

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

THE CANADIAN GROCER
 & GENERAL STOREKEEPER

PUBLISHED WEEKLY
 \$200 PER YEAR

VOL. VII.

TORONTO, JANUARY 27, 1893.

No. 4

Manufacturers by Special Warrant
 To Her Majesty THE QUEEN

COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS
 INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862 Only Silver Medal Paris 1875
 Only Medal Dublin 1865 Grand Gold Medal Moscow 1872 & 8

TO THE COURT OF HOLLAND AND THE KING OF ITALY TO THE COURT OF THE NETHERLANDS
 PURVEYORS TO H.R.H. THE PRINCE OF WALES

1878
 CROSS OF THE
 LEGION OF HONOUR

Bull's Head
 Trade Mark

MADRE E' HIJO (7 SIZES)

EL PADRE AND CAFE.

ASK YOUR
 WHOLESALE GROCER
 —FOR—
 RAILROAD AND STEAMSHIP
MATCHES

GUARANTEED
 Second to None.

H. A. NELSON & SONS
 Manufacturers and Wholesale Dealers
 56 AND 58 FRONT ST. W.
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SOLUBLE

MAKE SIMPLY WITH BOILING MILK OR WATER
 FOR SALE BY ALL GROCERS.

DUNN'S BAKING POWDER
 THE COOK'S BEST FRIEND
 Largest Sale in Canada.

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MENIER'S CHOCOLATE

ANNUAL SALES EXCEED 33 MILLION LBS.

TO HAVE IT ADVERTISED
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 YOUR CUSTOMERS WRITE TO
 C. ALFRED CHOUILLOU AGENT MONTREAL.

"LA CADENA" and "LA FLORA" The Cream of the Havana Crop.

ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT SMOKING TOBACCO
 FINE GOOD CIGARS. EXCEPTIONALLY FINE.

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The McKay Milling Co., Ltd.,

OTTAWA,

Manufacturers of High Grade Patents, Strong Bakers,
and Family Flours.

OATMEAL—Granulated, Mid Cut, Fine Cut, Flour Cut and Round Cut.

WE MAKE THE CELEBRATED **K-Y** ROLLED OATS.

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the MOST SALABLE
CONFECTION in the market, try BALALICO-
RICE. We are Headquarters for Fine Choco-
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WATSON'S COUGH DROPS

Will give positive and instant relief to
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Orators and Vocalists. R. & T. W.
stamped on each drop. Try them.

The Norton Manufacturing Co.

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Fruit, Paint, Lard, Baking Powder, Fish,
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CANS.

Capacity, fifty thousand cans per day.

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SAVES LABOR, SAVES EXPENSE,
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31 FRONT STREET EAST, TORONTO



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Pure Concentrated
COCOA.

Is the strongest preparation of Cocoa made, and is absolutely pure, without flavoring matter or any other ingredients.

It is recommended by the highest medical authorities for its marvellous purity and strength and solubility. It is a profitable line to handle.

The highest grade of Pure Cocoa manufactured. For sale by all leading dealers.

Toronto Office, **J. S. FRY & SONS**, 43 1/2 Wellington St. E.

PRESERVITAS

The use of this product has enabled Australian Butter Makers to capture the English Butter Market and obtain higher prices than is paid for any other make of butter—See Editorial Notes Canadian Grocer, in issue of Jan. 13.



FOR preserving Butter, Milk, Cream, Eggs, Meat, Poultry, Game, Etc., during the Warmest Weather.

Wanted, one Dealer in each District to sell Preservitas to Dairymen.

Consignments of Butter, Gheese, Bacon, Lard, Eggs, Etc., solicited for the Markets of London, Liverpool, Glasgow and Halifax

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Have advanced and are advancing. We can offer special values in

Japan Nibs 12 1/2 to 14c.

IN Japan Teas 13 to 15c.

Barbadoes Molasses Advanced 2c. per gallon.

WE HAVE NOT CHANGED OUR PRICES FOR

Choice Porto Rico in barrels 32c.
Half barrels 34c.

Full Supply of **DRIED FRUITS** Currants, Raisins, Prunes, etc., etc.

Lightbound, Ralston & Co.,

Wholesale Grocers,

MONTREAL,

THE E. B. EDDY CO'S
MATCHES

Indurated Fibre Ware,
 Woodenware,
 Washboards,

TEA, TOILET, TISSUE

and WRAPPING PAPERS,

Are sold by all Wholesale and Retail Dealers in Canada.

Are recommended by all Users, and

Are fully guaranteed by the Makers.

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Vol. VII.

TORONTO, JANUARY 27, 1893.

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

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

HEAD OFFICE: 10 Front St. E.
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Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

In his inaugural address before the last meeting of the Toronto Retail Grocers' Association President Clark strikes the keynote of progress. He has our congratulations and best wishes of success for the course he therein briefly outlined. If he is well supported by his fellow-members—and the hearty acceptance of his views by the meeting indicates that he will be—the current year will be a bright one in the history of the Association. There is a large amount of latent usefulness in each member which can be developed by the plan Mr. Clark recommends—that is, the preparation and reading of papers upon matters of moment to the trade. It will be educative in two ways, both to those who give and to those who receive, the exercise of the observing and investigating faculties being of mental value to those preparing the papers, while the diffusion of the information so imparted will enlarge the general stock of information. The idea of a question drawer broached by Mr. Clark is also an excellent one, in fact one of the very best that could be adopted. If it is made liberal use of it will be a fertile

source of enlightenment upon obscure or doubtful points, and will be a means of unifying the action of members in many ways. The practice of inviting wholesalers to address the Association upon special subjects cannot but tend to draw more closely together the wholesale and retail branches of the trade in this city, and that feature of it is as valuable as its educative purpose. THE GROCER will do all it can to further these and other useful objects of the Association, by keeping track of association movement in this country, the United States and England, and by publishing from the proceedings of other bodies whatever is analogous to doings here or is worthy of imitation. For THE GROCER believes that the more the Toronto Association improves, the more the general trade of the country will be benefited by this paper's reports of its meetings.

While the year is young it is a good time for the members of the Retail Grocers' Association, both as individuals and as a body, to insert punctuality as one of the unwritten principles of their constitution and their un-deviating practice. The adoption of 10.30 p.m. as the hour of adjournment of all meetings puts it out of the question to make up by lateness of sitting for lateness of assembling. There should be a unanimous purpose on the part of members to come early. The delays in waiting for the arrival of a quorum at meetings of committees have been a cause of annoyance to such members as are usually on time, and prove that the lack of punctuality at the regular meetings is not chargeable altogether to members not in office. At the last monthly meeting, Mr. Gibson, the Vice-president of the Association, who is chairman of all committees, declared upon taking office that he would not give any indulgence to this practice during the current year. He would make it a point

to be on hand promptly at 8.30 on the evening appointed for any committee meeting, and if his colleagues were not there at that time he would not remain. Let all be prompt to the minute of meeting, and business will be lighter and brighter. When the proceedings are dragged out to late hours they partake of the dull spirit of sleepy men.

* * *

A partially disabled pumping service, the upheaval of the steel conduit that carries Toronto's water supply across the bay, and the fractures at several of the joints of that conduit threatened at one time to leave the city with an empty reservoir. The week before last indeed the pressure was so feeble that people living on the higher levels were without water for domestic uses, hydraulic elevators could not be run and the city was left almost without fire protection. This last condition was the most serious. The apprehension of such danger caused some disquietude, as the most trivial fire, which could be quenched by a few pails of water, might be the beginning of a terrible conflagration through the want of a pressure sufficient to throw a stream on the flames. The fire insurance companies looked upon this state of things with some alarm, and the Board of Underwriters showed an inclination to raise the rates. This would have been most heavily felt by the business men of the city, just at a time too when they would be most likely to avail themselves of insurance protection. The city underwriters had the reservoir and pumping station inspected the other day, and as they found a great improvement in the supply, it is supposed the inspectors will not report for an increase in the rates. They will, however, recommend that the city at once secure two large steam fire engines. Until the waterworks system is in better shape, merchants in this city will need to be very careful to take no chances from danger by fire. Carelessness as to

matches, stoves, furnaces, etc., may be the beginning of a disastrous ending.

* * *

The Markets and License Committee of this city has blotted itself out of existence. The question which its self-effacement brings before the interest of the local grocery trade is: Upon what authority shall its duties devolve? It is pretty certain that they will be divided up. Some of the aldermen are apparently in favor of putting all licenses under police control. The inspection of fruit and provisions is proposed to be added to the functions of the health department. Both of these changes would probably be satisfactory to the grocers. They have long recognized the difficulty of enforcing the observance of the pedlars' by-laws, with so small a staff as the license inspector has at his command. On the other hand they look upon the police as the fittest persons to be the guardians of these laws. At present a pedlar may have a license or may not; he may display his badge or conceal it; he may have more assistants than his license calls for; and may be trading irregularly under the noses of a dozen police men, and remain unmolested. The offering of diseased and contagion-spreading fruit by unwashed Italians is a matter that should be checked by the Board of Health, and long ago THE GROCER recommended that all pedlars' fruits, etc., and the conditions of storage be regularly examined by health inspectors. This would lead to the condemnation and destruction of much of the cheap and dangerous trash that now is so injurious to the trade of rent-paying grocers. The pedlars have their friends, however, in the new council. Ald. Stewart, the chairman of the committee that has just extinguished itself, has a motion before the council to remove the restrictions confining pedlars to particular streets, and another one providing that no increase be made in pedlars' licenses. Ald. Frankland has declared the licenses in many cases tyrannical. He is the mover of a resolution requiring that the license department be abolished and that the business of issuing licenses and weighing of potatoes be done by the City Commissioner's department; that the outside inspection be done by the police, and the inspection of meat, cattle and fruit be done by the Medical Health Department.

* * *

The accident insurance companies will no doubt look with satisfaction upon the change that is proceeding by degrees in the

street railroads of the country from horse cars to electric cars. The change ought to be a good thing for their business. Traders who place any value upon their delivery service will find it a prudent thing to get horse and wagon under an accident policy, and the intrepid man who has the driving of the horse had better advise with himself if it is not wiser to drive more carefully and look to safety rather than despatch in landing his parcels. People on the street report some hair-breadth escapes of reckless drivers who have tried to take precedence of trolley cars at crossings. Owners should caution drivers that this is dangerous to situation as well as life.

* * *

It is not altogether certain that the grocers of Toronto will have pure ice for their refrigerators next summer. Ice dealers, in disregard of the by-law, are cutting on the Don and other forbidden places, and the brewers are supporting them in doing so, the latter claiming that they can better afford to pay the fine than to pay the difference in the cost of ice brought from outside points. Charges have been laid before the Police Magistrate, but he has adjourned all cases until a pending appeal decided. In the mean time cutting goes on. The Grand Trunk Railway Co. has further complicated matters by withdrawing the special rate it had allowed to ice dealers, on the understanding that ice would be brought from Lake Simcoe. It now returns to the rate of 85c. a ton. Its reason for cancelling the 55c. rate is the action of the city in granting permits to cut ice on the Don and elsewhere. Another element in the caldron of trouble the ice-question is involved in has been added by the Grenadier Ice Co. A member of that company has issued a writ against the city of Toronto claiming \$30,000 damages by reason of the medical health department condemning and prohibiting the cutting of ice on the Grenadier pond. The plaintiff claims that analysis has shown that the water of the pond is absolutely pure.

* * *

It is now time for Canada to stand upon her rights in the British market. There may have been a time when it was prudent to keep the term "Canadian" in the background, when either the quality of our products or the prejudice of British consumers stood in the way of a consumptive demand in the United Kingdom for goods bearing Canadian labels or brands. In those cir-

cumstances British shopkeepers found it to their interest to represent our goods as of domestic or foreign production. Thus, not so long ago, our butter was not much to our credit, and both Canadian shippers and British retailers were content not to obtrude the name "Canadian" upon consumers. Now, however, our butter is rising in the esteem of the British people and we begin to want the advertisement that should accompany its better standing. Prof. Robertson, in the report he has prepared of his visit to England, draws attention to the fact that our cheese is to a very large extent retailed as "best English." The retailers who thus deprive us of our rights are of course reaching out for high prices, but they could get them just as readily if they would give us our due. They could easily show that "best English" is no better mark than "choice Canadian," and if they would lend their influence to make the latter the distinguishing term for the best cheese they would make as much money. We object to United States shippers using the name "Canadian" to cover inferior cheese. We just as logically and as strongly object to English sellers suppressing our merit.

* * *

A reader draws our attention to the advertisement of a retail competitor in a local paper, and asks if this is legitimate business. There can be no two opinions about whether it is or not. The advertisement announces that a list of prices therein given will hold for but two hours, on Saturday evening. The prices are marked down forty to fifty per cent. below regular quotations. The advertiser takes the precaution to say the supply of goods is limited, and that therefore they will not be sold in large quantities, nor sold to other merchants. This sort of offer is used as a crowd bait. People are expected to muster in droves and make a lively two hours, not only in the lines sacrificed but in other goods as well. It is on the other goods that the salesmanship will be concentrated and the profit will be made. There will be no forcing of business in canned corn and peas at 5c. The warning of the advertisement that the stock of these cheap goods is low will come in handy to cover a timely retreat when orders are too numerous. The goods will run out, but that is no reason why the crowd should be allowed to go. They will be plied hard with offers of something else, and will probably be induced to buy liberally and pay liberally too. Such trade has its disadvantages. It does not build up public confidence in a man, and is therefore not a stable basis to go either far or long upon.

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SUN-DRIED AND EVAPORATED APPLES.

The course of the dried apple market has this year been peculiar. Though the supply was large it had the benefit of a demand of unusual capacity. This latter favorable condition was due to shortage in the crop of raw material in the United States, a shortage which occurred in spots, the spots coinciding with the districts convenient for the production of dried apples and always connected with that industry. United States exporters consequently had to cast about for supplies, and that brought them on this market. Of course the price in that country ever reached a point that the people of the United States could afford to consume our apples. The duty would prevent that. But there was an unusually large quantity of sun-dried fruit bought here by United States shippers, and carried through in bond for export. Though the demand was a roomy one it did not favor any price-nursing policy on the part of holders. If the fruit could not be got at a price that would leave the shipper a margin it would be left with the holder. The bulk of the purchases have been made from country holders at 4¼ to 5c. There is still a good market, but stock appears not to be offering freely. The very large quantities already handled by buyers would indicate that this backwardness is due to the want of stock, and not to any rise in the ideas of holders. Of course the supply can be replenished. There is undoubtedly a good deal of whole fruit in the country, for which, unless it is superior stock, there is not an inviting market. It will depreciate with holding, and can be sold at about \$1 a bushel if made into dried apples. This is the most profitable way of disposing of it, and this plan will almost certainly be followed. The buyers of green fruit last fall, who had such bright visions of the future export market, often purchased at prices that could not be realized. Many of these, though they had paid their forfeit, allowed the contract to lapse and left the apples with the growers. In this way it comes about that there are considerable quantities of raw material in the country that holders had expected to get rid of at high prices early in the season. The demand will widen in spring, and it is likely there will be a place found for every quarter that can be picked up.

The call for Canadian evaporated apples has likewise been strong and steady, and has swallowed up an unusually large pack, for this year's output has been a very large one and there is a very small remnant of it left unconsumed, or at least unshipped. Its speedy absorption is also owing to the shortage in the United States crop. The price has ranged from 7½ to 9c. But the demand has drawn a sharp distinction between old and new stock. Nobody wants old fruit, and it would be no trouble to col-

lect five or six cars of it at easy prices, some of it being purchasable at 5½c. This oldstock is reminiscent of the dreary failure to effect a corner in evaporated apples a year ago. Operators bought a good deal of stock, but found that their fiat could not make the price it was to be again sold at. Exaggerated ideas spoiled the market and spoiled some of the fruit too, some of the residue now offering being rather sour smelling stock.

Dried apples have been a satisfactory line this year to the general merchant. He may not have realized a big margin of profit upon them, but they have been more readily convertible into money than most other lines of produce. Where he has taken them in trade or on account, this is no small consideration, as it enables him to bring a barter trade pretty closely to a cash basis. The fruit being marketed in the fresh state, and not held for high prices, its value was always obtained and the market was always receptive.

THE COUNTER TEA MIXER.

W. H. Gillard & Co., wholesale grocers, Hamilton, are introducing to the trade an article that certainly has not appeared before its time. It is the Counter Tea Mixer, an indispensable adjunct of the retail grocery trade. The need of such an article has been strongly felt for a long time, and it is that need which has summoned this particular Mixer into existence. It is an entirely new thing, it is admirably adapted for its purpose, a well-defined want awaits it, and it will soon over-run the whole grocery trade. The grocer now rightly looks upon his tea business as the mainstay of his trade. His customers' taste, happily run towards mixtures and thus in the direction of his own profit. People are becoming more and more sensitive to the odor and flavor of foreign substances in their tea, and the handling of fish, soap, onions, tobacco, oil, and like goods is fatal to the cleanly intermixture of different kinds of tea by the hand process. These facts have created the conditions which called for the Counter Tea Mixer, and very fully the Mixer corresponds with all the circumstances of the want it is intended to fill. Everywhere that Gillard & Co.'s travellers have shown the Mixer, it has commanded an order, though it has been but a matter of days since the travellers had samples to show.

The Mixer is made entirely of hard brass (highly polished), and with ordinary care will last a lifetime. It is handsome in appearance and an ornament to any counter. It can be placed on the scale with a counter weight and the tea weighed in the Mixer. It saves time—a pound of tea can be mixed perfectly in two seconds. A few revolutions of the Mixer and the tea is better mixed than if mixed by a scoop or by hand for half an hour. It attracts attention and increases sales. It pleases customers to see tea thoroughly and nicely mixed. The verdict of

present users is, that it is the handiest article ever placed on a counter, and a grocer using it a few days would feel lost without it. Sent by express to any address on receipt of \$1.50. Nickel-plated 50c. extra. Readers are referred to the advertisement on another page.

THE CHEAP VALENCIAS.

THE GROCER has referred from time to time, both specially and in its regular market reports, to the offerings of cheap trashy Valencia raisins to the trade this season, and the likelihood of importers who were tempted by the low offers and bought the goods losing money. This becomes more and more of a certainty as the season advances, for the fruit is offering for almost anything, and the unfavorable reception that it has got must be disheartening to interested importers. The fact that the fruit has to be sold, if possible, is working an immense amount of harm to business, for buyers in the country who hear of low offers at the big markets like Montreal and Toronto don't stop to consider the pros and cons of the subject, or realize thoroughly what such low figures mean, in the face of comparatively high prices on sound fruit. If so they would see at once that a seller could hardly afford to sell merchantable goods at 4c. and under with seconds regularly quoted at 4¾ to 4½c. in round lots from first hands in Montreal.

A comparison of the range of prices on this cheap fruit since it was first offered, considered in relation with the regular course of the market, is another argument for careful discrimination. Valencia raisins have ruled in light supply throughout the fall and winter, and the basis of value on seconds to firsts has been a pretty steady one, between 4½ to 5½c., according to quality. Yet in the face of this, offers of this cheap stock have been made at steadily declining figures. On its first appearance it was offered at 4¼c., and some were sold, but the quality was so disappointing that the buyers would not accept delivery. This was followed by offers at steady fractional declines—first to 4¼c., then 4c., and now less than 4c. would certainly be accepted to effect a sale. It must be something very special that induces this spirit of concession, especially as several consignments of good seconds have been received and turned over between the 20th December and the present time in Montreal on a basis of 4½c. from first hands. Buyers no doubt can argue for themselves on these premises, and although the market cannot be called active, the moderate but steady volume of business that transpires in good to prime fruit on a fairly steady basis, infers that a good number have made up their minds and are acting accordingly. The reluctant ones will no doubt follow suit and in this event a still lower offer on the poor stock may be expected.

A BIG JUMP IN EGG PRICES.

The egg market is a decidedly interesting one at present, and some Montreal operators who got control of respectable supplies earlier in the season are correspondingly happy. The past week was one of the most successful of the season, and the wholesale turnovers have had a very satisfactory effect on prices. A jump of from 4 to 5c. has been made. This is due principally to the demand on American account, which has averaged over 400 packages daily for the past fortnight, which means a respectable aggregate. As high as 22c. has been paid for Montreal limed, in lots, and 23c. has been made on single cases. The light supply is another strong factor for arguing higher prices, Montreal picklers claiming that they have very little more than enough to meet actual requirements. Of course the local consumptive demand is somewhat restricted on account of the advance in prices, but this does not bother holders at all, as they are confident in view of the condition of the market, of realizing their own prices.

MOLASSES A GOOD THING.

The available supply of Barbadoes molasses in Montreal at the present time is smaller than it has been in years, and holders have a correspondingly high idea of the value of their property. At the end of the year it is doubtful if there was much over 2,000 puncheons to be had. Since that time the absorption on account of the regular consumptive demand has pulled stocks down materially, so that everything will be wanted to supply the trade between now and next spring. In fact 1,000 to 1,200 puncheons is given as the stock, and as it is all in second hands and principally controlled by two French wholesale houses, it would take a considerable inducement in the shape of an advance to make them deprive themselves of supplies for the benefit of others. Accordingly no offer for a round lot will be considered now, as the steady jobbing demand to fill actual wants on the basis of 34c. is quite satisfactory to holders. In fact, there are some who calculate on the possibility of a shortage between now and the time new supplies are received in the spring, and look for higher figures. This position of affairs means some handsome profits to some Montreal dealers who bought when prices were around 28 to 29c., and the word "molasses" brings a complacent smile from some and a disappointed grimace from others. Reports differ of the margins made, but they ran all the way from \$3,000 to \$8,000.

ASSOCIATION ITEMS.

Here are a few of the questions asked at a meeting of a grocers' association in Michigan:

How many grocers in the city know how to run a good grocery?

What would be the result to our association if we would all change to the cash system, and not take orders?

Do grocers, as a rule, give a treat to a customer each time he pays his account—say weekly?

Is it profitable for dealers to take orders?

What makes cleaned currants worth from three to four cents per pound more than uncleaned?

What benefit does a grocer derive from cutting prices?

An agent has been employed by the Minneapolis Retail Grocers' Association to work among the grocers, to see that agreements are lived up to, and to work for the general interests of the association. So many grocers of the city appeared indifferent to their own welfare that the association found it necessary to resort to something like heroic measures to bring about a better state of things. The whole time at the last meeting was taken up in discussing the question of giving the special agent method a fair trial, and it is hoped good results will follow.

The Boston Retail Grocers' Association had a big reunion at its twelfth annual dinner last week.

A new grocers' association has been started in Brockton, Mass. The members have signed an agreement to stop giving credit to chronic dead-beats. If any member trusts a blacklisted consumer, that member is fined \$25.

THE INDIAN AND CEYLON TEA CROP.

In all probability, says The Englishman, the Indian tea crop of 1892-3 will not exceed that of the previous season, and even the most sanguine can only look for an infinitesimal increase. With the prices ruling at the opening of the season such a falling off in the anticipated increment for the season of 10,000,000 of pounds would have meant ruin to many planters, but fortunately the home market during the past three months has awakened to the fact that the supply from India will be far short of that anticipated, and with Ceylon equally deficient, and China showing its annual decline in export, prices have risen. The averages realized at the last few public auctions in Calcutta must have gratified managers as well as shareholders. It may be said that the rise in price has more than compensated for the falling-off in out-turn, and that prospects for the coming season are brighter than they have been for several years past. The supply of tea is certainly not equal to the demand, and stocks at home

will be depleted before the next crop can be placed on the London market. In former years, when Ceylon had not entered the arena as a serious competitor, the prospects would have been more than bright, but with this vigorous competition the spring season at home is no longer what it was for Indian planters. The new Ceylons now reach the London market at the very time when India is barely beginning to manufacture for the new season, and of necessity it will benefit first from the depleted state of the home market. But India must also gain with every pound of tea sent forward early in the season. Under the circumstances the question of pruning will occupy the serious attention of the planter during the next two months, for he must know that as he prunes so he will reap, either early or late. This is specially true of those parts where the China plant predominates. The fact to bear in mind is that in the coming season the race will be to the swift, and the advantage will rest with those who get their teas first to market. Darjeeling and the Duars are to a certain extent favorably situated in this respect. Although the heavy prices that are now being realized will more than compensate for the shorter out-turn, the remark must be taken in general sense. There are districts such as the Darjeeling Terai, where, owing to the ravages of mosquito blight, no rise in price can cover the disastrous yield of the present season. So serious, indeed, is the situation in some parts that there is nothing for it but abandonment, and that means instant sacrifice of invested capital. In many instances not a third of the estimated crop has been gathered. Mosquito blight set in unusually early, and with its appearance many gardens ceased to yield. It is no exaggeration to say that the many lacs of rupees that have been spent in opening up the Darjeeling Terai have been practically thrown away. All endeavors to deal with the blight have been unavailing, and in many instances it has been decided to allow the garden to run into jungle for a period of, say, two years. So far, the low China plant has succumbed to the attack of the pest, but in some cases even the best plant has begun to feel its effects, and the neighboring district of the Duars has this year found it spreading. Mosquito is as deadly as the leaf disease in Ceylon, and it is but poor consolation to learn that other districts have so far escaped the blight. It would surely be worth while if the Tea Association were to secure one of the abandoned gardens in the Terai, and institute at the general test a series of experiments with the object of discovering a cure for the disease. This very blight at one time threatened North Assam with ruin, and it is said to have disappeared after a few years, but nothing certain is yet known as to the causes which led to the sudden migration of this terrible pest. It is indeed lamentable to see a model tea garden, otherwise healthy and well cultivated, and to know that every shoot that appears is doomed by this plague. An expert is now in the country from the Tea Association analyzing the various soils, and this may lead to some good. But so far his services have not been directed to the district where blight is so prevalent, and which is now on the point of being abandoned wholesale. Obviously that is the point to which the investigations of the expert should be directed, for it is the latest battle-field upon which this pernicious insect has inflicted a serious reverse on human industry and enterprise.

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DINNY CALLAHAN AT THE TORONTO RETAIL GROCERS' "AT HOME."

"Oi wuz to the Groshers' 'At Home' lasht noight, Moike, an' such a toime ez Oi had—yez niver saw the loike. Oi wuz invited be the boss. Sez he, "Dinny, me bye, would yez loike to go to the ball this evenin'?" "Fwhat Ball?" sez Oi. "Why, the Toronty Retale Groshers' Annual Conshert and Ball down to Mishter Harry Wibb's Atin' House," sez he. "It will be a grand trate fer yez, Dinny, Yez will see all the grate min an' masher moulds o' the thrade there, an' the purty gurls—think o' that, Dinny; an' the atin' an' drinkin'."

"All roight," sez Oi, thinkin' o' the purty gurls an' the lushins an' that, "much obliged to ye, Ol'm shure," an' wid that the Boss raches me out a pashtboard wid some writin' printed on.

Win Oi had the ould horse comfortably tucked away for the noight in the barn an' grabbed a bit o' tay, Oi goes to me room above the shtable an' drisses meself in me besht clothes, me softesht brogans on me fate, wid a high rollin' shtand up collar around me shwan loike nick, an' an illigant green nicktol spotted wid rid, an' a pair o' brown mitts on me fingers, an' shteps on the throlley an' down Oi sails to Wibb's.

Win Oi raches the Atin' House Oi walks through the dure an' up to a table where a foine lookin' gntleman wuz sittin' shtrokin' his flowin' moustache an' lookin' purty, an' whispurin' funny things to a dark haired son o' Paletoine by his soide. Ez Oi walks up the foine lookin' gntleman shtops me, an' lookin' me up an' down, sez, "Oi think yez hev mish-taken the place, mol frind, this is not a fancy driss carnival, or are yez lookin' fer yer brother freaks at the Musee?" "Bad cess to ye ye grinnin' shpalpeen," sez Oi, "d'yez know who Oi am? Ol'm Dinny Callahan as drives the delivery waggon for Patrick Doolin, the Queen shtreet grocer, an' here's me card," an' wid that Oi shlaps down the pashtboard Mr. Doolin hed given me, an' marches up wid a lot o' other fashionable ladies an' gntlemin just coming in.

Win Oi gets to the back part o' the room another illegant arishtocrat shtops me and sez, "Lave youre ulsther an' fur cap down here before interin' the ball room." "All roight," sez Oi, wid a wink. "Fwhat interist d'yez charge for four months on me coat an' cap?" He looks at me wid olys loike two saucers an' sez, "This is not York shtreet, mol frind; yez don't see three balls here—only wan," an' wid a grin loike an alligator he hands me out a shlip o' paper wid a number printed on it, an' thin Oi sees at wance it wuz a new game.

Ez Oi wint up the shtairs a'feelin' noice all drissid in me besht clothes Oi runs agin me ould Hamilton Boss, Mishter Adam Ballantine, whose beautiful shtore is the proude of John shtreet south and an ornament to the residents of Corktown. Wid Mishter Ballantine wuz a ladin' grocer o' the Ambitious City, Mishter Chas. Bremner. Oi wuz plazed be-yant expression to see me ould frind, an' loike the gntleman he is, he introduces me to all the grate groshers, green an' dry (an', judgin' by their looks, mosht o' them wuz very dry indade), drissid in shwallowtail coats, white gloves, an' a whole billed shirt all visible to wanst. Ah, Moike, they wuz illigant gntlemen, but they didn't seem to know lwhat to do wid their hands an' fate, they wuz shquirm'n round so an' feelin' o' their

white necktols an' shtand-up collars an' pressin' out the crases in their new shtore pants.

There wuz Mishter Booth, the re-toired ex-President, and Martin McMillan (bless his honest sowl) sittin' on the table in the hall, handin' out programmes an' pressin' out the wrinkles in their new pants an' pressin' fresh wrinkles in the tails of their cutaway coats, both of them tryin' to look "At Home," wid the odds agin 'em tin to wan. An' then Oi wuz presented to President Clark, an' a foine gntleman he wuz, indade. He wuz a troifle nervous in his new suit, but had a shmoule fur ivirybody, an' although his new kid gloves wuz two solzes too shmall an' burstin wid "suppressed feelin'," (moin'd the joke, Moike), he niver moin'ded it wan bit.

Mishter Clark took me into the concert hall an' prisinted me to His Honor Judge Gibson, the celebrated buther, eggs, an' dairy expert. Sez Oi to the Judge, win he had prodded me in the ribs, "It's a foine noight to-noight, an' it's a foine crowd yez do be havin' here." Wid a couple o' licks o' his rosy lips an' a dozen or so winks o' his ristless olys, he sez, "Yes, it's foine, very foine, an'" (stoopin' down an' whispurin' in me ears so ez Clark couldn't hear him) an' Oi did it, me an' Mills over there lanin' up agin the lunch counter. Wid a wink at Mills that gntleman comes over to us, an' Mishter Gibson introduces me to the distinguished missionary to the pedlars.

Ah, Moike, it wuz wid feelin' of satisfaction an' proide Oi grasped the hands of the different distinguished merchant princes, an' Oi wur wizhin' yez had been wid me. But, Moike, me heart nearly burst wid joy win Oi looked around the ball room, an' me oyles rested on the picture of beauty forninst me. Ah, Moike, yez may brag about the gurls in the west or the east or inywhere, but the shweet gurls of Toronty that wuz at this ball wur the prittiest the sun shines on. They wuz purtier than pictures in gilt frames, wid their purty drisses an' flowers an' plisan' shmoules.

Then there wuz the illigantest shweetest music by Gilonna's (divil a bit can Oi pronounce the nagur's name) Oltalian band. Oi niver took much shtock in them Dagos, but, Moike, them fellers can make a corpse dance. Me feet wuz ristless at the ind o' the second bar.

Oi could tell yez much more o' interestin' things o' this grate ball, about the concert, the singin' of Mishter Cowan's Dimmock, the radin' an' recitin' of Mishter Smiley, and the wonderful ventriloquistic performances of Mr. Simpson, but Moike, I know yez would loike to hear about the distinguished company more than anything.

Oi wuz lookin' around the room whin me oi risted on Mishter Kinnear (Tommy) for whom yez used to travel in the city till yez asked him fur a raise, whin he foired ye to break in another unsuspectin' duck like yourself. Oi had me oyles on him, an' thought Oi saw him lookin' about in the crowd fur a new traveller, but Oi wuz mishtaken; he wuz lookin' round for his bosom frind, Mishter Lang. Thin Oi saw Mishter Larkin in the corner of the room wid wan hand on Mishter Butcher's shoulder an' the other in his trouser-pocket, an' I knew then he wuz lecturin' on Salada tea.

Genial John Shloan wuz there an' cast-in' his beamin' shmoules around in his usual happy manner, an' Oi noticed ivirybody wuz tryin' to shake hands wid hi to wanst. Oi did not see his partner Mishter Crowther, but wuz towild later

in the evenin' that that gntleman wuz tryin' to foind the profits they had made in canned goods lasht year, but the hopeless tashk wuz loikely to make him walk more stoop-shouldered than iver.

Oi heard a frightful noise from a corner of the room an' then a breakin' o' the bass fiddle in the band. Percy Eckhardt had laughed. Mishter Eckhardt wuz relatin' to a bivy of friends how he had shtuffed Mishter Kinnear wance about the travellin' expinses of his min, how they could thtravel illegantly on wan dollar per day, and Mishter Kinnear had gone right to his shtore an' charged up all back expinses, including postage on orders sint in an' car fare of his city traveller as well.

An' thin there wuz Mishter Willie an' Mashter Jamie Ince hobnobbin' wid Quartermaster Adams of the 48th Highland Regiment. Mishter Adams wuz drissid this noight; he had on his breeks—he wuz not wandering round in dishabille. Oi notished Mishter Adams was dancing ivery dance an' perspiring loike it wuz July 1st an' he on parade.

Thin there wuz Mishter Harry McCuaig, bither known among the byes as the "Monsoon" brand of pure Indian tay. He troid for half an hour to make me believe he wrote Ta-ra-ra-boom-de-ay. He left early in the evenin'. He intinded goin' to Brantford.

Mishter Boomer, like Mishter Crowther, wuz conspicuous by his absence. He was at the Athenaeum Club practishin' a new walk, but Willie Warren towild me it is a hopeless job; he had been tryin' to inshtuct him for several years. Another prominent gntleman, whose prisence I noticed by his absence, was Joseph Fisher Eby, but Mishter John I. Davidson towild me at supper time that he wuz out huntin' up votes for the Board of Thrade election in the interests of Mishter E. B. Osler.

Moike, it wuz a grate soight to see Mishter Gibson arrum in arrum wid the grate Kurnel Davidson of the 48th Regiment, introducing the grand warrior to the ladies an' gntlemen, an' gainin' reflected honor in the transaction. It wuz a grate noight fur Mr. Gibson; he wuz makin' himself solid wid ivirybody—the nixt lections are comin' on.

An, Moike, yez ought to ha' seen the liberality o' the Toronty Biscuit and Confectionery Co. The whole gang wuz there, up in the shmokin' room, lookin' at the purty picture cards Mishter Wibb had forgotten to take off the tables, an' how the progrissive young hustlers wuz dalin' out cigars, at their own expense, too, d'ye moin'd that. They handed me wan, but Oi wuz sober an' didn't shmoke it. Ol'm kapin' it fur you, Moike, yez hev a strong shtomick.

But, Moike, the greatest soight of this mimorable noight wuz win Mishter Tommy Kinnear and Mishter J. W. Lang wuz sittin' at the table together in the dinin' room, atin' so paceable loike an' frindly. Think o' that Moike. It wuz a touchin' soight, an' Oi had to lave the table an' go out into the hall an' shild tears o' joy. Thin there wuz Archie Hutchinson, wid a package of St. Lawrence Corn Starch sticking out of his trousers' pocket. Oi wuz kapin me oi on Archie; he's a loikely lad, win there's purty gurls about. Archie was tryin' to thrade a package of cookin' starch for a bar o' Surprise Soap with Mr. Wright, but Henry towild him it wouldn't wash—manin' the soap, af coorse.

Ah, Moike, Oi could kape yez interest-ed all noight, there wuz so much to see an' talk about, but whin Oi see ye agin'

next summer at the Groshers' Picnic O'll tell ye all about the greatest and best At Home iver held by the Toronty Retale Groshers' Association. Yure frind,

DINNY CALLAHAN.

P. S.—O! wuz nearly forgotten some-thin' vry important. Mishter Richard Donald, jr., wuz there, too, but in a very inconspicuous attitude, and not wanst durin' the whole blessed evenin' did O! hear that basement voice o' his castin' the pearls o' his wisdom before the as-sembled thousands. An' thin, ez I wuz lookin' pasht Mishter Donald O! sees Mishter Stephen Hustwitt, the great tea reformer, down on his knees, down on his knees before Mishter W. G. Campbell openin' up a tea debate wid prayer. Ah, it wuz very touchin' indade.—D.C.

CHOOSING A COST MARK.

Ever since the storekeepers bought at wholesale and sold at retail, it has been a time-honored custom, to make the cost and selling price upon articles for sale. That these marks, or at least the cost mark, might be clear and enlightening to the merchant and his employees, while baffling and untranslatable to the rest of the world, considerable ingenuity is sometimes employed, but the average man is content to take some easily rememberable word having ten letters to represent the ten Arabic numerals.

The choice of a cost mark is an easy matter. The most common thing is the first ten letters of the alphabet. Next to that the last ten. But these are quickly guessed. Better than these are words (one or more) which have ten letters. All that is necessary is to be careful to choose a word in which there is no duplicate letters. For instance:

1 2 3 4 5 6 7 8 9 0
B R I S K T R A D E

will not do, because 2 and 7 are represented by the letter R. Substitute Quick for Brisk, and the cost mark will be all right.

1892 was presidential year, and a political cost mark was appropriate. Here is

1 2 3 4 5 6 7 8 9 0
R E P U B L I C A N

That's a good one, easily remembered, and all right if capitals are used to express the cost. If small, or, as printers say, "lower case," letters are written, there may be some confusion, unless care is taken to make a distinction between the "e" and "i" and between the "u" and "n."

If your predilections are for the opposite party you might use

1 2 3 4 5 6 7 8 9 0
D E M O C R A T I K

You will notice that this is spelled with a "K." That saves the word, for a repetition of the letter "C" would destroy its usefulness for this purpose.

If you are leaning toward the Prohibition party this might suit you:

1 2 3 4 5 6 7 8 9 0
B A D W H I S K E Y

Here are a few words or phrases which are used for this purpose. A merchant must be very particular if he cannot be suited in such a list. You might get a Snug Profit or a Cash Profit. If you keep a Gainful Job, you must stick to the Big Factory. If you are a Big Scholar you should be an Elucidator of what is Profitable. Keep in mind the importance of attending to your own business. Keep away from the law. Don't be So

Friendly with the disciples of Blackstone as to get upon the wrong side of the Prison Gate.

Don't Be Lazy. Bear in mind the Importance of Industry. My Wife Joan, who formerly lived in Charleston, but whom I married in Cumberland, says: "Now Be Sharp. Don't neglect your store unless You Are Sick. Don't let your Fish Tackle draw you away from your business. If you do, you will find that your Corn Basket will be empty, that you cannot even afford Brown Sugar in your coffee, and that Cigar Smoke will be an unattainable luxury."

A shoe dealer can easily remember Kip Brogans or Tan Blucher. A horseshoer can readily recall Blacksmith, and he frequently shoes a Black Horse. If he is a negro he would be a Black Shoer. A poker player is familiar with a Big Jack Pot, but he cannot use a Faro Bank without changing one letter and adding one. Wall street operators may remember Blue Friday, and Bucketshop proprietors likewise.

The question, Can You Swim from Perth Amboy to Leavenworth? contains three cost marks. The Christian Endeavorer may make use of the phrase He Is My Rock.

When it comes to proper names, one can readily be found which will answer the requirements. One of the largest dry goods stores in the Union uses the name James Worin.

More than one firm uses the name Jane Bishop or Bishop Jane. The writer knows a David Wilson who uses Wilson Dave, and also another whose name, John Bagley, is his cost mark.

Better than any of these, however, is a lot of letters which will not spell anything. Such a cost mark is a little more difficult to memorize, but once learned it is better, as it lessens the chances of guessing or making it out. I have heard of Wig Buf Kymp being used for this purpose.

Another way is as follows: If an article cost \$3.50 the cost is made by adding one to each of the numerals, and placing 1 each side of it, thus:

3 5 0
1 4 6 1 1

This is quickly legible to the initiated, but baffling to the guesser.

A very good plan is to draw two upright lines, with two across them, thus making spaces for the nine numerals, thus:

2	4	6
8	9	1
3	5	7

The figures can be arranged to suit. The symbol that surrounds the figure is used to represent that figure. For instance, a figure like U with square shoulders would represent 4, and one like L would mean 6, the square would stand for 9. Either an O or an X could be used for the cipher.

This scheme may be modified by turning the figures cornerways, in which case the hieroglyphics would resemble V or A or portions of a diamond. Such a list should satisfy the demand of any reasonable person in need of a cost mark. There are thousands of others, but enough have been given to show what can be used. If there are none there which suit the reader, he is invited to hunt one up, or make one to suit himself.—Ex.

OLD STOCK.

Some stores never have any. Their owners have found that it pays to keep clear of unsaleable or unseasonable goods. There is no money to be made in carrying goods from one season to another. Just now the columns of the daily papers are loaded with announcements of reductions in the price of winter goods. Clearing-out sales are the order of the day. The knife goes in regardless of cost, and prices are made that will be certain to draw purchasers. Fortunately, grocers are not so much troubled with goods getting out of style, as are dealers in articles of wear but many do have more or less stock of unseasonable goods.

It frequently happens that when certain articles are in season and selling briskly, the dealer forgets that the demand is limited, and so in the full flush of a brisk trade he orders largely, to find later that the demand has suddenly stopped and he has a liberal quantity of merchandise to carry for six months or a year. That means a loss unless they can be pushed into consumption at a reduced price. Look out that a stock of domestic dried fruits is not on hand when hot weather sets in. Have the canned goods well reduced by the time fresh vegetables and fruits are generally consumed. Avoid an overstock of farinaceous goods in summer. Look out that olive oil, sauces, pickles and other goods liable to injury from heat are not exposed to the direct rays of the sun, nor placed on high shelves subjected to a high temperature. Unsaleable stock is made in that way. Avoid selling goods at any figure, that are so damaged as to be worthless. For instance, yeast cakes. We recall a firm who thought it smart to place a pile of stale yeast cakes on the counter, labeled at half price. They sold quickly, but there went up a hue and cry from their customers, of spoiled batches of bread which made havoc with their flour trade.

In placing new purchases in stock see to it that they are not put in front of stock on hand. It frequently happens that goods on the back of a shelf stay there for months and become unsaleable, through the custom of not bringing the earlier purchase to the front and keeping the later goods in the rear.

A constant supervision of the cellar, the storeroom, out-of-the-way shelves, underneath counters and out-of-the-way places is imperative if the quantity of unsaleable stock is to be kept at a low point. Interest adds to the cost of slow-selling stock without remorse, as it does to fresh goods. The moral is, keep stock fresh and moving.—American Grocer.

The order issued by the Canadian Pacific railway some time ago prohibiting passengers from travelling by freight trains is disapproved by the Winnipeg Board of Trade. It is claimed to be a hardship to commercial travellers, who are thus compelled often to drive from one town to another, and the effect on business is already felt by the wholesale houses.

TO INCREASE THE SUPPLY OF HOPS.

Hon. Messrs. Bowell and Angers were waited upon on Tuesday by a deputation representing the pork packing interests of Ontario, and consisting of J. W. Flavell, of Toronto; F. W. Fearman, of Hamilton, and C. G. Wilson, of Ingersoll. They represented that the pork packers of Canada are not able to obtain a continuous supply of hogs of Canadian growth for the purpose of keeping their factories running all the year round. In fact, this point was recognized by the Government some years ago, and in order to meet the needs of the pork packing interests a concession was made by which they were enabled to import hogs from the United States in bond and ship the pork out of the country on the basis of 60 pounds for every 100 pounds live weight on hogs up to 200 pounds, and 65 pounds on hogs over 200 pounds. About six months ago an inspector was sent through western Ontario on the report of the prevalence of hog cholera in the United States to see that the quarantine regulations were strictly enforced, and object of the deputation to the Ministers was to urge some relaxation of these regulations in order to enable them to keep their establishments running during the winter. They promised that every care would be taken that the animals would be properly handled, and be put through their establishments with the least possible delay. Both Ministers promised that the request would be taken into consideration.

THE SITUATION IN PRUNES.

All the indications point to a high market for prunes during the remainder of the crop year, the stock of all varieties being small, with primary sources advising very limited quantities available for market purposes. The year 1892 goes upon record with very poor crop results in all producing countries. Bosnia and Servia, the heavy producing districts of previous years, comes to the front with a very small surplus, and packers there have elevated their ideas to such a point that the former common article that was sent out from that section of Europe is now looked upon in the light of a comparative luxury. Up to about three years ago, the bulk of this the Turkish crop, was sent to the markets of the world in the unwieldy casks, but since that time the packers of that country, stimulated by competition from France and California, have used their best endeavors to raise the quality of their goods in the estimation of consumers, and in this they have proved very successful. In previous years there was little or no attention given to the size of fruit, the crop being collected and packed into casks regardless of quality, but assorting the various sizes has now been adopted, and in marketing the crop purchases and sales are made wholly upon this basis. Boxes are found to meet with most favor in the trade, and under the name of Sultana a very considerable portion of the crop is now packed, assorted in sizes running from 60 to 100 to the pound. Bags are also a popular package with many in the trade, but in putting the goods up in this way the importance of sizes is kept well in mind, as upon such depends the value of the fruit in the eyes of importers. The old method of casks is, in fact, rapidly giving place to the smaller and more convenient packages, and in time the former will drop out entirely as a means of

conveying the crop to this or any other market of the world. Going back to the visible supply of this class of fruit we would say that the quantity upon spot and afloat, so far as the cables have advised, includes 14,000 boxes, 10,000 bags and 500 casks, the latter including a line of 300 carried over from the previous season.—N. Y. Commercial Bulletin.

THE MAN IN HIS OWN LIGHT.

The mission of the trade press and the mercantile organizations—what they might accomplish—is thwarted by the large percentage of men who have drifted into business who cannot be brought to see advantage of the most advantageous plans and lines of united effort.

There are two classes of men among the ranks of this detrimental influence in our mercantile circles. One is that pitiable class who would do better if they knew better, or, in other words, that deplorably ignorant element who are simply business machines, continuing in the groove in which they were started by long superintended practice in a clerkship, and, consequently, men who have not sufficient breadth of intellect to comprehend a progressive idea. Then we are cursed with another class who either from a purely selfish or a mulish, stubborn motive, refuse to be convinced of what their better judgment tells them is the proper course to pursue. The first we pity, but for the second we can only have contempt.

Men are in business for legitimate profit, yet many times they throw an impassable barrier across the shortest route to success by taking the most absurdly foolish and boyish views of their own work. A hundred little jealousies arise to prevent the unity of action which should exist. This man is afraid that if he should enter into any compact or agreement it might deprive him of his personal liberty. While he has no conception of the grandeur and sublimity of thought, the scope of freedom and ennobling influences contained in the idea of a manly man in the enjoyment of personal liberty, yet somewhere he has absorbed in a spongelike manner, from contact with others the dimly defined concept of a curtailed personal liberty, whenever he allows himself to agree to any proposition which will help others as well as himself. Hence it is that we find this man blocking the wheels of progress to the most plausible plan of enterprising procedure. His neighbor has read somewhere that a monopoly is not quite the thing, and, consequently, with the heroic flourish of a martyr to the right, he refuses to act in accordance with the desire of the majority because it might appear as a monopoly working against the few. So we will find all these characters doing their little to prevent the most desirable outcome to any question at issue.

Men who stand in their own light. How well this homely old proverb expresses the action of many of our professed business men, whom we would naturally suppose possessed sufficient common sense to lead them to change their position when they found that their own shadow was casting darkness and a prophecy of failure along their business path, or at least making it more difficult to travel. No matter what you bring before a body of men you will invariably find these "kickers." Take the most simple cases for illustration. Start out in your own city, and work continuously from now until the middle of next summer, when the thermometer stands at 100 degrees in the shade, trying to

get every man in the grocery business to see the advisability of and to sign an agreement promising to close at a reasonable hour during the warm weather, and just as sure as you make the trial in this or any other city, or even in the village containing ten merchants, you are sure to find the usual percentage of "sore heads" who will refuse, upon one pretext or other, to agree to the most reasonable proposition.

It is only necessary to pay one visit to any mercantile organization in our city upon any regular meeting night to hear a "holy howl" go up regarding poor profits, cutting of prices, etc. This discordant yell of dissatisfaction is about the most unanimous expression you can get out of the assembly. Every man agrees that it is an evil that should be corrected, but when you come to discuss ways and means, and lay plans before these same men for their consideration, plans which would, if adhered to, to a large extent obviate the existing trouble, it is quite a different thing, and the man who stands in his own light, and is always present at these meetings, is sure to come to the front with his nonsensical ideas on his narrow, contracted, selfish prejudices, and do all in his power against the accomplishment of the very result he claims to desire. If his influence stopped here it would not matter, but it does not. Take, for instance, a case like this. The members of a mercantile organization, or, rather, a majority of them, agree to fix a certain selling price upon some article handled by every one of them. This the majority thinks the best method of regulating an evil which is depriving each of his legitimate profit for handling the goods, whereupon Mr. Sorehead rises to state that he will not agree to such a proposition, as it will deprive him of his personal liberty. He wants to fix his own prices, and is going to do it if he chooses. Of course, he wants it understood that he is not one of the foolish merchants who "cut" the living profits out of business, but he wants his liberty, and if he wants to sell Mrs. B. one article below what he should, in hopes he can sell her another at an exorbitant profit to make up, he is not going to enter into an agreement which will prevent him doing so. This is the character who makes utterly worthless the effort of the others to do business on a business basis. He sells his articles at the price he desires, and while he is doing this his neighbor sells the very article he gets a good price for at a cut rate. Now, the result is very evident, for in the near future Mrs. B. informs her friend, Mrs. A., that article number one can be had at a much lower price of her merchant, while Mrs. A. in return gives the information that she knows where she can buy article number two for half the money, and our "cutting soreheads" reap the harvest.

The only remedy possible in the case is for the wholesaler and manufacturer to protect the majority by refusing to sell to the few who persist in standing in their own light.

Aside from this, however, the mercantile organizations have a work to perform. What is the use of organization if it counts for nothing in actual results? If a resolution is passed by a majority and a minority refuses to be governed by it, then the sooner the organization respectfully requests the resignation of these "sorehead" characters the better. Let our business men who profess to be united for mutual advancement, act like men in the transaction of their business and be governed by the voices of the greater number.—Merchant Sentinel.



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

The business men of Sarnia are trying to organize a board of trade.

George M. Wilkinson, one of the oldest merchants in Kingston, died last week.

W. W. Ogilvie has been unanimously elected president of the Montreal Board of Trade.

The first lot of lobsters from down the bay of Fundy, arrived by schooner in St. John from Musquash last week.

Frank W. Smith, with the wholesale grocery firm of Smith & Burton, Brandon, Man., is on a visit to his uncle, S. D. Biggar, Hamilton.

Fire broke out on Friday morning in Thomas Doyle's grocery and liquor stores, Halifax. It and the contents were totally destroyed.

Old people with impaired digestion are exceptionally fond of Burnham's Clam Bouillon; its continued use gives them new life and vigor.

It is understood that large quantities of British Columbia canned salmon, the anticipated pack of '93, have been contracted for at good prices.

D. Weismiller wants to sell his Kippen business. His new venture at Hensall has grown so rapidly that it gives him all he can do to manage it.

B. Tibbetts & Son, of Alymer, have purchased the grocery business of J. E. Morrison there, and will take possession at once. Mr. Morrison will remove to Brantford.

The editor of the New England Grocer may not have noticed it himself, but it will be apt to strike his readers that the N. E. G. of the 13th inst. is a specially good number.

John Curtin, for many years bookkeeper in the grocery store of Frank Smith & Co., and the London successors of that firm, John Garvey & Co., died at his home north of Toronto on Friday last.

If those people who have been obliged to discontinue using tea and coffee will take Burnham's Clam Bouillon instead, they will enjoy it quite as well if not better, and it will tone up your stomach in a short time.

At the annual meeting of the Edwardsburg Starch Company, the following board of directors was elected: Richard Bolton, Warden King, Robert Anderson, Wm. Strachan,

George F. Benson, W. E. Cheese and John Fairbairn. Mr. Richard Bolton was elected president and Mr. Warden King vice-president.

The Norland mills Norland, Ont. were reduced to ashes last week. The origin of the fire is supposed to have been from the chimney in the top storey of the flour mill. The loss on flour mill, about \$6,000.

Robert Millar, merchant and postmaster of Millarton, Ont., died the other day after a long period of illness. Mr. Millar belonged to one of the oldest families in Bruce county, and was highly respected by all who knew him.

There appears to be considerable dissatisfaction among importers in Winnipeg at the tardy manner in which entries are passed through the Custom house. There is said to be a good deal of friction between the Customs clerks.

A farmer from Elora writes to the Guelph press warning farmers to be on the outlook for sharpers who are operating in that section of the country. They are shoddy cloth peddlers, and it is said they can fleece the farmers before their eyes.

A gang of counterfeit coin-makers are at work in the neighborhood of Lancaster, near Kingston, and have succeeded in floating a good deal of "stuff" around. They are making quarters and half dollar pieces, and it is said they have a dollar piece out.

A fire broke out at Miami, Man., at 2 o'clock, Jan. 11. Collins & Munro, general merchants, building and stock were all destroyed. This firm carried insurance to the amount of \$4,500 on building and contents. Loss about \$3,000 on building, and \$6,000 on stock.

The nominations for the Montreal Board of Trade officers have been made. The following were declared elected without opposition:—President, Mr. W. W. Ogilvie; 1st vice-president, Mr. J. A. Cantlie; 2nd vice-president, Mr. W. C. Munderloh; treasurer, Mr. Edgar Judge.

D. R. Wilkie was unanimously elected President of the Toronto Board of Trade to succeed H. N. Baird. Hugh Blain, of Eby, Blain & Co., was also re-elected first vice-president without opposition. William Ince and John I. Davidson are among the nominees to the Council.

A large number of the business men of Wingham met A. C. Strathdee, agent of the G.T.R., at the council chamber there the other day, and presented him with a kindly worded address. Mayor Clegg occupied the chair, and the recipient made a neat reply. Mr. Strathdee has been removed to Brantford.

In the Quebec Legislature last week Mr. Auge moved a second reading of his bill respecting the early closing of shops, but just as the Speaker was putting the motion to the vote, Mr. Martineau rose and moved the six

months' hoist, seconded by Mr. Kennedy. Mr. Martineau was about to speak to his motion, when Mr. Auge raised the objection already made that his bill was not printed in both languages. He therefore asked permission to withdraw it. Leave was granted and the bill withdrawn.

Price & McKay, general merchants, Estevan, Assa, have sold out their stock, plant and buildings to Lindsay & Patterson, of Stonewall. They found that owing to their large ranching business they could not devote sufficient time to this business, hence the sale.

Charles P. Hebert, of Hudon, Hebert & Co., wholesale grocers, Montreal, declined the nomination and the certainty of election to the first vice-presidency of the Board of Trade of his city, owing to his intention of being absent the greater part of the current year.

Norwich, Ont., came close to being wiped out by a fire on the 16th inst. Among the sufferers were C. Henderson & Co., general merchants, who had their plate glass windows badly damaged. None of the other numerous losses belonged to the general store or grocery trade.

The boys who robbed the grocery store of Mr. Dunfee in Port Hope are now reaping their reward. The older one, Lowe, 17 years of age, was sentenced to a year in the Central Prison. The other, a boy 15 years of age, named Black, gets five years in the Pentanguishene Reformatory.

James Rodger, manufacturers' agent, Amherst, N.S., was here this week. He represents D. S. Perrin & Co., confectioners, London, Can.; W. A. Bradshaw & Co., Ammonia Soap; Simcoe Canning Co., Simcoe, Ont.; Joseph Burnett & Co., extracts and toilet soaps, Boston; also Wright & Copp, Toronto, for the sale of MacLaren's Imperial cheese, and the T. A. Snider Preserve Co.'s soups, catsups, etc.

The sugar business in the Hawaiian Islands is in a bad way, so bad in fact that the plantations are beginning to feel the effect very sadly. One of the great sugar-growing



"CAIRN'S"

HOME-MADE
MARMALADE

New Season's Make now Ready
for Shipment

Blaklock Bros. GENERAL AGENTS
MONTREAL

WRIGHT & COPP, Toronto Agents

It is and has been our business to offer during January the best values in Teas on the market. Do not allow this month to pass without writing to us for samples. We will show you bargains.

Lucas, Steele & Bristol

HAMILTON, ONT.

We believe our Teas to be unequalled for flavour, strength, and purity. Send us a trial order for a case of HILLWATTEE TEA.

Every Grocer Requires One—(PATENTED)

Counter Tea-Mixer

The handiest article ever placed on a counter. Made of brass throughout; will last a lifetime. A great time-saver; a perfect mixing machine. Every merchant thoroughly delighted with it. A Grocer using it a few days feels lost without it.

The price of this Mixer is so low and its utility so great no grocer should hesitate to order at once. It is only a question of time before the old style of mixing tea by hand is a thing of the past. Sent by express to any address on receipt of \$1.50. Nickel-plated 50 cents extra. Worth ten times its cost to any grocer. For further information drop us a card for descriptive circular.

W. H. Gillard & Co.

WHOLESALE GROCERS : : HAMILTON



The reputation of the Manufacturers,

Messrs. Chase & Sanborn

is a guarantee of the excellence of their

Seal Brand Condensed Coffee, A skillfully blended combination of Pure Coffee, Cream and Sugar

— PRICES AND SAMPLES ON APPLICATION TO

James Turner & Co.,

HAMILTON, ONT.

“MONSOON” PURE INDIAN TEA. Always reliable, never changes. In cases of 60 1-lb. caddies, or 120 halves.

WE HAVE JUST RECEIVED NUMEROUS LINES OF INDIAN AND CEYLON TEAS, IN CHESTS AND HALF CHESTS.

STANDARD BLENDED TEAS.

OUR BLENDING DEPARTMENT IS NOW OPEN, UNIFORMITY CAN BE RELIED ON. WE HAVE THE FIRST CHOICE OF THE MARKET AND THE BEST ESTATES AT OUR DISPOSAL, AND GUARANTEE EXCELLENT VALUE. WRITE FOR PARTICULARS.

STEEL, HAYTER & CO.

11 AND 13 FRONT ST. EAST

Growers' and Importers, Toronto!

firms, the Hawaiian Commercial Company, some time ago found it necessary to levy an assessment of \$5 per share, where in former years it had paid dividends. A very large number of the shareholders have refused to pay this assessment and a movement is apparently on foot to resist its imposition.

An old mercantile house of St. John's, Nfld., H. & L. Tessiers, have assigned, with liabilities stated at about \$800,000. Their London agents will be the heaviest losers. The Newfoundland creditors, it is said, will not be seriously embarrassed by their losses. Speculations in the fish trade are given as causes of the heavy losses. The house has been in existence upwards of 50 years.

Mr. Devitt, grocer, Berlin, Ont., has discovered how he was losing money. A boy was the culprit. He would go the grocery store every day while either the proprietor or the clerk was alone in the store and ask for coal oil. As no oil was kept in the store the person who was in charge would go over to a hardware store next door to get the oil. Being left alone in the store the boy would have full access to the till, and he never lost an opportunity. Mr. Devitt thinks he stole at least \$50.

Discussing the proposal to pass a Dominion insolvency law, the St. John Telegraph remarks that by it Toronto and Montreal wholesalers and manufacturers hope to be placed in a more favorable position with respect to maritime debtors than they now are. This, says the Montreal Gazette, about describes the situation. The western wholesalers hope, by an insolvency law, to secure the same share of a maritime insolvent's assets, when he owes them money, as his local creditors obtain. They do not ask any more, and they ask this because as the law now is they very rarely can obtain it.

Dawson & Co., wholesale fruit merchants, of this city, held an auction sale of fruits on Tuesday last, comprising lots of oranges, lemons, and Spanish onions. The oranges were large sizes, some being wasty stock and therefore not of the value of good smaller sizes. They sold chiefly to the wholesale trade and brought from \$1.85 to \$2.85. There were fifty boxes of lemons on the catalogue for sale, and two small lots brought \$3 to \$3.05 respectively. The remainder was withdrawn because of the sales being below value. One lot of Spanish onions, 5 boxes, brought 55c.; the next was withdrawn on account of sale being below value.

THE GROCER acknowledges with best thanks the receipt of a very handsome pocket memorandum book in maroon-colored, pebbled leather binding, bearing on the cover-flap the impress of the Pure Gold Manufacturing Co., of this city, whose compliments accompany the gift. Merchants who are favored with this memento of pleasant business intercourse will find it as much designed for service as for show. It is a compact little book, its fine, liberal-sized

pages lying closely together and affording store-room for a good budget of notes. The paper is so firm that the friction of page surfaces will not easily efface entries. A pencil is attached.

Owing, doubtless, to the abolition of the sugar duties, the importation of this commodity in its various forms shows a large increase compared with 1890, the last complete year in which the duties were in force. The comparative figures are:

	Lbs.	Value.
1890.....	189,282,237	\$5,580,574
1892.....	258,642,211	6,913,553

During the year 9,929,616 pounds of tobacco, snuff and cigarettes were manufactured in Canada, about the same quantity as in 1891; and 107,927,813 cigars were manufactured, an increase of 7,000,000. The following table shows the annual consumption, per head of population:

Year.	Tobacco.
1889.....	2,153 lbs.
1890.....	2,143 lbs.
1891.....	2,292 lbs.
1892.....	2,291 lbs.

The Halifax Retail Grocers' association held a meeting the other night, which was largely attended. They decided to have their sleigh drive (sleighting permitting,) on Monday, the 23rd inst., starting from their rooms at St. Mary's hall, at 7 o'clock, sharp. The committee having the matter in charge are Edward Fenton, J. J. Skerry, Jas. A. Gass, E. R. Wright, Andrew Hubley and W. E. Crowe. An enjoyable time was put in. This committee had charge of the first annual drive and they made it an unqualified success.

Speaking recently with a grocer about the evils of the trade, etc., he remarked that customers' dogs were about the biggest nuisance he had to contend with. Said he: "I lost two customers last week because I would not allow their pet dogs to do just as they pleased in my store; I kicked them out, and out walked the customers." Hereafter he will have a plaster of paris dog on his counter labelled, "This is the only dog allowed in the store." Some of the grocers would do well to keep their own cats and dogs out of the store. Dogs in grocery stores can be dispensed with.—National Grocer.

It will be remembered that last November it was cabled from England that a family in Bradford had been poisoned by eating canned Canadian lobsters. Hon. Mr. Tupper, anxious for the credit of the Canadian pack, requested the High Commissioner to investigate the case. Sir Charles Tupper has done this, and has now reported that the tin of lobsters which caused the trouble was of the Star brand, packed by D. M. Loggie, of Chatham, N.B. It was found that there was nothing whatever the matter with the solder or other material used in the can, and there was no arsenical poisoning. The fact of the matter was that the lobsters were putrid and should not have been used as food at all. The

can had in some manner become punctured and air had been admitted, which, of course, spoiled the fish and it should not have been used. No blame at all appears to attach to the packer.

A fire broke out in Caledonia, Ont., on the 19th inst. Hull & Old, flour dealers, lost their stock, which was barely covered by \$1,000 of insurance.

G. J. Troop has been elected president, and James Morrow and Michael Dwyer, first and second vice presidents respectively of the Halifax Board of Trade.

Thos. Campbell, of the old established firm of Campbell, McNeil & Co., Keene, Ont., died suddenly at his residence on Monday, after a short illness, aged 67 years. Death was due to heart failure.

The Sydenham Valley Canning Company's factory, owned by Skinner, Ayres & Co., of Wallaceburg, was destroyed by fire on Monday morning. Loss \$13,000, insured for \$9,000. Cause of fire unknown.

The Western Milling Co., of Regina, N. W. T., favors THE GROCER with two very handsome office hangers. In one, the picture is "Sweet Violets" in the other it is "We'd Better Bide A Wee." There is no danger of these pictures being put on one side. There is sure to be a rush for them as soon as the company begin to distribute, for they are certainly fine shop ornaments.

We regret to record the death of William Isaac Palmer, one of the founders of the celebrated biscuit firm, which occurred on the 8th inst. at Reading, England, from peritonitis after an illness of only a few days. Mr. Palmer, who was in his sixty-ninth year, was a member of the Society of Friends and a generous supporter of temperance and philanthropic movements.

Co-operative stores have been found from police court prosecutions, to be as guilty of illegality as private traders, and though during the year, allegations have been made by interested persons that such concerns were more honest and showed better value than those of the legitimate shopkeeper, facts have proved distinctly to the contrary. During the year, the public have also had plenty of illustrations of the unsound commercial methods of these stores. Several of them have gone into liquidation, owing to the dishonesty of officials and the lack of public support, whilst the exposure of the high prices charged by the stores, as compared with those of the private trader, have no doubt told in favor of the latter. Some of the limited liability concerns that have assumed the title of co-operative stores, have also during the year collapsed, bringing disastrous results to shareholders, although enriching that commercial vampire—the swindling promoter.—Manchester Grocers' Review.

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

ORANGES AND LEMONS

We have in store a consignment of Florida Oranges and Messina Lemons, all sizes—which we are offering at low prices.

—Write for quotations.

H. P. ECKARDT & CO. - - Wholesale Grocers - - Toronto

**FOOD
FOR
BABIES**



STERILIZED.

Pronounced by Physicians to be

**FREE
FROM
DISEASE GERMS**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

AMES TURNER & CO

Hamilton, Ont.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

304, 306 St. Paul St.,
148, 145 Commissioners St.

MONTREAL, CANADA.

Now in stock and ready to quote :

2000 boxes Sultana Raisins.
200 barrels FINE PROVINCIAL Currants.
200 half barrels FINE PROVINCIAL Currants.
New Nuts of all kinds.
Fine Off Stalk Valencia Raisins, different brands.
A few boxes NEW MALAGA Fruit left.

L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.

Important Correction.

Inadvertantly we stated in our large advertisement last week, and it was not noticed in time for this week, that we had bought the stock and good-will of Messrs Tees, Wilson & Co. Our advertisement should have read:—Having bought the grocery stock of Messrs. Tees, Wilson & Co., we are offering Special Values during the next two weeks.

CAVERHILL, ROSE, HUGHES & CO.,
... MONTREAL ...

2000 PAILS
2 and 3 gals. **Pure Sugar Syrup**

- "WHITE CLOVER" -

REGAN, WHITE & CO. - - - - Montreal

A PLACE FOR EVERYTHING.

One of the best things in any store is order. If everything is out of order it will be hard to find what is wanted when the dealer comes to look for it. He may look as he will, but in a disordered store he will have a hard time to lay his hands on the article sought after.

This is particularly true in the case of articles for which there is not much call. They have been put away because they are not in active demand and they are put away so effectively that the dealer can't find them—especially if he is looking for them. If he does not look for them they will probably be bobbing up all the time.

It is a very good idea to be methodical in all things pertaining to store management. By this it is not meant that a dealer should get into a rut and never get out, but that all things should be kept in even running order. Every piece of machinery should work in unison with every other piece, so that the whole mechanism is perfect.

Have "a place for everything and everything in its place," and then there will be little friction. Fix in the mind the places in which certain articles are kept, so that you can remember whether in the store or not. If this rule be always observed, there will be no hunting at random all over the store to find what a customer calls for.

However, very few dealers are so careless about the management of the goods on the shelves and in the show cases where they can find them readily as they are about keeping their papers in order. There is perhaps nothing that is more important and nothing that is so much neglected.

First, in regard to business letters. A small country merchant may not get a great many letters, and for that reason he thinks there is no use in being systematic about keeping them in order. Maybe he carries them about in his pocket until that gets full, and then he puts them on his desk or table without filing them at all. The letters may not seem of special importance at the time, but they may prove very important at some future time.

After a letter has been carelessly thrown aside it is very easy to have it lost. It may be brushed off the table accidentally or it may be blown off by a

gust of wind. It is then swept up with the refuse paper and that is the last of it. It may be very important for reference, but that does not bring it back again.

If a merchant does not have enough correspondence to need a file—which is improbable—he should at least have a box, or a receptacle of some sort to put all his letters in. Then if anything comes up in which the letters may be of use they are easily referred to. They should be just as carefully kept as notes and receipts.

And letters are not the only articles that should be filed and kept track of. There are circulars of some sort coming every day. Now, I feel sure that half or two-thirds of these find a resting place in the waste basket. This may be all right in a great many cases, but there are cases where the circulars should be preserved. If they relate to anything handled by the merchant or anything pertaining to his line of goods they ought to be kept, in case he should want to refer to them again. He may not want anything described in the circular at the time it comes, but after it is gone beyond his reach he may have use for it, and will not remember the address so that he can get another. If it is preserved the merchant may find it very useful at some future time.

Then there is another class of mail which ought to be cared for even more carefully, and that is the catalogues that come from manufacturers and jobbers. They are prepared and published at great expense and are expected to give information which will save a great deal of correspondence.

It is a good plan to make a place for these catalogues and price lists on some shelf where they will be easy of access and still not be in the way. Some of these lists are very valuable and give information not obtainable elsewhere, so that their loss would be a source of regret. "Oh, well," some may say, "if I lose this I'll send and get another when I want it." Yes; that is all right, but it is sometimes easier said than done. I've had a little experience in that line myself and I have been disappointed a few times, in not being able to get another catalogue when I wanted it, and wanted it badly, too.

I think that we dealers are too apt to think that the wholesalers and jobbers exist solely for our convenience, and we sometimes take too many liberties. We must remember that they have greater risks and more capital at stake than we have, and their interests ought to be respected once in a while. So all dealers ought to take care of lists of goods which are sent to them, and when they want to ask questions about articles handled or want some information about ordering, terms, or whatnot, let them go to the catalogue, and ten to one they will find what they wanted printed therein.—Ex.

MEND YOUR WAYS.

Some business men spend so much time in growling over the trade situation and outlook that opportunities continually slip by them. If they would hustle more and talk less, the causes of their complaints would soon disappear.—Merchant's Review.

The advice contained in the above paragraph is applicable to a host of men in every section. The biggest growlers always inhabit the most demoralized establishments. Their stock is in poor shape, methods slovenly, business habits destructive. They are never

prompt, never take account of stock, and in all human probability, never advertise.

One way to win custom and sell goods, is to keep—always keep one's merchandise in a neat, clean and saleable condition. A stock so kept recommends itself.

Another way, an auxiliary to the first, is to receive one's customers with ready smiles instead of frowns, and show them one's goods confidently, anticipating a sale, as it were. Cheerful good nature, backed by a well-conditioned stock and a known reputation for enterprise and fair-dealing, keep the brow furrowless and relegate "hard times" to the indefinite backwoods. Many a man's downfall is due to slovenly business habits. The world loves indications of prosperity. No matter how dull the times or slack the trade, keep the stock in shape and whistle for fairer winds.—Commercial Tribune.

POINTS FOR CLERKS.

"It would be well for the young men of to-day to take my recipe for becoming prosperous," said a Boston merchant. "I began life at the very bottom rung of the ladder, but with a determination that I would succeed if such a thing were possible with the talent that I possessed. Early in life I came to the conclusion that economy was the first great essential in establishing a fortune, and that labor was the second. I banished from my mind all other considerations when I began to work upon the road that I felt sure would lead to the goal of which I was in search. I remember very distinctly going down Marshall street one day and having my attention attracted by a most-tempting display in a confectioner's window. I had what is known as a very sweet tooth, and I brought up standing before the sweet collection as if suddenly arrested by some irresistible force. My hand immediately found its way to the pocket that carried my meagre hoardings, and, before I really knew what I was doing, I had invested two cents in butterscotch. When I got back into the street I began to have a full realization of what I had done, and it is safe to say that no candy ever entered a boy's mouth that was so little relished as was my butterscotch. I regretted that investment for years, and whenever the temptation again came upon me while passing the store, I put it away instantly. Keeping on with this line of strict economy, I found myself at last in a position to go into business. Then, however, I commenced to feel that capital alone was powerless in the attainment of success, unless it was seconded by untiring labor. Here also I met all the necessary requirements, frequently devoting twenty hours of the twenty-four to my business. Gradually I found that I was amassing a fortune, and finally I established the house which now bears my name. After I had accomplished what I started out to do, there came over me an entire change. I had no aspirations to become abnormally wealthy. All that I wanted was a safe guarantee against possible disaster in the future. I devoted a portion of my time to the enjoyment of life, believing that I had earned my right to do so. No, sir; there is no use in filling a boy's head with all the new fangled ideas of getting rich, as they are not practical. Economy and labor are the only elements that enter into the great plan of successful business life."



TO YOU IT IS

PROFITABLE and a
QUICK SELLER.

Thousands testify to its PURITY and
Wonderful washing qualities in
HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man.

J. F. EBY.

HUGH BLAIN.

COCOA

Cocoa, or Cacas, is the kernel of a fruit which furnishes a most nourishing and invigorating beverage, called by the great botanist Linnæus, "Theobroma" or "Food for the Gods." The use of Cocoa is not followed by any of the detrimental effects caused by the excessive use of coffee or tea, viz.: irritation of the nervous system, sleeplessness, weakening of the stomach, etc. To make Cocoa, in every way satisfactory, so that it may be recommended as a nourishing and strengthening beverage even to delicate people, it is of the greatest importance, indeed a principal requirement, that it should be prepared on scientific principles, in order to retain the *Theobromine* or *Volatile Oil*.

**Bensdorp's
"Royal
Dutch"**

has all the good attributes and none of the bad. It is also the most economical in the market.

EBY, BLAIN & Co. WHOLESALE GROCERS Toronto, Ont.

Gentlemen:

At close of stock-taking we find our stock of goods much larger than ever before, and all well bought.

OUR BOYS ARE OUT AGAIN;

Gladden their hearts with the biggest order you can and it will have our

PROMPT ATTENTION.

THE SNOW DRIFT CO.

BRANTFORD.

CANADIAN WINES FOR ENGLAND.

Few people are aware that the cultivation of vines for wine-making is prosecuted to a considerable extent in the Dominion of Canada, principally in southwest Ontario and on the shores of Lake Erie. The growing of the vine and the making of the wine are systematically carried on by French viticulturists by French methods and processes. The Burgundies, Clarets, and Catawba wines, grown on Pelee Island, are well and favorably known in Canada, and have been extensively introduced into the West Indies and other parts. Vigorous efforts

are now being made to introduce these wines into the British Isles. A small parcel has just been landed by the steamship Vancouver at Liverpool, and it includes a light kind of Burgundy used for sacramental purposes. It is expected that the results of this venture will be as favorable as those which have attended the introduction of Canadian rye and other whiskies, the shipments of which are annually assuming greater proportions.—Grocers' Chronicle.

BUTTER PACKAGES.

Speaking of the preferences of the British markets in the matter of butter and butter packages, and of cheese and cheese boxes, Mr. Robertson said: "The demand in different centres of large population calls for different qualities in color, body and flavor. All the markets want a butter with the bloom of fresh made flavor still on it. We need refrigerator accommodation on the steamship lines from Canada. The Manchester and Glasgow markets want a rather pale colored butter. The London and Glasgow markets are running on square packages, after the New Zealand and Australian style. We will have some of our winter-made creamery butter from the Government experimental dairy stations packed in square packages this year. I found Canadian cheese still growing in favor with wholesale dealers and retailers. In Manchester district the fat cheese from Quebec has not met with particular favor, and the poor quality of the boxes in which the French cheese is shipped has caused many complaints. The unworkmanlike finish or want of finish, and the wretchedly bad boxes were the worst

features of some cheese from that province. These defects could all be remedied in one season by a little more care about taste. The French race have the reputation of putting up goods of all sorts in the daintiest and most attractive form. The French dairymen of Quebec should try to maintain the good name of their people in that regard. The fact that it would pay them handsomely to do so should not be a deterrent."

The business men of Sarnia are trying to organize a Board of Trade in town. They have called a meeting of the business men which it is hoped will turn out in their favor.

Clinton offers a good opening to any who would like to commence a pork packing industry. The town is the centre of a fine agricultural district where hogs are plentiful, shipping and banking facilities are good.

A well-known Clintonian, who occupies the position of freight conductor on an American road, writes to the New Era, of Clinton, as follows: "By the way, one night, not long ago, I picked up a car of flour at Staunton, Ill., a small mining town about 38 miles east of St. Louis, for a large biscuit firm in Toronto, Ont. Now, I have always been of the opinion that there was no better flour made than in Ontario. How is it that this firm buy flour (and of course have to pay the duty on it) in the United States. The mill where the flour was made is about the size of the Clinton flour mill and do a local business, that is, buy only local wheat, same as the Clinton mill. I would like to be enlightened on the subject, and it may also prove of interest to some other readers of your paper.



CORRECT BUYING

Is the

Secret of-- -- Success

We can give you
satisfaction. . .

Our brands are --
the finest in -- --
Canada. -- -- --

Empire
Tobacco Co. Montreal

DRY GOODS.

(From the Dry Goods Review.)

English advices show another advance of 1-8d. per yard in colored cottons.

Wholesalers are ordering their heavy woollen underwear for fall delivery over a month earlier than usual to try to save the advance which is taking place in these goods, and which gives signs of increasing. Heavy orders have already been placed with the mills, and some mills are refusing orders at present prices, hoping to get a better price later on.

Shot silks are in active demand, both for dress trimmings and for evening wear.

The past ten days has seen a large number of repeat orders executed for heavy underwear, blankets, top shirts, and flannels. This is the effect of the prolonged cold weather which we have been experiencing.

NOTES.

Caldecott, Burton & Spence are showing a nice range of colors in shot fall silks. These are scarce goods at present, the shot effect being in great favor in nearly all classes of silk goods.

Fred. Freeman, who looks after the local and nearby trade for Gordon, Mackay & Co., reports the present trip the most trying in his experience. Driving with the mercury at 20 below scarcely comes under the head of pastime.

John Macdonald & Co. have opened up a shipment of two special lines in toweling to retail at 5 cents, and also two special numbers in tablings of extra value. They are just opening up case lots of embroideries, which are all job lines, and at specially low prices. A shipment of black surah silk is to hand; these are 22-inch goods at a job price; also coin-spot Scotch muslins, in 30 and 36-inch, and with all sized spots from that of a five cent piece to that of a half-dollar. Another line is printed wool delaines, 30-inch goods, in spots and figures, dark and light grounds.

W. R. Brock & Co. are shipping out their tweeds on spring delivery. They report a strong run on a brown and bluish mixture, which is so prominent in domestic tweeds this season. Lighter colors seem to be discarded, except in very cheap lines. In Scotch tweeds the hop-sack patterns and plain twills are having the best demand. They carry a nice range of each of these. Light colors are not so much in favor as last spring, medium shades being preferred by the tailors at least. In dress goods they are receiving numerous shipments of Canadian, English, French and German. The samples of these have been shown for some time and they commence at once to fill the numerous orders that have been booked.

Gordon, Mackay & Co. are paying special attention to their men's furnishing department. Spring neck wear is now spread for inspection, and a more sumptuous display it would be difficult to imagine. A leading feature is their \$2.25 range which they claim is unequalled in the trade. This is the time of year that dry goods merchants aim at clearing out or at least reducing stocks of winter goods, but they have just purchased and passed into stock 2,000 pairs all wool blankets, 5, 6, 7, 8 and 9 pounds. Did the price tempt them or should we look for a protracted winter? They have received an enormous shipment of black cashmere, but they say they are shipping these goods every day in the year

and find difficulty in keeping their stock ahead of their orders. They call special attention to their No. 175 at 50 cents, 185 at 52 1-2 cents, and 195 at 55 cents. It is not price, but quality and finish that tell the tale.

A man who went fishing with President-elect Cleveland and Joe Jefferson tells this story that illustrates a trait in Grover's character that some of us would do well to imitate at times: Joe Jefferson got restless before we had been out half an hour; he kept wanting to move around—was sure that it was "better fishing on the other side of the pond." It worried Cleveland a good deal, and by and by, said he: "Joe, when I was a small boy I went fishing with my Uncle Elihu, and I remember that he told me that one of the secrets of success in life was to stick to the place where you'd thrown your anchor out. 'Too many folks,' said Uncle Elihu, 'spend all their time pulling up anchors and rowing around; they don't catch the fish.' As for me," says Cleveland, "when I start in to fish, I set right there and fish, until either the pond runs dry or the horn blows for supper!"

The Montreal Early Closing Association held a special meeting the other afternoon to put the last touch to the organization of the movement in favor of the bill for the early closing of all stores, presented by Mr. Auge at the last session of the Legislature. Mr. C. Fournier presided. He made a few brief remarks, in which he said that the movement in favor of early closing was opposed on the ground that it was an infringement of personal liberty. The liberty claimed by their opponents, however, was only the liberty to tyrannize over their employes. L. J. Dzois, A. Rouleau and O. Legendre were appointed a delegation to go to Quebec to urge the passage of the bill. Copies of resolutions adopted by several organizations have been printed and will be sent to all the members of the Legislature. The meeting was largely attended. Subscription lists to help the cause will be circulated.

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

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

The neglect to look after minute details in the factory is a source of great loss to many producers.

MOST PERFECT MADE.

It contains neither Ammonia, Alum, or any other injurious ingredients.

It is the lightest and fluffiest of all powders.

DR. PRICE'S
Cream Baking
Powder.

**ALCOHOL UP;
PURE ALSO ADVANCED**

Chalk
Charc
Cor
Chlor
Chlo
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**BUSINESS OPERATIONS IN PHAR-
MACEUTICAL LIST LIGHT.**

**Quicksilver Offered at Concession
—Alcohol Supplies Rema
Scarce on Spot — Glyceri
Strong—Camphor and Ment
Unchanged.**

There was little to discuss in the drug and pharmaceutical markets on Wednesday. Business operations were expected to be small in view of the unwillingness of consumers to do anything over the year end. The position of the various markets remains strong. Prices will naturally hold well in view of the scarcity of supplies of many of the leading commodities, especially the spot, and the fact that consumers are by no means supplied with goods in sufficient quantity to carry them leads to the belief that general strengthening will be seen throughout the winter and early spring.

Quinine was unsettled and offered down to \$1 per ounce, on the spot; in some quarters it was possible to get even lower. However, American manufacturers maintained a decidedly strong position and were doing business on the long established basis, but only with regular customers.

Quicksilver was another of the unsettled commodities and recent prices were understood to have been offered down to \$85 per flask, the reduction attributed apparently to large quantities coming via London.

Manufacturers of acetophenetidin were reported to be in a better position and contracts were expected to be completed soon, with the production of dynamite.

Glycerine
dynamite
25c per

TER
ask

Advertisement Service

The direct-appeal route to substantial business men, executives and high-class employes.

BUSINESS NOTICES

BRIMSTONE AND SULPHUR UNION SULPHUR CO., 17 Battery Place, New York. Producers of HIGH GRADE BRIMSTONE.

INK AND MUCILAGE
DAVIDS CO., THADDEUS, 95 Vandam St., N. Y. Manufacturers Writing Inks, Paste and Mucilage.

IRON, STEEL AND METALS
ANACONDA COPPER MINING CO., 41 Broadway, N. Y.—Refined Copper.

ILLINOIS ZINC CO., 220 Broadway, N. Y. Worth 1496-1497. Manufacturers of Selected Brass, Special Spelter, Sulphuric Acid and Zinc Dust, Rollers of Sheet Zinc, Water and Strips. Works, Peru, Ill.

PURCHASE—EXCHANGE

BORG Buys Diamonds, Old Gold, Silver, Platinum, Antiques, Pawn Tickets, Artificial Teeth.
146 WEST 13D ST.

SURROGATES' NOTICES

CREMIN, JOSEPH DANIEL—In pursuance of an order of Honorable Robert Ludlow, Surrogate of the County of New York, notice is hereby given to all persons claiming against Joseph Daniel Cremin, the County of New York, deceased, to present the same with vouchers thereof to the undersigned, at his place of transacting business, at the offices of Harrington, Bigelow & Co., No. 64 Wall st., in the City of New York, before the 15th day of April.

Given under my hand and seal of office, in the City of New York, the 9th day of October,

JOHN DOMINIC CREMIN,
Administrator.
HARRINGTON & ENGLAR,
Administrators, No. 64 Wall St., New York City.

In pursuance of an order of Honorable Robert Ludlow, Surrogate of the County of New York, notice is hereby given to all persons claiming against Joseph Daniel Cremin, the County of New York, deceased, to present the same with vouchers thereof to the undersigned, at his place of transacting business, at the offices of Harrington, Bigelow & Co., No. 64 Wall st., in the City of New York, before the 15th day of April.

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**John Jamieson & Co's
LOCHFYNE
HERRINGS**

56-60 E. Howard Street, GLASGOW.
Agent, W. S. KENNEDY,
463 St. Paul St., MONTREAL.

**FOR DAIRY
BUTTER**

**OR DRESSED
POULTRY**

Write or Wire
**PARSONS
PRODUCE CO.**
WINNIPEG—MANITOBA

**W. F. BUCHANAN,
BROKER, COMMISSION MERCHANT
AND
GENERAL PURCHASING AGENT,
WINNIPEG.**

REPRESENTING:
ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Van-
couver, B. C.
BUCHANAN & CO., Saltcoats, N. W. T.
HEAM WALKER & SONS, Ltd., Walkerville,
Ont.
JOHN DEWAR & SONS, Tullymet Distillery,
Perth, N. B.
PERINET ET FILS, Reims.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.

CORRESPONDENCE SOLICITED.

NOTICE

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

VANCOUVER, B.C.

Having largely increased their capacity. We ad-
vise all dealers to see their price list before plac-
ing their orders for Jams, Jellies, Canned Fruits,
and Canned Vegetables.

Besides their regular brands of Ground Coffee,
now so favorably known, they quote:

Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest
quality.

EPPS'S COCOA

¼ lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

LAURENCE GIBB

Provision Merchant,
88 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.

Meglaughlin, Marshall & Co.,

Wholesale Provision Merchants,
3 and 4 Corn Exchange,

Manchester,

Also at
Liverpool and Glasgow. England.

Are prepared to receive Consignments of Eggs,
Bacon, Hams, etc. Having been established more
than 40 years, they are in connection with all the
best buyers in the North of England.

W. GIBBINS & CO.,

Commission and
Manufacturers' Agent,
WINNIPEG, MAN.

We are open for Consignments of Dried
and Evaporated Apples, Beans, Peas, &c.,
or will take orders for packers and others.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,
Provision and Commission Merchants.

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

Butter a little easier, though really no de-
cline. We quote 18 to 22c. for good to
choice Eggs are firm at 22 to 25c. for fresh
and 19 to 20c. for good limes. Potatoes are
scarce at 90c. to \$1. Beans, \$1.20 to \$1.40.
Dried apples in demand at 5 to 5½c. Green
apples 50c. to \$2.00.

Consignments of above Solicited

J. F. Young & Co.

Produce Commissions,

A Fine Line of
Jam at 8c. per lb.
74 FRONT ST EAST

.. TORONTO ..

PARK, BLACKWELL & CO.

(Limited.)

—SUCCESSORS TO—

**JAS. PARK & SON
TORONTO.**

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

**PUT
TEXAS BALSAM
IN STOCK**

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.80. Express prepaid. Cash with order.

C. F. SEGSWORTH,

6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

**S. K. MOYER,
Commission Merchant**

And dealer in foreign and
domestic fruits, fish,
poultry, etc.

SPECIALTIES :

Oysters, Oyster Carriers,
Smoked, Salt and Fresh
Fish. Consignments and
Orders solicited.

76 Colborne St.,
Toronto, Ont.



GEORGE MCWILLIAM.

FRANK EVERIST.

MCWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

FIGS, DATES, NUTS,

ALMERIA GRAPES, Etc.,

Florida Oranges are now arriving in car lots,
stock fine, also Messina Lemons. Will fill
all orders at lowest possible price.

J. Cleghorn & Son,

94 Yonge St., TORONTO.

Fancy Florida Oranges--

Car arriving weekly.

Car Messina Lemons--

Just arrived.

We are handling best brands Bulk and Canned
Oysters, Haddies—Portland and St. Johns,
Fancy Bloaters and all kinds Fresh Fish, New
Golden Dates, Figs, Nuts, etc.

**WILLIAM RYAN,
PORK PACKER**

Toronto, Ont.

**HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD,**

WRITE FOR PRICES.

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.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, Jan. 26, 1893.
GROCERIES.

Trade is quiet. In sugar there is some activity, but the movement is probably not above what will become the average for this time of year under the conditions created by the free admission of raw. Until we have a period of several years of free raw to look back over, it will be hard to say how much an expansion in the demand may be regular or due to some exciting circumstance. Of course there is much more sugar sold than what would be deemed an average quantity two years ago. Tea is moving into current interest, and the price is going farther upward. Canned goods are in more active request, and holders of stock are in a more cheerful frame of mind. Dried fruits are quiet and unchanged. The stock of Valencia raisins is kept down to limits necessary for current business, and current business is small. Syrups are quiet, but are expected to come into practical trade in a few weeks. Coffees lose none of their firmness, stocks are light on spot, and all held here were bought since the market began its upward course. Payments are not an object of much comment. They are probably as deserving of a good report as of a bad one. The reports vary, according as the run of accounts is held against good or bad payers.

COFFEE.

The report of the market for Brazil coffees is like an oft-told tale, it is tediously same. The primary market is strong, and its strength is reflected in New York. The price is steady here at from 20 to 22c. Stocks are light in Toronto hands, the bulk of those held being of rather low grade. There are some choice coffees, however, quoted at 21½ to 22c. Mild coffees are unchanged and firm at 25 to 30c. for green Javas, 28 to 35c. for Padang, 40c. for colory V.O.G. Javas. Mochas are quiet at from 28c. up.

DRIED FRUIT.

Merchants are not sending in orders very freely for dried fruit, and that staple is having a quiet time. The Valencia raisin market is very little changed. There is some off-stalk fruit obtainable at 5c., but it is of very common quality. For good fruit jobbers are firm at 5¼c. upwards. Selected is quoted at 7 to 7½c. The stock of blue fruit remaining unsold is very inert merchandise at this time of year, and although it is offered at a concession on former prices, buyers are not forthcoming. The shading of a price sometimes has the effect of closing off the demand, which becomes mistrustful of

the stability of current prices and reserves itself for further breaks. London layers can be bought under \$2.25. Currants remain steady at from 5¼c. upwards. There is a large stock in New York, but it is held in pretty firm hands at the moment, holders looking forward to a sufficient development of the demand by spring to take up all they control. Prunes are firm and stocks are not likely to be so slow moving as they were a year ago, the scarcity of dried and evaporated apples being a factor in favor of large consumption. U's are 7¼ to 8c., B's 8 to 8¼c., C's 8½c., D's 8¾c. Figs are steady at 4½ to 5c. in bags, and 11 to 16c. in boxes. The demand for nuts is of small volume, the prices remaining as quoted in Prices Current.

RICE AND SPICES.

The rice market is steady and, as usual, unchanged. Purchases are of the average magnitude on the whole, but they are mostly in the way of small parcels. Common rice is 3½ to 4c., Japan 5 to 5½c., and all other sorts are as they were.

Both pepper and ginger are firm just now and in very good demand. Cloves are quiet, but they are firm. In all other lines the spice market is very quiet.

SUGAR.

The sugar market retains all the firmness it acquired with the last advance. Refiners still refuse to book orders ahead on the basis of present prices. Both those that are shut down and those that are still running keep strictly to present business. Wholesalers do not evince much desire to speculate. They doubtless remember the issue of former attempts of this sort and refrain from repeating them and reaping the same experience. Nor do retailers manifest much inclination to get hold of stock at current prices. They find it hard enough to get profits adequate to repay them for handling, without trying to add the cost of carrying to their selling price. There has been a considerable movement of sugar, but it has probably been all called for by the increase in the consumptive capacity which low prices have brought about. Granulated is unchanged at 4¼ to 4½c., yellow at 3¾c. upwards.

SYRUPS AND MOLASSES.

The lowest price for good merchantable syrup is 2¼c. Anything offered at a much lower figure is seldom taken twice, and is in nearly every case United States syrup. The demand is limited, but is expected to increase considerably in the near future.

Molasses is quiet. The call for New Orleans stock is probably stronger than for any other description. The price is 32c. upwards. West Indian quotes from 35c.

TEA.

Tea is now receiving more attention than any other commodity handled by grocers. The attention is mostly confined, however, to enquiry, orders, for some unaccountable reason, being held back by retailers. They have nothing to gain by continuing this policy; it has brought them nothing but higher prices up to the present, and it will do them no better service in the future. Jobbers who a month ago would have shaded a cent on large blocks are more likely to go as much in the other direction now. Teas of all kinds, whose value is included anywhere in the range between 18 and 33c., are very desirable property and are firmly held. Inquiry is again cropping up from the United States, and samples of Japan tea held at about 18c. have been forwarded. Other points in the Union have likewise signified a want for teas, and have asked prices on

somewhat higher grades. One broker here held a round lot of Japans up till the end of last week for a New York house, to which he has shipped it. The market is likely to be a very bare one by next June. All teas at about 18c. are wanted. The London market has made another advance. The most common China tea, stock that the Canadian trade would not handle, could not be laid down here now under 15c. up to next May. Indian tea that quoted 5½d. last January is now 9d., or equal to about 19c. here.

MARKET NOTES.

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

The Pure Gold Manufacturing Co. finds an increasing demand for its Pure Gold Baking Powder.

Clemes Bros. have received a car of extra fancy Palermo lemons, of the same description as those that took so well last year.

Tomatoes ranking about equal to Bowlby's Little Chief were sold in London, England, a short time ago at a price equal to 93c.

W. T. Harris, Chatham, N. B., dealer in general merchandise, offers 200 cases canned lobsters, also dried cod of finest quality.

Sloan & Crowther received on Tuesday their first shipment of Aylmer chicken soup. A shipment of Little Chief Faultless tomatoes has also just arrived.

Messrs. Regan, White & Co., of Montreal, are offering a large lot of their well-known white clover brand pure cane sugar syrup. It should prove a seller at this season.

The packers have turned down additional orders recently for "Star" brand canned lobster, 1893 season pack, and give it to be understood that they are "out of the market."

Eby, Blain & Co. are receiving numerous repeat and special orders for five and ten case lots of their Orient brand of package tea. This is due to the self-selling merit of the goods.

Eby, Blain & Co. have received another large consignment of Sphinx prunes. These goods are just now in seasonable demand, and are in especial request owing to the scarcity of evaporated apples.

Seven or more carloads of sun-dried apples have been purchased by exporters during the past week. Prices not transpired. Some parcels of evaporated were taken at 10c. for prime quality.—N. Y. Commercial Bulletin.

Lucas, Steele & Bristol report a very fair sorting up in teas during this month. Their stock is still large and well sorted, and they will be pleased to forward samples at anytime. L. S. & B. do not think there are enough Japans in the country to last until new crops arrive.

The new season's make of Cairn's Home-Made Marmalade is now being offered to the trade by Messrs. Blackstock Bros., Montreal, the Canadian Agents. They report



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**NO TRAVELLERS
—ON—
—THE—
—ROAD—**

If your wholesale house does not keep "KENT" Pickles in stock, order DIRECT from us. You cannot afford in your own interests to sell poor goods, or goods that your customers may not like. "KENT" Pickles always please. Try them.

**THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.**

THE "Lion Brand"

is so popular that UNSCRUPULOUS packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "BOULTER" across the face of each label in a distinctive color. Look out for the word "BOULTER" if you want first class "canned goods."

**Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.
W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.**

FINNAN-HADDIES

Direct from Packers.
BEFORE PLACING YOUR ORDERS GET
QUOTATIONS FROM
L. H. DOBBIN, - MONTREAL.



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

DO YOU?

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

It always pays to
BUY THE BEST

Goods. Fresh Fruits and Vegetables can be had every day, by using the Lakeport Preserving Co's Canned Goods. All goods guaranteed. Try them once and you will use no other.

**Lakeport Preserving Co.,
Lakeport, Ont.
Factories at Lakeport and Trenton.**

"Nothing succeeds like success."



The sale of our
**BEAVER BRAND
PICKLES**
INCREASED
79 PER CENT.
DURING THE LAST YEAR.

Wishing all our Friends a
Happy and Prosperous New Year.
T. A. LYTLE & CO.,
Vinegar Manufacturers,
TORONTO.

MAPLE PRODUCTS.

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

**Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.**

Boy
Brand
Corn



DAILEY'S

Please try them.
His boys eat them.
Prepared by the
**Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.**

Boy
Brand
Tomatoes



BUYERS!

OUR interests are identical. It has paid us to pack a superior quality of Canned Goods. It will pay you to sell them. Our sales for 1892 have doubled 1891.

You may double yours by securing now, while the price is right and stock fresh and complete, a full assortment of our leading lines.

All of which is guaranteed strictly A1.

**Delhi Fruit and Vegetable Canning Co.,
FACTORIES : Delhi, Ont., and Niagara on the Lake.**

MARKETS—Continued

that the official awarding of the title of "Purveyor of Marmalade to Her Majesty the Queen" seems to have drawn the attention of the public very forcibly to this favorite brand. Though for two seasons there had been none available for this market, yet last season's sales were very satisfactory.

A. E. Carpenter, of the Ontario Canning Co., Hamilton, has just returned from Great Britain, where he has been making enquiries as to the probabilities of a market for Canadian canned goods. He is very much taken with the idea that there is a great future ahead for the trade in tomatoes and peas, but not for corn as the British taste has not been cultivated in that direction yet. They are now extensive importers of tomatoes from the States and from Portugal. One firm alone imported 52,000 from Philadelphia. The Portuguese tomatoes are the best and in the green state show better color than Canadian, but in cans the Ontario pack is equal in flavor and better in quality, there being less water in it. Mr. Carpenter sold a trial shipment of 1,000 cases.

PETROLEUM.

In the oil market prices remain unchanged and business quiet. Canadian refined quotes at 14 to 14½c., and other grades at the figures given in our Prices Current.

The Petrolia Advertiser reports: Petrolia crude \$1.18 per barrel; Oil Springs crude \$1.19 per barrel. A very firm feeling prevails all along the line. Crude continues at \$1.18 with very little business doing. The weather has been so cold the past few weeks that it keeps producers busy keeping their wells going, the blizzard having hidden most of them from view. Refined is moving out rather freely, with quotations the same as last week, 10½ to 11c., car lots. As soon as the weather moderates some of the more prominent drillers will have their hands full, as in interviews with several the past week we find them with contracts ahead for close on two hundred wells, with our Oil Springs friends busy right along as well.

BUTTER AND CHEESE.

The market is still sparingly supplied. The price of large rolls is 16 to 18c. for good stock and 14 to 16c. for anything not of prime quality. The deliveries continue to be nearly altogether in the form of rolls. Choice dairy tub butter is very scarce and is firm at 18 to 20c.

The cheese market has taken a strong upward turn in England. Prices are therefore very firm here. Good fall stock is quoted at 12c.

COUNTRY PRODUCE.

BEANS—Are offered out of store at \$1.20 to \$1.35. The former price is for a very common grade.

SURPRISE SOAP

While the best for all household use, has peculiar qualities for easy and quick washing of clothes.

We sell it! So do all the best Wholesale Grocers in Canada.

The St. Croix Soap Mfg Co.,

St. Stephen, N.B.,

Branches:

MONTREAL: 17 St. Nicholas St.

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

WINNIPEG: E. W. Ashley.

DRIED APPLES—The country is quite bare of stock. Buyers are going as high as 5½c., and jobbers are getting 5¼c.

EVAPORATED APPLES—The stock now available is of small proportions. The prices quoted range from 7½ to 9c. for new stock and as low as 6c. on old.

EGGS—Strictly fresh are 25c., cold stored are 19c., limered 16 to 16½c.

HONEY—The demand is small, and prices are steady at from 7 to 10c. for extracted and 13 to 16c. for sections.

HOPS—Jobbing goes on at 18 to 20c., but brewers' orders are held back. The market appears to be in sellers' favor, however, as the stock is unusually good, and there does not seem to be an excess of it.

ONIONS—Not many are to be seen in stock, owing to the difficulty of keeping them in cold weather. The price is \$2.25 to \$2.50 per barrel.

POTATOES—Are scarce, and not all that are offering can be classed as good. The best is worth as high as 80c. on track, and from that the price ranges down to 75c. Out of store lots are 90c. per bag.

DRESSED POULTRY—Chickens are 40 to 60c. a pair, ducks are 55 to 85c. a pair, turkeys are 12½ to 13c. per lb., geese 8½ to 9c. per lb.

GREEN FRUIT.

The weather has been more favorable to business. Retailers' orders are now both large and numerous, the time of year being considered. They evidently are getting in supplies, not only for present requirements but in preparation for another cold snap. If

they are without the fruit when the weather is very cold they usually remain without until the weather moderates enough to make shipping safe. Valencias oranges are \$4.50 per box, Jamaicas \$2.50 to \$3 per box, Floridas \$3 to \$3.25 per box, Mandarines and Tangerines \$3.25 to \$3.75 per box, bananas are scarce at \$1.75 to \$2, pineapples are 20 to 30c., Malaga grapes are \$8 to \$9, fancy cranberries \$10 per barrel, common \$1 per basket, apples \$1.50 to \$2.85 per barrel.

CANNED GOODS.

TORONTO.

There is a better feeling in the canned goods market. All this signifies is that buyers are not hammering so hard at prices as they were awhile ago. They realize that prices are remarkably low, and that success in efforts to depreciate them farther does not beget confidence. Every concession they obtained in the past made them more chary of parting with their big orders. They have consequently been less grudging of their orders recently and have gone out a little farther than the strict measure of the moment's needs. The price is rather steady at from 85c. to \$1. No report of the result of the trial shipment sent to England has yet been received. Fruits are in slightly better request. Salmon is rather a slow-selling line, but it is firm at from \$1.45 up.

TORONTO, Jan. 27, '03.

WE—PAYING—ARE

4 ³/₄ C.

FOR
BRIGHT--DRY--SOUND
NEW CROP
DRIED APPLES.

WE ARE

BUYING

DRIED APPLES

Address

STANWAY & BAYLEY

42 FRONT ST., EAST, TORONTO.

--TERMS--

PRICE—Good for one week from date, for not exceeding 10 Barrels from any one shipper. Larger lots subject to confirmation before shipment. All others can be made without advice, but subject terms stated.

SIGHT DRAFT—Or local pay-orders honoured, 10 days after shipment made.

QUALITY—Bright, dry, and sound new-crop stock.

FIGS

Choice Natural
in bags
about 55 lbs.

4¼c.

10 lb. boxes
Choice Elements
4 Row

10½c.

.. (LEMES BROS) ..

Phone. 1768

TORONTO



DANIEL G. TRENCH & CO.,
CHICAGO, ILL.

CANNING FACTORY OUTFITTERS.

GENERAL AGENTS FOR

SPRAGUE MFG. CO., FARNHAM, N. Y.

CANNING MACHINERY OF ALL KINDS.



THEY ARE RIGHT.

We have packed all kinds of Vegetables, Fruits,
etc., and our CANNED GOODS are in the hands
of the wholesalers.

Our Factory New Throughout.

**The Strathroy Canning and Pre-
serving Co., Ltd.,**
STRATHROY, - ONT.

BUY THE BEST.
SEELY'S

Celebrated
Flavoring
Extracts.

VANILLA, LEMON,
and Assorted Flavors.
Standard Goods of America
(established in
1862). Once tried, al-
ways used.

Seely Manufacturing Co.



Detroit, Mich. - Windsor, Ont.

FRESH FISH - -
: : Splendid Stock

MANITOBA WHITEFISH,
SALMON TROUT,
CODFISH, HADDOCK,
MACKEREL SMELTS,
FLOUNDERS, Etc.

Orders
Promptly
Filled.

D. W. PORT & CO.,

Wholesale Fish Agents,

Esplanade, - - TORONTO.

THE FINEST
IN THE LAND.

CHOCOLATES
(G.B.)

EVERY CHOCOLATE IS STAMPED
G. B.

GANONG BROS., Ltd.

ST. STEPHEN, N.B.

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

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

GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

"JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed.
An excellent food for Infants.

We make only the one quality—**THE BEST.**
Buy only the **JERSEY BRAND** for all pur-
poses. Sold by Grocers, Outfitters and others.

MANUFACTURED BY

FORREST CANNING CO'Y,

HALIFAX, N.S.

STANWAY & BAYLEY, Agents, Toronto.

W. A. Carson.

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J. Anning.

BELLEVILLE CANNING CO.

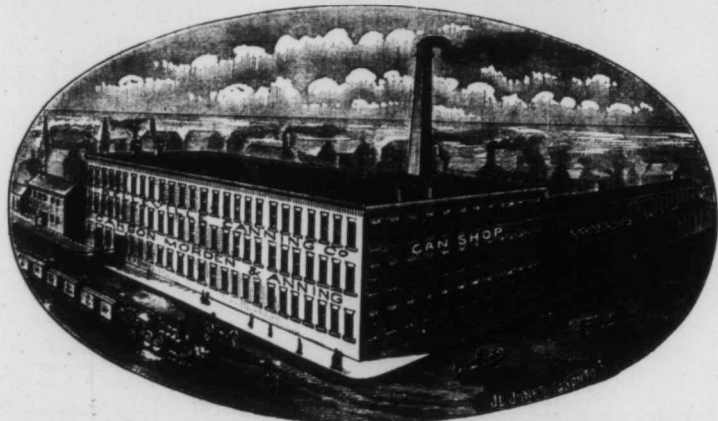
—PACKERS OF THE—

"Queen Brand"
Fruits and Vegetables.

All our goods are packed with the greatest care and clean-
liness, and as we are on the market to stay we will only
put out

FIRST-CLASS GOODS.

We respectfully ask the trade to recom-
mend this brand to their customers:



MARKETS.—Continued

HOGS AND PROVISIONS.

Hogs are still scarce, but the rate of delivery has risen above last week's point. Prices are consequently easier, cars quoting \$8.40 to \$8.60. All products are firm at former prices.

BACON—Long clear 10½ to 11c. Smoked backs are 12½ to 13c., bellies 13½c., rolls 10c.

HAMS—Are 13c. LARD—Pure Canadian is 11c. in tubs, and 12½c. in pails. Compound is 10 to 10½c.

BARREL PORK—U. S. heavy mess is \$20 to \$21. Canadian short cut is \$21.50 to \$22.

DRESSED MEATS—Beef forees are 5 to 6c. hindquarters 7 to 8½c., veal 6½ to 8c., mutton 6½ to 7c., lamb 7c. to 8½c.

FISH AND OYSTERS.

The demand for fresh fish appears to be on the increase, though the outward movement of stock is still too slow to satisfy sellers. Prices of all descriptions remain as they were, that is as follows: 7c. for trout and ordinary whitefish, 7½c. for Manitoba whitefish, 4c. per lb. or \$2 to \$2.25 per hundred for Lake herring, 10c. for mackerel, 13c. for B. C. salmon, 7c. for smelts, 5 to 5½c. for haddock, 4 to 4½c. for market cod, 7c. for steak cod, 4c. for founders, 6½c. for skinned and boned codfish, \$6 for Labrador herring, \$5 to \$5.50 for shore herring, 11 to 12½c. for Digby herring, 4c. for boneless fish, 7 to 8c. for boneless cod, oysters are scarce, and the price has been advanced to \$1.75.

HIDES, SKINS, WOOL, TALLOW.

WOOL—Fleeces are steady at 18 to 19c. Pulled wools are worth 22 to 23c. for super, 6 to 27c. for extra.

SKINS—Sheepskins are scarce at \$1 to 1.15. Calfskins are unchanged at 5 to 7c.

HIDES—No. 1 green cows' are 4½c. Cured are 5¼c.

TALLOW—Is quiet at 5½c. for rendered and 2c. for rough.

MONTREAL MARKETS.

MONTREAL, Jan. 26, 1893.

[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below, and in our Prices Current, necessarily take a wide range.]

GROCERIES.

The grocery trade has furnished a satisfactory volume of business during the week, refined sugar having been placed in fair quantities at the late advance in prices. In fact refiners are compelled to pursue a conservative course about taking orders ahead by the position of the raw sugar market. The product keeps very firm, and those buyers who are waiting for a decline in values before securing the cargoes are not meeting with much encouragement at any of the sources of supply, either in Brazil, the West Indies, Java, or the Philippine Islands. Syrups are somewhat lower owing to lower offerings of American and Barbadoes. Molasses is very firm and stocks are in exceptionally small compass. Teas exhibit marked firmness, and in lines of produce, the same feeling prevails notably in the case of hogs, eggs, and potatoes. On the whole the new

year is opening on a strong situation with the prospects of a good spring trade becoming more prominent every day.

SUGAR.

The week has not developed any change of great importance either in refined or raw sugar, but there has been a fair volume of trade in the former from the refineries at a steady range. In fact buyers show more and more disposition to operate ahead, but the state of the market for raw material calls for a conservative course, and refiners are following it at present and booking orders only for a very short time ahead. Buyers of raw stock have been hoping that the market will shape itself to permit of cost and freight business for spring delivery on a lower basis, but it refuses decidedly to be accommodating in this respect, and no cargoes can be booked either at Java or the Philippine Islands at the reduction which buyers wish. Advices from New York to brokers here cite a very firm disposition on raw, a part cargo of Muscavado leaving first hands there at an advance of 1-16c., at 3 1-16c. for .89 test. Two other small cargoes of China and St. Domingo centrifugal stock were sold at 3 7-16c. for 96 test. The tone on the whole, therefore, is very firm, and we quote from the refineries here in straight lots as follows:—Granulated, 4½c.; bright yellows, 4 to 4½c., and lower grade 3½c.

SYRUPS AND MOLASSES.

The market for syrups is quiet, but with the approach of Lent a freer movement is anticipated. A fair quantity of Canadian in the wood has been moved at 1¾ to 2½c., while American has been sold lower for poor stock at 19 to 20c.

With stocks of Barbadoes molasses in remarkably small compass holders are firm and will not part with any large quantity, being fully satisfied that the regular jobbing movement from now out will be more than sufficient to absorb the remaining stock. The best figure now is 34c.

TEAS.

There has been a good demand for tea both on home and United States account on this market and the firmness of the previous week is intensified if anything. Japans have furnished most of the sales, a round lot of 1,600 packages being disposed of on Chicago account. We note fair local sales also at 14 to 14½c. for common, 16½c. for medium while fine has been taken at 21 to 22c. with sales of choice goods as high as 30½c. In fact holders are disposed to ask for an advance, and higher volumes are not improbable in the near future in view of the light supplies while it is certain that orders could not be placed now at anything like the figures possible at the first of the year. For black teas a fair demand is reported and a few invoices have been put through on English account at from 7d. to 1s. In fact buyers all round are beginning, as the GROCER pointed out last week—to realize that it is useless to hold off for lower prices.

COFFEES AND SPICES.

A good deal of business has transpired in coffee during the past week, any lots of Rio offering being eagerly picked up at 18 to 21c. as to quality. Maracaibo has sold quite freely at 18¾ to 19½c. in round lots for these figures would have to be advanced upon for jobbing parcels. We quote Jamaica and Rios 18½ to 20c.; Maracaibo 18¾ to 20½c., Java 25 to 27c.; and Mocha 25 to 30c.

The spice market continues strong and buyers show more disposition to operate. We quote black pepper 7½c., cloves 7½ to

8½c. and nutmegs 50c. to \$1 according to quality.

RICE.

A small jobbing trade is doing in rice, but there is no movement from first hands. We quote standard \$3.85, choice \$4.25 and higher grades \$5 to \$7.

DRIED FRUIT.

The demand for dried fruit has shown some improvement during the week, but only for good sound stock, the cheap trashy stuff going a begging as usual. Almost any price would be accepted for it, and this fact acts as a check with some buyers, and therefore does considerable damage to business. Round lots of good sound Valencia off stock seconds have moved at 4¾ to 4½c., while the offerings of prime are light and firmly held, 5c. net for a straight wholesale lot being the idea. Layers are meeting a fair call, a round lot of Valencia changing hands the other day at 6 to 6¼c.

The currant market is quiet but distinctly firm, and we note some sales at 5 to 5½c. as to quality. Practically all the stock here is in the hands of a leading wholesale firm.

NUTS.

Trade in nuts has been slow, but prices are steady and unchanged. We quote:—Pecans 11 to 12½c., Terragona almonds 16½c., Grenoble walnuts 13½ to 14½c., filberts 10 to 10½c., Ivica 14½c., Brazil 15c., marbots 12½c., cocoa nuts \$3.50 to \$4.50 per bag of 100 for old, new \$5 to \$5.50.

FRUIT.

Trade in fruit has been fair during the week, but there have been no specially striking features.

Lemons have met a good demand, and we quote Messina \$3.30 to \$3.50, prime \$2.75 to \$3, and common \$2 to \$2.25 as to quality.

Oranges have furnished a fair business. We quote fancy Floridas \$3.25 to \$3.50, Valencias \$4 to \$4.25, Messina \$2.50 to \$2.75 per box, and Jamalcas \$5 to \$6 per barrel.

Figs have met a good demand at 5 to 5½c. per lb. Sales of crystallized have been made at \$1 per 5 lb. box.

Dates have ruled quiet at 5½ to 6c. for new and 3½ to 5c. for old.

There is no change in dried stock, which we quote as follows: Dried apples 4½ to 5c., evaporated 6 to 7½c.

FISH.

The fish market continues in very good shape under a good demand and very moderate supplies. The feeling is very firm therefore at the following quotations: Haddock 4c., cod 3 to 3½c., steak cod 4½ to 5c., lake trout 7c., white fish 7 to 7½c., pickerel or dore 8c.; dried cod, \$5.50; No. 1 green cod, \$5.75 to 6\$; B. C. salmon, \$13 per brl.; Labrador salmon, \$13 to \$14; No. 2 mackerel, \$14 per brl.; do. \$7 per half brl.; Labrador herring, \$5.25 to \$5.50 per brl.; C. B. and N. S. herring, \$5.25 per brl.; tommy cods, \$2 to \$2.25 per brl.; fresh herring, \$1.85 per hundred; haddies, 7 to 7½c.; Yarmouth bloaters, \$1.25 to \$1.50; common do., \$1; fresh frozen mackerel, 10 to 10½c. each; No. 1 lake trout, \$4.75 to \$5 per keg.

APPLES.

The market is quiet and unchanged at \$2 to \$2.75, as to size of lot and quality. More poor returns have been received from Liverpool.

POTATOES.

The potato market continues firm and prices show a still further advance under light supplies. Car lots have changed hands here at 95c. to \$1.05, an advance of 5 to 15c.,

(Continued on page 24.)

FLOUR AND FEED.

TORONTO.

The flour market is both dull and easy, and shippers are rather depressed with the state of the market, which they had calculated on making a turn in their favor before this. The hopeful tendencies observed some time ago have proved disappointing, however, and now the condition of the market is as bad as it was before.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.60; strong bakers' \$4.25; white wheat patents, \$4.50; straight roller, \$3.40; low grades, per bag, \$1.25 to \$1.50.

Car prices are: Toronto freights—Manitoba patents, \$4.30 to \$4.40; Manitoba strong bakers' \$3.75 to \$3.90; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.15 to \$3.30; extra, \$2.60 to \$2.70; low grades, per bag, \$1.00 to \$1.25.

MEAL.—Oatmeal is \$3.80. Cornmeal is \$3.50.

FEED.—Bran is \$12, shorts is \$13.00 to \$15 mixed feed \$22, feeding corn 57 to 58c., oats 30 to 31c.

HAY.—Baled timothy is \$9.

STRAW.—Is steady at \$5.50 to \$5.75.

MONTREAL.

There is a very fair local movement in flour with several export enquiries that promise to result in something. Winter wheat \$4.25 to \$4.50; spring patent, \$3.25 to \$4.50; straight rollers \$3.55 to \$3.75; extra \$3.20 to \$3.25; superfine \$2.65 to 2.90; city strong bakers \$4.10 to 0.00; strong bakers \$4.00 to \$4.10.

ST. JOHN, N. B.,

The advance in breadstuffs, which was noticed in our last, has not had the affect anticipated, as, beyond a few sales made at first, very little seems to be moving. Buyers are evidently of opinion that the time is not ripe for higher prices. Dealers still claim they are selling below what can be landed at, and quotations are: Manitoba, \$5.20 to \$5.30; High grade Ontario, \$4.30 to \$4.45; Medium patents, \$4.10 to \$4.25.

Oatmeal.—Not much moving, and prices steady at advance \$4.15 to \$4.25.

Cornmeal.—No change. Sales made are \$2.75 to \$2.85.

Feed is quoted at \$20 to \$21 per ton.



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

**PURE CONFECTIONERY,
FINEST BISCUITS.**

Manufactured by
**J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.**

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E.

**The Western Milling Company
(Limited.)
REGINA, ASSA.**

Manufacturers of all kinds of
**High Grade Flours,
Hungarian Patent,
and Strong Bakers.**

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers' of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

**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.

R. M. PINCOMBE.

STRATHROY OATMEAL AND CORNMEAL MILLS.

Pincombe & Sutherland,

STRATHROY, ONTARIO.

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal, also Standard and Granulated Oatmeal, CORNMEAL, Dessicated Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.

OATMEAL

**Dominion Mills,
LONDON.
Excelsior Mills,
MITCHELL.**

Write or wire for Thomson's Brands
ROLLED OATS, PINHEAD & STANDARD MEALS.
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.
All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots.
WALTER THOMSON, London and Mitchell.

BRANDON ROLLER MILLS.

Brandon, Man.

—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers

-- FLOUR --

Also Oatmeal, Rolled Oats, Rolled Oatmeal Granulated and Standard.
Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y,
PROPRIETORS.

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

-- MILLERS --
(Hungarian Process)

BRANDS:
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AGENTS:

J. L. SMITH & SON, - Montreal.
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GENUINE CREAMERY BUTTER

In lots of 5 tubs and upwards, price 23½ cts. per lb., cash; single tubs 50 lbs. each, will be shipped as samples on receipt of \$12.

JACKSON & HALLETT EXPORTERS OF CREAMERY BUTTER
GUELPH, ONT

MONTREAL Markets Continued.

and jobbing quantities cannot now be had for less than \$1.10 to \$1.15.

DRESSED POULTRY

Light receipts and a good demand are the features and prices are somewhat higher. We quote turkeys, 13½ to 14c. for finest, poorer kinds selling at 12 to 13c. Chickens have sold all the way from 9½ to 12c. and geese 10 to 11c. Ducks are scarce and firm at 12 to 13c.

DRESSED HOGS.

The market remains firm with sales of car lots at \$8.80 to \$8.90 per 100 lbs.

PROVISIONS.

The demand for provisions is not large but very fair for this season of the year. We quote as follows: Canadian short cut, per bbl. \$21 to \$22; Mess pork, Western, new, per bbl \$21 to \$22.00; Hams, city cured, per bbl. 12½ to 13c.; Lard, Canadian, in pails 10¼ to 10½c.; Bacon, per lb., 11½ to 12c.; Lard, com, refined, per lb., 9 to 9½c.

EGGS.

The egg market holds very firm under a good enquiry from the United States, but the local demand is slow. We quote Montreal limed 21 to 22c., good held fresh 23 to 25c. and choice boiling 30c.

BUTTER AND CHEESE.

Butter remains as before under a moderate jobbing call. We quote as follow:—Creamery, 22 to 23c.; Townships 20 to 22c.; Morrisburg and Brockville 18 to 19c.; West-end dairy 17 to 18c.

The stock of cheese here is now so reduced that the market is fixed practically until the new season.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N. B., Jan. 26, 1893.

GROCERIES.

"Trade is quiet," was the reply to your correspondent in his search for news among the grocers. Everyone seems frozen in, as the very steady low temperature for several weeks has been unprecedented. Old Probs says warmer weather, and hopes are entertained for improvement in the grocery line. Values in all staples are not much changed. Collections are slower than might be expected, while all are preparing for taking stock, which is usually done the last week in January or the first in February.

SUGAR—The market is firm and prices have advanced somewhat, the quotations given are: Granulated 4.40 to 4½c., yellows 3½ to 3¾c., extra C. 3¾ to 4c.

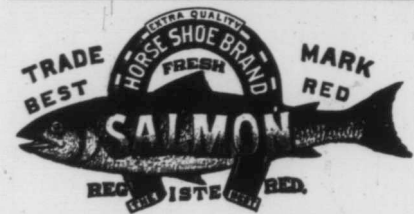
SYRUPS—Are dull and likely to remain quiet.

PROVISIONS—The market is very firm at late advances, and in some lines stocks are decidedly low. Pork is quoted \$21 to \$25 per bbl., beef \$14 to \$15. Lard, pure 13 to 14c., compound 11 to 12c.; smoked hams 13 to 14c., rolls 11 to 12c.

TINNED SALMON DANGERS.

Yesterday week, the Birmingham City Coroner, Mr. Oliver Pemberton, held an inquest at the Victoria Courts, touching the death of Joseph Mason Robinson (43), who died at his residence in St. George street, St. George's, on December 30th. Mrs. Robinson, the widow, stated that on the 28th ult. she bought a tin of salmon, as several friends were to take tea with the family that afternoon. She paid sevenpence for the fish, which she purchased from Mrs. Butler, in Summer Lane. The shopkeeper opened the tin. When buying it she asked Mrs. Butler if the salmon was good. There was a white frothy substance at the top, and witness said, "I don't care for the looks of this." Mrs. Butler replied, "It's all right," and added that she sold a large quantity of the salmon every year. The deceased, witness and their friends all partook heartily of the salmon, and after tea witness and her husband went out together for a walk. They had three or four glasses of brandy and water, reached home again at half-past ten, and went to bed at midnight. On the next morning deceased complained of illness, and vomited excessively during that and the succeeding days. Medical assistance was procured, but deceased died on the 30th. Albert Slinn, a brother-in-law of the deceased, said he was present at the tea and partook of the tinned salmon. The Coroner: And was there bread and butter on the table? Witness: Yes. The Coroner: And did you eat some? Witness: Yes; twelve or fourteen lengths. (Laughter.) Witness added that he took the largest share of the salmon and felt no ill effects. The Coroner: No; you were wise enough to eat a quantity of other food with it. That probably saved your life. Witness: Well, I felt very hungry, sir. (Laughter.) When we were eating the salmon we all said it was rather cold. After the salmon witness had five or six glasses of ale to drink. The wife of this witness gave similar evidence. She said she felt none the worse for the salmon, of which she took two tablespoonfuls. Further evidence showed that the salmon was purchased by Mrs. Butler a fortnight previously from Thomas Hiram, 365, New John street West. This gentleman was called and stated that he had kept tinned salmon for ten years in order to test it, and found the fish perfectly sound. The tin in question was part of a quantity of 200 dozen he bought from a Liverpool firm. It might have been in his warehouse a few months, or two years; it was impossible to say how long. He had

another tin from the same case, and was prepared to open it, and eat part of it in court. The Coroner: No, thank you. The result might be unpleasant. Mr. Astley Prosser, surgeon, Brearley street, stated that he was called in to see the deceased on the evening of the 28th ult. The man was suffering from the effects of irritant poison, and died in spite of the remedies applied. A post-mortem examination revealed the fact that deceased only had one kidney, and that very much diseased. The stomach was distended and ulcerated by a recent irritation. It contained four ounces of yellow thick fluid. No doubt the condition described was due to partaking of animal poison, such as decomposed salmon. Owing to the condition of his one kidney such a man as the diseased would be more seriously affected by unwholesome food. If his kidney organs had been in a natural condition he would most probably have got over the illness. Death was due to exhaustion following the vomiting and purging. The Coroner, in summing up the case, said that no doubt the process of sealing up tinned food was at times faulty, and hence occasionally we heard of people being poisoned as the diseased had been. High game was a great mistake, for it was a poison, a single mouthful of which might poison anyone. Of course, as with any other putrid food, if it was eaten with wholesome food the danger was less. The jury found a verdict that deceased "Died from eating tinned salmon in an unwholesome state, he suffering at the time from organic disease of one kidney."—Manchester Grocers' Review.



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

EVERY CAN WARRANTED.

J. H. TODD & SON,

Victoria, B.C., Owners.

AGENTS, Stanway & Bayley, Toronto.
Agents for Ontario

" W. S. Goodhugh & Co., Montreal.
" Tees & Perse, Winnipeg.

FAMOUS
"STAR"
Sugar Cured Meats
Mild, Sweet, Delicious Flavor.

All live dealers have them.
Be sure you have fresh stock

F. W. FEARMAN,
HAMILTON, ONT.

ESTABLISHED 1851.
JUST RECEIVED
4,500 Boxes
Valencia Raisins
WRITE FOR OUR PRICES.

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

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

WESTERN ONTARIO AGENTS FOR THE
Irish Mustard.
Cherry's DUBLIN Mustard is guaranteed absolutely PURE, and sold cheaper than the compound. Send for Prices.

SPECIAL TEA
SALE
During this Month we have decided to cut the prices on all our Teas and will show the trade some splendid lines at from 10 per cent. to 15 per cent. below usual prices.

Don't fail to get our Prices and Samples
J. W. LANG & CO. 59, 61 and 63 FRONT ST., E. Cor. Church

COOKING FIGS.

In Bags about 50 lbs. each.
Fine Quality and Cheap.

SLOAN & CROWTHER,
WHOLESALE GROCERS,
19 Front St. E., Toronto.

VALENCIAS

Our shipments now arriving ex S. S. Ardenform and Broomhaugh, were purchased at the lowest point.
Layers, very choicest quality.
Best value in market.

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

—: : We are offering a : :—
Blended Tea AT 25^{C.} Per Lb.

For Strength and Flavor it is Unequaled.
Ask our Travellers to show it, or write us for Samples.

 **Smith and Keighley**
9 Front St. E., Toronto.

TEAS - -

—  — **A SPECIALTY.**

PERKINS, INCE & Co.,
41-43 Front St. East,
TORONTO.

JOHN BURGESS & SON
SAUCE
AND
PICKLE

MANUFACTURERS,
107 STRAND Corner of the Savoy Steps, London, W.C

Vide Sir Walter Scott's "St. Ronan's Well," Chaps. XVI. and XXX.
Lord Byron's "Beppo," VIII.

EDWARD ADAMS & CO.

Importers of Teas

—AND—
Wholesale Grocers
LONDON, ONT.

SPECIAL BRAND TEA.
LOOK OUT FOR
GOAT

JAPAN TEA
Nothing equal to it at the price.
See our travellers.
Write for samples and prices

THOS. KINNEAR & CO.
Wholesale Grocers,
49 Front Street East,
TORONTO.

Elliott, Marr & Co.,

Importers of Teas
—AND—
Wholesale Grocers.

LONDON, ONT.

BLENDED TEA.

It is sometimes asked by those who are not acquainted with the trade why various sorts of tea should be mixed together before they are offered to the public, any more than it is found necessary to mix different wines together, such as ports with sherries or with clarets. The difference, however, is clear. The public require a distinctive flavor with wine, which can be readily maintained through the skill acquired in centuries of experience in the vineyards. The industry is also conducted on a large scale, so that in reality the ports, sherries, or champagnes of commerce represent, as a rule, a number of blends made before the wines reach this country; but with tea, on the other hand, it is perfectly impossible from the novelty of the industry, and its small scale among the Indian or Ceylon planters who now mainly supply us, to ensure uniformity of quality from year to year. In fact, as is well known, hardly two chests are alike in a parcel of Indian teas when they originally reach this country. As retailers cannot therefore secure continuity in any distinctive flavor from any special growth, they have to obtain it by blending. The remedy suggested by some, to the infinite amusement of those acquainted with the subject, is that the grocers should grow their own teas. The economical value of this suggestion would be only equalled by the grocer being advised to make his own boots or hat. But, putting that aside, such a remedy would only add tenfold to the existing necessity for blending, as the tea crop of any particular estate is, broadly speaking, never alike two years running.

Tea, indeed, varies almost infinitely in flavor, quality and strength, while on the other hand, the public demands almost absolute uniformity in these respects. The produce of any one estate or group of estates is rarely alike two years running, and even were this difficulty possible to remove, little would be gained. The public demand runs upon a sort of neutral flavor in tea, which can only be secured by mixing together the produce of various districts, or even of countries, so far apart as India, Ceylon, China and Java. Further, while the public objects to any pronounced or distinctive flavor in tea, it still more strongly objects to any alteration in the character of the flavor of the infusion supplied. Hence, before the consumer's cup is reached, the leaf must of necessity be very extensively mixed, and in the mixture lies the whole secret of success or failure in the tea trade. Nor is blending likely to decrease, but, on the contrary, it is likely to increase, when teas of such marked different characters are offered as the fine, delicate Congous of China, the strong, flavory Darjeelings, the thick, pungent Assams, and all the varieties produced in Ceylon, in Java or in Japan. When teas came chiefly from China, there were not nearly the differences which now exist, when India and Ceylon supply the bulk of our consumption. If so, there is more than ever room for the skill of the blender. It must be remembered that the old "chops" of 300 or 600 chests of China tea, really represented an extensive and elaborate system of blending, carried out first in the interior, and then

at the hong or warehouses at the shipping ports.

The old idea of tea mixing was to mix several kinds of China Congou together, and to add Scented Orange Pekoe and Oolongs in certain traditional proportions. Then came the day of thick Indian tea, and of the infusion which its enemies call tannin. The charge is partly just, but whether it be so or not, if the public like that substance in their tea, those who cater for them must supply it. The result, at any rate, of the new supply, is that the public have to a great degree turned from the old and more delicate flavors and gone on to something much stronger. Those who have not been quick enough to swim with the stream, have suffered materially in their trade. There is also little doubt that a great many retailers who undertake to blend teas, are, to put it gently, not successful in their mixtures, and thus give an opening to more skilled opponents. In these days when specialization is more and more essential in business, such openings are eagerly sought, and the amount of competition in the tea trade has been of late years increased a hundredfold.

In the old days of high duties and small supplies, when the leading retail price was 4s., 5s., or even 6s. per pound, tea was naturally the sheet anchor of the grocer, particularly as it was then the custom to sell sugar at a loss. Now that tea has fallen to a quarter of such prices, the old percentage of profit, even if it could have been maintained, would obviously have yielded only one quarter of what it used to do. But the old percentage of profit, far from being maintained, has probably been reduced by quite one half, so that the grocer probably does not on the average get more than a fourth, or even a fifth, of what he used to get out of a pound of tea; the labor and many other expenses, be it noted, being still the same, or more.

The increased competition is not always of an unskilled nature. A tailor or a bookseller, or even a butter man might not make much of tea blending, but many of the wholesale dealers who have carefully studied the subject are beyond doubt masters in their art. It follows from the above that there is less inducement for the grocers to study the tea trade, and, on the other hand, an increasing necessity for them to do so, if they are to blend successfully the growing varieties of tea, so as to meet the newer forms of competition.

Grocers having a large connection and sufficient capital find no difficulty at all in coping with the new conditions. They can buy at the right moment, and hold their hundreds or thousands of pounds' worth of suitable stocks; they can blend tea successfully, keep it long enough in the bins to assimilate, study the tastes of their locality and defy external competition. But all this has to be done on a sufficient scale and presupposes a relatively large capital and much skill and personal attention.

At the present time the grocer is becoming more a general storekeeper, selling all non-perishable articles of food and drink. This tends to lock up an increasing amount of capital, and to be a severe drain upon a man's time and abilities. Hence, the increasing practice of delivering goods ready for use to the retailer, and no longer requiring preparation by him. The grocer does not now mix his yellow sugar or chop up his titlers, and the infinite variety of ready-packed or bottled goods in a shop would amaze the tradesman of a former generation.

For the reasons named above, the tea

trade has begun to undergo a similar change with all but the larger buyers. The blending, and even the packing, are done for the grocer, and the tea is handed to him ready for sale.

We have more than once pointed out in these columns that it seems a serious error for grocers to sell tea in packets, and especially to act as agents for the sale for others. Tea fresh out of the chest must not only be cheaper and better than in packets, but it seems a short-sighted policy for the grocer to abandon his position as the direct caterer to the public and to become a servant to another. Besides, if packed tea at once becomes known by any special mark, it can just as well be sold by the draper, the bookseller, or the chemist, or, indeed, by any other retailer. Blended teas, however, stand in quite a different position. The grocer can buy and sell it while preserving his complete independence of action and of position, and his hold upon the public.

That portion of the trade who do not deal largely in tea, and a good many of those who do, but who do not find it worth their while to take much trouble, and to lock up much capital on this branch of their trade, have, therefore, of late, taken to the purchase of blended tea, and there seems every possibility of the practice rapidly growing. Indeed, the demand from even large buyers for teas ready for use has been so great for some time past that the leading London wholesale dealers have been unable to meet the enquiry. The saving of money is to many a material consideration, for a man can buy his three or six or more chests, when and as he wants them; instead of keeping in stock and incurring rent upon hundreds of pounds' worth of tea at a time. Further, the turning of some part of his premises at intervals into a dust-bin and his men into dust-men, all comes to an end, if tea arrives ready blended. Again, done on a large scale, and by machinery, the blending process is necessarily cheaper, while the product is more even and better matured when dealt with and stored in greater masses. Above all, when the mixing is done by a dealer in a large way of business, with skilled tasters, large capital, and the command of the chief market in the world, the result is better than if a retailer, with much fewer opportunities, attempts the same thing.

As was natural, the new demand for blended teas from the grocer was at first met, not by the larger and older wholesale houses—for the trade is eminently a conservative one—but by smaller dealers, who, having less to lose from any new departure, were more venturesome. The older and larger houses have now entered the field also. In these days every new want has to be met, and while meeting as energetically as ever the old demand for original parcels by those who have the money, skill and time necessary to blend their own tea, there can be no reason why the large wholesale dealers should not sell blended tea to those who want it. The two classes of buyers are to a considerable degree, it is true, distinct, but that is no reason why the requirements of both should not be met from the same source. Some, no doubt, of the older houses may hesitate in publicly taking a new departure of this sort, but it is no secret in the trade that almost without exception they are glad enough to do the same thing privately. For our part we see no reason whatever for any secrecy about it.—Produce Markets Review.

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TRADE SALES.

At Suckling's auction rooms, Toronto, on Tuesday afternoon the stock of J. Leaf, general storekeeper, Orillia, was sold to Christopher Moore of that town at 64c. on the dollar.

The stock of J. F. Copland, the Toronto grocer, who assigned a short time ago, valued at \$10,000, was sold to R. Peters, Toronto, at 66c. on the dollar.

Dawson & Co's weekly fruit sale was held on Tuesday at 45 front St. east, in this city. They sold about 700 boxes of Florida oranges at prices ranging from \$2.15 to \$3, or averaging \$2.25. Their Jamaica oranges averaged \$2.25. About the same range of prices was obtained for lemons as for Florida oranges. About half the stock was taken by local retailers, the other half by wholesalers for out of town shipping. Their next sale will be held on Tuesday the 31st inst.

CANADIAN PORK PACKERS.

Hon. Messrs. Bowell and Angers have been waited upon by a deputation representing the pork packing interests of Ontario. They represented that the pork packers of Canada are not able to obtain a continuous supply of hogs of Canadian growth for the purpose of keeping their factories running all the year round. In fact this point was recognized by the Government some years ago, and in order to meet the needs of the pork packing interest a concession was made by which they were enabled to import hogs from the United States in bond and ship the pork out of the country on the basis of sixty pounds for every hundred pounds live weight on hogs up to 200 pounds, and 65 pounds on hogs over 200 pounds. About six months ago an inspector was sent through western Ontario on the report of the prevalence of hog cholera in the United States to see that the quarantine regulations were strictly enforced, and the object of the deputation to the Ministers last week was to urge some relaxation of these regulations in order to enable them to keep their establishments running during the winter. They promised that every care should be taken that the animals would be properly handled and be put through their establishments with the least possible delay. Both Ministers promised that the request would be taken into consideration.

Before the Dairymen's Association at Kingston, Mr. Taylor M. P. for Leeds, said that through his efforts in Parliament he had got a law passed preventing the manufacture of oleomargarine in Canada and the importation of it into the country. This had bene-

fited the country very materially and they had the local and English markets for good butter. It was the custom of United States dairymen to ship cheese through Canada to England without having the place of manufacture branded on the goods. People in England were led to believe that this cheese was manufactured in Canada and sold more readily in consequence. He had a regulation passed by the Government to the effect that all United States cheese passing through Canada in bond for England must be branded the product of the United States.

H. P. Eckhardt & Co. are offering a shipment of oranges and lemons at low prices. Quality very fine.

H. N. Baird, the retiring President of Toronto Board of Trade, entertained the members of the Board of Trade Council and a few other friends at a banquet in the council room of the Board of Trade building on Tuesday evening.

Brown & Rittenhouse expect a carload of Canada limed eggs to arrive to-day. The shipper has placed a stove in the car and a man in charge, and they will probably reach here free from frost, and no doubt will net a handsome margin notwithstanding the duty of 5c. per dozen.—N. Y. Commercial Bulletin (Monday).

The ample premises of James A. Skinner & Co., on Wellington street, just west of Bay street, in this city, are stored with some of the very finest goods carried in the stocks of wholesale dealers in crockery, porcelain, chinaware and glass goods. The seven floors of the large double building occupied by them are all needed to accommodate the large and varied stock. The appliances and equipment of the warehouse make the handling of vast bodies of goods in and out easy and rapid. They have two elevators—one for passengers, the other for freight—both run by electricity. Their shipping room opens on two well-paved lanes, and is very convenient for loading and un-

loading. Their wares comprise all staple goods and many of the costly lines carried in special stocks as fancy goods. They show some treasures in French china and Doulton ware. A trip through their premises will open the eyes of buyers to some fine openings for trade. The house has dealt since 1850 with the Canadian trade and knows their wants. James A. Skinner & Co. came from Hamilton to this city nearly a year ago.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

SALESMAN WANTED—A GOOD GROCERY hand; one who is acquainted with general trade; must be sober and well recommended; no other need apply. Address C. Moore, Orillia.

WANTED—BY NOV. 1ST—ENERGETIC, EXPERIENCED salesman for general store; well up in dry goods; not afraid of work; state salary; must have A1 references. Address Rox 342, Woodstock, Ont.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

WANTED—1,000,000 LBS. EVAPORATED AND sun dried apples, for which highest cash prices will be paid, delivered on cars. Special arrangements with large dealers. Send samples, stating quantity, etc., promptly to Michael Dowie & Co., Exporters and Jobbers, Evaporated and Dried Fruits, Rochester, N. Y., U.S.A.

GOOD BUSINESS CHANCE.—FOR SALE—General Store, Building and Stock, Dwelling House and Grain Elevator, at Kippen, on London, Huron and Bruce R. R. Well situated in an excellent section and enjoys a splendid patronage. For further particulars apply to D. Weismiller, Kippen, Ont.

SITUATION WANTED.

WANTED SITUATION—BY YOUNG MAN, in the wholesale grocery and provision trade, as an assistant or traveller. Ten years experience in London, England. Will take small wages to commence. Good references. G. W. G. D., Oak Lake, Man.

YOUNG MAN WITH TEN YEARS EXPERI-ence in grocery lines wishes to secure position in general store in country. Good references. F. W. B., CANADIAN GROCER.

CHAS. SOUTHWELL & CO., LONDON, ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.

SPECIALTY IN CLEAR JELLY MARMALADES

- “Scotch Home Made,”
 - “Perfection.”
 - “Lemon Jelly Marmalade,”
- Made from Seville Oranges.
Messina Lemons.

PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior Packet Concentrated Jellies, etc. etc. All goods having their brand are exceptionally choice quality.

FULL PRICE LIST ON APPLICATION. WORKS: DOCKHEAD, LONDON, ENGLAND.

It Pays to keep a Stock of

PERRIN'S COUGH DROPS

Write for quotations to D. S. PERRIN & CO., LONDON, CANADA:

MANITOBA WHEAT FOR MACARONI

The manufacture of macaroni is an industry which might be carried on to good advantage in this part of Canada. Macaroni is manufactured from wheat, but only a particular class of wheat is suitable for the purpose, and our northern wheat should possess the required properties to a remarkable degree. Macaroni is made more largely in Italy than anywhere else, and on this account some may suppose that it requires a soft southern wheat to make macaroni. The fact is, exactly the opposite is the case. The Italian and French manufacturers bring their wheat from a province in Russia, which produces a very hard and flinty wheat. The flintier the wheat, the better the quality of macaroni produced. We should be able to produce a wheat here which would excel even the Russian wheat in these properties.

Large quantities of macaroni are consumed in various parts of the world, and the industry is an important one. It would therefore seem worth while enquiring into the possibilities of establishing a paying macaroni industry here. Manitoba wheat already has a wide reputation, and, perhaps, with a little effort, we might be able to secure the same reputation for Manitoba macaroni.—Winnipeg Commercial.

PISTACHIO NUTS---WHAT MAY BE DONE WITH THEM.

There are a great many good cooks and housekeepers who are entirely unacquainted with pistachio nuts or the possibilities in the way of decorative and delightful desserts that may be made with them. The true pistachio is of a pale and beautiful green color. The nut is usually sold in this country, shelled, at from 75 cents to \$1 a pound. It may usually be found at the large downtown dealers in caterers' supplies; but even our chief grocers do not often keep a supply of these nuts in any but the bottled form. The nut is considerably sweeter and finer in flavor than the almond, but is also more oily, and for this reason it easily spoils and becomes unfit for use. It is much safer to buy these nuts in a loose condition by the pound than in a bottle, for one can test them and see if they are fit for use. The pistachio nut is very highly esteemed among the Turks, who use it not only for sweetmeats and confections, but are said to employ them in garnishing and stuffing meats.

A pistachio ice cream is one of the most delicious of desserts, especially when served a la neapolitaine, with a layer of pale strawberry and one of vanilla. No cream is more easily made. Taking a quarter of a pound of fine dried pistachio nuts, blanch them, and test them carefully to see if they are sweet and sound. Put them on a tin plate in the oven and let them become crisp and delicately brown. This will take about seven or eight minutes. As soon as they are done, put them in a mortar with two tablespoonfuls of granulated sugar and pound them fine. Mix a large cup of granulated sugar with the yolks of six eggs, add a quart of boiling milk very gradually, beating it in as you do so. Turn the mixture into a porcelain lined pail and stir it continually till it is just scalded up. Then add the pounded pistachio, beating it in carefully, and finally a quart of sweet cream. Beat the mix-

ture well and set it away to cool; when it is cold, and ten drops of spinach green, The French vegetable colors, put up by Breton, of Paris, are generally used by confectioners for this purpose. It is not safe to trust any more ordinary make, though, if you wish, you can make this spinach green yourself. It is, however, considerable trouble to do so.

When the cream is all ready, put it in the freezer and freeze it carefully. It is, of course, necessary to success in making an ice cream to remove the cover. After the beater has been turned for four or five minutes, scrape off the frozen cream that adheres to the bottom and sides of the freezer and beat it into the liquid cream in the centre. Then cover it up, turn the beater for about four minutes longer, and repeat the process of scraping the cream from the bottom and sides and beating it in with the rest. Cover it again, and after turning it five minutes more it will usually be frozen enough to remove the beater. Now scrape the cream from the sides and bottom once more and beat it vigorously and thoroughly, working it up and down to press it into every part of the can, if it is to be left in the can; or into every part of the mould, if it is packed in a fancy mould. Press a sheet of clean white tea-paper evenly over the top of the cream and put on the cover of the can or mould. In the case of a mould, it is well enough to seal the cover with a little butter or tallow, which, however, must be scraped off carefully before the cover is lifted, to prevent it falling into the cream. If the cream is packed in the can of the freezer, all that is necessary is to cork up the cover.

A Bavarian cream may also be made with pistachio nuts, which is a delightful and delicate dessert. Blanch, dry and crisp in the oven a quarter of a pound of pistachio kernels in the same way you do for ice cream. Soak a quarter of a box of gelatine or half an ounce of isinglass in a gill of water for two hours. Meantime whip a pint of rich cream until it is a stiff froth. Then drain it carefully. There will be about half a cup of cream which will drain away and remain liquid. Take this liquid cream, scald it, and pour it over the soaked gelatine or isinglass. Add also about five drops of spinach green, only enough to give a very delicate color. Mix the dissolved isinglass or gelatine with the pounded pistachio kernels; add about four tablespoonfuls of sugar, and pour all these ingredients gradually into the beaten cream, which should be set in a pan of ice. It is best to have two persons to do this, one to heat the cream, while the other pours the ingredients in gradually. Continue to heat the cream until it begins to thicken, and then pour it into the mould and set it away to become hard. It requires a little judgment and experience to know just when to pour the cream into the mould. If it is done before the gelatine begins to show its thickening power, the cream will rise to the top of the mould. If it is beaten too long it will not form a compact mass in the mould, and will be likely to crack when it is turned out.

Pistachio nuts may also be salted in the same way that almonds are salted. They may be cut into strips and used in connection with candied and sliced limes, strips of angelica and candied Malaga grapes to decorate a mould of Glano mange. Wherever the almond is used the pistachio may usually be substituted, though it is not worth while to use this more expensive nut in macaroons or any baked dish, where the delicate flavor would be destroyed by cooking.—Ex.

SANITARY GROCERS.

The fact is continually being developed that the retail grocer has it in his power to do great good and get paid for it as he goes along, by calling the attention of his customers to the healthfulness of certain products that he keeps in stock. The grocer who reads and thinks (and every grocer should take time to do both) will find that his various cereal foods, fruits, vegetables, etc., possess rare medical virtues and peculiar healing and sanitary powers, far superior in many cases to drugs; while as accessories to health, and in relation to palatable diet or nutriment, they are always of service.

Often some of the most seemingly trifling substances have virtues that the thoughtless seldom ascribe to them. The latest and most simple of articles the retailer daily handles is chewing gum, the gum trade having reached enormous proportions. Chewing gum (setting aside what may be the abuse of the chewing gum habit) is proving highly serviceable in some cases of dyspepsia, by exciting the salivary glands to action.

Recently the fact has become apparent that chewing gum is serviceable in feverish conditions of the system and plays a part not to be despised in regulating the salivary secretions.

Dr. R. I. Bond, of Hartshorn, I. T., writes to the Medical Record: "The salivary glands play quite an important part in continued fevers, yet they are not considered in the treatment of the case. One of the first and most important restrictions in the patient's dietary is to drop all solid food from the list at the physician's first request, and just then the salivary glands begin to lapse into a torpid condition which very often results in an inflammation and, finally, suppuration, and that disagreeable dryness of the tongue and fauces so uncomfortable to the patient. For the relief of this trouble I have found nothing of so much importance as some nice form of aromatic chewing gum, which relieves the thirst and dry mouth, improves the appetite and digestion, and restrains nausea, if any."—Detroit Herald of Commerce.

The shipping circular of a British Columbia company says: As 1892 was a fourth, or "off" year a small pack of salmon was anticipated and this has proved to be the case, as there were packed about 86,000 cases less than last year, 181,000 less than in 1891. As the shortage is general along the coast, the salmon market has been entirely relieved from previous excessive stocks and is now in a healthier condition than it has been for a long time, while prices are good and show an upward tendency. The entire pack of the Province has been exported at an unusually early date, and stocks on hand will barely suffice for local consumption. The coming season, therefore, will open with very fair prospects of an adequate pack, and a good market for it, at satisfactory prices.

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MILLAR'S . . .

**PARAGON
CANADIAN**

Cheese . . Ingersoll, Canada . .

Millar's Canadian (Ingersoll) Paragon Cheese. Finest article in the market. Put up in jars, hermetically sealed.

DAVIDSON & HAY, TORONTO **SOLE AGENTS**



HIGHLAND . . .
A NEW SOURCE OF REVENUE TO THE GROCERS
EVAPORATED CREAM Unsweetened . . .

Add two parts of water to one of Evaporated Cream and it will answer perfectly for Dairy Cream. Dilute it with three parts of water, and you have an excellent quality of milk. Always pure and taintless.

Prepared by . . .

FOR SALE BY ALL WHOLESALE GROCERS

HELVETIA MILK CONDENSING CO., HIGHLAND, ILL. U. S. A.

WRIGHT & COPP, Ontario Agents. Toronto

L. H. DOBBIN, Montreal, Quebec Agent.

**BURNHAM'S
CLAM
BOUILLON.**

IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. **Delicious Clam Broth** can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from **James Turner & Co., Hamilton, Ont.,** or write E. S. Burnham Company, "Manufacturers," 120 Gansevort St., New York, U.S.A.

R. H. HOWARD & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.

ARE THE FINEST QUALITY AND GUARANTEED PURE.



BATTY AND CO'S

PICKLES . . . | JAMS
SAUCES . . . | and—
MARMALADES | JELLIES

A TRIAL ORDER WILL SATISFY THE BUYER THAT BATTY'S ARE THE BEST.



123 and 125 FINSBURY PAVEMENT, LONDON, ENGLAND.

WRIGHT & COPP, DOMINION AGENTS, TORONTO.

DO NOT BUY POOR GOODS.

In these days of intense competition the country is flooded by catch-penny announcements of goods for sale far below the regular market for such commodities. It is a great temptation to dealers to handle such, as the profits are so much larger. But, like all temptations, they should be resolutely put behind you. The very fact that this is a period of such close competition makes it impossible to offer goods of standard quality and full weight at much less than fair market prices. It is nearly always a foregone conclusion that goods offered at these tempting prices are faulty in some respect. Either they are light weight, they are old and lacking in strength and freshness, or they are adulterated.

We are not looking at this question from the standpoint of honesty, for the thoroughly honest dealer does not come within the reach of the temptation. The man who wants to do the fair thing by his customers will not handle goods on which the margin of profit is too large. It is from the standpoint of common sense that this matter must be discussed. The man of good sense is the man who realizes that his neighbors are generally as well supplied with this quality as he is. The most foolish man is the one who thinks all the rest of the world are his dupes. There may be a large profit in selling poor or light-weight goods—so long as the selling can be carried on. But the time comes when your customers find you out. The careful housewife soon learns that the goods she is using are not rendering the service she expects of them. The results are not what she desires. Her dishes are inferior in spite of all her care, or the purchases she made a week ago are not going to go as far as she knows they ought. It is a sore disappointment to a woman to find her bread bad, or her cake heavy, or her dessert unpalatable, or her tea or coffee taste like "dishwater"—to use a strong expression. It is also a great annoyance to her to find her money is not sufficient to make ends meet, as used to be the case. She seeks the cause and discovers it is your light-weight goods or in your adulterated stuff. Then she goes somewhere else for her supplies, and as your best customers drop off you will find the big profits made on your cheap goods will not make you rich after all. In time your shelves become cumbered up with a lot of cheap trash which no one will buy, and then all your profits on what you have sold are more than offset. Your neighbor on the other side of the street has been dealing with the old house which always sells good, fresh, clean, full-weight goods, and he has all the trade of the town and is prosperous.

Be very careful of the seductive story of the salesman or circular that professes to sell you goods away below the market. The conditions of trade will not permit such practices. If you listen to the temptation to buy goods on which the profits are so unreasonable, you will be imposed upon, and you will find some difficulty in playing the game on your customers. It is not the same game either. You buy the stuff because it is cheap. You propose to sell it at full prices. Otherwise, it is of no account to you. But beware of expecting to humbug your customers. Barnum said that the American people delighted to be humbugged. But do not try to carry out this principle in the grocery store. The people are in the main very intelligent, and do not enjoy at all being humbugged into paying for a pound when you get only four-

teen ounces, or into eating meals spoiled by poor materials, which cost as much as good.

A trustworthy wholesale house will never resort to these Cheap John tricks. Such houses will charge fair market prices for what you buy; they will give you full weight of good standard quality. Your customers will get out of these goods full service and satisfactory results in the kitchen, and as long as you stick to the honest house your customers will stick to you and bring new ones to your doors by telling their neighbors of the satisfaction they enjoy in dealing with a storekeeper who knows how to buy goods and sell them at a reasonable price. It is a great satisfaction for a housewife to feel assured that whatever she orders from her grocer will be good, and that she will not be put to the mortification of having her efforts in the kitchen rendered abortive, or of suffering the equal mortification of having to send goods back to the store, and be always complaining to her grocer that he is not sending her what she wants.

The largest profits are made by slow and sure steps, by daily enlarging your business, keeping every customer who comes to your store, and continually adding new ones.—Grocer and Country Merchant.

LAYING IT TO LUCK.

It is a very common failing for many people to ascribe their success of failure in any business or undertaking to what they are pleased to call luck, and at this season of the year when so many changes are made in business houses, employes may be heard to ascribe their condition to luck, just as though their actions and endeavors had nothing to do with it. Observation shows that these devotees of the luck system make it an excuse for their indolence and non-progressiveness. In their superficial manner of looking at events they have neglected those obvious conditions which a more close examination would have revealed as the true cause of any person's condition.

Thus two young men may start in life with apparently equal abilities and prospects. One will succeed in amassing a competence, while the other barely manages, as the saying is, to keep soul and body together. If the course of life followed by these two men is closely studied the result to which each has come will be seen to be due to the effort, or lack of effort, shown by each, and there would be no recourse to luck to explain the difference in their conditions. It will probably be found that one valued present ease and pleasure too much to make any sacrifice for the future; He lived only for the good each day might bring him. As time passed and he compared his condition with that of the other man, then it was that his failure was laid to luck, and the success of the other to the same convenient term.

While there may be many strange events in men's lives which seem to need chance as an explanation, it will generally be found that each individual has been the arbiter of his own fortune. It is a failing of human nature to shift responsibility upon others; and from the time of the man who said the woman did it, down to the present, the same sort of excuses are rendered. And in the moral world the same scapegoat system is practiced, and many a sin is laid to the devil by those who need not go outside of themselves for the true source; they desired to do bad deeds, but did not care to shoulder the responsibility. No doubt

thousands of people pass through life dissatisfied with themselves and blaming fate for what they themselves are responsible for.—Ex.

HOW FRENCH SARDINES ARE PACKED.

In a paper upon Finlsterre, read by F. S. Dellenbaugh before the American Geographical Society, he describes the sardine industry as it is practiced off Pont-aven on the coast of Brittany. At times, he says, there are as many as 1,200 fishing boats collected at this point, where the sardine, while on its northward journey, attains its most desirable size for taking and packing. The boats are about thirty feet long, entirely open, except for a short deck at the stern, and carrying two masts that can readily be taken down. The net, about 20 feet long and six or eight feet broad, is weighted on one long edge, and buoyed with cork floats on the other, so that when it is in the water behind the boat it assumes an upright position like a wall, and in this position is towed through the water by one end as fast as the boat moves slowly along. The captain mounts the little deck at the stern with a bucket of bait called rong, the eggs and codfish, under one arm, and his practiced eye ranges the water. When he discovers the proximity of the fish he scatters a little of the rong on one side of the net and they rise in a school to take it. This is the critical moment. He throws a quantity on the opposite side, and the fish, making a dart for it, are entangled in the meshes. When the sardines are numerous, the boat does not halt to take the net on board; by means of a certain pull the meshes are tightened, and, with a buoy to make it, it is cast off and left until a full catch is made. Another net is put out, and the operation is repeated till all the nets are used.

Then comes the picking up and extraction of the fish, the latter work being performed with great care, because handling the fish injures them. The net is caught up at the ends and sea-sawed till all the fish drop into the bottom of the boat, where they remain until the arrival in port. There the fish are counted by two hundreds into coarse baskets, and dipped in the water beside the boat to free them from loose scales and other matter. Thence they are carried to the factories, and thrown upon long, low tables, on each side of which is a row of women and girls, who, with a short knife, prepare them for the salt vats, where they remain for two hours. After that they are placed in coarse baskets and given a bath of sea water under a pump. Then they are put to dry in the open air on wire racks. When the fish begin to shrivel the racks are taken to the oil room, where four or five tanks of oil are constantly boiling. Each rack is plunged for a moment or two into hot oil, and then set aside to drip, after which the fish are selected and carefully laid in tin boxes of various sizes.

When the box is full it is passed along to the oil tap, where the space remaining is filled with oil. The box is now ready for sealing, and passes along to the solderer. After the soldering, a hole is punched in the cover to let out the imprisoned air and immediately closed with solder. Next the cans are placed in a huge iron crate and lowered into tanks of boiling water. If there is still air in the can it will explode or bulge out, and the trouble can be corrected before the final packing in wooden boxes for export to all parts of the world.

The pure INDIAN TEA of
KEMBLE & CO.,
 Calcutta, India,
 Is "Second to None" for Purity, Strength,
 and Flavor. TRY IT.
A. DAVIDSON, Canadian
 Representative.
 48 Front St. 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.**

Buy Pure Gold Baking Powder

It has no equal for strength and purity and con-
 tains nothing but the finest quality of pure Cream
 of Tartar and Bi-Carbonate of Soda.



It gives the best satisfaction to both dealer and
 consumer.

**PURE GOLD
 M'F'G CO.
 Toronto**

S.A. Van Dam & Co

37 Old Corn Exchange, Manchester,
 —and—

23 Mathew Street, Liverpool, England.

Solicit Consignments of

**Bacon, Butter, Lard, Eggs, Cheese,
 and Canned Goods.**

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850.

"REFERENCES"—Bank of British North America, Toronto; and Manchester and Salford Bank,
 Manchester, Eng.

BUSINESS CHANGES.

SALES MADE OR PENDING.

John Dunbar, general merchant, Hope-well, N.S., has sold out.

The fruit stock of E. A. McEachren, Victoria, B.C., is offered for sale.

The general store stock of John McConachie, Honeywood, Ont., is sold.

The crockery stock of J. A. Naud, Montreal, is offered for sale by tender.

J. & W. Stewart, fish and general merchants, St. John's, Nfld., are closing up.

D. Weismiller, general merchant, Kippen, Ont., advertises his business there for sale.

The general store stock of Griffin & Co., Ridgetown, Ont., was offered for sale on Monday.

W. Milligan, general merchant, King Creek, Ont., has sold out and gone to the North West.

Price & McKay, general merchants, Estevan, Man., have sold out to Lindsay & Patterson of Stonewall.

John D. Buchanan, general merchant, Lake Megantic, Que., offers his stock for sale on the 31st inst.

La Generale Compagnie des Bazars, general merchants, Montreal, advertise to sell by auction on the 30th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Purcell & Stevenson, grocers, Halifax, have dissolved.

Morse & Thomas, general merchants, Berwick, N.S., have dissolved.

A partnership is registered of the Societe de Fabrication de Beurre, Ste. Foye, Que.

J. Curtis Wilson, general merchant, Kempton, N.S., has registered consent for his wife Bessie to do business.

Fred R. E. Dearborn has been admitted partner into the firm Dearborn & Co., spice grinders, St. John, N.B.

Chas. H. Denton, general merchant, Ross-way, N.S., has registered consent for his wife, Almira J. Denton, to do business in her own name.

FIRES.

The Caledonia Milling Co., Caledonia Ont., is burnt out.

Hull & Old, grain and flour merchants, Caledonia, Ont., are burnt out.

Duncan Macdonald, grocer, Manitowaning, Ont., is partially burnt out.

A. & R. Atkinson, dry goods merchants and grocers, Caledonia, Ont., are burnt out.

Reynolds & Co., general merchants, Manitowaning, Ont., are burnt out. Partially insured.

Lyon Silverman, manufacturer of flavoring extracts, Montreal, is partially burnt out. Insured.

DEATHS.

John Ewart, general merchant, Medicine Hat, N.W.T., is dead.

E. Strickland, Sr., general merchant, Buckingham, Que., is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

J. A. Bernier, grocer, Quebec, has assigned. C. G. Beaulieu, trader, Levis, Que., has assigned.

J. D. Cameron, general merchant, Mahon, N.S., has assigned.

R. A. Troyer, general merchant, Oxbow, Man., have assigned.

Joseph Girard, general merchant, Moose Creek, Ont., has assigned.

Edward Bambrick, grocer, Ottawa, has assigned to Peter Larmouth.

D. R. Thompson, general merchant, Sunny Brae, N.S., has assigned.

Joseph A. Riopelle, tea merchant, Montreal, has assigned to Bilodeau & Renaud.

The affairs of P. Lallier, general merchant, St. Jerome, Que., are being investigated.

P. & L. Tessier, commission merchants in fish, oil, etc., St. John's, Nfld., have suspended.

Smith & Jones, general merchants, Mount Albert, Ont., have called a meeting of their creditors.

F. X. Berthiaume, general merchant, St. Genevieve, Que., has assigned to Amedee Lamarche, Montreal.

The stock in trade in the estate of C. L. Ingraham, general merchant, Windsor, N.S., has been assigned at 35 per cent. of cost.

HANDLING OF ROLL BUTTER.

In fall and winter when many creameries are not in operation their patrons churn again their cream, and those that cannot make enough butter to fill a tub with one churning make up the butter in "rolls," says the Produce Trade Reporter. The trouble with roll butter, however, is that it often is not properly handled and packed, and from lack of knowledge in this particular the butter assumes a ragged and untidy appearance, and in consequence sells at a low price.

If roll butter could be sent to market in perfect form it would not unfrequently command two to five cents per pound more than when packed sold. Each roll must be wrapped in a piece of white muslin or cheese capping, and it should be large enough to cover the roll entirely. The muslin must be washed in warm water to remove the starch, then soaked in strong brine and put on the roll wet. Never wrap butter in paper, as the paper will stick to the butter and damage the appearance.

It is impossible to send roll butter to market in good order without wrapping it in muslin, and no matter what the muslin may cost, it will more than pay the cost in the increased price the rolls thus packed will bring.

For packing use new tubs or hardwood boxes, but no pine boxes, as this wood has a tendency to affect and flavor the butter. In very cold weather half-barrels or kegs will do equally well, but whole barrels are too large and not easily handled; besides, the

weight crushes the rolls. In packing in hardwood boxes and kegs the end intended for the head should be turned down, then take out the bottom head and cut a piece of white muslin the size of the head and place it on the bottom of the head of the package, which will be the head when opened.

Commence to pack the smallest rolls first, taking care to pack each roll on its smaller end. The rolls should be, as much as possible, of uniform color and size. Do not pack the light and fresh made with those that have been colored or with old stock. Be careful and select rolls that will pack tight, so there will be no space for the rolls to shake about; continue packing in this way until the package is almost full; then shake the same well to settle the rolls, and now fill up as snug as possible.

In filling up the last layer pack the rolls on their ends if possible; but if there is not room enough it will not matter if they are packed on their sides, but they must be packed tight and entirely fill the package. Before heading the package sprinkle on a small quantity of strong brine, and cover the last layer with a piece of muslin, and then turn the package over two or three times so as to let the brine work in between the rolls.

HIS BUSINESS METHODS.

A well known Minneapolis wholesale dealer thus describes his business methods: "On the principle that half the failures come from this infernally foolish anxiety to spread out and overdo, I've cut my garment according to my cloth, and by so doing gained the confidence of the banks and men who afterwards became my backers. It's a great thing to be able to discount all obligations, and so far as possible, I've done it, but when I couldn't, I've watched my purchases, and checked up the sales with a carefulness that—well, that you quill drivers never could imagine. My experience in selling to others has been that hell is paved with the promises of slow-paying customers. Unless from some unusual cause, they're generally a slipshod lot. The man who discounts his bills buys far more cheaply, and, of course, sells on a better margin. Another thing, every merchant should take a complete and careful inventory of his stock at least once a year, though twice is better, and draw up a statement as a standard of comparison with the record of former years. In this way he can detect the weak elements, and correct or do away with them. I believe firmly in insurance, no matter what the rates may be. If the risk is great for the companies, it is equally great for the owner, and a business that can not carry a good insurance might better be given up. One other point, I advise those who deal with us to let their goods stay on the shelves rather than sell them to irresponsible or slow-paying customers. In the one case you have something to show for time and money expended, in the other you have less than nothing.—Ex.

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**SITUATION WANTED.
MARATIME PROVINCES.**

WANTED—A SITUATION AS TRAVELLER for Provisions or Groceries, also side lines. Apply care 15-93 B., this office.

**COWAN'S
COCOAS AND
CHOCOLATES**

Are Standard, and sold by all grocers.

**MUNN'S
Famous
Boneless Codfish**

NEW and GENUINE.
NOW ARRIVING.

Packed in assorted Boxes, 5-lbs., 10-lbs., 20-lbs., and 40-lbs., containing 1 and 2 lb. Bricks, also

**MUNN'S
Skinless Codfish**

Packed in 100 lb. Boxes, Whole Fish.
Delightful thick Codfish Steak.

Orders can be filled at short notice after this.
**Stewart, Munn & Co.,
MONTREAL.**

GROCCERS!

Samples of our new lines of Brooms are now in our travellers hands.

It will pay you to handle them, and we particularly call your attention to our brands.

Imperial, Extra Fine.

Victoria, Fine.

Standard, Select.

Leader, Tipped.

We also manufacture all kinds of Special Brooms for Floor, Yard, Stable, Warehouse, and Factory use.

CURLING BROOMS ON BAMBOO HANDLES OUR SPECIALTY.

Our best grades have separate Paper Cover on each Broom.

SEND FOR NEW PRICE LIST.

CHAS. BOECKH & SONS
Manufacturers, TORONTO.



**It Never
Varies..**



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by

**THE HAMILTON SPICE
AND COFFEE CO . . .**

HAMILTON, ONT.



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.

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



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

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

COFFEE

HAVE YOU NOTICED the puffs of smoke issuing from their stove front all day? What do you think that smoke comes from? Why—a fire! That fire runs their coffee roaster. A new thing for a retail grocer. The latest kink! It means not only the best coffee but always fresh roasted.

AND

SPICE

67 Pearl Street, New York

THE HUNGERFORD CO.

MACHINERY

A GREAT HIT!

Adams' Tutti Frutti Automatic Girl Sign Box. Works by clock work. A big attraction for your window.

Send for Circular.

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



EXTERIOR VIEW.



INTERIOR VIEW.





USE SPANISH BLACKING

THE KING OF BLACKINGS

THE F. F. DALLEY CO. OF HAMILTON, L.TD.

E. BROWN & SON'S

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

BOOT PREPARATIONS
SOLD EVERYWHERE.

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

Messrs. Salomon & Phillips, 33 Spruce St., New York, Sole Agents for Canada and U.S.A.

Cough Drops

Unequaled for coughs and sore throat.

Packed in elegant 5 lb. Tins or Bottles.
Prices on application.

Wm. Paterson & Son
BRANTFORD.

THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY NIXEY'S SPECIALITIES OF STERLING VALUE.

"CLEANLINESS"
Nixey's
Black NO DUST
Lead

Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace.
HIGHEST EXHIBITION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES, ALWAYS USE

"SILVER MOONLIGHT
PLUMBAGO"
STOVE POLISH.

Always Bright & Beautiful.
In Large Packets 1d. & 2d. each.
Use only for Laundry Purposes, producing the best results.

NIXEY'S
"SOHO SQUARE" BLUE
THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY REQUIRED.

Eight 1-oz. squares in Box for 6d.
Of all Grocers and Oilmen; or write to
12, SOHO SQUARE, LONDON, ENGLAND.

"INVICTA"
KNIFE POLISH.

For Knives, Forks, Brass and Steel Work, &c., &c. Won't Wear the Blades like others.
6d. and 1s. Tins.

NIXEY'S
KNIFE POLISH.
OF ALL STOREKEEPERS EVERYWHERE.
Wholesale: W. G. NIXEY, London, England.

Canadian representatives:
Mr. W. Matthews, 7 Richmond St East, Toronto.
Mr. Charles Gyde, 33 St. Nicholas St., Montreal.

No

This li day. The lication, and qua by retail of credit Goods pay are g prices. All qu are und Editor, i tored by bing ho name; exclude reliable.

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PURE

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Cook's

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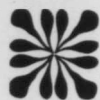
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Empire

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Bagter's
Nonpareil Jellies,
All Flavors



Bagter's
Jams, Jellies,
Marmalade

IMPORTANT

Having bought the Stock and goodwill of Messrs. Tees, Wilson & Co, we intend giving our customers some bargains during the next two weeks. Special value in Syrups See our travellers before buying, or write us for samples and quotations.

CAVERHILL, ROSE HUGHES & CO. Wholesale Grocers **Montreal**

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Jan. 26, 1893.

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

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

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

BAKING POWDER.

PURE GOLD, per doz	
5 lb. cans, 1 doz. in case	19 80
4 lb. cans, 1 doz. in case	16 00
3 1/4 lb. cans, 1 and 2 doz in case	10 50
16 oz. cans, 1, 2 and 4 doz. in case	4 60
12 oz. cans, 2 and 4 doz. in case	3 70
8 oz. cans, 2 and 4 doz. in case	2 40
6 oz. cans, 2 and 4 doz. in case	1 90
4 oz. cans, 4 and 6 doz in case	1 25
Dunn's No. 1, in tins	2 00
" " 2	75
Cook's Gem, in 1 lb pkgs	\$1 75
" " 7 oz pkgs	85
" " 2 oz "	40
" " 5 lb tins	65
" " bulk, per lb.	12
Per doz	
Empire, 5 dozen 4 oz cans	\$0 75
" " 4 " "	1 15
" " 2 " "	2 00
" " 1/2 " "	9 00
" " bulk, per lb.	15

COOK'S FRIEND.

(In Paper Packages.) Per doz

Size 1, in 2 and 4 doz boxes	\$2 40
" 10, in 4 doz boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 oz in case	3 00
12 oz tins, 3 oz in case	2 40
5 oz tins, 4 "	1 10
5 lb tins, 1/2 "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
" 1/4 lb, 4 "	1 30
" No. 1, 2 "	1 90
" 1 lb, 2 "	2 20
" 5 lb, 1/2 "	9 60
WHITE STAR, per doz	
4oz tins, 3 doz in case	0 75
12 " 2 doz in case	2 00
5lb " "	9 00
5oz glass jars, 2 1/2 doz in case	1 10
10 oz glass jars, 2 doz in case	
Bulk, per lb.	

CREAM BAKING POWDER.

Dime cans, 4 case	\$1 00
4 oz " 3	1 50
6 " " 3	2 25
8 " " 3	3 00
12 " " 1 to 4	4 25
16 " " 1 to 3	5 75
2 1/2 lbs " 1 or 1	12 00
4 " " 1 or 1	18 25
5 " " 1 or 1	22 75
10 " " 1	44 00

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

Abernethy	8 1/2
Arrowroot	\$0 11
Butter	0 6
" 3 lbs	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2

Digestive	0 10
Daisy Wafer	0 16
Garibaldi	0 10
Gingerbread	0 11
Graham Wafers	0 10
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 06
People's Mixed	0 10 1/2
Pie Nic	0 09
Prairie	0 08 1/2
Rich Mixed	0 14
School Cake	0 11
Soda	0 20
" 3 lb.	0 11
Sultana	0 11
Tea	0 09 1/2
Tid Bits	0 11
Variety	0 07 1/2
Village	0 08 1/2
Wine	0 08 1/2

BLACKING.

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

P. G. FRENCH DRESSING (LADIES.)

For ladies' and children's boots and shoes.

No. 7, 1 or 2 doz. in box	\$2 00
No. 4, " "	1 25
P. G. FRENCH BLACKING, per gross	
1/2 No. 4	\$1 00
1/2 No. 6	4 50
1/2 No. 8	7 25
1/2 No. 10	26

BLACK LEAD.

NIXEY'S London Canada

Refined in 1d, 2d, 4d. and 1s. packages, (9lb. boxes)	7s 6d \$2 5
Jubilee in 1 oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d 2 0
Silver Moonlight, Plumbago Stove Polish (13 1/2 lb. boxes)	4s 3d 1 50
13 lb. in large 1d. pkts, 2 gross	8s 6d 3 00
13 lb. in large 1d. pkts, 1 gross	7s 6d 2 50
13 lb. in large 2d. pkts, 1 gross	7s 6d 2 50
Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro. 1 oz.; 1 gro. 2 oz., or 1 gro. 4 oz.	

F. F. DALLEY & CO

Per gross

Silver Star Stove Paste	9 00
Packed in fancy wood boxes, each box contains 3 doz.	
Reckitt's Pure Blue, per gross	2 10
NIXEY'S	
Soho Square in 8 lb. boxes, of 16x6d boxes, London	6s 0d
Soho Square in 8 lb. boxes, of 16x6d. boxes, Canada	\$2 25

CORN BROOMS.

CHAS. BORECK & SONS, per doz

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

Prices current, continued.

NUTS.		per lb
Almonds, Ivica	13	14
" Tarragona	15	16
" Fomigetta	12	14
Almonds, Shelled Valencia	28	32
" " Jordan	40	45
" " Canary	28	30
Brazil	11	12 1/2
Cocoanuts	5	6
Filberts, Sicily	9 1/2	10
Pecans	11	15
Peanuts, roasted	10	12
" green	9	10
Walnuts, Grenoble	15	16
" Bordeaux	10	11
" Naples, cases	12 1/2	13
" Marbots	12 1/2	13
" Chillis	12	13

PETROLEUM.		Imp. gal
to 10 bbl lots, Toronto	0 14	0 15
Canadian	0 17	0 18
Carbon Safety	0 20	0 22
Canadian Water White	0 24	0 25
Amer'n Prime White	0 27	0 28
" Water White	0 27	0 28
Photogene	0 27	0 28

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.		
THE T. A. SNIDER PRESERVE CO., CINCINNATI.		
Wright & Copp, Toronto, Agents.		
ome Made Tomato Catsup, qts	6	00
" " " pts	3	50
" " " 1/2 pts	2	00
hill Sauce	4	50
" " " 1/2 pts	3	25
Sours (in 3 lb cans)		
Tomato	3	50
Fancy—Chicken, Mock Turtle, Cream of Corn Pea, Celery, Asparagus	4	50
Fancy—Chicken Gumbo, Oy Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne		
Vermicelli, Vegetable	4	25

LEA & FERRIN'S.		per doz
Worcester Sauce, 1/2 pts.	\$3 60	\$3 75
" " pints	6 25	6 50
LAZENBY & SONS Per doz		
Pickles, all kinds, pints	8	25
" " quarts	6	00
Harvey Sauce-genuine—hlf. pts	3	25
Mushroom Catsup	2	25
Anchovy Sauce	3	25

PRODUCE.		Per b
DAIRY.		
Butter, creamery, tubs	\$0 21	\$0 23
" dairy, tubs, choice	0 16	0 20
" " medium	0 14	0 16
" low grades to com	0 12	0 13
Butter, pound rolls	0 19	0 20
" large rolls	8	0 20
" store crocks	8	0 20
Cheese	0	11 1/2

COUNTRY		
Eggs, fresh, per doz	0	25
" limed	1	15
Beans	1	15
Onions, per bbl	1	75
Potatoes, per bag	60	70
Hops, 1891 crop	0	13
" 1892	0	16
Honey, extracted	0	05
" section	0	12

PROVISIONS.		
Bacon, long clear, p lb	10 1/2	0 11
Pork, mess, p. bbl	17 50	18 00
" short cut	17 50	18 00
Hams, smoked, per lb	0	13
" pickled	0	13
Bellies	0	10 1/2
Rolls	0	10 1/2
Backs	0	12 1/2
Lard, Canadian, per lb	0	12 1/2
Compound	0	10
Tallow, refined, per lb	0	05 1/2
" rough	0	02

RICE, ETC.		Per lb
Rice, Aracan	3	4
" Patna	4	5 1/2
" Japan	5	6 1/2
" extra Burmah	3	4
" Java extra	6	7
" Genuine Old Carolina	9	10

Grand Duke	6 1/2	7 1/2
Sago	4 1/2	5 1/2
Tapioca	5	5 1/2

ROOT BEER.		
Hire's (Liquid) per doz	\$2	00

SPICES.		Per lb.
GROUND		
Pepper, black, pure	\$0 12 1/2	\$0 15
" fine to superior	10	15
" white, pure	20	28
" fine to choice	20	25
Ginger, Jamaica, pure	25	27
" African	16	18
Cassia, fine to pure	14	25
Gloves	14	25
Allspice, choice to pure	12	15
Cayenne	80	85
Nutmegs	75	1 20
Mace	1 00	1 25
Mixed Spice, choice to pure	30	35
Cream of Tartar, fine to pure	25	32

STARCH.		
BRITISH AMERICA STARCH CO BRANTFORD.		
1st quality white, in kegs and bris	4	1
1st quality white, 3 lb. cartons	5	1
Lily White gloss, crates	6	1
Brantford gloss, 1 lb.	7	1
Lily White gloss, 1 lb chromo	6	1
Canada Laundry, Boxes	4	1
Pure Prepared corn	7	1
Challenge Corn	8	1
Rice Starch, fancy cartons	8	1
" cubes	7	1

KINGSFORDS OSWEGO STARCH.		
Pure Starch—		
40-lb boxes, 1, 2 and 4 lb pack'g's	8	
35-lb " 3 lb. packages	8	
12-lb "	8 1/2	
38 to 45-lb boxes	8	
Silver Gloss Starch—		
40-lb boxes, 1, 2 and 4 lb. pack'g's	9	
40-lb " 1 lb. package	9 1/2	
40-lb " 1 lb. "	10	
40-lb " assorted 1/2 and 1 lbs.	9 1/2	
6-lb " sliding covers	9 1/2	
38 to 45 lb boxes	9	

Oswego Corn Starch—for Puddings, Custards, etc.—		
40-lb boxes, 1 lb packages	8	
20-lb "	8 1/2	

ST. LAWRENCE STARCH CO.'S		
Culinary Starches—		
St. Lawrence corn starch	7	
Durham corn starch	6 1/2	
Laundry Starches—		
No. 1, White, 4 lb. Cartons	4 1/2	
" " Bbls	4 1/2	
" " Kegs	4 1/2	
Canada Laundry	4	
Ivory Gloss, six 6 lb. boxes, sliding covers	6 1/2	
Ivory Gloss, fancy picture, 1 lb packs	6 1/2	
Patent Starch, fancy picture, 1 lb. cartons	6 1/2	
Ivory Starch in cases of 40 packages	6 1/2	

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

SALT.		
Bbl salt, car lots	1	00
Coarse, car lots, F.O.B.	0	65
" small lots	0	85
Dairy, car lots, F.O.B.	1	00
" small lots	1	25
" quarter-sacks	0	40
Common, fine car lots	0	75
" small lots	0	95
Rock salt, per ton	12	00
Liverpool coarse	0	75

SYRUPS AND MOLLASSES.		Per lb.
SYRUPS.		
bbls. 1/2 bbls.		
D	2 1/2	2 1/2
M	2 1/2	2 1/2
B	2 1/2	2 1/2

W. G. A. LAMBE & CO.,
GROCERY BROKERS
TORONTO.

AGENTS FOR

The St. Lawrence Sugar Refining Co.,
MONTREAL.

INFINITELY SUPERIOR TO EXTRACT OF BEEF.

Johnston's Fluid Beef

Is the concentrated feeding qualities of Beef, deprived of superfluous material, skin, fat or indigestible tissue, and it is the quintessence of the virtues of Beef.

Extracts of Beef, on the other hand, are only the extracted juices of Beef, which, at best, can only stimulate.

Kingsford's Oswego
STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss" Kingsford's

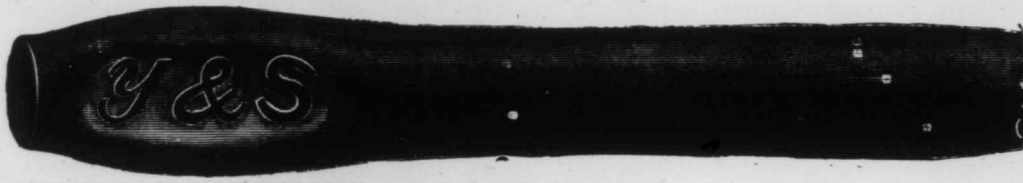
(Others so-called are imitations of our brand.)

Pure Starch. Corn Starch.

FOR SALE BY ALL LEADING
JOBBER IN CANADA.

T. KINGSFORD & SON
OSWEGO, N.Y.

Prices cur
V.B.
E.V.B.
E. Super
XX
XXX
Crown ...
Trinidad
New Orle
Porto Ri
Ivory B
Do. 2,
Primros
John A
Mayflow
Gem, 31
" 13
Queen's
Pride of
Sunshin
Mikado
Eclipse
Stanley
Defiance
Toronto
Ruby, 10
Monster
Detroit,
Lily Wh
Everyda
Queen C
Mottled
" "
Floater
Electric
Hard W
Royal L
Octagon
Royal M
" "
Anchor,
" "
Morse's
Morse's
" "
Bonquet
Prize M
" "
Sweet F
Extra F
Old Bro
White l
White (C
White (C
Persian
Orienta
Pure Co
Heliotr
Carnati
Rose B
Cocoa C
Arcadia
New Ar
Ocean l
Barber
Pure B
Magnol
Oatmea



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.

"ACME" LICORICE PELLETS, In 5-pound Tin Cans.

TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.

LICORICE "Y. & S." LOZENGES, In 5-pound Tin Cans and 5-pound Glass Jars.

"PURITY," PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured Exclusively by **YOUNG & SMYLLIE,**
BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices current, continued—

V.B.	23	3
E.V.B.	22	2
E. Superior	22	2
XX	22	2
XXX	21	3
Crown	3	3 1/2
MOLASSES. Per gal		
Trinidad, in puncheons...	0 35	0 37
" " bbls	0 38	0 46
" " 1/2 bbls	0 40	0 40
New Orleans, in bbls.	0 30	0 52
Porte Rico, hdds.	0 38	0 40
" barrels	0 42	0 44
" 1/2 barrels	0 44	0 46

SOAP.

Ivory Bar, 1 lb. bars	per lb	5 1/2
Do. 2, 6-16 and 3 lb bars	"	5
Primrose, 1/4 lb bars, wax W	"	4 1/2
" " " "	"	4 1/2
John A. cake, wax W	per doz	42
Mayflower, cake	"	42
Gem, 3lb bars per lb.	"	3 1/2
" 13 oz, 1 and 2 lb. bars	"	3 1/2
Queen's Laundry, per bar	"	5 1/2
Pride of Kitchen, per box	"	2 75
Sunshine, boxes, 100 tablets	"	6 50
" " 50	"	3 40

MORSE'S SOAPS.

Mikado (wrapped)	Per lb	0 04
Eclipse	"	0 04 1/2
Stanley Bar	"	0 04 1/2
Defiance	"	0 04 1/2
Toronto, 12 oz	Per doz	0 50
Ruby, 10 oz	"	0 80
Monster, 8 oz	"	0 24
Detroit, 14 oz	"	0 48
Lily White	"	0 90
Everyday	"	0 80
Queen City, 14 oz	"	0 72

Mottled in 5 box lots, 100 bars	Per box	5 00
" " " " 60 bars	"	3 00
Floater (boxes free)	"	6 50
Electric	"	2 75
Hard Water Electric	"	2 50
Royal Laundry	"	3 25
Octagon	"	4 00
Royal Magnum	Per doz	0 25
" " 25 doz per box	"	0 20
Anchor, Assorted	"	0 40
" Castile	"	0 50
Morse's Assorted	"	0 45
Morse's Rose	"	0 45
" Windsor	"	0 45
" Castile	"	0 45
Bouquet, paper and wood	"	0 80
Prize Magnum, White Castile	"	0 72
" " Honey	"	0 72
" " Glycerine	"	0 72
" " Oatmeal	"	0 72

Sweet Briar	Per box	0 72
Extra Perfume	"	0 85
Old Brown Windsor Squares	"	0 80
White Lavender	"	1 00
White Castile Bars	Per doz	0 85
White Oatmeal	"	0 85
Persian Bouquet, paper	"	2 50
Oriental	"	0 45
Pure Coconut, 3 doz. bxs, wood	"	0 40
Heliotrope paper	"	1 50
Carnation	"	0 60
Rose Bouquet	"	0 60
Cocoa Castile	"	0 40
Arcadian	"	0 45
New Arcadian, per gross	"	4 25
Ocean Bouquet	"	0 45
Barber's Bar, per lb	"	0 25
Pure Bath	"	1 00
Magnolia	"	1 20
Oatmeal	"	0 85

Unscented Glycerine	0 90
Grey Oatmeal	0 60
Plain Honey	0 70
Plain Glycerine	0 70
Plain Windsor	0 70
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20

TEAS.

CHINA GREENS	
Gunpowder—	per lb
Cases, extra firsts	42 50
Half chests, ordinary firsts	22 38
Young Hyson—	
Cases, sifted, extra firsts	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts	22 38
" " seconds	17 19
" " thirds	15 17
" " common	11 14

PING SUEYS.

Young Hyson—	
Half chests, firsts	28 32
" " seconds	16 19
Half Boxes, firsts	28 32
" " seconds	16 19

JAPAN.

Half Chests—	
Choicest	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	19 20
Good common	16 18
Common	12 15
Nagasaki, 1/2 chests Pekoe	16 22
" " Oolong	14 15
" " Gunpowder	16 19
" " Siftings	5 9

Congou—	
Half Chests, Kaisow, Mon-	
ing, Pakling	12 60
Caddies, Pakling, Kaisew	18 50

INDIAN.

Darjeelings	35 55
Assam Pekoes	20 40
Pekoe Souchong	18 30

CEYLON.

Broken Pekoes	35 42
Pekoes	20 40
Pekoe Souchong	17 35

TOBACCO AND CIGARS

British Consols, 4's; bright twist,	
5's; Twin Gold Bar, 8's	67c
Ingots, rough and ready, 8's	64
Laurel, 3's	57
Brier, 7's	55
Index, 7's	50
Honeysuckle, 7's	58
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette, 12's	50 1/2
Prince of Wales, in caddies	51 1/2
" " in 40 lb boxes	51
Bright Smoking Plug Myrtle, T &	
B, 3's	50
Lily, 7's	55
Diamond Solace, 12's	50
Myrtle Cut Smoking, 1 lb tins	70
1 lb pg, 6 lb boxes	70
os pg, 5 lb boxes	70

EMPIRE TOBACCO COMPANY.

CUT SMOKING.

Golden Plug, 2 oz. pkg boxes, 5	
lbs	65
Uncle Ned, 2 oz. pkg, bxs 5 lbs	60
Gem, 2 oz, packages, 5 lb boxes	61
Gem, 8 oz tins in 5 lb cases	70

PLUG SMOKING.

Golden Plug	56
Uncle John, 3 x 6, 3s. caddies	
10 1/2 lbs	54
Gem, 3 x 6, 3s. caddies 16 1/2 lbs	53
St. Lawrence, 2 x 3, 7s. caddies	
about 17 lbs.	51
Banner, 2 x 3, 7s. caddies about	
17 lbs.	48
Staring, 2 x 3, 7s. caddies about	
17 lbs.	46
Louise, Solace, 12s. caddies about	
16 lbs.	46
Florence, Solace, 12s. caddies	
about 17 lbs.	42
Hawthorne, 8s. butts 23 lbs.	47
Something Good, 6s. butts 21 lbs	46 1/2

FANCY SWEET CHEWING.

Good Luck, spun roll, 16 boxes	
4 lbs	65
Empire, 3 x 6, 4s. spaced 8s. bxs	
4 lbs	61
Top, 16 oz. spaced 8s. boxes 4 lbs	60
Joy, 3 x 12s, 14 1/2 oz. Spaced 6s.	
Rough and ready. Butts 25 lbs	52
Judge, 2 x 3, 8s. Flat. Caddies	
about 20 1/2 lbs.	50
Curry, 3 x 3, 7s. Rough and	
ready. Caddies about 21 lbs.	49
Kentucky, 1 1/2 x 3, 12s. Caddies	
about 21 lbs.	50
Kentucky, 1 1/2 x 3, 7s. Caddies	
about 21 1/2 lbs.	49

BLACK SWEET CHEWING.

Star, Narrow, 12s. Butts about	
23 lbs.	47
Morning Star, 12s. Butts about	
22 1/2 lbs.	43 1/2
Montreal Twist, 12s. Caddies	
about 23 lbs.	44
Anchor Twist, 12s. Caddies about	
23 lbs.	42 1/2

CIGARS—S. DAVIS & SONS, Montreal.

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

Cigarettes, all Tobacco—

Cable	7 00
El Padre	1 00
Mauricio	15 00

DOMINION CUT TOBACCO WORKS, MONTREAL.

Athlete	Per M.	\$7 50
Puritan	"	6 25
Sultans	"	5 75
Derby	"	4 00
B. C. No. 1	"	4 00
Sweet Sixteen	"	3 50
The Holder	"	3 85
Hyde Park	"	10 50

CUT TOBACCOES.

Golden Plug, 2 oz. pkg boxes, 5	per lb	74
lbs		74
Uncle Ned, 2 oz. pkg, bxs 5 lbs		71
Old Chum, ninths, 5 lb box		62
Old Virgin, 1-10 lb pkg, 10 lb bxs		62
Gold Block, ninths, 5 lb boxes.		78

CIGARETTE TOBACCO.

B. C. N. 1, 1-10, 5 lb boxes	85
Puritan, 1-10, 5 lb boxes	1 15
Athlete, per lb	10 50
Hyde Park	10 50

VINEGAR.

XX, W.W.	0 20
XXX, W.W.	0 5
Honey Dew	0 30
Pickling	0 30
Malting	0

WOODENWARE. per doz

Pails, 2 hoop, clear	No. 1	\$1 70
" " " "	"	1 90
Pails, 2 hoops, clear	No. 2	1 60
" " " "	"	1 80
" " " painted	"	1 80
Tubs, No. 0		9 50
" " 1		8 00
" " 2		7 00
" " 3		6 00
Washboards, Globe		\$1 90
" " Water Witch		1 40
" " Northern Queen		2 25
" " Planet		1 70
" " Waverly		1 60
" " X X		1 50
" " X X		1 30
" " Single Crescent		1 85
" " Double		2 75
" " Jubilee		2 25
" " Globe Improved		1 90
" " Quick and Easy		1 80
" " World		1 75
" " Rattler		1 30

Matches, 5 case lots, single cases

Parlor	1 60	\$1 65
Telephone	3 60	3 70
Telegraph	3 80	3 90
Safety	4 20	4 30
French	3 60	3 75
Railroad (10 gro. in case)		
Single case and under 5 cs.		\$3 70
5 cases and under 10 cases		3 60
Steamship (10 gro. in case)		
Single case and under 5 cs.		3 50
5 cases and under 10 cases		3 40

Mops and Handles, comb.

Butter tubs	\$1 60	\$3 20
Butter Bowls, crates ast'd		3 60

HOUSEKEEPER'S QUICK WASHING COMPOUND
Washing per case.
5c pkgs 100 in case ... 3 50
10c " 60 in case ... 4 00

PEERLESS WASHING COMPOUND.

1/2 lb packages, 12 doz in case	\$4 50
1 lb " " "	3 90
1 lb " " "	3 80
5 cts " " "	3 50

YEAST.

BARM MFG. CO.	per box
1 box containing 2 doz. 5c. pkgs.	0 50
1 " " 2 doz. 10c. " "	1 00

BREADMAKER'S

per box	
5c packages 36 in box	1 00
2c " 45 in box	0 50



— 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 GRANULATE

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

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
 and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

THE CANADIAN GROCER

Travellers' Guide.

The Alberta Hotel

CALGARY, N.W.T.

Strictly first-class. Headquarters for Commercial Men. Large sample rooms.

H. A. PERLEY, Prop.

The Hilliard House

RAT PORTAGE, ONT.

Strictly first-class. The favorite commercial house along the line of C. P. R.

LOUIS HILLIARD, Prop.

THE LELAND HOUSE,

Portage La Prairie, Man.

Best sample rooms west of Winnipeg. Strictly first-class.

WM. NEVINS, Prop.

Grand Pacific Hotel

KAMLOOPS, B. C.

The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men.

H. SMITH, Proprietor.

The Hotel Wilson,

NANAIMO, B. C.

The largest and best Hotel in the city.

JOS. RICHARDS,

Proprietor.

Unlike the Dutch Process

No Alkalies

—OR—

Other Chemicals

are used in the preparation of

W. Baker & Co.'s

Breakfast Cocoa,

which is absolutely pure and soluble.

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

W. BAKER & CO., Dorchester, Mass. U.S.A.
Branch House, 6 Hospital St., Montreal.

CHARLES F. CLARK, EDW. F. RANDOLPH,
PRESIDENT, TREASURER.

ESTABLISHED 1848.

THE BRADSTREET
MERCANTILE AGENCY

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