

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

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$2.00 PER YEAR

VOL. V.

TORONTO, JUNE 19, 1891.

No. 25

Edwardsburg Silver Gloss Starch

Is acknowledged to be the perfection of Gloss Starch and on account of its extreme purity and strength is in the highest favor with consumers. FOR SALE BY ALL GROCERS.

CAUTION :-

On account of the Superiority of our old established brands of Starch, imitations are being offered with the intention of deceiving the public, so we request that buyers see that the name of the manufacturers "EDWARDSBURG STARCH CO., LIMITED" is on every package. This is a guarantee of quality and without it none is genuine.

Buyers are particularly requested that when ordering any of our brands of Starch, to ask positively for "Edwardsburg" and insist on getting it with our name on, as unless this is done, imitations are frequently substituted.

H. A. NELSON & SONS

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Wholesale Dealers

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WHISKS,

Brushes, Woodenware,
Baskets, Cordage,
Grocers' Sundries.

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TORONTO.



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THE CANADIAN GROCER

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BLACKINGS.**



THE CANADIAN GROCER
& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

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

Vol. V.

TORONTO, JUNE 19, 1891.

No. 25

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

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

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

SPECIAL TO OUR READERS.

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

The coming convention of retail grocers and general merchants is, in its inception, entirely in the hands of the Toronto Retail Grocers' Association. It is in the power of that body to make or mar the success of the gathering. It has done wisely in adopting the resolution to put the convention on the wide basis of the whole trade, not merely upon that of the organized trade. All retail grocers and general merchants are eligible to attend and take part in the discussions. Voting, however, is limited to members of associations. This restriction seems rather anomalous. If every non-member is allowed a part in the discussions upon the same footing as a member, he will have what in many cases is worth more than the right to vote: he will have the privilege of doing what he can by argument and persuasion to sway votes. If he can determine one or two voters to vote nay who would otherwise vote yea, he is doing more than the silent voter does. The power to vote ought to go with the privilege of discussion. Otherwise the effect of the restriction will be to limit the representation of the trade strictly to that part of it which is under organization. This being

manifestly contrary to the intention of the Association it ought to be considered in time.

* * * *

The members of associations, having paid fees and submitted themselves to the control of certain trade regulations, ought clearly to have some advantage over non-members. But the sole right of voting is not the form the advantage should take. What would seem to be the best plan of proceeding to bring as many as possible of the trade together and to give an impetus to association forming is this: Treat the present federation of associations, of which the Toronto body is the head, as a Provincial Association; call the convention an open meeting of this Association which all the trade may attend; limit the topics to those strictly of association bearing, by drawing up a programme beforehand of subjects gathered from association sources; let the whole meeting be free to participate in the debates and free to vote on all questions; then let the Provincial Association adopt or reject what it will of these resolutions in the subsequent meetings of its constituent branches. This is the way of all open meetings. They are merely test affairs, intended to give a chance to outsiders to see if the opinion of the latter is in sympathy with that of insiders. The aim is to bring outsiders to the expression of the same views as insiders have declared or are leaning to, and not to bring members to the same views as non-members. Accordingly, if at such an open meeting a decision is reached, it is only provisional so far as the Association is concerned. Its adoption, amendment or rejection is as much at the option of the Association as is the adoption, amendment or rejection of a committee's report.

* * * *

The advantage of taking this view of the convention is that thereby a better attendance of the trade will be secured, and that part of the trade which it is particularly

sought to impress—the non-organized part—will have a stronger inducement to be present. It is among them that the association idea has to be diffused if the growth of associations is to continue. The best interests of the trade are served by the propagation of this idea, and it would be unfortunate if any mistaken step should be taken to bring about the rally of the trade this summer. That the convention should be as representative in numbers and interests as possible was the wish of all the parties to the discussion as to its basis at the last meeting of the Toronto Association. There are some momentous questions on which there is an immense volume of outside opinion that has not been publicly pronounced. The convention should bring that opinion into focus, and it can only do so if every member of it is a voter. It would be absurd to bring a gathering of the trade here, if they would come, and allow it to adjourn without having had its opinion formally pronounced upon any question.

* * * *

But whether the Association does or does not change its decision to limit the voting to its own and members of associations affiliated with it, the movement to form local associations and link them with Toronto ought to be accelerated between now and the date of the convention. All towns not yet organized ought to become organized at once and get in running order in time for the big gathering. If the example of association—benefits is to tell there cannot be too many associations represented. They who start now will come into the field at a good time, a time when the general trade is infused with more or less enthusiasm begotten of the convention. They will be able at the beginning of the fall trade to drop in step with the older bodies, as the adopted proceedings of the convention will form a common starting-point for all the associations, and will do as much to make the progress of all equable and uniform as grouping round a common centre will.

MEN OF THE TIMES.

MR. M. MASURET.

In at this gate none pass
The vigilance here placed but such as come
Well-known.—MILTON.

From 1856 to 1891 it has not been all smooth sailing in Canadian trade. Many storms have had to be weathered by the few whose course has been continuous through that long period. Important foreign events have had an indirect bearing on our affairs within that time. It begins with the close of the Crimean war and numbers among its events the Indian Mutiny, the American Civil War, the liberation and fusion of the Italian states, the war between Prussia and Austria, the Franco-German war, the Turco-Russian war. These disturbances, however, correspond with placid spells in Canadian commerce, except in the instances when crops were bad at the same time. But the country has had many a trying pass through the stress of hard times. Often since 1856 has the story of bad crops been told, of hard winters, of scarce work and slow collections. Seasons have had to be faced when tidings of failures were almost the only news for weeks. Those whose affairs have been sufficiently deep-rooted to keep them steadfast throughout that period have looked down upon the remains of many tempests.

Among this rare few Mr. M. Masuret is conspicuous. To-day he is the senior member in the wholesale grocery firm M. Masuret & Co., London, Ont. He entered the grocery trade thirty-five years ago, and with no interruption other than the transfer from one place to another he has remained in it ever since. His career has been one of continuous expansion from the point at which he started. The business of his house has had no lapses from steady prosperity since he founded it. His talents have served him well, as by their unassisted guidance and the energy that was in him he has built up a business that is a credit to any city in the country. The substantial wealth he has acquired came to him solely by the wooing of his own exertions.

Mr. Masuret is a Canadian. He was born near Three Rivers, Quebec, in 1835. The place of his birth continued to be his home until he was 17 years of age, when he came

to this province. As well as an education he had some knowledge of business at that early age, which he had opportunities for picking up about the large carding mill of which his father was proprietor. His first four years in the west were spent by the youth in looking round. He finally concluded to go into the grocery business, and Sarnia was chosen as the place to open out. The experiment was begun on a modest scale, being proportioned to the young man's experience and capital, neither of which was large. But the start made was at a pace calculated to last, and for twenty years Mr. Masuret continued in the grocery business

custom extended until he became a well-known man far from the seat of his business. In removing to London he went only to an adjoining county. His whole commercial life has therefore been passed in the western part of Ontario. Close devotion to business has made his London experience a repetition on a many times larger scale of what he accomplished in Sarnia. The current of prosperity has been unbroken and it has gained in volume as the years rolled on.

Mr. Masuret never believed in a royal road to success. He consequently did not evade any part of the drudgery that must always be done by somebody to keep the affairs of a large business in orderly shape. There was no detail escaped him. His thorough mastery of details is in fact a distinguishing trait of his business character. The market was the object of his unremitting study, and no one possessed any fresher knowledge of it than was always at his command. The discipline of business made him in request in commercial and other connections of a public character. He is an ex-member of the Board of Education in London, he has been for years a member of the London Board of Trade, and he is now President of that influential body. He has at all times taken the deepest interest in the commercial welfare of the country and of that of the western peninsula particularly. He has been frequently a member of delegations to the capital from his city and its board of trade for the furtherance of mercantile interests. His weight and influence are felt in many connections outside of the purely commercial. The business methods of his house have won it a high



MR. M. MASURET.

place in the regard both of competitors and customers. His personality has contributed not a little to the success of his life. It often happens that the highest worth is allied to cold manners and rather dull sensibilities. Mr. Masuret is a cordial man, the hard and absorbing cares of a business life having failed to impair his urbanity. His sense of humor is keen, and intimate friends speak in appreciative terms of the social side of his nature. There are elements in the composition of Mr. Masuret's character that are of incalculably more value than the results of his material success, but they were come by in the course of the process whereby his material success was realized.

His success at Sarnia was won from conditions in which ninety-nine men out of every hundred would have failed. He was an indefatigable worker, he allowed no claims lower than those of duty. His sterling honesty, shrewdness, amiable disposition and the activity of the best years of his life were the qualities round which he built for the success that became his. He enlarged his trade, the constituency of his

place in the regard both of competitors and customers. His personality has contributed not a little to the success of his life. It often happens that the highest worth is allied to cold manners and rather dull sensibilities. Mr. Masuret is a cordial man, the hard and absorbing cares of a business life having failed to impair his urbanity. His sense of humor is keen, and intimate friends speak in appreciative terms of the social side of his nature. There are elements in the composition of Mr. Masuret's character that are of incalculably more value than the results of his material success, but they were come by in the course of the process whereby his material success was realized.

SPECIAL RAILWAY RATES.

Nobody knows better than the traders of the country themselves how important it is that they should be personally on the market upon as many as possible of the occasions when they want to buy or sell. There is very often more economy in the greater expense of a visit than there is in sending an order by letter. Better bargains can be negotiated, a more close approximation to the satisfying of special wants can be made, and much can be learned about current stock and methods of business that is of great value to the provincial dealer. This latter benefit cannot be over-estimated, though the traders who know the market only at a distance cannot appreciate it fully. The advantage consists not simply in being able to make a tour of the wholesale houses and to find out where the shallows and the depths of supply in the various lines are, but also in the opportunities it gives to study the latest shop-keeping ideas at the windows and the counters of the best city retailers. The outside retailer aims to perfect his own methods as much as possible, and to do this he should have models founded on other ideals than his own.

In the season and the commutation trip tickets of the Grand Trunk Railway, most of the trade have a means of getting to their respective wholesale centres at rates very much below ordinary passenger fares. The commutation trip tickets are issued only for passages between points that are separated by a distance over which the ordinary single fare would be not more than \$2.60. The tickets are good for three months, and are of three classes: for 10 trips, for 26 trips or for 52 trips. The advantage of their use may be instanced by an example: Any man who lives so far away from the particular city he trades with that a single fare to that city is \$1, would in ordinary circumstances be able to get a return ticket for \$1.70. If he took five round trips in three months, buying a return ticket every time, he would pay \$8.50. Now a commutation ticket securing him ten single trips or five round trips would be issued for \$6.75, which is \$1.75 less than the same number of trips would cost if paid for in five separate return tickets. A 26-trip commutation ticket could be bought over the same supposed route for \$13, whereas 13 separate return tickets made in the same three months would cost \$22.10, as the price of each return ticket would be \$1.70 on a round trip for which the single fare is \$1.

The fact that these tickets are issued for limited distances, covering as they do only so much line as it would cost \$2.60 to make one single fare trip upon, is probably owing to the desire of the railway to be even-handed in its treatment of the different commercial and other centres along its course. It is no doubt felt that when a business man is more than that maximum distance away from a given city he must then be within that

maximum distance of some other city. Yet there is little likelihood that any city would have more advantage than it intrinsically has, if the distance were indefinitely extended. If the aim is to avoid undue discrimination in favor of any leading centres, there may be danger of its discriminating in favor of points with which these leading centres are connected. If the traders in a small town 80 miles away from a large wholesale distributing point can go and come on commutation trip rates, they have a very great advantage over the traders of a town 10 miles farther away from that distributing point. The latter would have to pay regular rates, and the comparative effect upon the general trade of their town would be akin to that of a freight discrimination against them and in favor of their neighbors. The ten miles' greater distance is a sufficient disadvantage without the additional one of heavier passenger rates for going and coming. The Grand Trunk Railway would do much more good than harm if it would issue commutation trip tickets for any distance.

POCKET KNIFE FAKIRS.

The fakirs have laid their unholy hands on the pocket cutlery trade. Everywhere more or less of the demand is switched from its connection with the stores of the country and turned into the market places, the fairs, the squares and street corners, where the voice of the fakir waxes husky in the vending of pocket knives. And the mischief of it is, he manages to sell them too. He offers the most worthless wares, stock that no self respecting dealer would expose for sale. The knives are very showy, the price is seductive, and the fakir is a great liar. He says the goods are of the first water, that they come from the same source as the best stock sold by dealers, that in fact they were carried as samples by the travellers of the leading importers. All this goes down with the crowd, who are far less fastidious in their dealings with the fakir than they are with the legitimate trader. They pay 50c. for knives alleged to be worth 75 or 80c., but which are in reality dear at 15c. Good knives it would not pay the fakir to handle. He would have to ask prices that would sound commonplace, as they are quoted at every counter, and such goods lack the one great requisite for fakir business; there is no humbug about them.

The fakirs place a very large number of knives in the country. The knives are inferior, but they displace good ones, and so drive trade away from the store. It is remarkable that the brazen audacity of the fakir will disarm the criticism of intending buyers more than the respectable methods of the shopkeeper will ensure confidence, though the shopkeeper is tied to one seat of trade and is always on hand when fault has to be found with anything he has sold, and to answer for it. The customer is usually a

very sage fellow when he comes to buy a knife at a store. He will judge its temper, and dim the polish on it by the unerring test of his breath. He will try if he can turn its edge on his horny palm. He will weaken its spring, pry the blade sideways in its haft, and finally offer about the cost value of the knife. But when the fakir gets hold of him he is like dough in the hands of the baker. He will be shown a knife that glitters like a gem and that will scarcely cut putty. This knife he will buy because he is no judge of cutlery and because he is credulous. It is a pot-metal implement, but he has been persuaded to believe it is Damascus steel.

Storekeepers everywhere ought to do their best to destroy confidence in these parasites. The goods cannot be too much disparaged. The fakirs swarm the towns throughout the country and are ruining the trade in cutlery. They have no license, they pay no tax. As they are not the makers of the wares they sell, they cannot claim immunity from local taxation, and thus they come under the power of municipalities and may be taxed as transient traders. The dealers of the country ought to use their influence in all towns to have these gentry carry weight in the competition they have entered upon. Such men are not merchants, they are not pedlars, they are not vendors of their own manufactures. Their business is therefore carried on with no benefit to the community in the way of public revenue, and with injury to it in the robbery of people who are simple enough to deal with fakirs. They do a privateering business which can be put a stop to only by the action of the town and village councils.

A business change of some magnitude was consummated Monday morning, whereby an old established firm, Messrs. C. Clemes & Son, retire from business in the town, and the two principals of the firm, Messrs. John P. and Matthew P. Clemes engage in business in Toronto. Mr. D. E. Scott, late of Pakenham, is the purchaser, and will take possession on July 1st. Messrs. Clemes will remain in town for several months, closing up their business, and will then start a wholesale grocery concern in Toronto, under the firm name of C. Clemes & Son, the firm being composed of the four brothers, Messrs. John, Matt., Walter and Edward. Mr. Scott, the purchaser, has been in the grocery business for years, and thoroughly understands it in every feature. He is favorably known to the public in this neighborhood, having been the senior partner in the firm of D. & R. Scott, jewellers. We trust he will continue the business with greater success than ever. The town loses two good citizens in the removal of Messrs. J. P. and M. P. Clemes. They have been energetic business men for years, and are sure to succeed wherever their lot is cast.—Port Hope Times.



JE PARLE FRANCAIS.

MONTREAL, 10th June, 1891.

MY DEAR MR. CANADIAN GROCER :

I read your paper very much. I see him every week and I like him, too. I read your correspondence for open letter Mr. Donald, and from "Marchand Grossier," too. They both very bad, and say bad word for each other. Dat is not right. In French we speak, but we don't say de bad word. "Marchand Grossier." He write you some French with me. I write you some English. "Marchand Grossier" he don't know mother French like me; I know English. Some time again I going to write you in French for sure, and after that I am your friend,

J. BTE. LEBLANC,
Rue St. Laurent, Montreal.

A CORRECTION.

TO THE EDITOR OF THE GROCER,

DEAR SIR,—Your last issue contains a report of the doings of the Toronto Retail Grocers' Association, and in that report appears a paragraph relating to a contract made between the "Sunlight" Soap Co. and a city dry goods house, wherein our company is reported to have paid \$100 for an advertisement in a pamphlet of 3,500 circulation, issued by the said dry goods firm. As the expenditure of such a sum upon an advertising medium of only 3,500 circulation is calculated to bring the "Sunlight" Soap Co. into ridicule, permit us to make a correction, and to say that the "3,500" should have read "50,000." The price we paid is not of public concern, but suffice it to say that \$100 is about as wide of the mark as the 3,500 was of the actual circulation. This correction is made without any intention on our part of reflecting upon the member of the association who spoke on this subject at the meeting. In kindness and with good intention he inadvertently quoted wrong figures.

Thanking you, Mr. Editor, for your space and courtesy,

We are, yours truly,

Per pro. LEVER BROS (Ltd.)
ALFRED ROBINSON.

[It is not alleged in the report that \$100 was the amount paid for the advertising. As to the number of copies, though it is reported in the remarks of the gentleman who undertook to explain the transaction with the dry goods house, it was not directly quoted by him, but having been interjected by one or two others and not gainsaid by the speaker, it went to the latter's credit as assented to by him. It is due to that gentleman to say this, it having been considered expedient from the standpoint of limited space to include under his remarks all that could fairly be put there of the explanation. There seems to be little doubt that the actual circulation was only 3,500.—ED.]

RICH AND POOR DEBTORS.

Some men are too rich to be good pay. They buy liberally and they are able to pay and credit must not be refused because their trade is to be desired. But to get the money! Go to leading merchants of your town and ask which represents the largest amount of credits on their books, the rich or the poor, and they will tell you the former. The poor man is dunned. If his bill runs beyond the customary limit, the collector is after him, while the bill of his opulent neighbor goes, if it goes at all, through the mails as a very, very gentle reminder. Many a merchant will say, "If I could make my collections from my customers who are good, I would not care for the doubtful credits," and so "to him that hath it shall be given, etc." The poor man pays for the favors to the rich man, in this regard. The store needs money, and the first accounts to be dunned are the ones where the pay will be forthcoming, and, strange to say, that is from the great mass of men who are living close to the border of want, who are expected and required to pay cash, or, what amounts to the same, on very short credit. The poor man with his cash in hand pays the penalty of his rich neighbor's habit of running bills and neglecting to take care of them in due time.

In one sense, the store keeper (we refer to the large store) does not know his best customers. People who pay cash have no status, no rating in the city establishment. We have a case in mind of a gentleman ordering a carpet at a place where he had been a cash customer for five years. The carpet came in due time to the house marked C. O. D. The gentleman repaired in hot haste to the store and demanded why he thus had been treated—he, an old customer, and as good pay as any that ever entered the place. "Is your name on our books?" inquired the manager. "No, sir," was the answer; "is it necessary in order for me to run a small bill with you that I must be already in debt to you, or be in the habit of using my credit?" It certainly was curious, and yet the manager had a good reason for his action. The cash payer does not become known. His cash speaks for him, and the individual has no identity there until he gets on the books. How to get the rich to pay is often a serious question. We had a large bill against a jeweler. He had no money, but plenty of accounts. "I will turn over some of them as security." "Very well," we say, and he goes to work picking them out for us. "But why not this one?" we ask. "Oh, that would not do, he is one of my best customers, and it would drive him away to dun him." "I know it, but it is good," and so we take the accounts against the respectable poor, and unmercifully we press down upon them until we get our money, and the rich man, neglectful of his neighbor's rights, and his own duty, is safe behind the barriers of his money bags. It will be ever thus.—The Collector.

SYSTEM BEGETS HABIT.

There are very few dealers who will deny that system in the conducting of a store is an indispensable requisite. Many of them, however, misapprehend the real meaning of the word habit, and resent any suggestion that they are possessed of the latter, be it good or bad. Now the fact of the matter is that habit is simply the outgrowth of system. Good habits are good and bad habits are bad. There is no middle ground. In fact, there can be no system where there are bad habits. The merchant who puts off until tomorrow what can be done to-day possesses a decidedly bad habit. If he has any system at all in the conducting of his business, it is not perfect by any means. There are very few people who correctly understand the definition of the word system. Without referring to Webster or Worcester, a practical definition can be given, which, if followed to the letter, will guarantee perfect system. That definition is "never try to do more than one thing at a time." After exercising system in the arrangement of goods the next use of it should be applied to a systematic method of keeping them in order, and a system of selling. There are merchants who make the mistake of railing at a clerk because he has failed in some trivial duty, whereas the merchant himself has clogged the wheels of his business by failing to clear up his own desk. He may be ever so systematic in every other way, but if he lacks in this one particular his system is shattered. Again, system must be adhered to in the selling of goods. There is nothing that will so soon offend a customer as to be left even an instant for a newcomer, no matter how pressing the time of the latter may be. "First come, first served," is a recognized rule the world over, and the dealer cannot afford to ignore or break it. Volumes have been written about the systematic arrangement of stores and various lines of goods, but very little reference has been made to the systematic conducting of the business itself. After the goods have been arranged there is constantly room for improvement, and the successful merchant eagerly grasps at every hint thrown out that is liable to aid him in the systematic and profitable conducting of his business.—Ex.

In demolishing the rear of the stone building on Berford street, to rebuild Messrs. Sadleir Bros' new store, in Warton, Ont., the other day, a bottle was discovered, which, on opening contained the following memoranda:—

"WARTON, 1st June, 1878.

"This Building was erected by Bryce Burgess Miller, Government Land Agent. Warton has about 600 people and has been about 11 years settled. Member for the House of Commons, John Gillies. For the Assembly, Donald Sinclair."

Master the whole business and the way to fortune has been mapped out.

PROFIT-SHARING SYSTEM.

Though yet in its infancy the profit-sharing system is making rapid strides, and becoming more and more popular with all classes of people. Not only has the system been shown to be a success from a financial standpoint, but it will undoubtedly do away with a great deal of the causes leading to industrial troubles, and prevent frequently recurring strikes and differences between employer and employe. It is a noticeable fact that the bulk of the new stock issued by these companies and firms, recognized as corporations, thus adopting the profit-sharing system, is taken largely by their employes.

These new securities are already looked upon in the East as possessing marked advantages over what are commonly known as industrial stocks, such as sugar refineries, American cotton oil, etc., which have been put upon the stock exchange as speculative stocks. The New York Evening Post says there is nothing in common between the high speculative "industrials" and the new cumulative preferred stock of carefully selected, long established and successfully managed enterprises, with plenty of tangible assets behind them, and safely guarded against the imposition of any mortgages and which can be regarded as good security as the most gilt-edged, yielding more than 2 per cent. The relationship between capital and labor has always been a problem that has puzzled the wisest minds of the civilized world. Great strikes have been shown to be invariably more disastrous to labor than to capital. No good has ever come out of any strike. Therefore, strikes are clearly not the solution of the problem. It looks as though profit-sharing may accomplish what strikes have failed to do.—Stoves and Hardware Reporter.

THE TRAVELLERS' ASSOCIATION.

The Commercial Travellers' Association of Canada held its half-yearly meeting in the Public Library building on Saturday evening. Mr. John Burns, the president, occupied the chair. The secretary, Mr. James Sargeant, presented a report showing the membership to be 3,000 and the balance on hand \$190,000. The most important feature of the evening was the presentation to ex-President A. A. Allen, of a life size portrait of himself and a gold watch and chain. The portrait is one of J. W. L. Forster's happiest efforts, and the watch was manufactured specially by P. W. Ellis & Co. The president made the presentation in a felicitous speech, and he was followed by Messrs. Fred. Birks past president of the Montreal Travellers' Association, and these past presidents of the C. T. A. of Canada: Warring Kennedy, James Patterson, James C. Black, who all made a few suitable remarks. Messrs. William McCabe, H. Symons, W. G. Reid, of Hamilton; C. C. Van Norman, E. Fielding, and J. J. Alworth were also

speakers. Mr. Allen, who has been a member of the association for 11 years, thanked the donors briefly. The business of the meeting concluded with a resolution to send a telegram of condolence to Lady Macdonald, expressive of the profound sympathy of the Association with her in the death of Sir John Macdonald.

BOOK NOTICE.

THE NEW EMPIRE, by O. A. Howland. Toronto: Hart & Company. This is the sort of book that the time calls for. The undertone of content with the movement of our history along its present lines has not been caught by all political observers. The greater din and conspicuousness of proposals for change have led many to over-estimate the volume of the desire for change, and to make too little of that spirit of tranquillity which keeps things as they are. That spirit needed the emphasis which the author of the New Empire has given it in his able work. He shows that we are drifting no random course, but that we are piloted along a track defined by constitutional landmarks. The author has analyzed and got at what is fundamental in the existing state of things, he shows wherein amendments are necessary and practicable without disturbance. A scheme of Imperial Federation there is no need to draft, according to his conclusions, as the lines of such a scheme underlie the relationship that subsists among the parts of the British Empire. There is in the book much more that is deserving of extended notice, which cannot be got into the compass at our disposal. The publishers have given a fitting embodiment to the author's valuable matter. The book mechanically is one of the finest issued from a Canadian press. It is in one handsome 600-page volume, with gilt-top, finely printed in large clear type.

WHY SOME MEN FAIL.

The question was recently propounded by a magazine editor to two of our conspicuously successful Americans: "What are the causes of poverty?" One replied: "ignorance and incapacity." The other said that the prevalent cause is "the number of young men who are wanting in decision and fixity of purpose. If they get into a good place at the start they should stick to it, knowing that by perseverance, industry and ability they win promotion in due course as vacancies occur. But they see or hear of some one making a fortune in Wall street, or in ranching, or in mining, and away they go to try their luck. When they lose, as they do ninety-nine cases out of a hundred, that is the end of them; they can never settle down to ordinary ways of living after that, and their descent is rapid." This reason hits the nail square on the head. Go where we will we will find men who commenced life under the most favorable circumstances, but who are such complete financial wrecks that

there is but little hope for their reformation. They may be honest and temperate; they may even possess natural ability of a high order, but lacking in steadiness of purpose, they will never succeed. Had they sufficient will force to stick to one thing, no matter how disagreeable it might be at first, were they content to advance slowly, they would have no reason now to talk of the "luck" of those who have pushed forward into the front ranks. Another cause of poverty is a lack of self-confidence. Many men seem to have no faith in themselves, consequently no assertiveness, no independence, no pluck and no push. They are afraid to stand up and speak for themselves, preferring to lean on others. They are afraid to make an investment, because of the possibility of failure; they are afraid to tell what they can do, as they might make an error in doing it; they are cowards in every sense of the word. This is often the result of early training. A boy, naturally timid, is kept in the background so persistently and his mistakes are so severely criticised that he grows up into an entirely useless man. Push and fixity of purpose will always bring a measure of success.—Ex.

NOTES TAKEN ON THE ROAD.

St. Thomas grocers close their stores at 7.30 p. m. There is a strong feeling there in favor of an association, and it is to be hoped some one will take the lead in the matter and roll up a long list of members to an organization that will prove beneficial. St. Thomas is a railway centre and traders there do not feel the slack times now so much as in places where trade depends wholly on farm custom. I called on the principal grocers there and not one but cheerfully responded with his subscription to THE CANADIAN GROCER. All were doing their usual volume of trade. The monthly pay roll of the railroads is a very healthy accessory of trade in St. Thomas.

IT WAS NOT HE THAT WORRIED.

"Now, sir," cried Mr. Bagwig ferociously, "attend to me! Were you not in difficulties a few months ago?"

"No."

"Now sir! Attend to my question. I ask you again, and pray be careful in answering, for you are on your oath, I need hardly remind you. Were you not in difficulties some months ago?"

"No; not that I know of."

"Sir, do you pretend to tell this court that you did not make a composition with your creditors a few months ago?"

A bright smile of intelligence spread over the ingenuous face of the witness, as he answered:

"Oh! ah! That's what you mean, is it? But, you see, it was my creditors who were in difficulties, and not me."—The Green Bag.

LOBSTER RETURNS FOR 1890.

The lobster industry of the United States, Canada and Newfoundland has become one of the most important branches of the fisheries of these countries. The demand for lobsters has increased rapidly within the last six years, and canning factories have been put up at every convenient point along the coast. The decline in the catch has demonstrated the necessity of artificial propagation. Very little inclination has been manifested by the fishermen to prevent the rapid depletion of these valuable crustaceans. They have sought wholly to supply the canneries without any regard to the class or kind of lobsters, and the inevitable results of destroying the females when filled with ova. They have neglected to provide against a future scarcity in order to reap a present gain. The Newfoundland Government has taken the initial step toward providing against this contingency. Under the direction of Adolph Nielsen, the Swedish expert, the artificial propagation of the lobster has been carried on for two years with marked success. This has been accomplished without interfering with the operation of the factories, in fact he has received the co-operation of the canners, who see that their interests are dependent upon his success. The female lobsters have been supplied by the factories, and after the ova have been removed by the officers under his charge they are returned. Last year, out of 482,556,260 ova thus secured, he was able to raise 390,934,500 young lobsters. He has at present 432 floating incubators in use, and this number will be increased this year to 600.

The Newfoundland lobster catch in 1889 is estimated at 16,462,764, the largest catch up to date. Last year the output fell much below this figure. An estimate for 1890 has not been made by the Fish Commission, as complete returns have not as yet been received.

The Maine catch fell off over 20 per cent. in 1890 from that of the preceding year. The output in 1887 is estimated at 22,407,814 pounds; 1888, 21,269,819 pounds; 1889, 24,453,111 pounds, and for 1890, 20,000,000 pounds.

The fresh lobster exports from Nova Scotia in 1890 amounted to 25,331 barrels, valued at \$125,648; from New Brunswick 3928 barrels, valued at \$14,391. These were all shipped to the United States, and were consumed almost wholly in New England.

The canned lobster exports from Nova Scotia and New Brunswick amounted last year to 8,001,355 pounds, valued at \$997,564. Of these the United States received 3,851,447 pounds, valued at \$460,317. There were shipped to Great Britain from the Provinces, 3,420,775 pounds; to France, 570,280 pounds; to Germany, 130,258 pounds; to Belgium, 11,232 pounds and to the British West Indies, 10,196 pounds. It will thus be seen that

the United States takes almost half of the total exports of Canada. There is always a ready market in England for these products, as she is dependent upon the Swedish fisheries for her supply, a source which is always uncertain, owing to the limited supply. Canada could easily shut out these imports from English markets, as the cost of procuring lobsters on the Nova Scotia coast is much lower than on the Swedish coast. The United States being so much nearer and the difference in freight charges being so great, these products are shipped to our markets rather than to England. The free entry of these goods gives them the same privileges that they would enjoy if exported to great Britain. The same is true of the Newfoundland lobsters, of which the larger part are consumed in this country.

The following from the report of the Fish Commission of Maine, shows the necessity of adopting in this country the methods now employed by the Newfoundland government in propagating lobsters: "It is very probable that unless we resort to artificial culture to replenish our lobster fisheries, there will be a marked decline in our output during the next few years."

The above article was prepared for the New England Grocer by one of Bradstreet's representatives, from statistics compiled by Potter & Wrightington, of Boston.

CHINA TEAS AND THEIR RIVALS.

The English Consul at Kinkiang, writing of the position of China teas in their competitive relation to product of Ceylon and India, says: "Notwithstanding the almost complete capture of the English market by Indian and Ceylon teas that appears to be impending, I am told that the native teamen maintain a sort of incredulous nonchalance. And it is certainly true that, in spite of the pessimistic vaticinations of foreigners, the teamen have not yet had the alleged gravity of the situation confirmed by any general lightness of their pockets since the transitional period began. They see Russian buyers plunging at all the crack teas almost at any cost, and even buying up in London what they have not been able to secure at Hankow; so that, though teamen cannot fail to recognize that the class of teas not drunk in Russia no longer fetch the prices previously realized, they can also see that for such as are in favor in that empire a tea-at-any-price policy prevails, and profits as great as, or even greater than formerly are easily obtainable. The Indian teas are not to the Russian taste, but the danger that threatens the teas of central China comes from the rivalry of the Ceylon plant, the leaf of which gives a liquor, soft, pure and delicate, suggestive of a fine Ningchow, but preserving a character of its own.

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

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

ANSWERS TO CORRESPONDENTS.

CHEESE SAFES.

W. H. Tucker, Norwood.—Will you please give me the address, through THE GROCER, next week of the firm whose advertisement was in your journal a year, or perhaps it was two years ago, having a cheese safe or box for sale—I have been looking for their advertisement this summer, but it has not appeared yet—and oblige. Answer—The Barnum Wire and Iron Works, Walkerville, Ont.

D. C. Marmora.—To decide a bet, will you kindly state what were the refiners' prices for granulated sugar in New York and Montreal on June 4 last, and oblige. Ans.—New York, 4 3-16c; Montreal, 6 1/2c.

W. H. T., Norwood, Ont., asks:—Will you please give me the address through THE GROCER next week and the name of the firm whose ad. was in your journal last summer having cheese cases or safes for sale. I have been looking for their ad. this summer, but it has not appeared yet. Answer—The Kemp Manufacturing Company, Toronto, or the Barnum Wire Works, Walkerville, Ont.

THANKS VOTED AND ACKNOWLEDGED.

The following communication has been received and duly acknowledged through the secretary of the Toronto Retail Grocers' Association. It pays us a compliment all the more valued because of the impartial and discerning judgment of the source from which it comes:

TORONTO, June 9th, 1891.

J. B. McLean & Co.,

Publishers CANADIAN GROCER:

Gentlemen,—At the last regular meeting of this association I was instructed to convey to you the thanks of the members thereof for the very efficient manner in which you exposed the pernicious system of fraudulent labelling of domestic goods with foreign trade marks, in the columns of THE GROCER of June 5th. I can assure you that it affords myself and the association in general much pleasure to know that your journal is ever on the alert to uncover corrupt practices and to warn the trade against evil-doers.

I remain, dear sirs, yours respectfully,

JOHN F. THACKRAY,
Sec'y Toronto Retail Grocers' Association.

A PRETTY WINDOW ORNAMENT.

Get a piece of sponge—the coarse, cheap kind is the best—and, after wetting it thoroughly with warm water, squeeze it gently so as to wring out most of the water, but not all. Have ready some seeds of rice, oats, millet, barley, grass and red clover, and push them into the holes of the damp sponge. Now hang it up in a window where it will get the sun during part of the day, taking care to sprinkle it with a little water every day for a week, so that it may be kept slightly moist. Soon the little spear-like leaves will begin to shoot from every part of the sponge, and as they increase in length, a beautiful green fringe will be seen falling down over this rustic basket and covering it on every side. It will remain green and refreshing to the eye for a long time. If carefully tended and sprinkled the clover will bloom.—London Bakers' Times.

THE KEY NOTE

Of the great popularity the "Hillwattee" teas and "L. P. & Co.'s" Coffees and Spices enjoy lies in the fact that these articles are of special character and excellence and can always be relied on.

Our "Specialties" this week will be bargains in Prunes, Figs, Syrups, Molasses and Japan Tea, latter from 15c. to 18c. Samples and quotations sent on application.

We are quoting Valencias very cheap also La Vierge and Shell brands of Castile soaps.

LUCAS, PARK & CO.,

Wholesale Grocers and Importers,
73 McNab St. North, Hamilton, Ont.

TO THE GROCERS!

DEAR FRIENDS,—We want your trade, and it will pay you to buy from us because we do a square business and give the best value consistent with success. We have no snide schemes to run on you, we never play at catch as catch can. Try us with orders by card or letter and see if you do not get extra value.

Respectfully yours,

The Snow-Drift Baking Powder Co.,

BRANTFORD.

KOFF NO MORE.

Watson's Cough Drops are the best in the world for the throat and chest; for the voice unequalled. "R. & T. W." Stamped on each drop. Write

R. & T. WATSON, TORONTO,
for Prices, etc.

Mention THE GROCER.

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.

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

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

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

HUDON, HEBERT & CIE.,
WHOLESALE GROCERS

— AND —

WINE IMPORTERS,

NO TRAVELLERS ON THE ROAD.

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

Special for Picnic Season.

Cunningham De Fourier Co.s' Camp Pie, Wild Boar's Head, Irish Sausages, Collard Head Potted Meats.

EVERY FIRST-CLASS GROCER SHOULD HAVE THESE GOODS.

TURNER, ROSE & CO., Montreal.



BEST GOODS IN THE MARKET.
FRANKFORT, CAMBRIDGE, BOLOGNA,
CHICKEN, HAM and TONGUE
SAUSAGES.

PUT UP BY THE MOFFATT PACKING CO.,
MONTREAL.



Mr. Howard Alward has opened a new store in Elgin, N. B.

Mr. J. O. Leonard, of the Oswego Starch Co., was in Toronto this week.

The Vancouver, B. C., sugar refinery is now running to its full capacity.

Mr. J. G. Gibson has been at Norwood on a successful fishing expedition.

Mr. Fenton of the Erie Preserving Company was in the city on Monday.

The merchants of Hawkesbury, Ont., have agreed to close at 8 p.m. every evening of the summer.

Mr. H. C. Hamelin, of Vankleek Hill, Ont., has opened a general store at Glen Robertson.

The Provision Trades Journal is the name of a new monthly, published at 142 Fleet St., London, England.

Mr. S. Taylor, Moncton, N. B., is removing his grocery to the stand corner Main and Robinson streets.

Jas. Murphy & Co., have opened out full lines of general groceries, etc, on Victoria Avenue, Fort William, Ont.

Collingwood is talking of establishing a canning factory there. It is a good section for corn, peas, apples and pears.

Lightning broke a window in the door of Garvey & Co.'s grocery store, Dundas street, London, Ont., on the 11th inst.

The Kerr Vegetable Evaporating Co. of Canning, N. S., won the gold medal at the World's exhibition held at Jamaica.

W. Johnstone Walker, merchant, Edmonton, Man., is about to erect another store on Main street, to be ready for occupation in July.

Mr. William Lang, grocer, Millbrook, Ont., is an enterprising trader. He has just received a consignment of teas direct from Japan.

The Hamilton Retail Grocers' Association will hold its picnic this year on the 15th of next month upon the Exhibition grounds, Toronto.

The clerks of the various business places in Port Hope are making an effort to secure a half holiday every Wednesday afternoon during July and August.

The Ontario Canning Company, Hamilton, left its safe open the other evening, and between then and this morning some thief went through it and took away \$2.

A man walked into a store in Smith's Falls the other day, shook hands with the proprietor and enquired after his health. The merchant did not know him, but he soon

made himself remembered, and then gave the astonished tradesman five dollars which he had borrowed from him 29 years ago.

C. W. Wellington is putting a new engine into his sugar works at Grimsby. Notwithstanding the dry weather the sorghum cane planted this year is coming on nicely.

The C. P. R. is running weekly refrigerator cars to the Pacific coast with butter, eggs, cheese, poultry, fruit and vegetables, shipped from Winnipeg and other internal points.

Mr. Ed. Hemstreet, a former merchant in Aylmer, and Miss Minnie Moss were married on Wednesday evening of last week at the residence of the bride's sister in Goderich.

Mr. Dunlop, general merchant, Virden, Man., has retired from business, having sold out to Pineo & Merrick. Mr. Dunlop was given a hearty "send-off" by the townspeople.

Mr. John Little died in St. Paul, Minn., the other day. He had carried on business up to twelve years ago as a grocer in Hamilton, where he had amassed considerable wealth.

Messrs. Vigars Bros. have completed driving the piles for the new Hudson Bay store at Fort William. It will be of solid brick. It is situated nearly opposite the station.

The St. Lawrence Starch Company is reported to be conceding the trade discounts agreed to at the conference between the Retail and Wholesale Grocers' Associations of this city.

Mr. Alex. Taylor, Dromore, sends his own and two other renewal subscriptions to THE GROCER, and writes, "Your paper is of inestimable value—the best production of this kind in the Dominion."

Mr. Geo. Kerr, formerly in the grocery business in Lucknow, Ont., will remove to Brantford, about the first of July. He has purchased the stock of the late R. M. Orchard, tailor, Brantford. THE GROCER wishes him success in his new business.

Messrs. Skinner & Co., wholesale crockery dealers, of Hamilton, Ont., recognizing the advantages Vancouver offers as a shipping point, have resolved to locate a branch there. Mr. Fred Buscombe will have charge of it.

A. Waddell & Co., commission merchants and manufacturers' agents, 27 Wellington St. East, in sending in their subscription, say they consider that the yearly outlay for THE GROCER is a piece of economy to men in their business.

The movement to form of a Retail Grocers' Association in Nanaimo, B. C., is making good progress, Mr. Marcus Wolfe of Alex. Mayer & Co., wholesale and retail dealers in general merchandise there, being a pushing supporter of the idea.

The salmon-packing industry on the Columbia river is in a very unsatisfactory condition. Returns from eighteen packing com-

panies show that the amount of salmon packed to date is 81,300 cases, as against 146,000 cases on June 1st of last year.

A few days ago a fire broke out in the general store owned by Mr. Eugene Morin, merchant, of St. Joseph la Beauce, Que., which also communicated the fiery element to the store of Mr. Morrisette. Both premises and their contents were completely consumed.

The general store of W. H. Lough, Ida, Ont., was broken into the other night, the safe blown open and its contents taken; about \$400 was secured—\$200 in cash and \$200 in goods and valuables. This is the second burglary that has taken place at the same store.

S. N. Lowell, of Brockville, has written to the Mayor saying that he proposes to start a fruit evaporating factory which will employ 100 hands four months in the year, and asking if the city will loan him \$5000 on good security. It is pretty safe to say that the corporation won't.

A commission merchant who was defendant in an action at the Waterdown (Ireland) Assizes on the 4th inst., the charge against him being the selling of margarine as butter, put in the plea that the article was sold to him by a Liverpool firm as butter imported from the "the Canadian States"

A San Francisco chemist who has been experimenting for a long time has hit upon a gas which, it is claimed, will preserve fruit in its natural state for an indefinite period of time, at the same time preserving both the appearance and flavor of the fruit just as it comes from the tree.

Mayor McLellan, of Hamilton, has received a letter from S. N. Lowell, of Brockville, asking if the city corporation would advance him \$5,000 to complete his plant to start a fruit evaporating and fruit vinegar works here. The city, of course, won't, but would offer the ordinary exemptions and inducements.

The shipment of Canadian codfish to Brazil by American merchants has caused that Government to complain to the State Department that the reciprocity treaty be-

STORAGE FREE AND IN BOND.

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

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

ALL GROCERS SHOULD SELL
THE

**Royal
Dandelion
Coffee**

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

Established 1849.



COLD, SILVER

-AND-

BRONZE MEDALS

20 1st prizes.

MICHEL LEFEBVRE & CO'Y

Manufacturers of

Lion--L--Brand

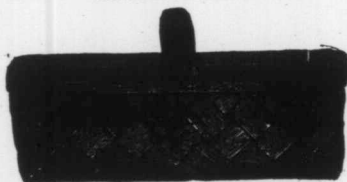
Pure Vinegars, Mixed Pickles, Jellies, Jams,
Preserves.

Montreal, P.Q.

P. DOTY & SON,

(Successors to W. B. Chisholm)

MANUFACTURERS OF



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

OAKVILLE ONT.

**SOMETHING NEW!
A GREAT TREAT.**

Fresh Cod

TONGUES

In 1 lb. Tins.

This is the Delicacy of the Season.

Pronounced by connoisseurs far ahead of
oysters.

A GREAT LUXURY.

Apply to **EBY, BLAIN & CO.,**
Toronto.

STEWART MUNN & CO.,
Montreal.

Send for Samples.



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

WHOLESALE GROCERS

A Large and Well-Assorted Stock of

Teas, Sugars and General Groceries

HAMILTON, ONT.

**FOR THE
HOME, PICNIC,
CRUISE, or CAMP**

The "STAR BRAND" delicious

HAMS & BACON

CAN BE HAD FROM ALL THE
BEST GROCERS

F. W. FEARMAN,
Hamilton, Ont.

E. Lazenby & Sons,

18 Trinity St., London, S.E.

SOLE PROPRIETORS OF

Lazenby's Harvey Sauce,

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

For full Price List on application to

A. P. TIPPET & CO.,

1 Wellington St. E., Toronto.
or St. JOHN, N.B.



Ram Lal's Indian Teas.

Stock is the same always, no variation.

Price is moderate for such high grade Teas.

Ram Lal's always shows the grocer a nice profit.

No weighing or parcelling these package Teas.

When grocer once gets Ram Lal's into a family no other tea is used henceforth. No Tea Peddlers can
buy it Ram Lal's is the best blend of Indian Tea the world produces.

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



5th YEAR.

We have just entered our fifth year as the Empire Tobacco Co. of Montreal and the wonderful popularity of our goods are spoken of in every Land.

REMEMBER

You can save money by buying direct from us.

Empire Tobacco Co.,

Montreal.

tween Brazil and the United States is being violated. The department has taken the matter in hand and will take action to remedy the violation complained of.

It is stated that the grocers of New York city and New England have come to a unanimous agreement as to the form of rebate or commission to be allowed them by the refiners for the distribution of refined sugars, and this will probably be adopted by the American Sugar Refining Company, and go into effect on Monday the 15th inst. If the plan agreed upon proves as successful as the grocers believe it will, it may be extended to other territory.

The miserable wretch who damaged the plate glass fronts of stores in St. Catharines, Ont., a year ago, appears to be at work again. The merchants have made up \$300 which will be the reward of any one giving information that will lead to the conviction of the scoundrel. Nay & Co., grocers, had their windows scored by the diamond.

The new lobster canning establishment which was opened at Eatonville, N. B., about four weeks ago by Vienneau & Co. is carrying on a very successful business. The daily catch is from 2,500 to 3000 large lobsters. The cans and cases are made on the premises, and the herring used for baiting the traps are caught by the employes of the firm.

Mr. W. H. Dunkin, of Cornwall, Ont., has one of the best equipped grocery stores in the Dominion. He is now having a water motor put in to furnish the power for grinding coffee. This will do away entirely with the necessity for grinding up quantities for stock, as it can be ground so quickly by the motor power that customers may be supplied without any delay.—Cornwall Standard.

Mr. O'Kell, formerly a wholesale merchant and importer of canned salmon, Manchester, England, has conceived the idea of packing salmon in glass. A few days ago he opened in Vancouver a glass jar of salmon that had been hermetically sealed twelve months ago, and the contents are reported to have been in a particularly fresh condition. It is his intention to put up several hundred cases of salmon in glass for the English market.

Mr. D. McKellar, the well known merchant of Belmont, had a narrow escape from death while returning from his farm a few days ago. His arm and leg became entangled in the wheel of the vehicle and the old gentleman was thrown with great force on the ground. The fall stunned him for a moment but he recovered sufficiently to be able to walk home. He has since suffered considerably from his numerous bruises, but is now recovering.

Attention is called to the advertisement of Jacquand's French Blacking, whose agents are Messrs. David Rea & Co., No. 30 Hospital street, Montreal. This is one of the very best French blackings, and, as will be seen by the quotations, it is being sold at low prices just now, the agents having made special arrangements so as to make a run on these goods. There are several blackings put up with names very similar to Jacquand, and cautious merchants should see that they get Jacquand when they order.

The question of taking steps to secure a better practical commercial education in our schools and colleges was discussed by the Mon-

treal Chambre de Commerce on Friday last, and the following committee was appointed to consider and report upon the subject: Messrs. D. Parizeau, L. E. Morin, sr.; L. E. Morin, jr.; L. I. Boivin and J. Haynes. It was announced that the committee on insolvency was hard at work, and that the committee having charge of the question of considering the advisableness of organizing a summer excursion for the members would soon hand in their report, which, it is understood, will favor the project.

ASSOCIATION DOINGS.

LONDON

RETAIL GROCERS' ASSOCIATION

The regular meeting of the Retail Grocers' Association, of London, was held in Sherwood Hall on June 3rd, with a good representation of members present. The minutes of last meeting confirmed as read. The secretary read an application from Mr. J. L. Fitzgerald for membership in the association. The application was accepted, and Mr. J. L. Fitzgerald elected to full membership.

A report from the pic-nic committee was read, suggesting that the Grocers' Pic-nic be held in Queen's Park on the 22nd July, at 1 o'clock, and that all grocery stores be closed at 1 o'clock for the remainder of the day. Moved by Mr. P. McGlade, seconded by Mr. W. H. Brantor, that the report be received and adopted and entered in the minutes, and the public be invited to attend the grocers' pic-nic.—Carried.

A communication from Toronto Association laid over from last meeting was taken up for discussion, and it was suggested that the secretary communicate with the secretary of Toronto Association, asking further particulars before adopting the resolution requested by them in the communication.

It was duly moved and seconded that the discussion on the question of closing the grocery stores at 7 p. m. on all evenings except Saturdays be laid over.—Carried.

A list of names of new delinquents was read and the meeting adjourned.

LONDON GROCERS' PICNIC.

The picnic committee of the London Retail Grocers' Association met at 3 p.m. on Friday, in a room over Messrs. W. H. Ferguson & Co.'s store, when the following members were elected on the different committees:—

Programme Committee—Messrs. J. C. Trebilcock, L. H. Scandrett, J. N. Tamlin, J. L. Fitzgerald, R. A. Jones, T. A. Rowat, P. McGlade, R. J. Wood, P. J. Watt.

Printing Committee—Messrs. W. H. Ferguson, C. J. Wall, Alex. Tytler, W. H. Branton, John Moule.

Finance Committee—Messrs. A. McCormick, John Scandrett, G. Rowntree, John Lawson, E. B. Smith, J. A. Somerville, W. H. Ferguson, Jas. Wilson.

Grounds Committee—Messrs. W. H. Ferguson, Peter Smith, T. McNeil, W. E. Jackson, Jas. Dobbin, W. H. Sanborn, Y. F. Mossop.

The several committees will get to work as early as possible, and it is expected that this will be the picnic of the season. All the members of the association are invited and expected to assist the committee in making this, the first London picnic, a grand success.

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

DIAMOND BAKING POWDER in 1/4, 1/2 and 1 lb. tins is more satisfactory and nets you a better profit than any first-class powder on the market.

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

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

ALL GROCERS SHOULD SELL THE

ROYAL DANDELION COFFEE

Manufactured by
ELLIS & KEIGHLEY,
 TORONTO.

W. A. McCLEAN & CO.,

OWEN SOUND
 OFFER TO THE TRADE

LONG CLEAR
 BREAKFAST
 SMOKED BACKS
 SMOKED BELLIES
 SPECIAL ROLLS

BACON

Write for Quotations.

JAMES E. BAILLIE,
PORK PACKER, TORONTO.

Hams, Breakfast Bacon Rolls.



GANONG BROS.,

ST. STEPHEN, N.B.

MANUFACTURERS OF THE



CHOCOLATES.

N. K. FAIRBANK & CO.,

COMPOUND



REFINED LARD.

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

Condensed Mince Meat.

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

Will not ferment in warm weather.

Sells at all seasons by all wholesale grocers.



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

Packed in 1/4 and 1/2 gross cases.

Sole manufacturer for Canada.

Ask your wholesale grocer for it.

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

GEO. MATTHEWS

-PACKER and CURER.-

HAMS

BACON

LARD

PORK

PURE LEAF LARD A SPECIALTY.

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



TORONTO MARKETS.

TORONTO, June 18, 1891.

GROCERIES.

The former portion of the interval between this and the last preceding issue of the GROCER was a time of much greater activity in the grocery trade than distributors have experienced for many weeks. There was a temporary rally in the demand for sugar. It being the great staple of the summer trade its momentary revival gave an impulse to trade in other lines. But by the beginning of this week the demand waned, and it has now got shrunken into nearly its former small volume. There is now a slightly better general trade doing than was observable at the time of last report. The rain of a week ago seemed to have a bracing effect upon trade, but there is need of more to establish confidence in the outlook and encourage buying. Notwithstanding that a lengthened period of comparative dulness has been traversed by the trade, there has been no peculiar strain felt upon the terms that prevail in the grocery business. At the end of the thirty days or three months' payments are met with the usual readiness, and there is as much discount granted as there was in better times. The failures of the week have been few.

CANNED GOODS.

The situation of the canned goods market has not passed under any developing nor any reactionary influences since a week ago. It is practically now the same as it was then. Buying has not been more active and stock is generally no less firm. Pumpkins are the one exception to the latter statement, they having eased somewhat from the position they had so long held. They sell now at 90c. to \$1, are fairly plentiful and in moderately good demand. For corn and tomatoes there continues to be the usual plodding demand, which makes great inroads as surely as but less perceptibly than do spells of market excitement. Peas are nearly exhausted. For them, as for all vegetables, business is mostly in the way of attention to sorting-up orders. Canned apples are about out of stock, while the demand for them is at about its best. Salmon is in very good request these days, and as the season for camping out, holidaying and picnicking draws on, the market gathers strength. It seems to be unlikely that there will be any appreciable surplus carried over into the season when new stock is on the market. There is no important business in futures being transacted, the attitude of both buyers and sellers being unfavorable to any genuine "sight unseen" trade this year.

COFFEE.

A quiet demand at prices current a week ago is the ruling feature of the market. Roasters report a fairly good trade in medium grade stock. The quantity of green coffee handled by wholesale grocers has been quite small.

The Tymburiba of Bezende (Rio de Janeiro), says: "Trustworthy opinions estimated a short while ago the 1891-92 coffee crop at 5,000,000 bags, but that only 4,000,000 could be brought to the deposit, on account of the

disorganization of labor and difficulty in obtaining laborers. To-day, however, the uncertain weather proves to us that the above estimate was greatly exaggerated, and that a rigorous estimate will give 3,000,000 bags, subject to a thousand possibilities. The crop as promised by the magnificent November blossom, is more than half sacrificed; besides which, the ripening has been extremely irregular, and it is frequent to see, even now, orchards subjected to all sorts of dangers. There are orchards with fruit ready for gathering, perfectly green, but formed fruit, fruit not yet developed, and which promise yet another blossom. In the west of S. Paulo the coffee crop is extremely insignificant, and the coffee-producing zones of Minas promise nothing. It is in the State of Rio that the crop appears to be most abundant, without, however, corresponding to the expectations of the planters.

DRIED FRUIT.

Some trade has been developed by the cut in Valencia raisins, which has made prices favorable to buyers upon all low-grade stock and has told on the steadiness of values for really good raisins. The range is yet 5 to 6c. generally, though these extremes do not represent the very lowest and the very highest that have occurred during the week, some prices shading as low as 4¾c. and some being as high as 6¼c. Both were rather exceptional in the week's trade. Currants are firm, local stocks not being heavy and the position at outside points being steady. Vostizzas are higher, quoting at 8 to 9½c. in cases. In the New York market a bid of 3¾c. was made for 5,000 barrels, or any part, but it was declined on Saturday. Prunes are easier here, though unaltered in quotation, the price having dropped in New York. Sphinx U are 7½ to 8c. A fair output of figs and dates is reported at quotation prices.

NUTS.

The nut trade is featureless. Stock moves quietly from jobbers' into retailers' hands at unchanged prices. All lines share about equally in the demand, though cocoanuts are probably the most active at \$6.50.

RICE AND SPICES.

Rice is in the firm position that it had got to last week. Stock is scant and the demand is improving as the weather gets more confirmed in its summer temperature. In spices no marked alteration is to be noted. Prices are steady.

SUGAR.

The want of rain is easing the pressure upon the trade, and they have fallen back from the sally many of them felt forced to make upon the market in the closing days of last week. It seemed necessary then that supplies for the strawberry season should be laid in at once, and there was a reasonable probability that that season might be almost or quite over before the political changes consequent upon the death of the Premier should be completed; so that the chances in favor of a possible reduction of the duty within that time were few in comparison with the chances that there would be no reduction in the same time. A good many therefore felt it advisable to stock up at once. But the political changes have been made and the strawberries are not causing any great rush for sugar. Unless there is rain the strawberry crop will not amount to much. Consequently there is a pause in the buying. A fall of ¼c. on Saturday in the price of granulated helped to bring about that pause, as it is usually the case that buyers are afraid of a falling market. Granulated is now 6¾c. in quantities

of 15 barrels and over, and 6½c. in smaller quantities. The Government is expected to bring down its budget this week now. There is no indication yet as to what changes it may recommend in the sugar tariff, though if the reply of the Finance Minister to the confectioners is to be taken as a straw showing the direction of the wind, it is likely that not all the present duty will be taken off. The lowest price for N. B. yellows is 5½c. and from that to 5-20c. The demand for better grades has made the N. B. stock rather scarce. The refineries are still limiting their output, their course suggesting the belief that any change is expected to be preceded by a very short warning.

SYRUPS AND MOLASSES.

There is little syrup asked for. The stock of low grades is small, but in other lines the supply is ample. Molasses has not lost any part of its firmness which the position in Barbadoes communicated to it a fortnight ago. The total supply at that island is said to be 21,000 puncheons below that of a year ago. The shortage is as great in Antigua and at Trinidad. Quotation prices are strong here.

TEAS.

The stock of new Japans which arrived by the first shipment is now about all out of first hands. There was a ready market at prices ranging from 26 to 35c. There is no word yet of the second shipment. There is quite a dearth of good teas at about 18c. just now, and the leaning of the inquiry is strongly in the line of that price. It is hard to get decent stock now at so low a figure. The movement on the part of buyers has been rather active, and would be better if the resources of the supply were fuller. The local business in Indian teas has been fairly good. There is little of interest to report from London; the auctions were very dim-inutive, and only a few invoices of new season's teas were up. The tone of the market was decidedly firm.

According to McMeekin & Co.'s notes for the month of May on Indian, Ceylon and Java teas, the offerings of Indian were 32,300 packages, against 87,891 packages in the same month of 1890. There has been a limited enquiry during the month, and as the quality has fallen off considerably, prices have continued to droop, and show a decline of 1d. per lb. on the month. Most of the teas have been held by the importers for several months, and are consequently flat, and very little tea now sells over 1s. per lb. The average of public sale prices for the month was 10¼d. per lb. against 11¾d. per lb. in April. The imports were 263,000 lbs., and the deliveries 6,723,000 lbs., reducing the stock to 26,560,000 lbs. The offerings of Ceylon were 58,000 packages, against 53,098 packages in same month of 1890. The selection on offer has been disappointing, and quotations for some of the inferior liquoring teas are 1½d. per lb. lower than during April. We have

EXTRA STANDARD

Granulated Sugar

6 3-4 CENTS IN ANY QUANTITIES.

P. C. LARKIN & CO.,

WHOLESALE GROCERS,

32 Wellington East, Toronto.

**THE
BOYCOTTED
WHOLESALE GROCER.**

The boycott which the Wholesale Grocers' Guild have endeavored to enforce against me, has not had the effect they predicted, and I am prepared to offer Sugars and all other lines of Goods as heretofore.

My price for

EXTRA GRANULATED SUGAR

For one or more barrels
Is Twenty cents per hundred less than the

COMBINATION

And my quotations for other Goods are equal to, in all cases, and lower in most cases than those offered by

GUILD HOUSES.

DISCOUNTS--

Are one and one-half per cent. off Sugars, Syrups, and Canned Goods. Three per cent. off General Goods.

The Guild Discounts are only one per cent. off Sugars.

Send for quotations of any special lines you may be open for.

SUGARS, TEAS,
SYRUPS, TOBACCOS,
MOLASSES,
BAKING SODA, SA¹. SODA
JAPAN RICE, RAISINS,
CURRANTS,
FRUITS OF ALL KINDS,
SPICES, NUTMEGS,
BAKING POWDERS,
CREAM TARTAR,
BROOMS, BRUSHES,
and WOODENWARE,
And all other Goods in the Grocery line.

I call your special attention to
my Uncolored Japan Tea at 15c.

JAMES LUMBERS

Wholesale Grocer,
67 Front St. East,
TORONTO, ONT.

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

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

TO GROCERS.

SIMCOE CANNING COY'S

Goods are warranted first-class.

PUSH THEM.

Order through your wholesale
House.

LIVER COMPLAINT CURED--DOUBLE PROOF.



Thanks sincerely. I have derived the GREATEST BENEFIT from St. LEON WATER. It has cured me completely of constipation and Liver complaint. My sister has also used it for indigestion and headache, and says it is the best thing possible. I recommend it as being indispensable.

MADAME E. DUPUIS,
St. Catharine st., Montreal.

June 15th the Palace Hotel will be opened at the Springs. Come, all despairing of life, and joy will be yours.

M. A. THOMAS,
Hotel Manager.

St. Leon Mineral Water Co., Ltd.,
Toronto.

BRANCH—Tidy's Flour Depot, 164 Yonge St.

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IS A BOOK

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

Which will secure an increasing trade,

ANY USE TO YOU?

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

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

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

PRICE 1.00.

REFERENCE : The Wholesale Grocery Trade of Toronto.

TORONTO.

"REINDEER BRAND."

Condensed



MILK.

"I am satisfied that the original milk from which the "Reindeer Brand" is prepared is of unusual richness. In point of flavor, color and consistency it leaves nothing to be desired."—DR. OTTO HEHNER, Hon. Secy. of Socy. of Pub. Analysts, London, Eng.

For OUTINGS of all sorts try "Reindeer Brand" CONDENSED COFFEE. Ten hundred out of every thousand consumers pronounce it "EXCELLENT." Sold by First-Class Grocers everywhere.

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

MARKETS—Continued.

now arrived at a range of prices which will induce a large business, especially considering the small quantity of Indian teas yet to offer. The average of public sale prices for the month was 9¼d. per lb. The imports were 5,179,000 lbs., and the deliveries 4,578,000 lbs., leaving in stock 14,975,000 lbs. Several small lots of fancy teas were sold in the early part of the month; one lot fetched the highest price yet paid £30 or say \$150; but several lots have since been withdrawn from sale, as the offers were considerably below the ideas of the grower. The excitement has quite subsided for all these small lots of fancy teas. The offerings of Java were 6,900 packages, against 5,918 packages in the same month of 1890. The average of public sale prices was 8½d. per lb. These teas are lower in sympathy with Indians and Ceylons.

PETROLEUM.

The present is about the dulllest season for the petroleum market. Trade is light and prices are unchanged.

The Petrolia Advertiser reports Petrolia crude \$1.37¼ per bbl.; Oil Springs crude \$1.38¼ per bbl. The price of both crude and refined are the same as reported last week.

DRUGS AND CHEMICALS.

There is a big demand for tartaric acid, lime juice and such other elements as enter into the composition of summer drinks. Hellebore is also going out freely. The demand for Paris green has not set in yet, the thing wanting being another good rain and a hot spell after it to bring out the myriads of young potato bugs that set the demand going. Chloride of lime, carbolic acid and disinfectants generally go well these days. Opium and morphine are very cheap, and quinine keeps steady.

BUTTER AND CHEESE.

Bad shipping weather is lowering both the quantity and the quality of the supply. There are virtually no large rolls, the hot season usually putting an end to receipts every year. Such as come in are quoted at 12½ to 13c. Crocks and pails arrive about as freely as tubs and sell at 12½ to 14c. Pound rolls are moderately plentiful at 15 to 16c. Good dairy tubs are 14c. The fact that June butter is the best of the whole year's make, because the grazing is then best, makes country dealers loath to ship it in weather that might impair it. They are consequently holding very largely now and putting down store tubs. That accounts for the shortage in the supply, while the effects of the heat accounts for the decline in quality of such as reaches the market. If a cool day or two intervened just now the receipts would be likely to be liberal as prices are fairly firm. The stock, independent of the effects of the weather, is also generally good. It is always the case in fact that better butter is produced in a dry grazing season than in a wet one. There is no Brockville dairy on the market, and but little creamery, though what there is of the latter is roll and nominal at 20 to 21c. The creamery



Our Eyes are looking after your trade for SURPRISE SOAP. Are yours wide open for the interests of your customers? If so you will see that it is an advantage for them to have "Surprise Soap"—an actual saving with splendid results.

We are the makers,

The St. Croix Soap Mf'g Co.,
St. Stephen, N. B.

Branches:

MONTREAL: 17 St. Nicholas St.

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

stock has little chance while dairy prices are what they are. The export market for creamery now yields 18c. and that engages the factory men now, who are consequently not urging matters here.

Cheese is weaker at 9½ to 10c., the foreign market being rather dull.

COUNTRY PRODUCE.

BEANS—Are in fair demand, several small lots having been disposed of on Monday at \$1.50 to \$1.80 according to quality and quantity. The supply is low.

DRIED APPLES—Are 7¾ to 8¼c., with an easy demand.

EVAPORATED APPLES—Are unchanged and dull at 12 to 13¼c.

EGGS—Most of the picklers have brought their season's work to a close, and prices may be expected to tend downwards. They are now steady at 12½c. It is all the present supply can do, though, to keep the price where it is.

HAY—Dry weather and poor prospects for the new crop rule in favor of sellers now. The price is very firm at \$10 to \$11.

HIDES—Are 5c. for No. 1 green. Receipts are ordinary. There are more calves' skins than full-grown beeves'. Good buff are 6 to 6¼c., but only very choice bring the latter figure. A 200 lot sold the other day at 6¼c., but they were extra stock. There are no steers' of any account offering, owing to the shipping largely of that class of cattle to England. The outside market for all hides is somewhat weaker.

HONEY—This market continues dull, the stock being large owing to the heavy surplus

carried from '89 and to the fact that last year's yield was large. The prices are 7 to 10c. for strained and 14 to 16c. for sections.

HOPS—A sale of two tons was closed a few days ago at 36 and 37c. They were choice 90's. An offer for 10 cwt. on Tuesday at 36c. was not taken. There are a very few good '89's in local hands at 25c. Prices for yearlings generally are stronger than they were, because of the increased demand for 90's. Older hops are nominal. The new crop is reported to be doing fairly well, the appearance of the vine just now favoring the expectation of a good yield.

OATS—Are higher and scarcer. The ruling price is 53c.

ONIONS—Are steady at \$2 to \$2.25.

POTATOES—Few are offering, and such as are, arrive chiefly in broken lots, for which \$1.25 to \$1.30 is paid. Out of store lots are \$1.40 to \$1.50. The scarcity of stock and the firmness of the United States market brace prices here.

SKINS—The sheepskins now coming in are almost entirely lambs' and pelts, the former of which are 20c. and the latter 25c. In calfskins there is no change, the range remaining 6 to 8c. Receipts are now at about their largest volume.

STRAW—Little is wanted, and the price is steady at \$6 to \$8.

WOOL—Coarse brings 18c. and fine 20c. The wool market in the States is duller, and the additional 2c. duty further reduces the chance of selling on that market just now.

FISH.

The market is quiet, stock being kept only in limited proportions, as the weather is unfavorable to holding and the demand is slack.

WE ARE BUYING

**Dried
Apples.**

SEND SAMPLES
AND QUOTATIONS

ESTABLISHED 1880.

STANWAY & BAYLEY
BROKERS

AND
GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST, TORONTO.

WE ARE BUYING

**Evaporated
Apples**

SEND SAMPLES
AND QUOTATIONS.

ALL GROCERS SHOULD SELL
THE
ROYAL DANDELION COFFEE.

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

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

T. W. CLARK & CO.,
General Commission and Provision Mer-
chants and Wholesale Dealers in
Dairy Products.

Consignments solicited and business transacted
for Eastern Canada Merchants.
Established 1886.
VANCOUVER, B.C.

References: Bank of British Columbia.

WILLIAM RYAN,
Produce and Commission Merchant,
72 FRONT ST. EAST, Toronto, Ont.
**CHOICE
HAMS, BACON, LARD,
BARREL PORK.**



All kinds of produce handled. Consign-
ments solicited. Carriers supplied.

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

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

J. F. YOUNG & CO.,
PRODUCE AND COMMISSION MERCHANTS
74 Front St. E., Toronto.

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

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

FANCY CALIFORNIA EVAPORATED AND
GREEN FRUITS A SPECIALTY.

Correspondence solicited, and prices on Foreign
Fruits, Figs, Dates, Nuts, etc., furnished on appli-
cation.
29 Church St., Toronto
TELEPHONE 806.

Wm. DAVIES & Co.,
TORONTO.
PACKERS AND CURERS.

Choicest Smoked Hams
and Breakfast Bacon.
Bbl. Pork, Long Clear,
and Pure Lard.
CORRESPONDENCE INVITED.

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

For Choice full flavor goods send us a
Sample order.

Jas. Park & Son,
Toronto, Ontario.

**GOLDEN BRAND
CANNED
FINNAN HADDIE**

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

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

KING, GRAINGER & CO.
81 Front St. E.
Produce and Commission Merchants.
BUTTER, EGGS,
and Country Produce.

Correspondence Solicited. Prompt Returns Mad
TELEPHONE 2337.

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

SPECIALTIES: Canned Goods, Dried
Apples, Evaporated Apples, Codfish.
Quotations and samples sent on applica-
tion. A trial solicited.
41 St. Francois Xavier Sts., Montreal.

LAURENCE GIBB
Provision Merchant,
83 COLBORNE STREET, TORONTO.

All kinds of Hog Products handled. Also Butter,
Cheese, Poultry, Tallow, Etc.
PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

JAS. DICKSON & CO.
26 WEST MARKET STREET,
Provision and Commission Merchants.
Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
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Canned Corned Beef. Egg Carriers supplied.

Reesor & Rogers,
Produce and Commission Merchants
Solicit consignments of Country Produce
from Storekeepers.
71 Colborne St., Toronto.
Telephone 2291.

Established 1874.

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

Wholesale Dealer in Butter, Eggs and General Pro-
duce Consignments solicited First-class reference

McLAREN'S

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



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

MARKETS—Continued.

There are no changes in prices, last week's quotations being repeated this week. The kinds of fish received are also the same.

GREEN FRUIT.

A sharp demand for oranges and lemons has raised the prices for both. Stocks are also light, the state of the weather and the tranquil demand heretofore having determined limited supplies. Florida oranges are no longer quoted. Messinas are \$4.50, or 50c. higher than they were, while Valencias are steady at \$6. Lemons have gone up 50c. a box. Palermos are \$5.25 to \$5.50. Messinas are \$5.50 to \$6. The hot weather has given a strong impulse to the trade in lemons. For bananas the demand is light. Firsts are \$2, seconds \$1.50, and inferior stock is \$1. The bulk of the stock is yellow fruit, red being scarce at the primary seat of supply. Pineapples are dull on account of the hot weather, which makes it difficult to keep stock in good salable condition, very much of the fruit coming in specked and wasteful. Fancy, which are very scarce, sell at 20c., extra at 15c., and common at 10 to 12c. Canadian strawberries are coming in more freely. They quote at the moment 12 to 13c., with a distinctly downward tendency consequent upon the rain of Tuesday. The appearance of the stock was poor up to that day. It looked more like the remains of a crop than it did like the first fruits of one. California fruits continue to sell, black cherries bringing \$2 to \$2.25, apricots \$3.25 to \$3.50, and peaches \$3.25 to \$3.50. The peaches are scarce yet and do not look quite mature, owing to the necessity of shipping them to arrive in a firm condition.

PROVISIONS.

The trade in provisions does not improve so rapidly as the condition of the weather warrants dealers in expecting. With warm weather the supply of fresh butchers' meats falls off and consumption turns on smoked meats. This has not taken place nearly so generally as has been looked for.

BACON—Is steady at 7¼ to 8¼c. for long clear, bellies are easier at 10 to 10½c., backs are down ½c., quoting at 10c., rolls are unchanged at 8½ to 9c.

HAMS—Are quite firm at 11 to 11½c.

LARD—Is 9¼c. in tubs and 9¾c. in pails for Canadian.

MESS PORK—Is \$15.50 to \$16 for heavy and \$17 for short cut.

SALT.

There is no change in the state of the salt market, which continues to turn out a considerable volume of stock at steady prices. A sale of three cars of coarse on Tuesday brought 67c., 1 car of dairy \$1.25, and 2 cars of barrels brought \$1.40.

DRY GOODS.

A fairly active demand for sorting up and a better general report from the travelers comprise the leading features traceable in this week's trade. There seems to be a better feeling on all hands, and if good weather is the rule for a while next fall's trade will be much larger in volume than last fall's. Replacing or supplementing of seasonal lines will very likely be active as well, as current stocks are light and the tone of the current demand is stronger.

British Markets.

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

Canadian Produce

in British Markets.

We have a large trade in

Cheese, Eggs, Butter,

and Apples, also

Canned and Evaporated Goods,

Honey, etc., etc.

Liberal advances made on suitable goods.

Correspondence Solicited.

IMPERIAL PRODUCE CO'Y.,

OF TORONTO, LTD.,

69 Front Street East, Toronto.

MONTREAL MARKETS.

MONTREAL, June 17 1891.

It is a difficult task to find or say anything interesting about general trade, as matters are situated at present. The uncertainty of affairs up at Ottawa is causing some anxiety, and an extremely cautious policy is the natural result. Of course this interferes with trade, and there are always found, those who are ever ready to complain, no matter how matters are. These people now have their opportunity and they are using it always and often. Perhaps, when the truth is known, however, this interruption with all its drawbacks may prove a blessing in disguise. At any rate it will have one healthy effect, a thorough weeding out of old stocks in third hands, so that some will be able to stock with clean decks unencumbered. Groceries, owing to the talk about new regulations on sugar and tea, suffer most from the uncertainty, but there is some movement going on all the while. In lines not likely to be affected by the tariff, there is a good healthy movement in progress, while in produce, such as cheese, for instance, the range of values throughout the season has been comparatively high and the movement freer, putting a lot of ready money into the hands of the farmer and in circulation, which cannot fail to be a benefit to the country trader.

SUGAR AND SYRUP.

There is no change to note, and grocers are still buying in a hand to mouth manner, afraid of tariff changes. This is having a bad effect on the actual movement, but it may for all that be a blessing. Yellows are quoted 5 to 5¼c. and granulated 6c. per pound.

Syrups are dull also, in fact neglected, with a very small movement to note. We quote 3¾ to 3¾c. per pound.

MOLASSES.

The molasses market remains firm under advices of further advances on primary markets, and it will cost fully 47c. to lay down any fresh stock here. We quote 42c. for Barbadoes and 35 to 37c. for others.

TEAS.

The feeling is now general that the Government will make some change in the tariff affecting tea, and this has induced a much quieter business than formerly. The only business there is to note, has been in Japans on a 23½ to 28c. basis.

COFFEES AND SPICES.

There is nothing doing in these articles and nothing particular to note in the way of alteration in value. Rio runs from 20 to 21c. with Java a few cents more.

RICE.

The rice market is unchanged. Patna, \$4.50 to \$5; choice, \$4.25 to \$4.50; standard, \$3.90, and off grades \$3.50 in car lots.

CANNED GOODS.

The movement in canned goods has been small as grocers are well stocked up. Some easiness in tomatoes is noted and holders are not so firm as they were a week or so ago, but we can cite little actual change as yet. Last years salmon have been moving at \$1.25 to \$1.27½ and sales ahead of new pack have been made at \$1.30 to \$1.35.

FRUITS.

The dried fruit market is extremely quiet owing to the same old cause, uncertainty regarding the tariff, which is the disturbing factor with trade generally. In raisins a decline in prices has induced some trading in a wholesale way, and we note the turnover of several round lots at 4½c. but for smaller quantities 4½ to 5c. is the figure. Currants also are easier and there has been business during the week at a somewhat lower range. We quote 5¼ to 5¾c. in barrels and half barrels respectively and 6c. in cases for good sized lots, small quantities a fraction more.

In green fruit the hot weather is a booming factor in oranges, lemons and other juicy fruits and there has been a brisk jobbing movement in them during the week. We quote oranges \$6.50 to \$7.50 per case and \$3.50 to \$4.50 per box. Lemons are being reduced every day, and are strong at \$5.00 to \$5.50 per box. Bananas rule from \$1.25 to \$1.75 and prices are a regular glut on the market and some small sizes are selling as low as 7c. while better qualities bring 10c.

NEW FRUIT AND VEGETABLES.

Strawberries are in good demand at 20c., with supply limited. In southern stock fresh tomatoes rule at \$3, cabbage \$3 per crate and \$2.75 to \$3 per barrel; cucumbers are in active demand at \$3.50 to \$4.50, and beans \$2.75 to \$3, with peas the same price.

HOPS.

There is nothing to say about this market, as business is practically nil, with prices nominal as before, both on yearlings and last fall's crop. We quote the latter 32 to 35c., and yearlings 10c. less.

PROVISIONS.

There has been little change during the week in provisions, except in western pork, which is somewhat easier in sympathy with Chicago. The volume of trade is small. We quote:—Canadian short cut, per barrel, \$17.00 to \$17.50; mess pork, western, per barrel \$15.75 to \$16.25; short cut, western, per bbl \$16.50 to \$17.00; hams, city cured, per pound 10 to 00c.; hams, canvassed, per lb 0 00 to 0 00c.; lard, Cana-

MONTREAL Markets Continued.

dian, in pails, 9¼ to 9½c.; bacon, per pound, 9 to 10¼c.; lard, com., refined, per lb, 8 to 8¼c.

EGGS.

The egg market shows no change, as far as prices are concerned, and business on the whole, although limited to home wants, has been steady enough. The sanguine ones place faith in the hot weather as a means of curtailing the receipts. We quote 11 to 11½c.

BUTTER.

There is nothing doing here in butter except a jobbing trade for local wants, but prices are working downwards, and perhaps shortly some export business may be induced or figures will have reached a level where it is a speculation to buy in anticipation of an export business. In either of these events some improvement may be looked for, but until such is the case the market is a dull and spiritless one. Creamery, 18 to 19c.; finest townships, 16½ to 18c.; western dairy, 14 to 15c.; old butter, 6 to 8c.

CHEESE.

The cheese market, although it can hardly be called active, is an essentially steady one. That is holders have their own opinions as to value and are sticking out for them, while there is a good healthy movement in progress. About 9c. is what holders want, and 8¼c. and a fraction better is what buyers are prepared to give, so that with some little concession on both sides quite a fair amount of business has been done. As regards the conditions at present they are certainly rather on the dull side. The make is smaller, the movement has been freer, prices better, and yet the shipments to date are smaller than they were last year. The factory men apparently realize this, for they are giving way very slowly. At the southern New York markets there has been some easing off, but the effect of it has not had time to be felt up this way yet, and we may quote 8¼ to 9c. as a range.

GRAIN.

There is a fair trade in oats but other grains are quiet with prices unchanged. The stocks in store, compared with those of a week ago, show a decrease of 14,501 bushels

Brantford New Mills.

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

J. & R. ROBSON,

Please mention THE GROCER. Brantford, Ont.

The Ontario Produce Co'y.

Produce Brokers and Commission Agents,
70 COLBORNE STREET, TORONTO.

P. D. PAGE, Late Salesman Imperial Produce Co'y of Toronto, (Limited).
W. R. BE. I., Late Traveller Imperial Produce Co'y of Toronto, (Limited).
J. H. WATSON; Late Imperial Produce Co'y.

Solicit consignments of **Butter, Eggs, Cheese, Potatoes, Lard, Bacon** and general country produce.

Our business is conducted on strictly commission lines, our attention being given EXCLUSIVELY to our consignor's goods and having a first-class cash connection we can insure top prices and quick returns. Egg Carriers supplied.

N. WENGER & BROS.,
AYTON, ONT.

- - MILLERS - -
(Hungarian Process)

BRANDS:
KLEBER, MAY BLOSSOM.

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

MELDRUM & DAVIDSON,

MERCHANT MILLERS,
PETERBORO',

MANUFACTURERS OF
Choice Winter Wheat and Manitoba

FLOURS

Mikado, White Lilly,
Delight, Manitoba.

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

HALIFAX AGENT. J. P. Cox.

Dominion Mills,
LONDON, ONT.

HEADQUARTERS FOR

OATMEAL

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

Write for Samples and Prices.

GARTLEY & THOMSON,
303 to 311 Talbot St.



THESE GOODS

—ARE—

SUPERIOR

TO ANY ON THE
MARKET.

Write for prices to

The **KENT CANNING AND
PICKLING CO.,**

Chatham, - Ont.

Canadian White Enamel Sign Co.,
Sole Agents for Caesar Bros.
The Most Durable Sign Letter.

4 Adelaide St. W., Toronto.
A responsible agent wanted in every town and city.

WALKER, HARPER & COMPANY
OXFORD MILLS.

"FLOUR" Manufactured by
Improved Roller System
BRANDS:
Golden Star. Golden Sheaf.
Oxford. Ontario Queen.
Regal. Jubilee.

Manufacturers of
STANDARD AND GRANULATED OATMEAL
ROLLED OATS. ROLLED OATMEAL.

DEALERS IN
Grain, Seeds, Bran, Shorts, Beans, Middlings, Chop Feed, Pot Barley,
Split Peas, Cornmeal.

ADDRESS:
NORWICH, ONT.

Mixed cars a specialty.

HODD & CULLEN

Roller Millers.

FLOUR

Manufactured "Hulgarian" System.

Our brands are

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

Heavy dealers in

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

Quotations by wire.

Address, **STRATFORD, ONT.**

EMBRO
OATMEAL
MILLS.

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

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

MONTREAL MARKETS—Continued.

of wheat, 5,365 bushels of corn, 3,093 bushels of oats, 822 bushels of barley, and an increase of 16,308 bushels of peas, and 967 bushels of rye. Compared with the same date last year, there is an increase of 308,812 bushels of wheat, 537 bushels of peas, 22,292 bushels of oats, and a decrease of 134,776 bushels of corn, 1,025 bushels of barley and 42,875 bushels of rye. We quote:—No. 1 hard Manitoba, \$0; No. 2 hard Manitoba, \$1.14 to \$1.16; No. 3 do., \$1.01 to \$0.00 No. 2 Northern, \$1.03 to \$1.05; feed do., 62c. to 64c.; peas, 85c. per 66 pounds in store; 87c. afloat; Manitoba oats, 55c. to 56c.; Upper Canada do., 56c. to 57c. per 34 pounds; corn, 68c. duty paid; feed barley, 61 to 62c.; good malting do., 65c. to 67c.; rye, 83c. to 84c.

FLOUR AND MEAL

There has been little actual change to the market since our last, but prices are easier and the market has a downward tendency, for holders seem to think that nothing but some material shading will induce the freer movement that they want. The stock in store shows a decrease of 1,792 barrels compared with a week ago, and 11,700 barrels compared with the same date last year.

Meal is steady at \$3 for all grades, and there is a fair business doing in cornmeal at \$1.60 to \$1.70 per bag. The quotations are: Patent spring, \$6.00 to \$6.10; patent winter, \$5.50 to \$6.75; straight roller, \$5.70 to \$5.25; extra, \$4.80 to \$4.90; superfine, \$4.60 to \$4.70; city strong bakers', \$5.50 to \$5.75; strong bakers', \$5.50 to \$5.75; oatmeal, standard, per bag \$2.85 to \$3.00; oatmeal, granulated, \$2.85 to \$3.00; oatmeal, rolled, \$2.85 to \$3.00.

FEED

There is a moderate scarcity of most kinds of feed, and the market is firm in consequence, while the demand is good. We quote: Moullie, \$30; shorts, \$20, and bran, \$16.

HALIFAX MARKET QUOTATIONS.
(Wholesale Selling Rates.)

HALIFAX, June 18, 1891.

FLOUR.—Hungarian patent, Manitoba, \$6.50 to 6.60; Manitoba strong bakers', \$6.20 to 6.30; Canadian pastry, \$6.25 to 6.00; 75 p. c. roller patent, \$5.85 to 6.50; 80 do \$5.75 to 5.90; 90 do \$5.50 to 5.70; straight, \$5.30 to 5.50; superior extra, \$4.80 to 4.90; extra, \$4.40 to 4.60; cornmeal, American K. D. \$3.90 to 4; do Halifax ground \$3.80 to 3.98; oatmeal, standard, \$6.10 to 6.20; rolled oats and oatmeal, \$6.30 to 6.50; pot barley, \$4.50 to 4.60.

PRODUCE.—Oats, P. E. I. 56 to 60c; oats, Canada, 60 to 62c.; barley, 75c.; butter, 12 to 22c.; lard, 11 to 12c.; beans, \$1.75 to \$2; peas, round, \$3; do split, \$3.90 to 4; dried apples, quartered, 4½ to 5c.; do sliced 8c.

COFFEE.—Jamaica, 24 to 25c.; Porto Rico 25c.

MOLASSES.—Cienfuegos, 33 to 34c.; Antigua, 34c.; Porto Rico, 36c.; Trinidad, 35c.; Barbados, 40c.; Demerara, M. R. brand, 40c.; do N. do 48c.

ST. JOHN, N.B., MARKETS.

ST. JOHN, N.B., June 17, 1891.

The condition of our market remains the same as a week ago, consequently the demand for groceries does not show any improvement. There is no change in prices of importance to note. Breadstuffs are very dull and without any immediate prospect for improvement.

FLOUR.—While there has been a fair demand for flour in a jobbing way, the prices are gradually sagging, and some dealers are selling lower to-day than for some time. Others are holding their prices firm and say they expect an advance shortly, and generally the price is the same as last week.

MEAL.—There is so little moving that a quotation can hardly be got, the merchants having bought largely before the advance, and all are pretty well stocked. The inside price seems to be \$3.50 to \$3.55.

OATMEAL.—Is a little easier, with plenty here for all present demands.

POTATOES.—Several shipments have lately been made and prices are a little firmer than for some time. They are selling from vessels at \$2.

CHEESE.—Is holding about the same as a week ago, with a fair demand.

SUGAR AGREEMENT IN THE UNITED STATES.

The efforts of local wholesale grocers to induce the refiners to co-operate with a view to maintaining uniform prices for sugar, seem to have at last been rewarded to some extent. The grocers have not secured all that they strove for, but seemed to have arrived at an understanding that may eventually bring about the desideratum. What has really been accomplished may best be judged from the following form of agreement between refiners and jobbers, that goes into effect on the 15th inst:

In settlement of invoices to you of even date herewith for sugar, a commission or rebate one-eighth of a cent per pound will be allowed in addition to our present terms of one per cent cash in seven days and one per cent trade discount on one hundred barrels lots, provided the certificate and agreement below is returned, duly signed by you as a voucher, and not otherwise.

(Signed.)

The American Sugar Refining Co.

To the American Sugar Refining Company: We hereby certify that we have not sold, nor will we sell, nor has any employe, salesman or agent of ours sold, in New York city, Jersey city, Hoboken, Long Island, the New England States, either directly or indirectly, any of the sugars for which we are now remitting for less than the daily prices conveyed to us by the Wholesale Grocers' Association of New York and vicinity, such prices to correspond with the regular prices made by you the preceding day; neither have we sold said goods on longer time than 30 days or less with a greater discount than ½ or 1 per cent. for cash in 10 days, or in any way, shape or manner evaded the terms or spirit of this contract. (Name of Jobbing Firm.)

Confined, as it is, to this city and immediate vicinity, the compact is not all that might be desired by the advocates of restriction of competition; but the fact that the plan is to be given a test in the keenest of "cutting" markets is suggestive, and would lead to the belief that, if successful here, a similar form of contract will be adopted at other points. On its face the agreement indicates that jobbers may sell at any price they please, but that the rebate of 1-8 cent per pound will not be allowed by refiners to jobbers who shade the official quotations. In other words, it is to be presumed that jobbers who "cut" will be required to pay the fixed selling price as dictated at headquarters. There is no stipulation that "cutters" will be deprived of supplies, but that deliveries on their orders may be backward is more than probable.—N. Y. Bulletin.

SECRET OF BUSINESS SUCCESS.

Commercial agencies tell us that of 100 men who engage in business, from 80 to 90 sooner or later fail, generally sooner. It would be an interesting study to get at the true inwardness of the individual causes of these breakdowns. Doubtless some of them are originated by lack of capital at the start, and others by reckless credit, but it is a certainty that many who succeed in building up a good business and in making money for a time finally collapse through lack of adapting themselves to their surroundings. They get into a rut and refuse to move out of it—in fact, they will not believe that they are in it—till finally their trade dwindles, they are forced to give longer and longer credits, to accept more and more doubtful accounts, and at last finally to confess inability to sustain the unequal combat. All this has happened to old-established business houses in the country, while younger places have prospered.

One of the best means that a commercial establishment can adopt to keep itself in the vanguard is to force itself and its products constantly before the consuming public by the agency of newspaper advertising. There is a disposition on the part of some firms to minimize the importance of this precaution—to trust entirely to the work of intermediaries. Thus many principles of business and manufacturing concerns come to be virtually unknown, and their agent is actually the great lever power that moves dealers to purchase. There is a serious disadvantage in this, because the accomplished intermediary may at any moment resolve to sell his services to another, or to start in the same line for himself, with the result that he takes a large share of the business acquired by his personal industry with him.

Merchants and manufacturers are constantly looking for means to combat this tendency. The man who carefully looks after his business, keeps serviceable goods, and is content with reasonable profit, has but to keep his good name and his good goods before the public, through the agency of newspaper advertising, and he will have little to fear from changes, whether in his own staff or in the altering circumstances of his competitors in business.

The most successful business men to-day are the most persistent advertisers.—London Advertiser.

BREADMAKER'S
DRY HOP
YEAST

Makes light white, wholesome, and delicious Bread.

For sale by all wholesale grocers, at \$1 per box.

Manufactured by

THE BREADMAKER'S YEAST CO.,

TORONTO, ONT.

A. H. BADGEROW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar
Manufacturing Co.,

79 and 81 Jarvis St., Toronto

Highest award, Toronto Exhibition.

DAVIDSON & HAY

Wholesale Grocers,
36 Yonge Street,
TORONTO, ONT.

Seasonable Goods.

Aylmer Canned Chicken, Turkey, Duck, Lunch Tongue, Pigs Feet, and Chicken Soup. Also "Clover Leaf" Lobsters and "Lynx" Salmon. Orders solicited.

Sloan & Crowther

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

CANNED GOODS.

CORN,
PEAS,
TOMATOES.

A full line of all kinds of Canned Fruits, Vegetables, Meats, Fish, Milk, &c., &c.

H. P. ECKARDT AND CO

Wholesale Grocers,
3 FRONT ST. EAST, TORONTO.

Thos. KINNEAR & Co

Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,

AGENTS FOR

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

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

47 Front St. E., - TORONTO.

BALFOUR & CO.,

IMPORTERS OF TEAS

AND

Wholesale Grocers

HAMILTON.

WARREN BROS. & BOOMER,

IMPORTERS

AND

WHOLESALE GROCERS,

35 and 37 Front St. East,

TORONTO, ONT.

SUGARS, COFFEES AND TEAS,
SPECIALTIES.

SMITH & KEIGHLEY

WHOLESALE GROCERS

AND IMPORTERS OF

Mediterranean Fruits.

JUST ARRIVED :

First Consignment

New Season's Japan Tea.

9 Front St. E., Toronto

EDWARD

ADAMS & CO.

ESTABLISHED 1846.

Wholesale Grocers and Importers of

TEAS,
SUGARS,
COFFEES,

Tobaccos, Wines and Spirits

95 & 97 Dundas St., London, Ont.

" MONSOON "

Is the Registered Trade Mark of the

PURE INDIAN TEA

That has become such a favorite.

These Teas have had a Three Year's
Test.

Particulars on application to

STEEL, HAYTER & CO.,

Growers and Importers,

11 & 13 Front St. E. Toronto.

J. W. Lang & Co.

Wholesale Grocers,
TORONTO.

E. LAZENBY'S } A Supply of
Celebrated } these Fine
Pickles } English
-AND- } Goods
Sauces. } now in store
33 Front St. East.

PERKINS, INCE & Co.,

41 and 43 Front St., Toronto.

IMPORTERS.

Just to hand :

NEW JAPANS

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

Send for samples and quotations.

J. F. EBY.

HUGH BLAIN.

DID YOU EVER

SELL ANY

CELLULOID STARCH ?

PRODUCES A FINE GLOSS.

TRY A CASE.

EBY, BLAIN & Co.,

Wholesale Grocers,

FRONT AND
SCOTT STS.

TORONTO.

INSPECTING EGGS AND BUTTER.

The New York Mercantile Exchange has two men in its employ who are a butter and an egg inspector respectively. Butter is sold on the Exchange in six different grades, and it is this grading of the various qualities which has made an inspector necessary. The qualities and conditions necessary to constitute the different grades of butter are all laid down in the rules, but the distinctions between the grades are so fine that it takes a man of experience in the business to decide in what grade a certain lot of butter belongs. As 1,750,000 packages of butter come into the New York market every year, the bulk of which goes through the Exchange, the importance of the inspector being a man whose judgment can be relied upon is apparent.

In grading butter there are five different things taken into consideration—the flavor, the color, the body, the salting, and the package in which the butter comes. The highest grade of all is the "extras," and in that the flavor must be quick and perfect, the body perfect and uniform, the color good, even and uniform, and the butter itself just sufficiently salted. The grades drop down through "firsts," "seconds," "thirds," "fourths" and "fifths." This last is made up of the most indifferent butter offered, except "poor" and "grease" butter, and it may be off-flavored, put up in any kind of a package, and either high or low salted, as the expression goes in the trade.

It will be seen that it takes a butter man of experience to decide between the different grades. The rules of the Exchange under which the inspector works are strictly laid down. He is sworn to make a just and honest report of all butter inspected, and it is his duty to inspect butter only on application from members of the Exchange. He must furnish the person whose goods he inspects a certificate of inspection, which is good for three days from the time it is dated. He has to keep a record of the persons whose goods he inspects, the date and the place of inspection, and the designating marks of the goods. He must inspect thirty per cent. of all lots, not exceeding fifty packages of one mark, and from that down to ten per cent. of lots not exceeding 1,000 packages. The charge for inspection ranges from fifty cents to \$3, according to the size of the lots.

In the event of a dispute between buyer and seller upon the grade of the goods tendered on spot contracts, the matter must be referred under the rules to the butter inspector. Very frequently a man buying a certain quantity of butter comes to the conclusion that it is not up to the grade for which the buyer has sold it. After the inspector has done his work and rendered his certificate, either party has the privilege of appealing from his decision to a special committee chosen from the seven members of the butter

committee of the exchange. This special committee is made up of one man selected by the buyer and one by the seller, and these two select a third in case they fail to agree. This decision is final as to the quality of the goods, and these arbitrators must declare before considering the question that they know nothing of its merits from conversation with the principals or otherwise. The party against whom the decision is rendered pays \$2 to each member of the committee for his services. The judgment of the inspector is sometimes reversed by the court of appeal, but as a usual thing he is sustained.

The egg inspector has a deputy under him, and has the privilege of appointing others if necessity requires it. The classification governing egg inspection is made up of "new laid," "fresh gathered," "limed," "refrigerator" and "held" eggs. New laid eggs are called from March 1 to Oct. 1, and must comprise 90 per cent. of full, sweet and

fresh eggs, while fresh gathered must comprise 75 per cent. of new laid eggs. There are three grades governing inspection in each of these classes, "firsts," "seconds" and "known marks." When the decision of the inspector is in favor of the buyer, the seller has to pay for the cost of the inspection and pay the buyer 5 per cent penalty on spot sales. The seller must take back the goods, too, paying all cartage on them, but if the market price exceeds the contract price over 5 per cent. the seller pays in lieu of the penalty the difference between the contract and the market price. There is the same appeal from the inspector to a special committee chosen in the same way from the regular egg committee, of the Exchange, says the New York Sun.

GURD'S

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

**Sydney Gibson's Cocoa**

Is carefully and scientifically prepared from the choicest ingredients that money can buy and

IS NOT AN IMITATION ARTICLE

The manufacturers do not ask dealers to handle an article gotten up in imitation of somebody else's,

But it sells on its own merits.

GIBSON & GIBSON, Manufacturers.
TORONTO.

- **ALL GROCERS** -
SHOULD KEEP

Cleans,
Scours,
Scrubs,
Polishes,
Brightens.



You
Will
Find
It
Profitable.

WON'T WASH CLOTHES.

ARMITAGE & CO.,

22 Bay St.

Manufacturers, TORONTO, CANADA



IT'S A DANDY!

WHAT?

BARM YEAST!

WHY?

Because it makes the sweetest bread, and never sours in the hottest weather.

SAMPLES FREE.

THE BARM YEAST MFG. CO.,

TELEPHONE 1920.

35 Wellington St. E., Toronto



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

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

Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c
PETROLIA, - ONTARIO.

EDWARDS, CATCHPOLE & CO'Y
MANUFACTURERS OF

French Blacking,
Stove Polish,
Writing Inks and Mucilage.

33 Wellington East, Toronto.

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

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

Goods from First and Best Markets. Quality warranted. Full assortment. New Crop Teas shortly expected. Orders carefully and promptly attended to.

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

202 McGill St., MONTREAL.

JACQUAND FRENCH BLACKING



PRICES

In cases of 6 gross each, assorted if necessary.

No. 2—\$2 00 per gross.
3— 3 00 "
4— 4 00 "
5— 6 00 "

5 per cent. discount cash.

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

ESTABLISHED 1841.

W. H. Schwartz and Sons,

Coffees,
Spices,
Mustard.

HALIFAX, N.S.

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.

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.

A. HAAZ & CO.,

Bonded Manufacturers of

Honey Dew, White Wine, Malt and Cider

VINEGARS.

74 Bagot Street, - Kingston, Ont.

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

Todhunter, Mitchell & Co.

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

:: TORONTO.

R. TEW & CO.,

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

10 FRONT ST. East,
(Adjoining Board of Trade Building.)

We invite inspection of our NEW decorated

SEMI-PORCELAIN WARE

in TEA,

DINNER

and TOILET SETTS.

Best value in the Market.



SALES MADE OR PENDING.

J. E. Asselin, grocer, Quebec, offers his stock, etc., for sale by tender.

C. Clemes & Son, grocers, Port Hope, Ont., have sold out to D. E. Scott.

Kennedy & Hopper, general merchants, Rapid City, Man., have sold out to Hopper, Bros.

W. G. A. Lambe, & Co., warehousemen, Toronto, have sold out to J. M. Davidson, who will continue the business under the style of J. M. Davidson & Co.

PARTNERSHIPS FORMED AND DISSOLVED.

M. H. Raggles & Co., grocers and crockery dealers, Halifax, have dissolved.

Dykes & Action, tea and coffee dealers, Winnipeg, Man., have dissolved. Each continues.

Blackburn & Dickson, general merchants, Dunmore, Man., have dissolved, A. R. Dickson continuing.

Gardiner, Ferrier & Co., spice manufacturers, London, Ont., have dissolved, and are succeeded by Jenkins & Ferrier.

M. Laing & Sons, pork packers, etc., are now made up of M. Laing, John Laing and James Neil. The style is unchanged.

Ford & Thompson, grocers, Moncton, N.B., have formed a new co-partnership, composed of T. Irving Ford and John Thompson.

Edward Adams & Co., wholesale grocers, London, Ont., have dissolved. A new firm is formed under the same style, composed of E. A. Cleghorn, Samuel Sreaton and A. J. Cleghorn.

FIRES.

Chas. Holt, grocer, Hamilton, is partially burnt out.

John McDonald, Acadieville, N.B., is burnt out. Insured.

REMOVALS AND DEATHS.

Pierre Chaboyer, general merchant, St. Laurent, Man., is dead.

James Frier, general merchant, Shediac, N. B., has closed his business.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.
Geo. G. Corbett, tea dealer, St. John, N. B., has assigned.

R. D. Beales, general merchant, Nictaux, N. S., has assigned.

J. M. Carroll, general merchant, Rogers Pass, B. C., has assigned.

Thos. A. Mosher, general merchant, Avondale, N. S. has assigned.

James Miller, general merchant, East Angus, Que., has assigned.

Robt. Cox, general merchant, Kingsport, N. S., is offering to compromise.

James Brown, general merchant, Weldford, N. B., is offering to compromise.

L. A. Mongenaise, general merchant, Rigaud, Que., has obtained an extension.

T. S. Kennedy, general merchant, Kintail, Ont., has assigned to C. B. Armstrong, London.

Geo. E. Oakes, grocer and confectioner, Trenton, Ont., has assigned to S. S. Young, Trenton.

A. L. McKechnie, general merchant, Mount Forest, Ont., has assigned to Henry Barber & Co., Toronto.

McLaughlin & Reynolds, general merchants, Manitowaning, Ont., have assigned to D. Blackley, Hamilton.

BUSINESS CHANCES.

GENERAL STORE TO LET. IMMEDIATE possession. Good front. Best stand in the village. Low rent. Apply J. K. Falconbridge, Richmond Hill. 30

HONEY—GOULD & COMPANY, BRANTFORD, are supplying grocers with pure honey. Write for prices and catalogue of bee hives, extractors, foundations, etc.

FOR SALE—One of the finest premises in London for groceries, flour and feed business. Prominent corner, building 26x90, 3 stores with 80 feet cellar. For particulars address F. Barnard, owner, 609 Dundas St., corner Adelaide St., London, Ontario.

BUY ONLY
THE BEST



THE GAIL BORDEN
Eagle Brand Condensed Milk

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

AS A FOOD FOR INFANTS IT HAS NO EQUAL

FOR SALE BY
Grocers and Druggists Everywhere.

ORIENT MILLS.

SINCLAIR, HOOD & CO.,

(SUCCESSORS TO W. A. BRADSHAW & CO.)

Importers and Manufacturers of

Coffees,
Spices,
Mustards,

CREAM OF TARTAR, BAKING POWDERS,
FLAVORING EXTRACTS, ETC.

48-50 Lombard Street, Toronto.

TANGLE FOOT**STICKY FLY PAPER**

Price 65c. per box. Each box contains 25 double sheets of Tanglefoot and one 5c. Holder (26 five cent articles).

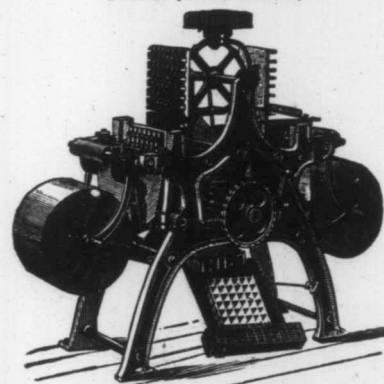
Trade mark registered in Canada.

Sold by all large wholesale druggists in Canada.

O. & W. THUM, Grand Rapids, Mich.

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

ORDER
IVORY BAR
SOAP



Make a Note
OF IT.

Johnston's Fluid Beef

Is the only meat preparation that makes

STRENGTH-GIVING BEEF TEA.

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

AGENTS FOR

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

The British America Starch Co., Brantford.

BRUSHES AND BROOMS

We make a speciality of lines which can be retailed at

15, 20, 25, and 30 Cents

For first-class trade, and which you can depend upon being right.

Send in your order or call and see our samples, and we will guarantee to fill it to your satisfaction.

**Woodenware,
Baskets,**

And a full line of

Grocers' Sundries.

CHAS. BOECKH & SONS,

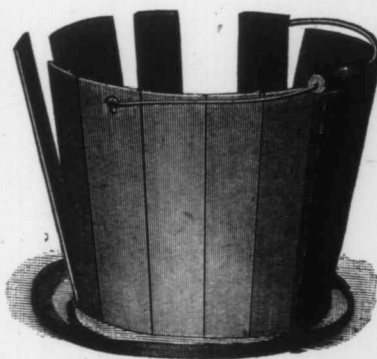
Toronto.

MANUFACTURERS.

Office and Sample Room 80 York St.

Factories, 158 to 168 Adelaide St. W.

CATCH ON!

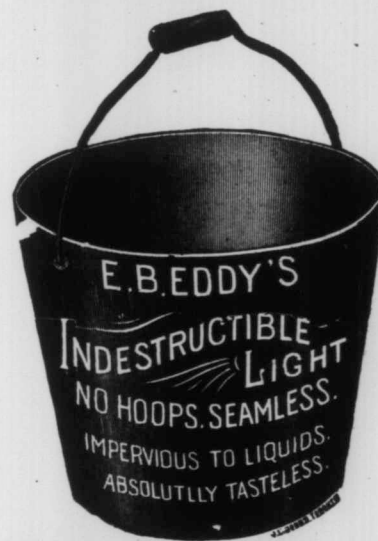


The Old Wooden Bucket.

The Neatest, most Durable, most Attractive and very Best Ware in the Market! The Cheapest because the most Durable!

These Superior Wares are moulded in one piece from wood fibre. No hoops. No joints. Cannot leak, shrink, swell or water soak. Will not taint milk or other liquids. Proof against hot and cold water, kerosene oil, benzine or naphtha

If your Wholesale Grocer does not keep these wares in stock, apply direct to the sole owners of the Patents and sole Manufacturers in Canada.



E. B. Eddy's Indurated Fibre Pail.

**THE E. B. EDDY MFG. CO.,
HULL CANADA.**

Women Who Know a Good Thing



When they see it all say that the "TARBOX" SELF-WRINGING MOP is indispensable to every well-regulated household, **LIGHT, HANDY, DURABLE** Wrung at arm's length without wetting the hands, thus avoiding CHAPPED, or Sore hands. No stooping or straining of the back. Sold everywhere. Ask your dealer for it and take no other. The name of "TARBOX" cast on every mop. Dealers will consult their interests by addressing us if they are not carrying a stock of the above mop.

TARBOX BROS.,

73 Adelaide Street West, Toronto
Sole Manufacturers.

SAPOLIO Is a solid handsome cake of SCOURING SOAP which has no equal for all cleaning purposes except the laundry. It will clean paint, make oil cloths bright and give the floors, tables and shelves a new appearance. It will take the grease off the dishes, and off the pots and pans. It scours the knives, the wash basin, bath tub, even the greasy kitchen sink. It brightens all metals except silver or gold. If you have not sold it yet, send your order at once to

EMIL POLIWKA & Co.

36 Front st., East, Toronto, Ont.

Dominion Agents.

**ADAMS & SONS'
TUTTI-FRUTTI
CHEWING GUM.**

The fastest seller the trade handles to-day

Other Staple Brands :

Bo-Kay, Sappota, Magic-Trick, etc., etc. See our price list page 21.
Send to Adams & Sons, 23 Church St., Toronto, Ont., for beautiful advertising matter.

GROCERS should try our two new lines, CHOCOLATE ICING and CHOCOLATE PUDDING, packed in two four dozen cases, either straight or assorted.

F. W. Schwartz, Halifax, N.S.

Agent for Maritime Provinces

The Cowan Cocoa and Chocolate Co. L'd, Toronto.

**TO THE TRADE
—IN—
Canned Goods.**

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

Faithfully yours,

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

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

CUT SMOKING :

- OLD FLAG.
GOLD FLAKE.
HAND MADE.

FINE CUT CHEWING :

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

MANUFACTURED BY

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

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, June 18, 1890. This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities as are usually ordered by retail dealers on the usual terms of credit.

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

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

BAKING POWDER.

Table listing baking powder products like Dunn's No. 1, Cook's Gem, Empire, etc. with prices per doz or per lb.

COOK'S FRIEND.

Table listing Cook's Friend products in paper packages and tins with prices.

BISCUITS.

Table listing various biscuit brands like Arrowroot, Abernethy, etc. with prices.

Table listing butter crackers, tea, wine, and other grocery items with prices.

BLACKING.

Table listing blacking products like Day & Martin's, Spanish, etc. with prices.

EDWARDS, CATCHEPOLE & CO'S

Table listing products from Edwards, Catchpole & Co's with prices.

JACQUAND FRENCH BLACKING.

Table listing Jacquand French Blacking products with prices.

BLACK LEAD.

Table listing Black Lead products like Reckitt's, etc. with prices.

TELLIER, ROTHWELL & CO'S.

Table listing Tellier, Rothwell & Co's products with prices.

F. F. DALLEY & CO.

Table listing F. F. Dalley & Co products with prices.

EDWARDS, CATCHEPOLE & CO'S

Table listing products from Edwards, Catchpole & Co's with prices.

BLUE.

Table listing Blue products like Reckitt's, etc. with prices.

TELLIER, ROTHWELL & CO'S.

Table listing Tellier, Rothwell & Co's products with prices.

BROOMS.

Table listing broom products like Carpet, X Parlor, etc. with prices.

CORN BROOMS.

Table listing corn broom products like Chas. Bockh & Sons, etc. with prices.

Table listing girls, railway, ship, cable, hearth, etc. with prices.

CANNED GOODS.

Large table listing various canned goods like apples, blueberries, corn, etc. with prices.

Table listing jellies and other products with prices.

CANNED MEATS.

Table listing various canned meats like corn beef, minced collops, etc. with prices.

MINCE MEAT.

Table listing mince meat products like Bryant, Gibbon & Co's, etc. with prices.

CHEWING GUM.

Table listing chewing gum products like Tutti Frutti, Bo-Kay, etc. with prices.

JAMS AND JELLIES.

Table listing jam and jelly products like Gooseberry, Strawberry, etc. with prices.



ALWAYS ORDER RECKITT'S BLUE.

Prices Current, Continued—

CHOCOLATES & COCOAS.

Table listing various chocolates and cocoas such as French, Caracacas, and Diamond, with prices per lb.

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.

Table listing Mott's products including Broma, Prepared Cocoa, Homopopac, and various chocolate sticks, with prices per lb.

COWAN COCOA AND CHOCOLATE CO.

Table listing Cowan's products including Hygienic, Iceland Moss, Soluble, and various chocolates like Mexican and Queen's Dessert, with prices per lb.

WALTER, BAKER & CO.'S

Table listing Walter, Baker & Co.'s products including various chocolates and cocoas like Baker's Vanilla, Caracacas, and Pure Prepared boxes, with prices per lb.

Table listing cracked cocoa in boxes and bags, breakfast cocoa, and decorated canisters, with prices per lb.



GIBSON & GIBSON'S

Table listing Sydney Gibson's Cocoa, Dr. Clark's Cocoa, and various chocolate products like Confectioners' Pure Chocolate, with prices per lb.

COFFEE.

GREEN

Table listing various green coffee beans like Mocha, Old Government Java, and Plantation Ceylon, with prices per lb.

WHOLE ROASTED OR PURE GROUND.

Table listing whole roasted or pure ground coffee beans like Java and Mocha, with prices per lb.

TODHUNTER, MITCHELL & CO.'S

Table listing Todhunter, Mitchell & Co.'s products including Excelsior Blend, Our Own, and various coffee blends, with prices per lb.

EXTRACTS.

Table listing coffee extracts like Dalley's Fine Gold, with prices per doz.

FLOUR AND MEAL.

Table listing various flour and meal products like Manitoba Patent, Ontario patents, and Oatmeal, with prices per bbl.

FLUID BEEF.

JOHNSTON'S, MONTREAL.

Table listing fluid beef products like Cases, No. 1, 2, 3, 4, 5, with prices per doz.

FRUITS.

FOREIGN. c. per lb.

Table listing foreign fruits like Currants, Filigras, Patras, and Dates, with prices per lb.

Table listing Figs, Elemeas, and Seven-Crown, with prices per box.

Table listing Prunes, Bosnia, and Raisins, Valencia, off stalk, with prices per bag.

Table listing Raisins, Sultanas, and Eleme, with prices per lb.

Table listing Lemons, Malaga, and Oranges, Florida, with prices per lb.

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GLASSWARE.

TAYLOR, SCOTT & CO.

Table listing glassware products like Lamp Chimneys, with prices c. per doz.

GRAIN.

Table listing various grains like Wheat, Barley, and Rye, with prices per lb.

HAY & STRAW.

Table listing Hay and Straw products, with prices per doz.

LARD.

Table listing lard products like 'FAIRBANK'S' REFINED COMPOUND, with prices cts.

MUSTARD.

Table listing mustard products like Durham, with prices per lb.

Table listing D. S. F. products, with prices per lb.

Table listing D. F. products, with prices per lb.

Table listing D. F. products, with prices per lb.

Table listing D. F. products, with prices per lb.

NUTS.

Table listing various nuts like Almonds, with prices per lb.

Table listing Almonds, with prices per lb.

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Toronto Biscuit and Confectionery Co's

Are giving unusual satisfaction.

SODAS Ask for the Yellow Boxes with Red Label, and take no other. Send for Price List to 7 FRONT ST. E., TORONTO.



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.

Redpath (Limited),
MONTREAL.



We are now putting up, expressly for family use, the finest quality of **PURE SUGAR SYRUP**, not adulterated with Corn Syrup, in **2-lb.** cans, with movable tops.

FOR SALE BY ALL GROCERS.

THE CANADIAN GROCER

THE CANADA MEAT PACKING CO.,
MONTREAL,
BEEF AND PORK PACKERS,

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

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

WRITE FOR QUOTATIONS.

:- HOW TO SELL GOODS :-

Send Ten Cents to the GROCER PUBLISHING Co. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

GROCER PUB. CO.,

6 Wellington St. W., Toronto.

TRAVELLERS' GUIDE

WM. PROUT. J. E. INSLEY, Manager.
LELAND HOTEL
 Corner Hastings and Granville Streets, one block from Railway Station and Steamship dock.
 Vancouver, B.C.
 PROUT & INSLEY, Proprietors.

THE COLONIAL,
 New Westminster, B.C.
 Headquarters for Commercial Travellers. Fine Sample Rooms. First-class in every respect.
 GEO. B. RAYMOND, Proprietor.

THE WINDSOR.
 Regina, Assa.
 First-class Family and Commercial Hotel.
 Good sample rooms. Livery in connection.
 MRS. DOIG, Proprietress.

THE SANITARIUM
 BANFF, N.W.T.
 Favorite Western Summer Resort. The best of accommodation for travellers.
 R. G. BRETT. H. BANSFORD, Mgr.
 Medical Director.

Grand Pacific Hotel
 KAMLOOPS, B.C.
 The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men.
 GREEDEN & SMITH, Props

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

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

LELAND HOUSE,
 Graduated Prices. Recently furnished.
 W. D. DOUGLAS & CO., Proprietors.
 The finest hotel in the Northwest. Pure spring water. Corner Main and Albert Sts.
 City Hall Square, WINNIPEG, MAN.

The Clarendon Hotel,
 Winnipeg, Man.
 RUTLEY & McCAFFREY Proprietors.

The Algoma House.
 PORT ARTHUR, ONTARIO.
 Beautifully situated, fine sample rooms. Special attention and accommodation for travelling men.
 MRRBILL & HODDER, Props.

PATERSON HOUSE,
 OWEN SOUND, ONT.
 One of the best appointed houses in Ontario, situated in the business centre of the town. All modern improvements. Headquarters for commercial men.
 A DUNCAN, Prop

SAW YOUR
 ADVERTISEMENT
 IN THE
 CANADIAN GROCER.

When writing to our advertisers please inclose the above

THE A. G. PEUCHEN CO.,
 ARE NOW MAKING
100 TONS
 OF
Pure Paris Green
 ALSO MAKING
300 bbls. of PAINT OIL.

See our New Catalogue containing 32 pages of all articles in the Paint Trade.

VARNISH A SPECIALTY.

THE A. G. PEUCHEN CO., Ltd.,
 Manufacturers Paints and Varnishes,
 TORONTO.

FAC SIMILE OF THE LABEL OF



The Best Scouring and Cleaning Soap in the World
 For cleaning wood work, pots, kettles, pans, floors, painted ceilings, windows, and everything in the cleaning of which a Scouring Soap can be used it has no Superior. It is a larger cake, lasts longer, does its work better, and is cheaper in every way than any other Scouring Soap. Out this out, and ask your Jobber to send you a box of Pride of the Kitchen. It is worth trying.

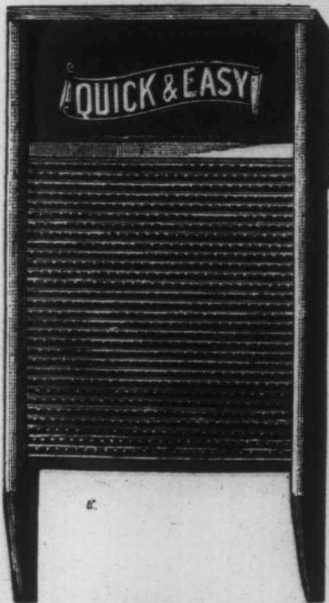
KIRK L. PERRY, Agent,
 TORONTO, CANADA.

"Quick and Easy"

IS THE BEST

WASHBOARD

The Brandon Manufacturing Co., Ltd., Makers
Strachan Avenue, Toronto.



This board has a double crimp and only the best materials are used in its manufacture all first-class grocers keep it.

TORONTO SALT WORKS,

128 Adelaide E., Toronto,

Sole City Agents for the "Canada Salt Association"

Dealers in all kinds of Table, Dairy, Meat Curing, Barrel and Land Salts.

The "Acme" Table Salt (new process) will not get damp or hard.

Two Silver Medals, at Industrial Exhibition, Toronto, 1890, for our "Acme" Table Salt and our "Star Brand" Dairy Salt.

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

CORTICELLI

SPOOL SILKS & TWISTS,
EMBROIDERIES & FANCY SILKS.

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

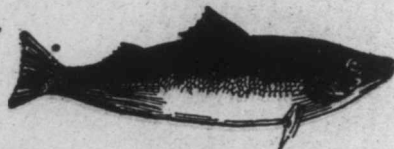
CORTICELLI SILK CO.,
ST. JOHNS, P. Q.

ORDER A CASE OF

OCEAN WAVE BAKING POWDER

From your Wholesale Grocer.

Sells itself after one Trial. Prices Current



Fraser River Salmon

"ROYAL"

- AND -

"BRITANNIA"

Brands of canned salmon are the finest packed in British Columbia. The canneries being situated at the mouth of the Fraser River are in a position to pack their fish fresh from the boats.

BELL-IRVING & PATERSON,
AGENTS,
Vancouver and New Westminster, B.C.

C. G. Hobson & Co.,

COMMISSION MERCHANTS.

AGENTS FOR

Princess,
Diamond
and
Stanley

brands of canned salmon. We pay special attention to consignments placed in our charge.

C. G. HOBSON & Co.,
Vancouver, B.C.

T. G. Williamson & Co.,

COMMISSION MERCHANTS.

TEAS, COFFEES, FRUITS, SUGARS, ETC

42 Front Street East,
TORONTO, ONT.

- PARISIAN - BLUE!

Is Stronger and More
Economical
THAN ANY OTHER BLUE.

It Does Not Stain the Linen.

TELLIER, ROTHWELL & CO.

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakes men, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made. Dealers will consult their best interests by waiting for our Travellers.

W. H. STOREY & SON,
ACTON, ONT.

REFRIGERATORS.

4 Grocers Refrigerators

FOR SALE CHEAP.

THOS. DAVIDSON & CO.,
11 Front St. W., Toronto.

ESTABLISHED 1856.

To please your customers sell Martin's Mount Forest Oatmeals.

Ordinary oatmeal is hard to digest because it is not boiled long enough.

By our New Process the meal is partly cooked and is easily digested.

If your wholesale grocer does not keep them write direct to

MARTIN BROS.,
Mount Forest, Ont.

Oats and Feed a Specialty.

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