy immediate wants, ow-

ing to the belief that prices will be lower. Canadian short cut, per bbl. \$14.75 to \$15.00; mess pork, western, per bbl. \$13.50 to \$14.00; short cut, western, per bbl. \$15.75 to \$16; hams, city cured, per lb. $10\frac{1}{4}$ c. to 11c; lard, Canadian, in pails, $8\frac{3}{4}$ c. to 9c; bacon, per lb. 9c. to 10c; lard, com. refined, per lb. $7\frac{1}{4}$ to 8c.

CHEESE.

The market has been steady with some movement to note, but it cannot be called active. The fact is, although buyers in England are coming up to holders' ideas here, they are doing so slowly, and of course this makes business quiet. All the under-priced

BUSINESS CHANCE.

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

Did it ever strike you that each 5c. package of Bread-makers Yeast contains 6 large sized cakes not 5.

A. H. BADGEROW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar Manufacturing Co.,

79 and 81 Jarvis St., Toronto

Highest award, Toronto Exhibition.

We Please Them All!

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

THE SUPPLY CO.,
Niagara Falls, Ont.

ARRIVED

Since the great drop in prices:

VALENCIA RAISINS.

TURKEY PRUNES.

SPHINX

Get our Prices.

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

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

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

SOUP.

Just arriving fresh preserved "Aylmer Chicken Soup" very strengthening and nutritious. The use of this wholesome food product builds up the system and fortifies it against diseases prevalent at this season. Sells well. Try it.

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

STUART, HARVEY & CO.
 IMPORTERS AND
WHOLESALE GROCERS

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

NOW IN STORE:
 New Muscatels,
 " London Layers,
 " Connoisseur Clusters,
 " Valencia Shelled Almonds,
 " Sultanas.

HAMILTON, ONT.

To the Trade.

NEW SALMONS.

We offer 1100 cases Red Salmon "British American" brand, the best on the market, at \$1.30 per dozen, 30 days.

QUALITY GUARANTEED.

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

Write for samples of Sugars.

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

EDWARD ADAMS & CO.
 ESTABLISHED 1846.

Wholesale Grocers and Importers of
TEAS,

SUGARS,
COFFEES,

TOBACCOS.

95 & 97 Dundas St., London, Ont.

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

WESTERN ONTARIO AGENTS FOR

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

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

NEW

Dates.
 Malaga Raisins.
 Valencia Shelled Almonds
 Grenoble Walnuts.
 California Dried Fruits.

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

Thos. KINNEAR & Co
 Wholesale Grocers and Importers of
TEAS,
SUGARS,
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Send for prices before buying elsewhere.

49 Front St. E., - TORONTO.

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

If quotations are wanted on any goods in our line, drop us a card. We will reply by return mail.

33 Front St. East.

NEW
Grenoble Walnuts

—AND—

NEW FRUITS

(NOW IN STORE.)

PERKINS, INCE & Co.,
 41 and 43 Front St., Toronto.

J. F. EBY. HUGH BLAIN.

TEAS.

Our tea sales are constantly increasing —REASON—We carry the largest and best assorted stock in Canada. Write us for samples and be convinced.

EBY, BLAIN & Co.,
 Wholesale Grocers,
 FRONT AND SCOTT STS. TORONTO.

MONTREAL MARKETS.—Continued

stock here has been pretty well weeded out, and to move finest would certainly take 11 to 11½c. The Liverpool cable is unchanged at 55s.

BUTTER.

There is a fair jobbing enquiry for creamery and Townships dairy at quotations. The high values of both these goods renders shipping business in them difficult, but in Western dairy a good trade is possible, but holders want extreme figures. We quote:—Late-made creamery, 00 to 24; finest Townships, 20 to 20½c.; finest Western, 16½ to 17½c.

EGGS.

There is a fairly steady movement in eggs, the market having a decidedly stronger tendency. Round lots are still moving at 15 to 16c., but 17c. is obtainable for single cases of choice stock.

POULTRY, ETC.

The poultry market is well cleaned up. Turkeys continue in fair demand while chickens are scarce. Ducks have a good call but geese and fowls are slow. We quote: Turkeys 9 to 10c., chickens 6 to 8c., fowls 5 to 6c., geese 5 to 6c., ducks 8 to 9c.

GRAIN.

The local grain market continues dull and uninteresting. The stocks in store, compared with those of a week ago show an increase of 187,957 wheat, 17,263 oats, 560 rye, and a decrease of 80,399 peas, and 22,304 barley. Compared with a year ago there is an increase of 233,716 wheat, 52,827 peas, 104,646 barley, and a decrease of 80,408 oats, 11,711 rye. We quote:—No. 2 hard Manitoba \$1.03 to \$1.04; No. 3, do., 97c; No. 2 Northern, \$1.04; peas, 75 to 76c. per 66 pounds; oats, 35c. to 36c. per 34 pounds in store, corn, 72c. duty paid; feed barley, 48 to 50c.; good malting do., 60 to 63c.

HALIFAX MARKET QUOTATIONS.

(Wholesale Selling Rates.)

HALIFAX, Jan. 14, 1892.

BREADSTUFFS.—Breadstuffs remain much the same, although wheat in Chicago has advanced we don't look for much change before the latter part of the month.

Manitoba highest grade patents, \$5.75 to 6.00; High grade patents, \$5.10 to 5.20; Good 90 per cent Patents, \$4.90 to 5.00; Straight grade, \$0.00 to 4.80; Good seconds, \$0.00 to 4.40; Graham flour, \$0.00 to 4.60; Oatmeal, \$0.00 to 4.15; Rolled wheat, \$5.58; Wheat bran per ton, \$20.00 to \$21.00; Middlings, \$0.00 to \$26.50; Shorts, \$0.00 to \$22.50; Moulee, \$24.00 to \$28.50; Split Peas \$0.00 to \$4.10; White beans per bushel, \$1.50 to 1.53; Pot Barley per bbl, \$3.90 to \$4.50; Canadian oats, choice quality, 43c. to 45c.; P. E. I. oats 41 to 45c.

SUGAR.—Both local and foreign markets are very quiet after the holidays, and the situation as well as prices remain unchanged.

Cut loaf, 5½c.; Granulated, 4¾c. to 4¾c.; Circle A, 4½c.; White extra C, 4¾c.; Standard, 3¾c.; Extra Yellow C, 3¾c.; Yellow C, 3½c.

MOLASSES.—Barbados 35c.; Demerara 35 to 38c.; Diamond N. 48c.; Porto Rico 34 to 35c.; Trinidad 32½ to 38c.; Antigua 33 to 34c.

FISH.—There is nothing new to note regarding fish. Herring are said to be plentiful on Newfoundland coasts, but as our vessels are prohibited from catching them, they are hard to obtain for use as bait, and consequently our deep sea fisheries cannot be prosecuted as usual.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., Jan. 14, 1892.

MOLASSES—The market has been fairly active. Prices are somewhat easier and quoted at 34 to 35c. for Barbadoes. Other kinds are very little called for.

SUGAR—Is reported higher, though holders of stocks have not advanced their prices yet and are selling granulated at \$4.45 to \$4.55; yellows 3½ to 3¾c.; pulverized 6 to 6¼c.; Paris lumps 6 to 6½c.

PRODUCE—Eggs are very dull of sale, as all dealers are well supplied. The prices are 16 to 20c.

BUTTER—Is in fair demand. Any choice article is quickly picked up at 17 to 19c.

CHEESE—Is not much called for. The price is unchanged.

CHANGE THE SYSTEM.

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

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

Just so long as the indiscriminate credit system prevails among retailers, just that long will people buy injudiciously, and the

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

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

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

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

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

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

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

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

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

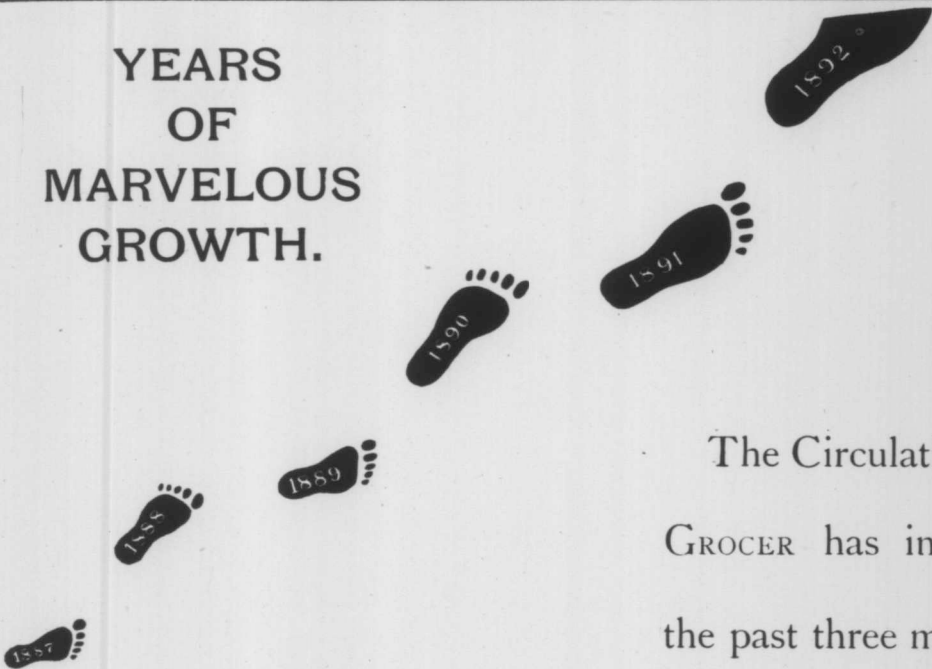
Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

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



Backwoods Farmer (who has just finished the sign):—I kinder like the idea, somehow'r other there's a religious feellin' runnin' through it, an at the same time means bus'ness!—Canadian Almanac.

YEARS
OF
MARVELOUS
GROWTH.



The Circulation of THE CANADIAN GROCER has increased one third in the past three months and it has now more than double the circulation among Grocers and General Merchants than that of any other journal in the Dominion. Advertisers make a note of this.

We have been steadily on the march after subscribers for the past five years and our footprints may be traced through every village, town and city from the Atlantic to the Pacific. Thousands of dollars have been spent yearly in the work. We now have our reward in seeing THE CANADIAN GROCER the leading trade journal in Canada.



SALES MADE OR PENDING.

The stock of H. C. Clark, general store, Caledonia, Ont., is to be sold on 14th inst.

Messrs. Robertson & Cliff, general merchants, Dunchurch and Ahmic Harbor, Ont., have concluded to close up their stores. They have also purchased Mr. John Crosswell's stock at Ahmic Harbor.

PARTNERSHIPS FORMED AND DISSOLVED.

Mitchell & Hitchen, lobster packers, Louisburg, N.S., have dissolved partnership.

I. E. Gass has been taken as partner into the new firm of I. A. Gass & Son, grocers, Halifax, N.S.

The firm of C. H. Robertson, wholesale and retail dealers in crockeryware, Halifax, has been changed to Bell & Berry.

The firm of C. R. Hart & Co., general merchants, Boddeck, Que., have dissolved. Albert J. Hart continues the business.

REMOVALS AND DEATHS.

Jas. A. Scott, general merchant, Milford, N.S., is dead.

Jno. Ward, of Jno. Ward & Co., grocers, Kingston, is dead.

W. R. Thistle, of Carswell, Thistle & McKay, Calabogie, Ont., is dead.

FIRES.

Fraser Bros., general merchants, Lachute, Que., have been burnt out.

A fire occurred on Tuesday in the general store of Weir & Bothwell, Port Stanley, which entirely consumed the building and caused a loss of \$3,000, which is partly covered by insurance. How the fire originated is unknown at present.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

T. F. Granville, grocer, St. John, N.B., has assigned.

Geo. E. Hawes & Co., grocer, Victoria, has assigned.

J. Z. Touchette, general merchant, Abbotsford, Que., has assigned.

E. Claremont, dealer in coffee and crockery, Montreal, has assigned.

Richard Fitzgerald, grocer, St. Catharines, has assigned to Thos. C. Dawson.

R. B. O'Flynn, grocer, Trenton, Ont., has assigned to F. E. Flynn, Belleville.

James B. Bell, grocer, Halifax, has assigned to R. J. Sweet. Liabilities \$800.

James Lee & Co., importers and wholesale grocers, Montreal, are offering to compromise.

Ransom Bros., general merchants, Delhi, Ont., have assigned to D. Wade, of that village.

A meeting of the creditors of J. H. Wigh & Bro., general store, Ruthven, Ont., is called for the 15th inst.

A meeting of the creditors of Hendery & Williamson, wholesale teas and fruits, Montreal, will be held soon.

C. E. Murray, wholesale grocer, New Glasgow, N. S., has assigned to George Patterson. Liabilities, \$4,000; preferences, \$3,000; assets not stated.

M. Simonsky, grocer, 338 Queen St. West, Toronto, has failed. Liabilities amounting to \$4,000, and assets about \$1,600. Peter Ryan and Bradshaw & Son, are among the principal creditors.

BE YOUR OWN WINDOW DRESSER.

By procuring "300 Ways to Dress Windows," which tells you how to arrange your displays and adapted to grocers and all lines of business. In book form of 250 pages and 150 illustrations, price, post paid, \$1.50. Free to any purchaser a pamphlet on novelty window dressing and store decoration. Address Harry Harman, Window Dresser and Decorator, Box 113, Louisville, Ky.

ATTENTION TO BUSINESS.

There never was a time in the history of the industrial and commercial world when strict and personal attention to business was more necessary than at the present time. The growing competition in every line of trade and manufacture requires not only the strictest economy in every department and detail, but strict personal attention as well. This is one reason why Americans are, and have been, successful in almost every enterprise they have undertaken. Instead of leaving the work to be performed by a paid manager or agent, the American manufacturer attends to the business himself, so far at least as the general management is concerned. He is a worker in every sense of the word.

Those who are inclined to think that employers are overbearing and grasping in their dealings with others should not be too severe in their criticisms. The employe has a very easy time of it compared with his employer. His hours of labor are fixed, and his work is of a routine nature, requiring very little thought or care, except that necessary to the faithful performance of his duties. He knows just how much he is making, and when his day's work is done he can lay aside all care without fret or worry.

But with his employer it is quite different. With him it is constant, unceasing work, and his mind can never be entirely free from his business cares. He has to meet and overcome competition. He must watch the markets, both as a purchaser and a seller of goods. He must plan and devise, direct and control everything pertaining to his business. Not for a moment can he rest, for in that moment he may lose large sums of money, which years of patient industry have accumulated.

The life of a successful business man is one constant round of work from morning

till night, and often far into the latter. His hours of labor are not fixed by any arbitrary law, nor is his labor that of fulfilling a duty to another for which he is paid a stipulated price.

The young man who, ambitious to enter business upon his own account, chafing at the position he holds or the wages he receives, will do well to give the matter careful consideration before undertaking the responsibilities and risks which are a part of every business man's life.

There is too much competition, too many shrewd and prosperous men already in the field, for a young man to combat with unless he be endowed with pluck and perseverance sufficient to carry him through a long and severe struggle, willing to work, not for day wages, not a certain number of hours per day, but for recognition as a successful business man, whether it call for one hour or 24 each day, whether the pay be one cent or \$1 per hour.

In any case or under any conditions, either as the man of business, who works for his success through the employment and direction of others, or the laborer who gains his livelihood by working for another, strict attention to business, the faithful performance of the duties involved, and the considerate adaptation of means to an end is the only sure method of winning success.—The Manufacturers' Gazette.

MUST

DRAW THE LINE SOMEWHERE.

A well known travelling man, so the story goes, was recently taken to task by his employer upon the excessive amount of his expense account. Being a valuable man, and unfortunately (for the house) well aware of the value of his services, he immediately threatened to resign. Whereupon the proprietor mildly said: "Don't be hasty. Wait until I finish. I notice you charge 25 cents for blacking your shoes. We don't kick about that. You have frequently stopped at \$4 a day hotels; that's all right. You sometimes pay \$1 for a bus; we let that pass. But when you charged for sleeping car fare from St. Paul to Minneapolis, we thought it about time to enter a protest.—American Implement Herald.

All readers must be aware, after the deplorable death at Hamilton, just now, of the danger of lighting or starting fires with coal oil. Many of your customers are in such danger, who never would be, if a good substitute was brought to their notice. Such an article we offer in the Star Fire Lighter which sells fast, affords a good profit, and is put up in a most attractive manner. Send for a few samples and judge for yourself. Price \$1.70 per case. Star Mfg., Co., London.

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

AN OLD RETAILER GONE DOWN.

We are sorry to have to record the failure of Mr. Richard Fitzgerald, a man who had grown venerable in the grocery trade of St. Catharines. That city had to fail in its prospects before the honorable trader could be overcome. There are few who can stand the adversity that tells on a whole city, and Mr. Fitzgerald's interests were bound up in the prosperity of St. Catharines. Mr. Fitzgerald leaves a business record behind him that failure can cast no shadow over, and it is a pity that worth cannot always win. The St. Catharines Journal thus refers to the failure:

It is with the deepest regret that we today publish the announcement that Mr. Richard Fitzgerald, who for the past forty years carried on the leading grocery business in this city, has been compelled by adverse circumstances to make an assignment of his estate for the benefit of his creditors. We regard it as nothing less than a public calamity that a citizen who has earned so high a reputation as an honest merchant, and who has done so much for the city, should be brought to this low estate. Mr. Fitzgerald is one of the largest land owners in this city, and it is to his unflinching confidence in the ever coming but never arriving prosperity of the city that he owes his present difficulties. The Loan Company, which hold a mortgage for some \$25,000 against Mr. Fitzgerald, has real estate security, dwellings and stores, which a few years ago were valued at fully four times their present claim. The rentals were then more than sufficient to meet the mortgagee's annual demand, but year after year they have dwindled, and now a large number of the dwellings are unoccupied, while the taxes and interest continually increase. Mr. Fitzgerald's liabilities beyond the Loan Company's claim are comparatively small, and he has made a long and vigorous fight, hoping against hope in the face of a decreasing trade, hard times and ever increasing burdens, and now that he is compelled through no fault of his own to succumb, he deserves and will receive the deepest sympathy from his fellow citizens. His suspension involves no personal stain; no attempt, we are informed, has been made to prefer any creditor or protect his own family, but all he possesses has been unreservedly delivered to the assignee. We sincerely hope that Mr. Fitzgerald's creditors, many of whom have dealt with him for years and benefited largely by his trade, will deal kindly and generously with him in his adversity, and with thousands in this city and neighborhood we hope to see, in the near future, Mr. Fitzgerald again on his feet. At all events no dishonor attaches to Mr. Fitzgerald, for he never knew the word.

BUSINESS CHANCES.

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

COFFEE MILL FOR SALE, CHEAP—ENTER-prise make; stands two feet four inches high; grinds 1 1/2 lb. per minute; good as new. **Stroud Bros., Belleville, Ont.**

Traveller wants Situation.

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

OYSTERS! OYSTERS!

W. Heyson's Celebrated Baltimore daily by express. Write for quotations.
Jas. Dickson & Co., Agents,
Finnan Haddie, Cod Fish,
Labrador Herrings, Ciscos, &c.

Stock Taking

Is about done with now. How is your stock of Star Fire Lighters, is it low? then order at once; now is the time of the year for them; they are selling faster every day; if you have not already handled them, you are certainly behind the times.

These goods are now put up attractively, 3 cakes in paper. Retail at 5c. Each case contains ad. card. Price per gross case \$1.70. Send for sample.

STAR MANUFACTURING CO., London.

**LAKE HURON
HERRING AND TROUT.**

Heads off and Split.
Every package guaranteed.

WRITE OR WIRE,

HAY, The Grocer,
KINCARDINE, ONT

Grocers make money by selling the

**Empire
Baking
Powder.**

Purity and strength combined.
Ellis & Keighley,
TORONTO.

-STORAGE-

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,

TORONTO

P. CORRIDI,
Accountant, Auditor, Etc.

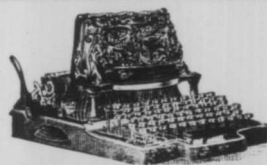
EXPERT AUDITING, BUSINESS INVESTI-GATIONS and **GENERAL ACCOUNTANCY**
A SPECIALTY.

Accounts Adjusted, Books Opened, or Audited.
Books written up. Trial Balances and Balance
Sheets Prepared.

Office 139 Yonge St., TORONTO.



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



BAR-LOCK TYPE WRITER.

The Best Machine on the Market.
Secures visible writing, permanent alignment,
automatic paper feed and ribbon reverse, great
speed and manifold power, with easy manipula-
tion and control of machine, etc.

A. M. COLQUHOUN,
AGENT FOR
TORONTO AND WESTERN ONTARIO,
TELEPHONE 181.

71 Adelaide St. E., Toronto.



**ORDER
IVORY BAR
SOAP**

THE CANADIAN GROCER

Prices Current, Continued—

Table listing various grocery items such as Spanish Tablets, German Sweet Chocolate, Grocers' Style, and various types of Cocoa and Chocolates. Includes prices per box, per lb, and per doz.

EXTRACTS. Dalley's Fine Gold, No. 8, per doz. \$0 75. Star Fire Lighter, per gross. \$1 70.

FLUID BEEF. JOHNSTON'S, MONTREAL. Cases, No. 1, 2 oz tins. \$2 75 \$3 00. No. 2, 4 oz tins. 4 50 5 00.

FRUITS. FOREIGN. Currants, Provincial, bbls. 5 1/2, 6. Filiatras, bbls. 6, 6 1/2. Patras, bbls. 6 3/4, 7.

LARD. FAIRBANK'S REFINED COMPOUND. In Butter Tubs. 0 08 1/2. Fancy. 0 09. 3-hoop pails. 0 09 0 09 1/2.

MUSTARD. ELLIS & KEIGHLEY'S. Durham, Fine, in 1/2 and 1 lb tins. 25. Fine, in 1 lb jars. 22.

NUTS. Almonds, Ivica. 14 15. Tarragona. 13 14. Fornigetta. 13 14.

PICKLES & SAUCES. BRYANT, GIBSON & CO'S. TORONTO. John Bull, mixed, in bulk. \$0 45. Chow Pic'le, in bulk. 0 50.

TRY "BOTOFOTOPETO" CHEWING GUM. Made only by THE TORONTO BISCUIT AND CONFECTIONERY CO., 7 Front St. East, Toronto. More Money in this gum than in any other on the Market.

Prices current, continued—

Butter, pound rolls.....	0 17	0 18
" large rolls.....	0 14	0 16
" store crocks.....	0 14	0 16
Cheese.....	0 10 1/2	0 11 1/2

COUNTRY

Eggs, fresh, per doz.....	0 17	
" limed.....	0 14	0 15
Beans.....	1 20	1 50
Onions, per bbl.....	2 25	2 50
Potatoes, per bag.....	0 42	0 55
Hops, 1899 crop.....	0 11	0 13
" 1891.....	0 18	0 22
Honey, extracted.....	0 08	0 10
" section.....	0 12	0 16

PROVISIONS.

Bacon, long clear, p lb.....	0 07 1/2	
Pork, mess, p. bbl.....	13 75	14 00
" short cut.....	15 50	16 00
Hams, smoked, per lb.....	0 10 1/2	0 11
" pickled.....	0 10	0 11
Bellies.....	0 10	0 11
Rolls.....	0 08 1/2	0 08 1/2
Backs.....	0 10	0 10 1/2
Lard, Canadian, per lb.....	0 09 1/2	0 09 1/2
Hogs.....	5 00	5 40
Tallow, refined, per lb.....	0 05	0 05 1/2
" rough.....	0 02	

RICE, ETC.

Rice, Aracan.....	3 1/2	4c
" Patna.....	4 1/2	5 1/2
" Japan.....	5	5 1/2
" extra Burmah.....	3 1/2	4
Grand Duke.....	3 1/2	4
Sago.....	4 1/2	5 1/2
Tapioca.....	4 1/2	5 1/2

SPICES.

GROUND.		Per lb.
Pepper, black, pure.....	\$0 12 1/2	\$0 15
" fine to superior.....	10	15
" white, pure.....	20	28
" fine to choice.....	20	25
Ginger, Jamaica, pure.....	25	27
" African.....	18	18
Cassia, fine to pure.....	18	25
Cloves.....	14	25
Allspice, choice to pure.....	12	15
Cayenne.....	30	35
Nutmegs.....	75	1 20
Mace.....	1 00	1 25
Mixed Spice, choice to pure.....	30	35
Cream of Tartar, fine to pure.....	25	37

STARCH.

EDWARDSBURG STARCH CO. LIMITED, MONTREAL.	c. per lb.
No. 1 White, 4 lb cartons.....	5c
Canada Laundry.....	4 1/2

Silver Gloss, crates, 6 lb. boxes.....	6 1/2
Silver Gloss, 1 lb chromos.....	6 1/2
Satin, Starch 1 lb chromos.....	7
No 1 White, barrels & halves.....	4 1/2
Benson's Canada Prepared Corn Canada Corn.....	7 1/2
Rice Starch, 1 lb.....	8 1/2

BRITISH AMERICA STARCH CO BRANTFORD.

1st quality white, 3 lb. cartons.....	5
Lily White gloss, crates.....	6 1/2
Brantford gloss, 1 lb.....	7
Lily White gloss, 1 lb chromo.....	6 1/2
Canada Laundry, Boxes.....	4 1/2
Pure Prepared corn.....	7 1/2
Challenge Corn.....	6 1/2
Rice Starch, fancy cartons.....	8 1/2
" cubes.....	7 1/2

KINGSFORDS OSWEGO STARCH.

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

ST. LAWRENCE STARCH CO'S

Culinary Starches—	
St. Lawrence corn starch.....	7 1/2
Durham corn starch.....	6 1/2
Laundry Starches—	
No. 1, White, 4 lb. Cartons.....	5
" Bbls.....	4 1/2
" Kegs.....	4 1/2
Canada Laundry.....	4 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers.....	6 1/2
Ivory Gloss, fancy picture, 1 lb packs.....	6 1/2
Patent Starch, fancy picture, 1 lb. cartons.....	7

SUGAR.

Granulated, cane 15 bbls or over.....	4 1/2
" less than 15 bbls.....	5
" beet, 15 bbls or over.....	4 1/2
" less than 15bbls.....	4 1/2

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

SYRUPS AND MOLASSES.

SYRUPS.		Per lb.
D.....	bbls. & bbls.	2 24
M.....	24	24
B.....	24	24
V.B.....	24	24
E.V.B.....	24	24
E. Superior.....	24	3
XX.....	24	3
XXX.....	3	3 1/2
MOLASSES.		Per gal.
Trinidad, in puncheons.....	0 35	0 36
" bbls.....	0 38	0 40
" 1/2 bbls.....	0 40	0 42
New Orleans, in bbls.....	0 30	0 50
Porto Rico, hdds.....	0 38	0 40
" barrels.....	0 42	0 45
" barrels.....	0 44	0 47

TOBACCO AND CIGARS.

British Consols, 4's; bright twist, 5's; Twin Gold Bar, 8's.....	67c
Ingots, rough and ready, 7's.....	64
Laurel, 3's.....	57 1/2
Brier, 7's.....	55
Index, 7's.....	50 1/2
Honeysuckle, 7's.....	58
Napoleon, 8's.....	54
Royal Arms, 12's.....	55
Victoria, 12's.....	53
Brunette and Lovely, 12's.....	50 1/2
Prince of Wales, in caddies.....	51 1/2
" in 75 lb boxes.....	51
Bright Smoking Plug Myrtle, T & B, 3's.....	60
Lily, 7's.....	55
Diamond Solace, 12's.....	50
Myrtle Cut Smoking, 1 lb tins.....	70
1 lb pg, 6 lb boxes.....	70
oz pg, 5 lb boxes.....	70

GLOBE TOBACCO COMPANY. CUT SMOKING TOBACCO.

The Old Flag, 1/2 lb. in 5 lb. boxes.....	70c
" 1 lb. Fancy Tins.....	70c
" 1/2 lb. Fancy Tins.....	41c

Gold Flake, 1-5, 6 lb boxes.....	70c
" " 1-10, 5.....	70c
" " 1 fancy tins.....	70c
" " 1 " glass jars.....	41c
Hand Made 1-5, 6 lb boxes.....	77c
" " 1-10, 6.....	68c
" " 1 fancy tins.....	68c
" " 1 " glass jars.....	49c
" " 1 " glass jars.....	75c

GRANULATED SMOKING TOBACCO.

Uncle Tom, 1-5, 6 lb boxes.....	45c
" 1-10, 6 lb.....	45c
LONG CUT SMOKING TOBACCO.	
Wig Wag, 1/2, 6 lb boxes.....	41c
" 1-5, 6 lb.....	43c
" 1-10, 6 lb.....	45c

FINE CUT CHEWING TOBACCO.

Golden Thread, 5 & 10 lb pails.....	95c
Globe.....	90c
Victoria.....	75c
High Court.....	70c
Jersey Lilly.....	65c
Golden Thread, 1-16 " Foil in 1/2 gro. boxes, per gross.....	9 05
Solace " 1-16 " Foil in 1/2 gro. boxes, per gross.....	6 05

CIGARS—S. DAVIS & SONS, Montreal.

Madre E' Hijo, Lord Landsdowne.....	\$60 00
" Panetelas.....	60 00
" Bouquet.....	60 00
" Perfectos.....	85 00
" Longfellow.....	85 00
" Reina Victoria.....	80 00
" Pins.....	55 00
El Padre, Reina Victoria.....	55 00
" Reina Vict., Especial.....	50 00
" Conchas de Regalia.....	50 00
" Bouquet.....	55 00
" Pins.....	50 00
" Longfellow.....	80 00
" Perfectos.....	80 00
Mungo, Nine.....	35 00
Cable, Conchas.....	30 00
" Queens.....	29 00

CIGARETTES, Per M.

Athlete.....	\$7 50
Puritan.....	6 25
Sultana.....	5 75

KINGSFORD'S

OSWEGO

STARCH



PURE AND SILVER-GLOSS CORN STARCH

FOR THE LAUNDRY! FOR THE TABLE

THE STANDARD OF EXCELLENCE ABSOLUTELY PURE

FOR SALE BY ALL LEADING JOBBERS IN CANADA

T. KINGSFORD & SON,

OSWEGO, N.Y.

Prices cu Derby B.C.N. sweet! The Ho Hyde P Purita Old Ch Old Vir Gold B B.C.N Purita Athlet Hyde l Bbl sa Coarse Dairy, Comm Rock Liver Ivory Do. Prim John Mayl Gem Quee Pride Sapp Mik Ecli Star Defi Tori Rub Mor Det Lily Eve Que Mot Flo Ele Ha. Bo Oct Ro An Mc Mo Bc Pr S E O W V V P O F E



Send for Price
List of our vari-
ous brands of
chewing gum.

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

GREAT SELLERS.

Adams' Tutti Frutti and other
Staple Chewing Gums.

Each box of Adams' Monte Cristo Gum
contains a sparkling brilliant stone ring
which is set in the latest Parisian styles.

For descriptive catalogue and elegant
hanger signs for windows. Address

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

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,
Jas. Lee & Co., Montreal.

Grocers make money by selling the

EMPIRE BAKING POWDER.

Purity and Strength combined.

ELLIS & KEIGHLEY,
Toronto.

It is not claimed for

BREADMAKERS YEAST

that it is

1000 TIMES BETTER than other
YEASTS but simply that it does
its work as well if not better than
any in the WORLD. Being care-
fully and scientifically made and
containing the purest ingredients
it can always be relied upon.

TO MERCHANTS.

My Special Teas:

Black Tea at 23 cents per pound.

Hyson Tea at 23 cents per pound.

Japan Tea at 23 cents per pound.

Assam Tea at 23 cents per pound.

Are excellent values to retail at 50 cents per pound. **SEND FOR SAMPLES.**

MY PRICE FOR

Extra Granulated Sugar 4-83 per lb., being 17 cents per hundred
less than the

COMBINATION.

JAMES LUMBERS,

WHOLESALE GROCER,

TORONTO.

THE BRITISH COLUMBIA SUGAR REFINING CO'Y.,

LIMITED.

WORKS: VANCOUVER, B. C.

Paris Lumps, Powdered, Granulated and Yellow Sugars.

All of very finest quality and absolutely unadulterated. Manufactured from Pure Cane Sugar.

-: **Finest Golden Syrups.** :-



Sufferers from the "Grippe" will gain Strength, Nourishment, Stimulus BY TAKING Johnston's Fluid Beef THE GREAT STRENGTH-GIVER. An easily digested food. A Powerful Invigorator.

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

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

P. DOTY & SON,

(Successors to W. B. Chisholm)

MANUFACTURERS OF



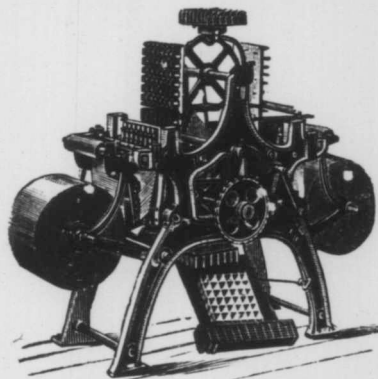
- 1, 2, 3 bushel grain and root baskets.
- 1, 2, 3 satchel lunch baskets.
- 1, 2, 3 clothes baskets.
- 1, 2, 3, 4 market baskets.
- Butcher and Crockery baskets.
- Fruit package of all descriptions.

For sale by all Woodenware Dealers.

Oakville, Ont.

Northumberland Paper and Egg Case Co.

Sole Manufacturers of Machine Made Egg Case Fillers. (Straw Board.)



We also make a first-class Wooden Case, and can therefore supply a complete Egg Case at the lowest possible price. For prices and other information, address the Mills, CAMPBELLFORD, ONT

The Norton Manufacturing Co.,

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

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

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

Capacity, fifty thousand cans per day.

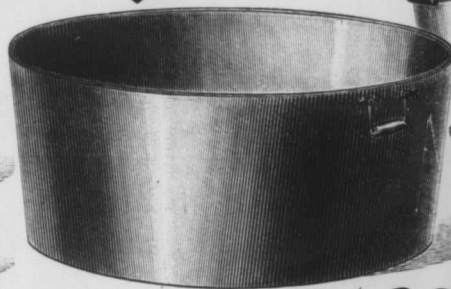
Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

* The OLD WOODEN BUCKET MUST GO * Indurated Fibre Ware.



NO HOOPS, NO JOINTS, CANNOT LEAK, SWELL, OR WATER SOAK.

The E. B. EDDY Co. MAMMOTH WORKS HULL, CANADA.

TORONTO BRANCH : 29 Front St. West.

No good House can afford to be without them, while otherwise poorer houses are building up a trade by a good show of these wares. It is the only absolutely seamless. Though hard it is Elastic. Though impervious to hot or cold water it is not brittle. Lighter than Metal, Stronger than Wood. Heavier than any other Hollowware. Will not shrink. Imparts no taste or flavor to its contents. Commends itself for general House and Farm use. Invaluable for Manufacturers, Brewers, Cotton Spinners, etc. Indispensable for Steamboat and Vessel use.

☺ THE WARE OF THE PRESENT AND FUTURE. ☺

— THE —
ST. LAWRENCE SUGAR REFINING CO'S
GRANULATED
AND YELLOWS
AND SYRUPS
ARE PURE.

: NO BLUEING :
 Material whatsoever is used in the manufacture of
OUR GRANULATED.

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

Offer for sale all grades of REFINED SUGARS and SYRUPS of the well-known brand of

Redpath

CERTIFICATES OF STRENGTH AND PURITY.

OFFICE OF THE PUBLIC ANALYST,

MONTREAL, September 9th, 1887.

To the Canada Sugar Refining Co., Montreal :

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

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

JOHN BAKER EDWARDS, P.L.D., D.C.L., F.C.S.,

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

CHEMICAL LABORATORY, MEDICAL FACULTY, MCGILL UNIVERSITY.

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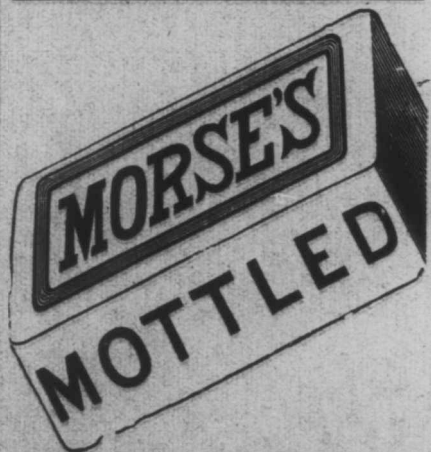


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