

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

**THE CANADIAN GROCER**  
 & GENERAL STOREKEEPER

PUBLISHED WEEKLY  
 \$200 PER YEAR

VOL. V.

TORONTO, FEBRUARY 27, 1891.

No. 9

Fac-Simile of Package.



Registered.

**BENSON'S**  
 CANADA **PREPARED CORN**

Superior to any Imported  
**CORN STARCH.**

RELIABLE AND UNIFORM  
 IN QUALITY.

FOR SALE BY EVERY GROCER.

**H. A. NELSON & SONS**  
 MANUFACTURERS

AND  
 Wholesale Dealers

—IN—  
**BROOMS**  
 AND  
**WHISKS,**

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

**MONTREAL,** - **TORONTO.**



ASK FOR

**MOTT'S**

**DUNN'S**  
**BAKING**  
**POWDER**

THE COOK'S BEST FRIEND  
 Largest Sale in Canada.

**Taylor, Scott & Co.**

TORONTO.



THE BEST

IS THE CHEAPEST.

Retail Price, 25c.

For sale by all first-class grocers

FINE GOODS OUR SPECIALTY.

MUNGO CIGARS, EXCEPTIONALLY FINE.

MADRE E. HJO (7. SIZES).

EL PADRE AND CABLE.

ALL-TOBACCO CABLE AND EL PADRE CIGARETTES.

THE CANADIAN GROCER

ALWAYS ASK FOR THE  
**'John Bull' BRANDS.**  
 Manufactured by  
**BRYANT, GIBSON & Co.**



AGENCY FOR—  
 Ganong's Lily Chocolates,  
 Terry's English Bottled Confectionery,  
 Negree's French Crystallized Fruits.

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

**WHY** Do 75 per cent. of our Canadian Cannery  
 buy their labels and other lithographic  
 work from

**The Sabiston Litho. & Pub Co.?**

- BECAUSE** They have the largest corps of skilled Artists in the country.
- BECAUSE** They have the best machinery.
- BECAUSE** Their equipment is more complete than any other Litho. house in the country, and
- BECAUSE** They turn out the most satisfactory work.

This Company occupies 4 flats of the GAZETTE building, in Montreal, equal to a floor space of 35,000 square feet.

The business was commenced a little over 3 years ago by A. Sabiston and from the smallest establishment at that time has grown within the above period to be the largest of its kind in the country. This fact speaks for itself.

Before placing your orders for lithographic work, see what

**The Sabiston Litho. & Pub. Co.**

can do for you. Address all communications to

**A. Sabiston, Man. Dir. Sabiston Litho. & Pub. Co., MONTREAL.**

**Bond or Free**

Warehouse Receipts Issued,  
 Negotiable anywhere.  
**R. CARRIE,**  
 27 Front St. E. Toronto.

**\$ STORAGE**

**The Canada Sugar Refining Co.**

*Redpath* (Limited),  
**MONTREAL**



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

FOR SALE BY ALL GROCERS.

# THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY.  
\$200 PER YEAR

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

J. B. McLEAN & CO., (Ltd.)  
PUBLISHERS.

115 ST. FRANCOIS XAVIER STREET,  
MONTREAL.

6 WELLINGTON STREET WEST,  
TORONTO.

Vol. V.

TORONTO, FEBRUARY 27, 1891.

No. 9

#### SPECIAL TO OUR READERS.

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

#### OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. G. Hector Clemes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

#### DEAD BEATS AND INDIGENTS.

We use the term "dead-beat" in a broad sense, so that it includes all people who contract debts that they do not pay. On account of the stigma there is in the name, it ought to be supplemented by another to designate that class of people who are prevented from redeeming their credit by poverty or other misfortune. In the same way as there should be separate compartments in prisons for persons of greater and of less degrees of viciousness, so there ought to be distinctions in our epithets to label the delinquent class. Not only is it the more merciful way to treat the indigent debtor to assign to him a separate term in creditors' parlance, but it also makes the term "dead-beat" more odious to exclude from its application any person whose honesty appears to be sound. It intensifies the force of the word, and makes it more deeply brand him to whom it is attached.

The division of worthless debtors into the classes of the indigent who cannot pay and the unprincipled who will not pay, is more over of value to the trader. The man whose will is bad he can punish, recover from or expose. The one whose means alone are bad he will find it of little service to do

otherwise with than simply defend himself. With the "dead-beat" proper the possession of money is as strong a deterrent to pay a debt as the want of money is with the simply indigent man. The "deadbeat" feels that he is so much ahead if he can cancel a debt by simply refraining from paying it, while every dollar he acquires in the meantime becomes dearer to him. Of all the ways of disposing of money in hand he considers the most unjustifiable and foolish to be the using of it to pay debts, to employ it upon dead issues. His moral ideas are pernicious. His disposition to pay is weakened, not strengthened, by the acquirement of the means, and on such a man as that the full weight of the opprobrium there can be put in a degrading name ought to be concentrated.

It is a natural enough thing for a man to pay money more cheerfully when he is getting its equivalent concurrently, and every man is more or less reluctant to give money for value received months beforehand. With the "deadbeat" this reluctance becomes evasion of the responsibility, and all who deal with him soon learn that there is no time so good to get money due from him as the moment of buying. With him every dollar's worth got on credit represents a dollar gained.

#### INJURIOUS MACHINE OILS.

Manufacturers and owners of machinery generally have had a good deal to say of late about inferior lubricants, this class of stock being, they allege, much more common than it used to be. This dissatisfaction on the part of consumers is usually visited on the retailer, in the form of withdrawal from him of further trade in oils, if he has been found to have sold what was below standard stock.

It therefore behooves the trader to be on his guard against manufacturers who sell oils that are not what they seem. There is nothing else so certain to estrange the trade of a manufacturer as bad machine oils, because these not only serve him poorly as lubricants, but they damage his machinery. He has to depend on the honesty of the trader, as he cannot satisfactorily test the oils, and if the trader deceives him and also impairs his machinery, there is no likelihood of further dealings between them.

It is known that samples are carried and exhibited to the retail trade of the country, and that orders are taken for oils corresponding to the alleged quality of these samples, at prices much below what well-known manufacturers ask for oils graded the same. But these cheap oils turn out badly. Possibly the first order of the retailer may be satisfactory, the oil may be what it is represented to be, but the subsequent orders are filled with oil that will drive away that retailer's customers. The low price is inevitably followed by low grade. The assurances of the men who show the samples, that the oil will be equal to or better than that for which 5 or 10 cents more is paid to established makers, ought not to be accepted without some useful guarantee. The thing is not reasonable enough to be taken without reserve, and experience has taught the trade that it is not safe to take irresponsible statements in preference to the record of manufacturers who have made a reputation all over the country. The trader cannot test the oils. He must be beholden to the integrity of the manufacturer or his agent, and he should buy no oils from untried makers. That is his only safeguard. To undertake to judge for himself is absurd. The most experienced manufacturer may be fooled, with all he knows of gravity, fire-

tests, viscosity, etc. It is better, therefore, to buy of houses that have built up a large trade, as that can be done only by square dealing, and the manufacturers who command such a trade may be trusted to have a sufficient insight into their own interests to know that they can add to it only by square dealing. Buy your oil from reliable houses.

There are many grades of machine oil, light or black, prices ranging all the way from 6c. to \$1, and the test of service is the only means open to the man who is not an expert, to judge between oils that differ fully 20c. in value.

### THE POSITION OF TEA.

The London Grocer does not agree with those of its correspondents who have been trying to "pooh-pooh" the advance in the price of tea. It says:—The duty of predicting high prices for any commodity is never (to us, at least) an agreeable one, as it runs counter to the interests of the retailers and consumers, who are too often the victims to bogus speculations and inflated values; but we should altogether fail in our mission as guides to safe purchases if we were to give prominence only to falling markets and entirely ignore the existence of rising ones, as in that case the trade generally would be left completely in the dark as to what was really going on; and although we were at the outset of the rise in the value of tea subjected to a deal of adverse criticism by those who ought to have known better, and who, in trying to demonstrate that they were right and we were wrong in our conclusions, have proved exactly the reverse, we did not in the main recede from the position which we had taken up after giving the question of advanced rates for tea the fullest and most careful consideration.

Time which was necessary to show what was about to happen, has now placed it beyond a doubt that the commoner grades of China tea, and such qualities as are bought "for price," are 30 per cent. to 50 per cent. dearer than they were in October last, and we argue that, without pointing to figures, which some people say are "delusive" this strong reaction in the tendency of the market has not been produced without a widening disproportion between supply and demand. That means a shrinking of the arrivals and stocks, and an expansion in the daily wants of the trade. If these movements had been the other way, prices would assuredly have fallen to still lower points than those ruling prior to October, 1890, but having progressed steadily in favor of holders month after month, we now witness the very result we anticipated, and which many persons declared to be almost if not quite impossible. That a further advance in prices of tea is about to take place we are hardly prepared to state, as everything depends on what quantity is in

second hands throughout the country, and also on whether the dealers and others are in a mood to build one big rise upon another until the consumption is nipped in its onward progress, when a serious and lasting injury would be done to the trade, which, in its extreme sensitiveness to enhanced rates, might resist fresh encroachments on the domain of popular prices to the utmost. The figures, as published by the Tea Brokers' Association, show a statistical position such as for strength has not been equalled in the whole history of the tea trade since 1885, when prices, on an average, were 25 per cent. above present ones, and this position well bears out what we wrote in October, when we told our readers to expect the rise in value which has now taken place. Though not in all respects to be desired, the advance is absolutely and entirely warranted by the healthy state of the trade in the country, and the statistics in London and at the outports. We disregard the interests of speculators in the wide fluctuations which have been rife in Mincing Lane, but we do wish the dealers and their customers to obtain some reliable information about the position of an article that forms so important a factor in their trade. The stock of tea in London now amounts to 91,600,000 lbs., against 108,800,000 lbs. last year; but the deliveries show a regular increase of duty-payments, which proves that the reduction of the duty to 4d. per lb. has undoubtedly stimulated the demand in the country to such an extent that a delivery averaging 20,000,000 lbs. per month in future would not be surprising, and buyers must still look forward to a firm, if not an advancing, range of prices during greater part of the remaining season.

### COMING PRICES OF SUGAR.

The demand for sugars so far this season in Canada has been unusually light, owing to the uncertainty of the future. It is more than likely that prices will go considerably lower on this account, there will not be the same speculation this spring as there was during the past two years. The reduction in the duties in the States will necessitate a revision of our tariff. In American markets there was an active movement in sugars for April delivery but lately the demand has fallen off entirely. The New York Bulletin says: Upon the first of that month the new tariff regulations go into effect, and it has for a long time been accepted as a natural feature of the situation that during March demand will become practically suspended, awaiting the advent of free sugars, and creating a vacuum which the lower cost supplies must fill as soon as they are available. At least such has been the story industriously circulated; and when the March meltings in bond, a preparatory privilege accorded refiners under the law and through Treasury regulations, were offered on contract for the succeeding month, jobbers, grocers and de-

pendent custom generally placed their orders with much freedom, and hundreds of thousands of barrels went under engagement; a portion locally and a portion for transportation in bond during March, but all for delivery on and after April 1st. Suddenly, however, demand has become apparently indifferent toward further investment, and two explanations are given, the one suggesting ample provision made against the exigencies of the first free sugar month, and the other a realization on the part of buyers that they have been paying a pretty good price for the supply under engagement.

Without going into details of the conditions of the raw sugar market, past and present, it may be briefly described as of gradually hardening tendency and now quite firm; a feeling founded in part on expectation of demand against March meltings. It was, however, a reasonable supposition that a proper amount of stock had been secured before selling against the production, and recent developments indicate secret purchases at primal points by refiners, of both cane and beet sugars, much beyond amounts made public and under-running the present line of cost. Without including the two extremes of price really shown since the handling of new foreign raw sugars commenced, preparatory to next month's bonded meltings, a general range may be named at 2½ to 3½c., with average cost estimated at 3c. up to 3½c. per pound; many operators believing the lowest figure to be nearest the mark. In order to be liberal, however, the 3½c. basis may be accepted and placed against the 4½ to 4¾c. obtained on contracts for April delivery; and in the same spirit of liberality, accepting refiners' statements that it costs ¾c. per pound to place their product upon the market, there remains a net profit of ⅙ to ⅓c. on every pound sold, or say in the neighborhood of \$2.30 per barrel, estimating the latter to run about 330 pounds, probably below rather than above the average.

The figures are on a conservative plane, free from exaggeration, representing in a really modified form the deductions of buyers, who, paying the large tribute to refiners as already indicated, with frequently no chance themselves to obtain more than a bare margin on resale, naturally feel aggrieved, and, as a first measure of protest, reduce the demand. This, however, looks like a doubtful expedient, and one difficult to adhere to unless it extends to the entire system of handling refined sugars after they leave the producers' hands. Whether there be an understanding between all refiners in and outside of the combine cannot be possibly determined, but there is a suspicion that some sort of agreement, specified or implied, exists; and until something arises to bring about keener and more general competition for custom, the consumer must rest content to accept such benefits from removal of duty as the refiner may consent to divide. The ½c. per pound

tariff remaining upon all grades above No. 16 Dutch standard in color is the barrier that prevents importation of sugars that could, from experience thus far, be expected to pass directly into consumption, and the free list embraces the vast bulk of importation that must first pass through refiners' hands and permits them to levy a toll in proportion to their ability to preserve harmony among themselves in the method of exacttion.

### ASSOCIATION NOTES.

#### TORONTO ASSOCIATION BY - LAWS.

On the 10th of December 1885, the Toronto Retail Grocers' Association came into existence, and on the 11th of January 1886, the by-laws at present governing the Association's work were adopted. Experience proves that these laws now require amending, and we would suggest that a committee be appointed at the next general meeting for that purpose. We take the liberty of pointing out a few of the defects in their construction, which may be of use to such a committee, and submit a number of changes which we think would be advantageous.

Article 1.—Object. "The object of the Association shall be the promotion of the interests of the trade and the members thereof."

In this connection we would suggest a more extended clause, setting forth a platform for united action, for the use, not only of Toronto, but as a help to other associations throughout the country.

Article 3.—Membership. Sec. 1. Enlarge this section that outside associations may know that delegates will be accepted as members on payment of the regular fees. Sec. 2. Should stand as at present.

Article 4.—Subscription. The annual subscription fee shall be \$2, payable half yearly, in advance. The fee is altogether too low, and leads other associations into a belief that membership at \$2 a year will cover all expenses, whereas, experience teaches that it does not. The fee should be at least \$4, where there is a prospect of the membership not reaching 100.

Article 5.—Admission. This is unimportant, although there should be a reservation for a ballot on the demand of two or more members, with a power to reject an applicant if a majority of members present so decide.

Article 6.—Officers. The office of financial secretary should be merged into that of recording secretary. We do not think there is any necessity for the two offices. Provision should be made for the election of two or more trustees.

Article 7.—Requires no alteration.

Articles 8 and 9.—Should be blended together as recommended above.

Articles 10 and 11.—Require no alteration.

Article 12, Sec. 1.—Election of officers. Change this to read, nominations for the various offices shall be held at the Novem-

ber and December meetings of each year, and elections shall be held at the December meeting. In cases where only one candidate is nominated the President shall cast a ballot and declare him elected. A majority of the ballots cast shall be necessary to elect a candidate. In the event of no candidate receiving the necessary majority of votes, the candidate receiving the lowest number of votes shall drop out and the Association proceed to ballot again.

Section 2.—Should remain as at present.

Article 13.—Quorums.

Section 1 and section 2.—Require no alteration.

Article 14.—Hour of meeting requires no alteration.

Article 15.—Order of business.

1.—Reading and adoption of the minutes of last meeting.

2.—Officers' roll call.

3.—Motions of which notice has been given.

4.—Reading and consideration of communications and accounts.

5.—Admission of new members.

6.—Reports of officers or committees.

7.—Nomination and election of officers.

8.—Unfinished business.

9.—New business.

10.—Remarks in the interest of the associa'n.

11.—Adjournment.

Articles 16, 17, 18, 19, and 20 should remain as at present.

We have here set forth a few changes in the By-Laws which we recommend for adoption. At this time when associations are being formed all over the country the merchants naturally look to the older bodies for guidance, and in a great many instances blindly follow the lead without giving the matter of by-laws the attention required. In submitting these changes there are certain points which are not applicable to country associations. The Executive Committee in Toronto consists of eleven members, while five or seven would be sufficient in smaller places. The quorum of both association and executive committee thereof might also be reduced in cases where the larger number would be too high. We hope to hear of a committee being named soon for the purpose of bringing the by-laws up to date.

Steps are being taken by the retail grocers of Chatham to form an association.

London Retail Grocers' Association has appointed delegates to the provincial association of which the Toronto body is the nucleus.

### A POINTER TO OUR READERS

A change in the list of articles quoted under "Hardware paints and oils" in the Prices Current will be found this week. A number of lines have been struck out and others added, which, it is hoped will make the list more valuable. This list is not yet complete, and we would ask retailers to let THE GROCER know what other articles they would like quoted.

### REDUCTION IN STARCH.

Our quotations this week show a reduction in the prices of certain lines of T. A. Kingsford & Son's Oswego Starch. The forty-pound boxes of 1, 2 and 4 lb. packages, as well as the 36 lb. boxes of 3 lb. packages, are down to 8c., or  $\frac{1}{4}$ c. lower than they were. The 6 lb. boxes, sliding covers, of Silver Gloss Starch are also  $\frac{1}{4}$ c. lower, and quote now at 9 $\frac{1}{2}$ c. In corn starch the prices are  $\frac{1}{2}$ c. lower, 40 lb. boxes quoting at 8 $\frac{1}{2}$ c., and 20 lb. boxes at 8 $\frac{3}{4}$ c.

### ESSENTIAL EXTRACTS.

Some of the Maine corn canners are said to be thinking of using the self-opening can for their next year's pack. This will make an addition of 5c. more per dozen to the cost of cans, an addition not easily borne after that necessitated by the McKinley Act.

The following ostensible objects are sought to be effected by the National Association of soap makers in the United States: the stopping of prize giving, the doing away with the manufacture of private brands for jobbers and retailers, the abolition of the extra box inducement with large orders, and a raising up of the soap trade to a higher plane. The latter object includes along with the rest, the giving of better weight and quality, the redressing of profits, etc.

At a recent meeting of farmers of the counties of Peterboro and Northumberland at Harwood, the question of sugar beet culture in that part of Ontario was discussed. A resolution was passed urging the advisability of establishing a beet root sugar factory in the Rice Lake district, and the asking of assistance from both the provincial and Dominion Governments. Arrangements have been made with the railroads to carry beets within a radius of 30 miles at 25c. a ton.

### CHOCOLATE ON THE ADVANCE.

The prices of chocolate have been advanced by several manufacturers. The reason appears to be on account of dearer cocoa. Acting upon cable advice which quoted a big increase in the price of Ceylon cocoa and reported a tendency further upward, John P. Mott & Co., Halifax, have instructed their representative here that their Pure Confectioners' Ceylon Chocolate is now 38c. and their Sweet Ceylon 30c., an advance of 3 and 2c. respectively. The demand for light goods is strong and the Ceylon raw material is growing scarce. Jos. Webb & Co., of Milton, Mass., advanced their prices on chocolate 1 and 2c. on the 16th inst. Baker & Co., Boston, have likewise advanced their Canadian prices for chocolate 1 and 3c. per lb.

**EVERY** Reader of this paper is a buyer. Therefore advertisers should see that their advertisements do not grow stale. Change them constantly, introducing new goods if you have them; if not let us know what you have in seasonable articles. This is what readers want



### A CONTRADICTION.

TORONTO, Feb. 19, 1891.

Editor CANADIAN GROCER :

DEAR SIR,—In your issue of the 14th inst., you represent Mr. Hodgins as having reported to the Grocers' Association, that when he called upon Mr. Robinson of the Sunlight Soap Co., re the disputed order, he was "answered with curtness and bad temper." Permit me, Sir, as an eye-witness of the scene to give the statement an unqualified contradiction. Mr. Hodgins was received with the courtesy uniformly extended to all our business friends. This, however, did not induce reciprocity, and the interview was ended in consequence of Mr. Hodgins' insulting remarks. We cheerfully leave our reputation in the hands of our numerous customers—confident that it will not suffer irreparable injury because of Mr. Hodgins' disappointment and anger.

Yours faithfully, JOHN MACKAY.

### AN ITEM AND A COMMENT.

DRESDEN, Feb. 16, 1891.

Editor CANADIAN GROCER :

SIR,—Knowing that you are looking for news, I thought I would send an item. Trade is rather dull here now. One more is numbered with the past. Less than one year ago a man by the name of A. T. Ripley left the farm to come to town to keep a grocery. Now he has sold out his store and stock sick of grocery keeping. He sold his building to J. Halligan for less than he gave for it, and his stock at a discount to P. C. Tassie & Co. He is a wiser man to-day. He has found out that grocery keeping is not what he thought it was. Some have an idea all they have to do is to get a store and stock it with goods, and in a few years they can retire with a fortune, but they soon find out their mistake, to their grief and loss. I think if one half were out of business the other half might make a living. There is another grievance, and that is about some wholesale houses sending out circulars to Tom, Dick and Harry, any one that they can get the name of. I know of private parties getting them here. TRADER.

## To Grocers!

There are three articles which the consuming public have decided are the best of their kind in the market, and it will pay every grocer to keep them in stock. They are

The "Horseshoe" brand of canned fruits and vegetables.

Packed by Bowlby Bros. & Co., of Waterford, Ont.

"Cairns" Home-made marmalade, jams and jellies.

Packed by Alexander Cairns, Paisley, Scotland.

The "Trident" brand of canned salmon.

Packed by Ed. Wadhams, Ladner's Landing, B.C.

Every package of the above brands guaranteed as to quality and weight.

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

### TALKS WITH RETAILERS.

"I find that it pays to be economical in the disposition of time. It can be done in various ways; but in my experience I have found that when trade is slack it can often be bettered by re-arranging my display of goods. I have not infrequently had quite a lively run of customers for goods that I actually believe caught their fancies in passing the show windows of my store. Some merchants may say that it was not due to any artistic merit in exhibiting them, but I don't agree with them. I have impressed this idea upon my clerks, that it induces them to study how to obtain the best effects in window dressing."

"I always keep my goods plainly marked. A customer passing through a store does not like to ask the price of every article that attracts his attention, and he will not. The marking of goods helps to sell them, too, as there are many customers who will buy articles that are marked simply because the price caught their idea, whereas if they had found it necessary to enquire the price and learned that it was much higher than they had anticipated, they might have felt that in not buying it they were actually confessing their poverty. In marking my goods, I put the selling price in plain figures, so that every visitor to my store can read for himself. By plainly marking your goods with the selling price only you secure a pretty safe protection against the cutting of prices, as it impresses the buyer with the belief that he has seen the lowest and the only price at which he can buy the goods. However, if a customer should request a reduction, the merchant can gracefully point to the plain figures, and inform him that no other price, higher or lower would be accepted for the article. I have learned another thing, and that is, there is no place like a well-dressed shop window for displaying goods with the prices marked on them in plain figures. In fact, I don't believe that a window is complete without the prices, as the passerby is just as much, if not more, interested in knowing the cost of the articles as he is in observing the styles."

"I attribute a good deal of the popularity of my store to the fact that I inculcate into the minds of my clerks the invaluable benefit of being good-humored to customers. Good humor is an excellent quality for all salesmen to cultivate. A frown, an impertinent expression, or exhibition of incivility has sent many a customer away from a store and has created a prejudice against the establishment that the proprietor has subsequently found it hard to overcome. If I were asked what should constitute the most important quality of a salesman, I would say patience, for in no occupation is that virtue more necessary than in selling goods to customers, who are hard to please and who often do not know what they want when they go into a store. The salesman

should not lose his interest in a customer from the time he makes his appearance until he goes away. He should not lose his temper if the customer argues with him as to the merits of the goods and wares shown. He should wait upon him as politely as possible and never be disagreeably persistent in pushing the sale of goods. A careful observance of these points is vital to the success of a salesman, and merchants cannot be too careful in calling the attention of their clerks and employees to the points I have enumerated."

"I can tell you one thing of the greatest importance to the success or non-success of a merchant, and that is whether or not he keeps a watchful eye on his stock. How often it is that a customer asks for an article and is told, 'Oh, we are just out, but shall have some in a few days.' Every time the merchant says this he loses trade, and, may be, a customer. It does not do to be out of staple goods. A merchant should make it a rule to inspect his stock daily, or a portion of it, and as soon as an article is running tight in stock an order should be made, so that the fresh supply may be on the shelves by the time the present stock is exhausted. There is money in keeping the orders bunched as much as possible, as every unnecessary package reduces the year's profits to the amount of freight charged."—Dry Goods Review.

### THE EFFECT OF CHEAPNESS VARIES WITH ITS CAUSE.

Consumption increases with the decline in prices. This is a fact only upon the hypothesis that the decline in prices is an economical effect and not brought about by debasement in quality. If decline in price is a consequence of decline in quality the effect is not usually to the real advantage of trade. But if decline in price is because of more liberal production, trade will be benefited by the additional consumption. Take sugar, for example. A lowering in price is usually a consequence of an abundance of stock. Consumption is therefore stimulated, and more sugar is sold at the lower figure than was sold at the higher. That is good for trade. But in the case of a commodity where the low price is determined by low grade, consumption is not increased after a certain point of lowness has been reached. Tea, for example, will not sell according to the cheapness of it, if cheapness is the effect of pronounced poorness. Below a certain grade it will not pay anybody to keep it. The same general principle holds in all lines.

### THE ADVERTISEMENTS ARE READ.

The advertising in trade journals is read, says the Industrial World, because the industries represented in them seek in their advertising columns the information contained therein. They must read the advertisements to be posted in their respective trades and classes. The papers are subscribed for as much for the benefit derived from their advertising as from their reading matter.

# HILLWATTEE

THIS celebrated brand of Tea has arrived and samples are in our travellers' hands. The number one "blue label" is a blending of choice pickings and specially put up to meet a demand for fine grown teas; besides strength the infusion has a wonderful bouquet. For "afternoons" it is without a peer. The number two "red label" is a blend selected to meet Canadian taste for a smooth and not too heavy tea and at a price to insure a large sale.

These Teas are offered only in packets, pounds, halves and quarters assorted in Half Chests. The "Trade Mark" is a registered one. Shall be pleased to forward samples on application.

## LUCAS, PARK & CO.,

WHOLESALE GROCERS AND IMPORTERS,

73 McNab St. North, Hamilton, Ont.

MUNN'S

## Labrador Herrings

Quality very choice. Apply early as quantity is very limited.

STEWART MUNN & CO. - Montreal

### KOFF NO MORE.

Every retailer should have them at this season of the year. Watson's Cough Drops are the best in the world for the throat and chest; for the voice unequalled. "R. & T. W." Stamped on each drop. Write

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

Mention THE GROCER.

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

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

PETROLIA, - ONTARIO.

## DURABLE PAILS AND TUBS.

TRY



THEM

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

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

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

## LOCKERBY BROS.,

WHOLESALE GROCERS,  
75 ST. PETER STREET,

MONTREAL, P. Q.,

ARE OFFERING THIS WEEK

SUGARS.  
TEAS.

Barbadoes  
and  
Cuba

MOLASSES.

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

Canned Salmon, Lobsters, Mackerel and Oysters.

## HUDON, HEBERT & CIE.,

WHOLESALE GROCERS

— AND —

WINE IMPORTERS,

NO TRAVELLERS ON THE ROAD.

304, 306 St. Paul St.

143, 145 Commissioners St.

**MONTREAL.**



Ram Lal's  
PURE  
INDIAN TEA

GUARANTEED ABSOLUTELY PURE  
AS MANUFACTURED ON THE  
GARDENS IN INDIA.

Put up in lead foil packages, 1/2 and 1 lb. Selling Agents:  
TURNER, ROSE & CO., Montreal. JAMES TURNER & CO., Hamilton.



BEST GOODS IN THE MARKET.

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

PUT UP BY THE MOFFATT PACKING CO.,  
**MONTREAL.**

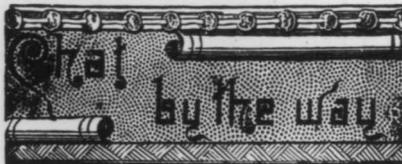


YOU  
ARE  
LOSING  
MONEY  
EVERY DAY  
you do not sell our  
TOBACCO  
This is as sure as  
Fate.



Send for our price  
lists or for a few caddies  
as samples and you will  
find out the above is  
true.

**Empire Tobacco Co.,**  
**Montreal.**



The Aylmer Canning Co. recently shipped two carloads of canned apples to London, England.

D. McDermid & Co., general merchants, Dutton, Ont., are moving into new premises in that village.

T. J. Ward, of J. P. Mott & Co., Halifax, was here this week. He made a brief visit to the trade in Ontario.

J. Cleghorn & Son, Toronto, have some choice XXX maple syrup, at \$1 per gal. in barrels, and \$1.15 in 5 gal. kegs.

Mr. Emerson has opened out a general stock of merchandise in the old Crotty stand, corner of Elm and Main streets, Bothwell.

Mr. A. K. Roesch, Waterloo, has opened a bakery in connection with his grocery business, and is doing a large trade in both.

Kuhl Bros., Berlin, although having a good grocery trade, are not dependent on it. They have a milk and cream delivery, which takes all the products of two large farm dairies. They say there is more money in it than in the grocery trade at present.

C. R. Maier, Waterloo, Ont., in speaking of the credit system said, "If the wholesale houses would make 30 days cash and do away with long time altogether, it would soon regulate the credit system, and put the trade on its mettle as well as its merits."

Forty-two years the sign "Doeringer," has hung over a successful grocery business in the city of Brantford, Mr. L. Doeringer operating it since 1883. Mr. Doeringer is alive to the great benefits derived from being able to meet all cash discounts offered for the purchasing of goods, and he never lets one slip.

Messrs. Dunke & Co., Berlin, Ont., manufacture a special brand of smoked sausage for their own trade, which has proved to be the right kind of a "leader" to build them up a large trade. One of these sausages coming into the hands of a GROCER representative, he testifies to the palatable ingredients of Dunke & Co.'s make of sausages.

The Corn Exchange and the Butter and Cheese Association of Montreal, the latter being recently formed, have appointed Messrs. R. M. Esdaile, D. A. P. Watt, A. J. Brice, A. A. Ayer and H. W. Raphael a delegation to wait upon the Harbor commissioners with a view to having the wharfage dues abolished on grain, butter, cheese and other produce.

We beg to call attention to the choice lot of blended teas now offering by Lucas Park & Co., of Hamilton, under a registered trade mark. They are meeting with ready sale,

although on the market only a short time. As the name signifies they are composed principally of hillgrown varieties, which are always the best. The same firm are offering special values in syrups.

Mr. H. Urstadt, Waterloo, has served a long period in the grocery trade in that town, having located there thirty-seven years ago. He has been in his present stand twenty-two years. Mr. Urstadt was the first man to operate in the shipment of eggs and butter from Waterloo to New York. He has always had the full confidence and respect of his fellow citizens. His sons and daughters now assist him in his business.

Mr. T. J. Mahon, Egbert, was in town last week. He does an extensive business direct with consumers in the city in country produce. He is a firm believer in grading butter and paying for it only what it is worth. His plan is the reverse of the common. Most butter buyers quote say 15c. for the general run of butter. When a farmer's wife comes in she asks what butter is going at. They answer 15c. If her butter is good they give her that, if not they say they will only give 12c. Mr. Mahon would answer this woman's query by saying that butter going at 12c. If her butter was excellent he would at once tell her so and say he would give her 15c.

J. Nichol & Co., Waterloo, Ont., begin to feel the stability of the Canadian hen, as eggs are coming in quite freely now and they are making shipments every day to the Toronto market. Mr. Nichol has been a large shipper to the New York market, using last year over 8,000 egg cases (Canadian Manufacturing Co., Campbellford, Ont.) He says 2,000 will do him this year for the home market. He said there would be no profit in shipping eggs to Europe. He thought we would be able to ship some to the States and pay the duty, which would be about equally divided Canada eggs being classed in New York as near by eggs, would bring 2c. a dozen more than western eggs.

The Seely Manufacturing Company established in 1862, at Detroit, Mich., feeling confident that there is a Canadian market for their goods, have opened a branch office and laboratory in Windsor, Ont., for the purpose of manufacturing a complete line of Pure Flavouring Extracts. Their flavourings have for many years been acknowledged as the standard amongst American brands. They put them up in various sizes and in attractive styles. They solicit correspondence and cheerfully quote prices upon application, and should a mail order be given for trial, it shall have prompt and careful attention. Mr. Arthur C. Leonard, son of Mr. T. O. Leonard, well-known to the Canadian trade as the representative of the Oswego Starch Co., is the manager of the Canadian branch.

The Blenheim, Ont., correspondent of the London Advertiser says:—The bean market has been very brisk for the past few days, and the competition in buying so keen that as high as \$1.48 has been paid. There are thousands of bushels in this section still to market.

**New Eastern Townships  
MAPLE SYRUP AND SUGAR.**

ABSOLUTE PURITY GUARANTEED.  
Wilkins & Co., Adamsville, Que., have contracted for the product of over 100,000 trees.  
Our **MAPLE LEAF BRAND** has earned a reputation all over the Dominion. Ten years ago, when we began shipping to Ontario, bright maple syrup made from sap caught in covered tin buckets and with the aid of Heaters and Evaporators was a new commodity in the Queen City. Now all the leading grocers in Toronto keep Wilkins & Co's Pure Eastern Townships maple syrup. For prices and other information address **JOHN WILKINS,**

P. O. Box 558, Toronto, Ont.  
Montreal and Lower Province merchants will please address Wilkins & Co., Adamsville, Que.

Established 1849.

**GOLD, SILVER  
—AND—  
BRONZE MEDALS**

20 1st prizes.

Reg. Trade Mark.

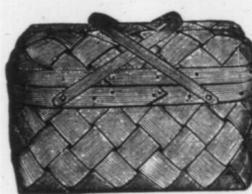


**MICHEL LEFEBVRE & CO'Y**  
Manufacturers of  
**Lion--L--Brand**  
Pure Vinegars, Mixed Pickles, Jellies, Jams, Preserves.

Montreal, P.Q.

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

MANUFACTURERS OF




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

**THE CHISHOLM PLANT BOX.**

**OAKVILLE, ONT.**

**MUNN'S PURE  
BONELESS  
CODFISH**

The finest on the market. Packed in 10 lb., 20 lb., and 40 lb. Boxes. Tied up neatly in 2 lb. bricks. Every brick is guaranteed full weight and Genuine Codfish.

**TASTY  
ECONOMICAL  
DELICIOUS**

Send for Sample at once.

**STEWART MUNN & CO.,  
MONTREAL.**



**STUART,  
HARVEY & Co.**

Importers and

**WHOLESALE GROCERS**

A Large and Well-Assorted Stock of

Teas, Sugars and General Groceries

**HAMILTON, ONT.**

STAR BRAND  
**FEARMAN'S  
HAMS AND BACON.**  
Hamilton, Ont.



**HUCKINS  
SOUPS**



Require only to be heated. Prepared with great care from the best materials. Have enjoyed the highest reputation for more than 32 years.

**TEST FREE**

Send us 20 cents, to help pay express, and receive, prepaid, 2 sample cans of these Soups, your choice.

**J. H. W. HUCKINS & CO.,**  
Sole Manufacturers, Boston, Mass.

Tomato, Mock Turtle,  
Ox Tail, Green Turtle,  
Pea, Julienne,  
Beef, Vermicelli,  
Chicken, Terrapin,  
Macaroni, Consommé,  
Okra or Gumbo,  
Soup and Bouilli,  
Mullagatawny.

**RICH AND  
PERFECTLY SEASONED.**

SOLD BY ALL LEADING GROCERS.  
**LEONARD H. DOBBIN, MONTREAL.** Sole Agent for Canada.

**James Turner & Co, - Hamilton.**

Wholesale Agents for and every line a seller.

**RAM LAL'S TEAS.**

The blend on this Continent of pure Indian Tea that stands head and shoulders above all others.

**BENS DORP'S COCOA.**

Made from the Bean, no filling. 1/4 lb. tin goes as far as one pound of loaded Cocoa.

**BATGER'S JAMS AND JELLIES.**

Made from the fruit as branded, with only granulated sugar.

**BATGER'S COMPRESSED JELLIES.**

Lovely flavors, handy, inexpensive, quick workers.

**CRARY'S AMMONIA.**

Lightening exterminator of dirt, 1 doz. bottles retail at 25c.

**COURET BROS. SHELL CASTILE.**

The best of all white Castiles for Toilet use.

Initial order always leads to repeats for above lines.

### A GOOD SALESMAN.

Mr. Lawrence Abbott has been interviewing Mr. Lawson Valentine as to the essential qualities which a salesman should possess. The American Grocer gives some extracts:

Mr. Abbott—What do you think is the first essential quality a salesman should possess?

Mr. Valentine—He should tell the truth.

Mr. Abbott—Do you mean to his employer or to his customers?

Mr. Valentine—To his customers. That is the basis on which merchants all round the world maintain themselves and establish themselves as merchants. Truth underlies all leading characters.

Mr. Abbott—Which would you say was the next requisite quality for a salesman to possess?

Mr. Valentine—Steadfastness of purpose. "Stick-to-it-iveness." The goal of your ambition fixed, make a "bee line" for it. Discussion as to likelihood of success, a wavering purpose, indicates a shifting policy. A man must believe in the goods he is trying to sell before there is a possibility of his making a market for them, and then he must be capable of steady and persistent application—for years, if necessary. These make the road to success. The royal road to selling is the same as the "royal road to learning"—there is none.

Mr. Abbott—You have said that the great thing was to make customers and not to make sales.

Mr. Valentine—When we send out a salesman we do not want him to undertake to sell goods as much as we want him to make customers. For a salesman a good ear is a pretty good thing to carry round—to hear what his employer has to say, and also to hear what his customer has to say, and then to make a good joint in supplying their wants. In the long run it is the truth that wins and holds the customer, and the holding is the most important part.

The salesman could not do better than to copy the qualities of good merchants, wherever he may find them, for the salesman is a travelling merchant or will become one. He is nothing more, and nothing less, only as he makes it less. When you get right down to it, truth is the "keystone," and truth means genuineness, naturalness. Then, of course, it is necessary to have all the other stones of the arch in harmony with the "keystone;" they must be of equally good material. A builder would reject a flawed piece of granite, and would say: "This won't do, give me a sound piece, for the arch is to be of sound material, from the ground up."

Stick-to-it-iveness—That is great power. Two years would be represented by receptivity. A man to be a successful salesman must have personal qualities that will attract his customers, or, as I said before, all the other stones of the arch must be as good as the "key-stone." He must have good fellowship, be affable; he must have personal mag-

netism. Now-a-days, the road is the only place to learn the business, while the store used to be the school. Now the store is second in importance to the road. Look through Smiles' books and you will see there the characteristics which I mean elaborated more in detail.

The great thing is to tell the truth. You cannot make sales until you make customers, and you make a customer by getting his confidence and good will. You must make him like to see you come in, and if you can make him like you well enough, he will strain a point and give you an order. Most customers will do this if they like the salesman and are satisfied with his goods. Other things being equal, the customer will give his order to the man who has his good will personally, and this same thing is true of every employee. When a book keeper begins he is perhaps green; he does not "get there;" but if he is the right man for the place, you will see him making every effort, taking every pains, sparing no work in order to "get there," and that is the way the successful man does "get there." A salesman reports that he has not sold anything; we care nothing about that. But we want to know that he is making every effort to fill his place, and to lay the right foundation for selling something. His mind must be on his work; if it is not, he cannot do that work, no matter what it is.

### STRATFORD PLATE GLASS ASSOCIATION.

A useful institution in Stratford is the Stratford Plate Glass Association. It is a purely local and mutual institution and gives probably the cheapest insurance against window breakages obtainable anywhere. The annual meeting was held on the (17th) in the city hall building, with Mr. H. T. Barker in the chair. Mr. Henry Gibson, the careful and efficient secretary-treasurer, was re-elected, as were also Messrs. J. M. Fraser and Thomas Orr as a managing committee. Mr. Gibson's annual report was presented, from which it appears that during the year there have been five accidents to plate glass, costing the Association \$138.50 to replace. Four assessments were made, in all amounting to 14 mills per square foot, upon the members, realizing \$128.17; for the fifth breakage no assessment was needed, there being sufficient funds over in the treasury therefor. There are between forty and fifty members, representing in all 10,247 square feet of plate glass. When the association started in 1885 the assessments levied averaged 13c. per foot; now they average about 5c. a foot. The breakages have been only fifteen in number in the six years of the association's existence. Stratford plate glass owners have no use for outside plate glass insurance organizations. The association is going to consider the question of insuring glass against damage by fire as well as by breakage. It was also resolved that the entrance fee hereafter be 8 mills per square foot of glass insured.

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

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

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

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

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

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

**H. W. NORTHRUP & CO.**

Commission Merchants,  
South Wharf, - Saint John, N. B.  
Dealers in

Provisions, Groceries, Fish, Teas  
Dulse, Fruit, Spices, etc.

—AGENTS FOR—  
Canned Finnen Haddies,  
and Bread-Makers Yeast Cakes.

**MITTENS.**

Best and Cheapest in the Market.



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

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

**GIBSON & GIBSON**  
COCOA & CHOCOLATE  
MANUFACTURERS.  
33 & 35 WELLINGTON ST. EAST  
TORONTO.

## CORTICELLI

All STOREKEEPERS are  
**INTERESTED.**

The Best Goods are what you  
want to give your Customers.

## TRY CORTICELLI SILKS

Ask your Wholesale Merchant for them,  
if he does not keep CORTICELLI, write  
direct to

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



## SILVER STAR STOVE POLISH,

**THE PHENOMENAL POLISH,**

BLACK, BRILLIANT, BEAUTIFUL,  
Handsomely put up in 3 doz. hinged cases,  
can be had from all wholesale grocers,

Or from **F. F. DALLEY & CO.,**

PROPRIETORS,  
Hamilton, Canada.

## JAS. WATSON & Co.,

Coffee and Spice  
Dealers.

Toronto, Ont.



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

## Automatic Selling Machines.

The Tutti Frutti Automatic Vending Co. supply their Tutti Frutti Selling Machines to all who have good positions. For all particulars apply to

**E. BELLINGER, Manager,**  
60 Yonge St., Toronto, Ont

## N. K. FAIRBANK & CO.,

COMPOUND



REFINED LARD.

**185 WELLINGTON ST., MONTREAL.**

CHICAGO. ST. LOUIS. NEW YORK.

## Condensed Mince Meat.

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

Will not ferment in  
warm weather.

Sells at all seasons  
by all wholesale  
grocers.



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

Packed in  $\frac{1}{4}$  and  $\frac{1}{2}$   
gross cases.

Sole manufacturer  
for Canada.

Ask your wholesale  
grocer for it.

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

## GEO. MATTHEWS

-PACKER and CURER.-



**PURE LEAF LARD A SPECIALTY.**

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

**TEAS.** We are now offering the Celebrated "Mallawalla" Ceylon Blend in one pound and half pounds tin foil packages (retail price 50c.) This is a perfect blend, fine quality and unusual strength. Consumers are delighted with it.

**BAKING POWDER.** No retailer should be without the "DIAMOND." Sales increasing daily. It is the cheapest and best (retail price 10, 15, 25c.)

**SPICES.** Having our own mills can recommend with confidence Purity and Strength of all lines in this department. "Prices right."

**CANNED GOODS.** Large stock 3 lb. and gallon apples. All other lines complete.

Proprietors Diamond Baking Powder and Spice Mills. Agents for Whetthey's Condensed Mince Meat, Nelles' Jams and Jellies, Mallawalla, Ceylon Blended Tea.

"Wanted" Dried Apples (crop 1890). Fair prices allowed in trade. Mail orders solicited. "Close prices." "Prompt shipment."

**W. H. GILLARD & CO.,**  
**WHOLESALE GROCERS, HAMILTON, ONT.**



### TORONTO MARKETS.

TORONTO, Feb. 26, 1891.  
GROCERIES.

Though the roads are bad, the weather unfavorable, the season naturally dull, and the election campaign near its most distracting stage, yet these circumstances have it not quite all their own way. Trade asserts itself more vigorously this week than it has for the past month. February draws to its close with substantial signs of improvement that appear to foreshadow a good March. There has been a much freer movement than we have had to record since the writs were issued for the election. In many lines that were near a standstill at the time of our last report there is a very healthy circulation, quite up to what is usually looked for in late February. Sugar goes out in response to a more liberal rate of consumption, and tea continues to sell very freely. In other lines the same may be said with the qualification that in most other departments buying is more fitful, though in the sum of its spells the average of a fairly good trade is kept up. Money comes in about as it has done for the greater part of the winter, rather slowly.

#### CANNED GOODS.

The trade in canned goods has been quickened somewhat. Dealers are buying with less hesitation than they did, and a fair business has been done in vegetables and fruits. The absence of a speculative spirit in this market is a feature that has been very clearly defined on nearly all hands since the opening of the year, and is in no line more pronounced than in canned goods. Those who want them are evidently not going to take more of them than the needs of the passing consumptive demand determine, and all are acting as if they kept vividly before their eyes the probability of a sudden collapse in prices. This is a very safe course to take, and in the present instance it is not liable to do any harm to the market as it is hardly possible there can be any spring movements to cause a collapse, the tendency of prices being still upward. There is no likelihood though that the upwardness will be very great, and to save the advance it is not worth the while of retailers to speculate. There is little to lose, except perhaps the opportunity of getting stock, by waiting, and there is little to gain by any feverish haste to get goods at once.

The San Francisco Grocer and Country Merchant says: While there are rumors of considerable sales of Alaska fish, spot goods, well informed parties in the trade are ignorant of any movement of this character. Any active demand, however, will soon exhaust stocks, which are estimated by conservative parties as not to exceed 40,000 to 45,000 cases in warehouse here. Of this quantity one third is thought to be pink and white fish. There is enroute by sea to New York, to arrive before May 1st, 91,000 cases, princi-

pally Alaska, and while there are fair stocks in that market the quantity available previous to the receipt of new season's goods does not appear excessive. The "Riverside," for Liverpool Feb. 13th, carried 13,994 cases salmon.

#### COFFEE.

The week's sales of coffee have not been important. There is rarely any coffee excitement in this market, our supplies usually being sufficient to ease the advance when there is one and to tide us through the spell, so that the coffee trade is nearly always in a normal condition. The moderate consumption in this country is a steady factor in itself. Nothing is specially notable in this week's coffee trade. Prices here are unchanged, though their stiffness outside is unabated.

#### DRIED FRUIT.

Dried fruits are receiving all the attention that is due them at this period of the year. A steady, undemonstrative trade in them is bringing stocks lower and promises to have them in a position before next fall that will be to the advantage of holders. There appears to be no anxiety on the part of jobbers to get rid of stocks, so that the prices quoted are fairly stable. The New York market has seemingly no embarrassing excess that can be looked for to weaken the ultimate position to which stocks are tending, though slowly here. Prunes are nearly out of stock. Valencia raisins are unchanged.

#### NUTS.

Nuts are not in much demand at this season, and there is scarcely any business done in them.

#### RICE AND SPICES.

There is no change in the position of rice. Low grades are to be had, but fine stock is scarce. The fact that a good crop has been harvested in Japan has not weakened the outlook for good prices at the opening at all events of the trade in the new crop. The custom in that country of every district keeping a large store in reserve against the possibility of famine or other interruption of industry, must be reckoned with in an estimate of the situation. The late famine depleted those district storehouses, some of which held grain grown five years ago, and now those magazines have to be filled according to the patriarchal usage before the crop gets well into the market. This will dispose of a large amount, and the residue may not be enough to bring prices very low. Spices are steady. Cloves and pepper are firmer.

#### SUGAR.

The only change in the sugar market has been in yellow sugars, which are now easier, quoting at 5¼c. for the lowest grade. The price of granulated is unchanged, at 6¾c. for 15 barrel and larger lots, and 7c. for smaller lots. These prices are, for the time being at least, firm. The week's trade has been better than we have had to note for sometime, but the buying is evidently impelled by strictly present needs. The result of the elections and the advent of the free sugar era in the United States after the first of April may bring on a little excitement in the sugar market, as it is possible the tariff may be raised so as to exclude United States refined. Such action would be likely to be anticipated by a lively spell of buying.

#### SYRUPS AND MOLASSES.

Trade is quiet in syrups and would be better if there were more low grades, but these are scarcely to be had. In molasses there is no change.

#### TEAS.

In teas there is something of a speculative movement going on. Men whose rule it was to buy three or four packets at a time now



JAMES LUMBERS.

I quote:

EXTRA GRANULATED SUGAR 6.<sup>80</sup> per lb.,

For one or more barrels, subject to change with the market, but always 17½c. per 100 pounds

## Less than the Combination

Bright Yellow Sugar, 5¼c.; send for Sample. My Discounts are 1½ per cent. off Sugars.

I carry a full line

Teas,  
Sugars,  
Tobaccos,  
Canned Goods,  
and all  
General Groceries

### Gunpowder Tea.

I have a consignment of Gunpowder Tea in 30 pound caddies which I am offering at 21c. per lb. This is a special bargain and if you are open for anything in this line I will be pleased to send you samples.

### RED HERRINGS

or DIGBY CHICKENS.

Which I am offering at 13c. per box. There are about 45 herrings in a box.

## JAMES LUMBERS

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

# DAVIDSON & HAY

Wholesale Grocers,  
36 Yonge Street,  
TORONTO, ONT.

## IN STOCK

Full assortment of canned goods, including the following choice brands:—

"Canada First," "Lion," "Little Chief" and "Lynn Valley" Corn. Peas—Simcoe "English Garden," Delhi Sweet Wrinkled, Marrowfats and "Little Chief." Tomatoes—"Little Chief" "Ontario" and Windsor; also Peaches, Pears, Raspberries, Strawberries, Pumpkins, Plums, Pine Apple, &c., &c

## Sloan & Crowther

WHOLESALE GROCERS,  
TORONTO.

## Extra Value.

California Evaporated  
Peaches, Apricots,  
Plums (pitted),  
Cases Bosnia Prunes,  
Hhds. do do

## H. P. ECKARDT AND CO

Wholesale Grocers,  
3 FRONT ST. EAST, TORONTO.

## Thos. KINNEAR & Co

Wholesale Grocers and Importers of  
TEAS,  
SUGARS,  
COFFEES,

AGENTS FOR

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

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

47 Front St. E., - TORONTO.

## WARREN BROS. & BOOMER,

IMPORTERS

AND

WHOLESALE GROCERS,

35 and 37 Front St. East,

TORONTO, ONT.

SUGARS, COFFEES AND TEAS,  
SPECIALTIES.

## EDWARD

ADAMS & CO.

ESTABLISHED 1846.

Wholesale Grocers and Importers of

TEAS,  
SUGARS,  
COFFEES,

Tobaccos, Wines and Spirits

95 & 97 Dundas St., London, Ont.

## BALFOUR & CO.,

IMPORTERS OF TEAS

AND

Wholesale Grocers

HAMILTON.

## SMITH & KEIGHLEY

WHOLESALE GROCERS

AND IMPORTERS OF

Mediterranean Fruits.

FINEST SELECTIONS IN THE MARKET

—OF—

China, Japan, Indian and Ceylon

TEAS.

9 Front St. E., Toronto

## STEEL, HAYTER & CO

IMPORTERS OF

INDIAN TEAS

Direct from their estates in Assam.

Assams, Kangras, Darjeelings and Indian  
Oolongs in stock.

PROPRIETORS OF THE WELL-KNOWN

"MONSOON" BRAND.

SAMPLES AND QUOTATIONS ON APPLICATION

11 & 13 Front St. E. Toronto.

Calcutta and London Firm: Octavius Steel & Co  
Telephone 2354.

## J. W. Lang & Co.

Wholesale Grocers,  
TORONTO.

Special values in

Canned Goods

during February.

TOMATOES, CORN, PEAS,  
PEACHES, PLUMS, PEARS.

33 Front St. East.

## NEW BLACK BASKETS.

We have just received the  
first shipment of

"Crescent" Brand

EXTRA CHOICE PATRAS  
CURRANTS.

Specially packed for us.

Ask our Travellers or send for Samples  
and Prices.

PERKINS, INCE & Co.,

TORONTO

J. F. EBY.

HUGH BLAIN.

**MOLASSES**

VERY FINE.

PORTO RICO

PUNCHEONS, BRLS. AND HLF. BRLS.

Send for samples and quotations.

**EBY, BLAIN & Co.,**

Wholesale Grocers,

FRONT AND  
SCOTT STS.

TORONTO.

# SURPRISE Soap

Can be used for any purpose a  
 soap is used—on anything  
 —in any way—at any  
 and every time,  
 but the way  
 is the

“Surprise way.”

The St. Croix Soap Mfg. Co.,  
 ST. STEPHEN, N.B.

#### MARKETS—Continued.

very commonly order in 25 case lots. The firmness of teas continues unmodified. Popular grades are rapidly getting either into consumption or into higher altitudes of value. In Montreal 17c. is asked of jobbers for Japans that sold here a few weeks ago at 18c. to retailers. The local market for Indians has been quiet. The English consumption shows an increase of nearly 11,000,000 lbs. this season, that is during the last eight months. There is so little tea now to come forward, that stocks must be greatly reduced before long, and it is not improbable that at the end of June the quantity of British grown tea in the country may be considerably under that of last year; the short supply of China tea combined with the high prices ruling for this grade, being likely rather to increase the demand for Indian and Ceylon descriptions than otherwise. The home consumption last month was 19,083,312 lbs., against 16,201,070 lbs. in January, 1890. The market has continued extremely firm, whole leaf teas under 1s. are if anything dearer. The excellent value to be obtained in medium Broken Pekoes is now

beginning to draw attention to this grade. The average price of all the Indian teas quoted in a late circular is 1s. 0½d.

#### PETROLEUM.

The prices quoted last week are fairly firm yet, and trade is rather quiet.

#### DRUGS AND CHEMICALS.

Nothing notable is observable in the course of trade in these wares. Prices are steady at standing quotations.

#### BUTTER AND CHEESE.

The scale of prices for butter is about the same as it was last week. Good butter is taken up the moment it reaches this market. The arrivals of express trains and consignments are watched, and all the really good butter finds ready sale. Consequently scarcity is a marked feature of the market. In the lower grades the accumulation of stock appears to be retarded in its progress. There is not so large an excess as the situation a fortnight ago warranted dealers in expecting. A greater proportion of stock under medium table butter is found suitable for baking and confectionery use than was the case in former winter stocks of low grades. The prices are firm. They are: 17 to 18c. for choice dairy tubs, 14 to 15c. for medium dairy tubs, 5 to 9c. for low grade to common stock, 17 to 19c. for pound rolls, and 14 to 17c. for large rolls.

Cheese is in moderate request at firm prices, Septembers being stiff at 10½c.

#### COUNTRY PRODUCE.

APPLES—Really choice apples are \$4 to \$4.50. Anything below choice falls somewhere in the range of \$3.50 to \$4. The latter is the class of stock that is now chiefly moving. There is a fair amount of it, as well as of first-class fruit, though the holders of the latter are disposed to try for \$5 rather than come down to what can now be got.

BEANS—Are unchanged and rather quiet this week. Handpicked are worth \$1.60 on track, and common \$1.40.

DRIED APPLES—Have a better market in prospect. Inquiries from the United States are numerous for stock at 8c. The price here is yet 7½ to 8c.

EVAPORATED APPLES—A shipment to Britain last week has strengthened the market somewhat. The shipper expects to net above 14c. upon them. Not more than 13c. can be got here yet.

EGGS—Are very plentiful and both cheaper and weaker in price, 15 to 16c. being the quotations at present. These are expected to be replaced by still lower ones.

HAY—Is very quiet, and is easier at \$8 to \$8.50. Cattle hay is wanted in but small quantities at \$6 to \$6.50.

HIDES—Are unchanged and dull. Green are 5c., and cured 5¼c.

HONEY—Is still in low request at 6 to 10c. for strained, and 14 to 16c. in the comb.

HOPS—Are as firm as ever at 35 to 40c.

OATS—Are firmer at 46c.  
 ONIONS—Are in good demand, but stock is hard to get. The prices are strong at last week's quotations, \$3 for red, and \$3.50 for white.

POTATOES—Notwithstanding that the mild weather has been favorable to the movement of stock, the week's receipts have been only moderately large, and the prices of a week ago are unchanged in quotation or firmness. On the track cars are 85c., out of store, small lots are 90c. to \$1.

SEEDS—Are receiving the minimum of attention just now. The opening of local demand is retarded by bad weather. Prices are unchanged. Timothy is \$1.10 to \$1.65, red clover \$4.25 to \$4.75, and good alsike \$7 to \$8, while inferior alsike is from \$4 upwards.

SKINS—The receipts are light and prices are firm, \$1 to \$1.40 being paid for good stock.

STRAW—Is not much wanted, though \$6 to \$6.50 are the prices paid for the limited amount bought.

TALLOW—Is still 2c. for rough, and 5½ to 6c. for refined.

WOOL—Is as dull as ever at 20c.

#### FISH.

Frozen lake fish are getting very scarce, and are advancing in price. Trout is now 8c., the price 7½c. being cancelled in the course of the week's trade. There are no longer any whitefish below 7½c., and Manitoba whitefish are firm at 8c. Lake herring is cleaned out. There is a large rubbishy stock of smelts dumped on the market and selling at 2 to 3c., but good stock is firm at 5 to 7c. In sea-fish, spring salmon are down to 18 and 20c., while flounders quote 5c. for top value. Fresh Newfoundland herring is down as was anticipated in our last report, and sell now at \$1.65 to \$1.75. Of new stock that has come on the market the present week, market cod is in at 5½c. The strong position of the market is indicated by the fact that Montreal is now bringing fish from Toronto. In dried fish there is no change and trade is good.

#### GREEN FRUIT.

Messina oranges are now in stock at \$3.50 per box. Florida oranges are \$3.75 to \$4, and Valencias are \$4.75 to \$5. There is little demand for oranges, but the cold weather that was so general this winter throughout Europe has raised the prices of Valencias on account of the harm done to stock by frost. This advance will be ultimately felt here. Of lemons, fancy Palermos are \$4.50, ordinary are \$3.25 to \$3.50, while Messinas are \$3.25 to \$4. Malaga grapes are \$10 to \$12, and good stock is exceedingly scarce. Pineapples are in and sell at \$3.50 to \$4 per doz. Bananas have also been received the past few days, Aspinwalls, however, being all that are here yet. Firsts are \$3 to \$3.50, and seconds \$2 to \$2.25.

J. Cleghorn & Son have just received a carload of California oranges—Riverside Seedlings and Navels. They are fine stock.

#### CRANBERRIES.

Cape Cod cranberries are \$10 to \$12 and are scarce. Local berries are done.

WE ARE BUYING

**Dried  
 Apples.**

SEND SAMPLES  
 AND QUOTATIONS

ESTABLISHED 1880.

**STANWAY & BAYLEY**  
 BROKERS

AND  
 GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST. TORONTO.

WE ARE BUYING

**Evaporated  
 Apples**

SEND SAMPLES  
 AND QUOTATIONS.

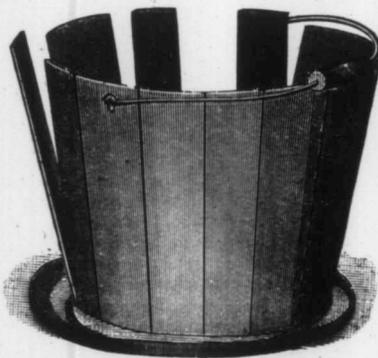
THE  
ST. LAWRENCE SUGAR REFINING CO'S  
Granulated  
and Yellows  
ARE PURE.

- NO BLUEING -

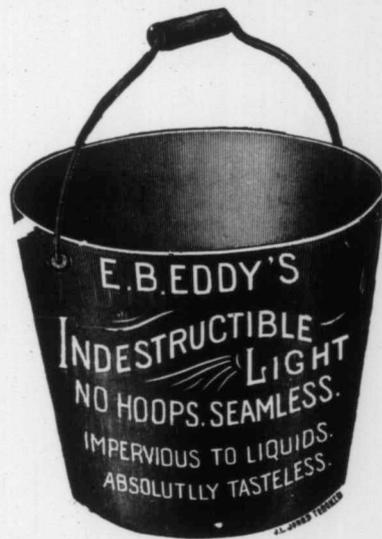
Material whatsoever is used in the manufacture of

OUR GRANULATED.

CATCH ON!



The Old Wooden Bucket.



E. B. Eddy's Indurated Fibre Pail.

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

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

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

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

ADAMS & SONS'  
TUTTI-FRUTTI  
CHEWING GUM.

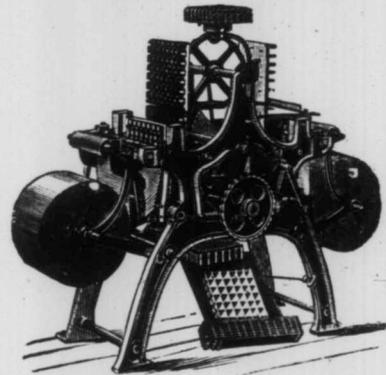
The fastest seller the trade handles to-day.

Other Staple Brands :

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

Northumberland Paper and Egg Case Co

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



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

## MARKETS—Continued.

## PROVISIONS.

The demand has shrunk into smaller proportions and trade is quieter. Hogs are not wanted by packers, and products go off in small orders, business being on a basis of strictly present needs.

**BACON**—Long clear is 7½ to 8c., bellies are 9 to 10½c., backs are 10 to 10½c., and rolls are 9 to 9½c., all holding with about equal strength at last week's prices.

**DRESSED HOGS**—Are taken at \$5 to \$5.50, but there is a very light trade in them.

**HAMS**—Are unchanged at 11 to 11½c.

**LARD**—Is 9c. in tubs and 9½c. in pails.

**MESS PORK**—Is \$14.50 for U. S. stock, \$15 for Canadian, and \$16 for short cut.

## SALT.

The demand for land salt shows signs of making an early start, if it may be judged from the numerous inquiries which at present are heralding it. There is no change in prices, barrels being \$1.42, sacks 70c., dairy \$1.25, land salt \$6.50 to \$7.

## DRY GOODS.

The aspect of trade has in it no features that can be called peculiar to this week, but partakes strongly with other recent weeks in the characteristics that are peculiar to the election campaign and to rather dull times. The volume of trade done appears to be fairly large, and there is more encouragement than immediate progress in the situation.

## RAW FURS.

Raw furs are quiet and unchanged. They quote at the following prices:—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.25; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.25; Muskrat, fall, 12c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.25.

# MONTREAL

## MONTREAL MARKETS.

MONTREAL, Feb. 26, 1891.

## GROCERIES.

The various branches of trade that come under this head have maintained the quiet feeling noted last week, and with the exception of fish no business outside of the merest jobbing trade has been done. In that staple, however, not only has the light supply on spot been called upon to meet the demand on home account, but there has been enquiry from the Western States, in which direction some round lots of herring have moved since our last, as noted in the appended report. Otherwise there is positively nothing further to report.

## SUGAR, SYRUPS, ETC.

The firm position of this market is fully maintained, but buyers still pursue a conservative course, taking only what they absolutely want; therefore, the market is quiet as far as business is concerned. Values remain as before, but a move might lead to some further stiffening in them. We quote granulated 6½ and yellows 5½ to 6c. according to quality.

Syrups are moving out slowly on an unchanged basis, 3¼ to 4c. being still the idea.

Molasses show no material change, but although we can cite none it is possible, as we stated last week that an order for a good

## Butter, Eggs, Potatoes, Onions, Cheese, Oats, Apples, Hay, Straw, Hogs, Poultry, Fish, Evaporated and Canned Goods wanted at once

## BEST BRANDS OF

## Bakers' and Family Flour

## ALSO WANTED.

We handle all lines of FARM AND ORCHARD PRODUCE as well as DAIRY.

Write for Quotations for this market or Britain to

**IMPERIAL PRODUCE CO'Y.,**  
OF TORONTO, LTD.,  
69 Front Street East, Toronto.

round lot might lead to concession. We quote 33 to 35c. as a range, business being mostly of a jobbing kind.

## CANNED GOODS.

The movement in this branch continues moderate and slow and values generally are firm as holders claim that stocks are light.

## TEAS.

The market for this article continues active, especially for Japans, worth from 16 to 18c., which are the cheapest than can be had here now. Consequently the movement in them has been considerable, and within the past few days we understand that 1,000 boxes have been turned over presumably on Western account. A fair trade is also doing in blocks at firm prices.

## RICE.

Business in this article has been of fair proportions but cannot be called large, prices being firm as follows: Japan, \$4.10 to \$4.25; Patna, \$5.50; Standard, \$3.90; and off grades \$3.50 in car lots.

## FRUIT.

The fruit market rules dull and quiet, with no change in prices of any kind in the absence of business. Raisins have only been moving in a jobbing way, and prices are the same, 6¼ to 6½c. for firsts and 6c. for seconds. Green fruit continues quiet, oranges moving at \$4 to \$4.25 for Valencia and \$2.50 to \$4.50 for Floridas. Lemons are unchanged at \$2.50 to \$3.25 per box.

## FISH.

There has been a continued active movement in fish during the past week and now stocks of all staple lines are reduced to the merest nothing. Herring has been moving freely all along, one dealer sending out a car load daily until he is practically cleared out,

and the stock on spot is reduced to the holdings of one firm, and a considerable portion of the business has been on American account, no less than 1,000 barrels having been moved in the direction of Chicago recently. The basis for this business has been \$4.50 for round lots, and it is now the very inside figure, in fact holders are disposed to talk still higher with the present light supply in view, and we quote \$4.50 to \$4.75 as a range. The present stock of Green cod in first hands on spot is all controlled by one holder, the remainder having been bought up, and as the dealer in question secured his holdings last fall in anticipation of a rise he is not in the market, except at his own figures. No. 1 is held firm at \$7 to \$7.25, and \$7.50 has been offered for large drafts without anything resulting. In consequence of this scarcity and firmness of green cod, dry is attracting considerable attention, and a fair business has resulted on the basis of \$4.50 to \$5 as holders advanced their figures in sympathy with green stock, and Labrador salmon continue firm, and the same may be said of all other lines, so that no holder of fish is at all anxious.

## PROVISIONS.

There is no change in provisions and business has been generally quiet through the week. Prices are as before: Canadian short cut, per bbl \$15.00 to \$16.00; mess pork, western, per bbl \$14.50 to \$15.50; short cut, western, per bbl \$15.50 to \$16.00; hams, city cured, per lb 10 to 11c.; hams, canvassed, per lb 10 1-2 to 11½c.; lard, Canadian, in pails 8¼ to 8 1-2c.; bacon, per pound, 9 to 10½c.; lard, com., refined, per lb, 7¼ to 7¾c.

## DRESSED HOGS.

Holders have been pursuing a determined policy all along, and if patience has its reward they should have theirs. They have stoutly persisted all along that prices would mend, and are still asking \$5.90 to \$6.00 for car lots. Of late there has been a little more enquiry and although it has not resulted in much it is looked upon as an encouraging sign.

## EGGS.

The market has been working off still further and with the shading in prices demand has commenced to pick up slightly, the feeling being more active recently. The basis for business is now established at 18 to 19c. and it is not thought that prices will go much if any lower.

## BUTTER.

The butter market has not altered in any of its ruling conditions, the demand for finest keeping up at fall figures, while grades from medium down remain dull and slow as a general thing. Within the past few days, however, there has been some enquiry on report account, and this is looked upon as a good sign, but so far it has not resulted in anything. There has been some export enquiry for finest creamery also, but the difficulty is to secure desirable grades, as all the best lots can be turned over to better advantage on home account. We quote prices unchanged: Finest creamery, 23 to 24c.; Fine creamery, 21 to 22c.; Choice dairy, 21 to 22c.; Morrisburg and Brockville, 16 to 17c.; Western dairy, 14½ to 15c.; Old stock, 6 to 8c.

## CHEESE.

The free movement to the seaboard has continued shipments this week aggregating some 7,000 boxes or so, but little new business has transpired on spot. In fact there is no scope for it now, all the finest being cleared up, consequently the only trading we have to note has been in earlier makes, late Julys and Augusts on a 9½ to 10c. basis.

**Cowan's Cocoas  
and  
Chocolates**  
ABSOLUTELY PURE.

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

**TO GROCERS.**

**SIMCOE CANNING COY'S**

Goods are warranted first-class.

**PUSH THEM.**

Order through your wholesale  
House.

**W. BOULTER & SONS,**  
Picton, Ont.

PACKERS OF THE CELEBRATED



**Canned Fruits and Vegetables.**

Every can has a Lion on the Label. This label is a guarantee to the consumer that the quality is first-class. Ask your Grocer for the Lion Brand Do not take any other.

**Bay of Quinte  
Canning Factories.**

Head Office, PICTON. Branch, DEMORESTVILLE.

**E. LAZENBY & SON,**  
18 TRINITY STREET, LONDON.



Absolutely the Finest Quality of Pickles Packed, most generally used in England quotations.

Canadian Agents: Arthur P. Tippet & Co.,  
St. John and Montreal.

Buy direct from the Mills.

**MANITOBA  
FLOUR.**

All Grades from Choice  
Hard Wheat.

Correspondence from Cash Buyers Solicited.

**LEITCH BROS.,**

**FLOUR MILLS. - OAK LAKE. MAN.**

**SEND TRIAL ORDER TO**

MELDRUM DAVIDSON'S  
Roller Mills,

**PETERBORO', - ONT.**

MANUFACTURERS OF

Choice Winter Wheat and Manitoba Flours.

BRANDS:

Mikado. Delight.  
White Lilly. Manitoba.

Mixed cars a Specialty.

HALIFAX AGENT. - J. P. COX.

**CAR LOTS or BROKEN LOTS**

—OF—

Flour, Meal, Buckwheat Flour, Cornmeal,  
Rye Flour, or anything in the Flour, Feed or  
Grain line furnished on shortest notice at lowest  
prices.

**J. & R. ROBSON,**

Millers and Grain Dealers, Brautford, Ont.

**SEAFORTH OATMEAL MILLS**

Manufacturer of and Dealer in

Rolled, Granulated & Standard Oatmeals,  
Split Peas, Pot Barley, Cornmeal, and  
General Produce. Eggs a specialty.

**D. D. WILSON,**  
SEAFORTH, ONT.

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

Manufacturers of

**Winter Wheat Flour**

KLEBER  
and  
EDELVEIS } Patents.

MAY BLOSSOM—(straight roller).

MINERVA—(extra).

Write for Samples and Prices.

**N. Wenger & Bros.,**  
AYTON, ONT.

**Canadian White Enamel Sign Co.,**  
Sole Agents for Caesar Bros.  
**The Most Durable Sign Letter.**  
4 Adelaide St. W., Toronto.  
A responsible agent wanted in every town  
and city.

**WALKER, HARPER & COMPANY**  
OXFORD MILLS.

"FLOUR" Manufactured by  
Improved Roller System.

BRANDS:

Golden Star. Golden Sheaf.  
Oxford. Ontario Queen.  
Regal. Jubilee.

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

DEALERS IN

Grain, Seeds, Bran, Shorts, Beans, Mid-  
dlings, Chop Feed, Pot Barley,  
Split Peas, Cornmeal.

ADDRESS:

**NORWICH, ONT.**

Mixed cars a specialty.

**HODD & CULLEN**

Roller Millers.

**FLOUR**

Manufactured "Hulgarian" System.

Our brands are

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

Heavy dealers in

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

Quotations by wire.

Address, **STRATFORD, ONT.**

**EMBRO  
OATMEAL  
MILLS.**

D. E. 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 quan-  
tities, write or wire, and will reply promptly.  
Can ship via Canadian Pacific or Grand Trunk  
Railways. Have new machinery for the manu-  
facture of Rolled Wheat and Graham Flour and  
will be pleased to have orders.

## MONTREAL MARKETS.—Continued.

Figures for finest are purely nominal, but if the prices paid for stock grading just under it are any criterion it should be worth an extreme figure, and any holders of it will no doubt be able to realize what they want on the other side when it is understood that no more Septembers or Octobers will be available in Canada until the fall of next season, aside from a very small quantity west of Toronto now reduced, it is claimed, to under 10,000 boxes. We quote as follows: Finest late made, 10½c.; fine stock, 10 to 10¼c.; mediura, 9¼ to 9¾c. Cable, 53s.

## FLOUR AND GRAIN.

There is no change in the position of the grain market and business has been inconsiderable. The stock in store, compared with that of a week ago, shows an increase of 34,272 bushels of wheat, 24,689 bushels of peas, 9,658 bushels of oats, 12,248 bushels of barley, and 2,058 bushels of rye and a decrease of 1,257 bushels of corn. Compared with the same date last year there is an increase of 229,044 bushels of wheat, 42,463 bushels of oats, and a decrease of 12,738 bushels of corn, 200,062 bushels of peas, 28,831 bushels of oats, 30,831 bushels of barley, and 13,470 bushels of rye. We quote No 2 hard Manitoba, at \$1. to \$1.02; No. 3 do., 90c. to 92c.; No. 2 Northern, 91c. to 93c.; feed do., 60c. to 61c.; peas 75c. per 66 pounds in store; Manitoba oats, 47c. to 48c. Upper Canada do. 49c. to 50c. per 34 pounds; corn, 72c. to 73c. duty paid; feed barley, 50c.; good malt-ing do., 60c. to 65c.; rye 60c. to 62c.

The flour market is steady, and as we noted last week, is working firmer an improvement in the feeling being plainly noticeable although prices cannot be quoted any higher. Some change in this direction is expected in the near future. Local demand is still more or less confined to immediate wants, but some large lots have been moved recently, while in the case of export business transactions occur at intervals but trading in this respect is small in the aggregate. The most recent notable sales on local account were 1700 sox strong bakers at \$5.00 and 1000 sox patent spring at \$5.30. Some 5000 odd sox of strong bakers have also been moved on export account at a figure which leaves some margin although it is not a large one. The stocks in store show an increase of 1483 barrels compared with a week ago and a decrease of 12,563 compared with a year ago. We quote: Patent spring \$5.30 to \$5.50; patent winter, \$5.00 to \$5.25; straight roller, \$4.60 to \$4.75; extra, \$4.10 to \$4.35; superfine, \$3.75 to \$4.10; fine, \$2.25 to \$3.50; city strong bakers', \$4.90 to \$5.00; strong bakers', \$4.75 to \$5.00.

## ST. JOHN, N. B., MARKETS.

ST. JOHN, N. B., Feb. 23, 1891.

## GROCERIES.

Generally speaking, business is still in the same state as was last reported. There is not any visible activity in either wholesale or retail trade. We cannot say that business is lifeless, but it lacks the usual push and vigor that is usually such a prominent feature here. The volume of trade for the past two months will not compare favorably with that of last year, as it has been at least one quarter less. There are several causes that the dullness is assigned to, but they are expected to be overcome to a marked degree

when the spring opens up. The general tone of values is firm, especially in flour, sugar, rice, dried fruits and oats.

**DRIED FRUITS**—Dried apples are firmer, and stocks held are unusually small at this season. The high prices cause a slow sale, but a quiet demand for export keeps the prices very firm at a higher tending.

Valencia raisins are quite firm at 6 to 6½c. and are in steady demand. The quality of stock is almost equal to the Valencia layers, and the difference in price causes a quiet sale of the layers.

Currants are quoted at 5½ to 6c. per lb. in barrels and 6½c. in cases.

**PRUNES**—The stocks of prunes are light, and there is considerable enquiry for good grades.

## PRODUCE.

**BEANS**—Are quiet and market slightly easier. Supplies are moderate and buyers are holding off and are not expecting any change in prices.

**EGGS**—The price of eggs is higher compared with surrounding markets; quotations are 25 to 28c., and supplies are coming in very slowly. Sales are in small lots, but stocks do not accumulate.

**ONIONS**—Are quoted at \$4.75 to \$5 per barrel for yellows and are in quite active demand. Higher prices are looked for before the new stock arrives, which will be about the first of April.

**SEEDS**—The market for seeds has not opened up yet sufficient to quote prices, as importations have not yet arrived in any quantity. The market is reported steady.

**FLOUR AND GRAIN**—The flour market is strong but the advance has been irregular as some dealers are asking 10c. more than others for equal grades although different brands. The difference appears to be with the millers. The general consent seems to concede that lower prices cannot be expected till after another harvest, quotations are for Manitoba patents \$6.15 to \$6.30 per bbl; high grade family \$5.35 to \$4.40; and medium grades \$5.20 to \$5.25; cornmeal steady. Oats firmer and stocks light quoted at 57c. to 58c. per bushel and higher prices looked for.

**PROVISIONS**—Plate beef higher \$12.58 to \$13.00 per bbl. duty paid. Clear mess pork easier \$15.50 to \$15.75. Bacon a fair supply. Domestic quoted 9 to 9¼c., Western 9½ to 10c., demand quiet.

Exports to West Indies, 700 bbls. potatoes, 40,000 onion crates, 575 bundles hay, 10,000 boxes smoked herring, 50 drums dry fish, 75 tubs butter, 100 boxes cheese.

Says Bill Nye: A Boston grocer told me not long ago that a Boston coon, when he tried, could be a caddier cad than any other color of America. "Very often," he said, "I sell a 1-cent bunch of kindling to a colored man who lives up five or six flights, and he always wants it delivered. We also handle kerosene, and it would make old Ben Franklin or Horace Greeley cuss to see a tall, robust negro, wearing a Chumley overcoat and a new milch cane, buying an ink bottle full of kerosene and getting it sent home to his lodgings.

## SHORT WEIGHT AND MEASURE.

A correspondent says: "Your article about short weights is all right, and a good many grocers will be better off at the end of the year if they look after these little leaks. I buy jam in 14 lb. pails, supposed to be net, but only 14 lb. gross, less 2 lb. tare at the least. It cost 14 times 12½c. or \$1.75, but I sell only 12 lbs. net retail at 15c., total \$1.80, which is a loss on every pound sold, yet the majority of grocers think they are making money.

Cranberries by the barrel and crate are a delusion and a snare. I went into a neighbor grocer's store, and seeing a barrel of cranberries at the door, asked, "What do you get a quart?" "12½c." "Well you paid \$11 for the barrel." "Yes." "How many quarts are in the barrel?" "One hundred I guess. The man I bought from said so, and I think they were marked." "Well that is American measure, which is 1-5 short of our imperial. You only have 80 to 85 quarts which at 12½c., your selling price, is only about \$10.50 and you paid \$11. See?" Moral be sure you get weight and measure.

## THE RULING PASSION.

A salesman who travelled for several years for a prominent wholesale house in Montreal left his five hundred pounds of excess baggage and settled down midst the scenes of his boyhood in a well-known town on the Goderich branch of the Grand Trunk Railway.

In a very short time his popularity secured him the position of Mayor. His elevation now entailed a closer insight into Coke and Blackstone and into the Revised Statutes than he had been wont to boast, for he had frequently to sit, no more on the "cold charity" of a galvanized iron sample trunk, but "on the bench."

One of his first cases was that of an inveterate toper who had frequently been discharged "with a caution." On this occasion our ex-traveller braced himself somewhat after this fashion:

"Prisoner at the bar! You seem to be case-hardened and a pretty tough sample. Have a care lest you are not overstocked with a ½ coil chain and despatched to the granite city on the Grand Trunk Railway, where your escort will call out 'Kingston! change clothes for three years.' However, I will give you one more chance. Thirty days or 5 per cent. off for cash. Call up the next case!"

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

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

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

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

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

GEO. C. THOMPSON. CHAS R. KING.

**THOMPSON & KING,**

Consignees, Brokers, General Commission and Mercantile Agents,

51 Wharf Street, cor. Fort, Victoria, B.C.  
Storage. Correspondence Solicited.**T. W. CLARK & CO.,**

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

Consignments solicited and business transacted for Eastern Canada Merchants.

Established 1886.

VANCOUVER, B.C.

References: Bank of British Columbia.

**WILLIAM RYAN,**

Produce and Commission Merchant,

72 FRONT ST. EAST, Toronto, Ont.

—DEALER IN—

Labrador Herring, barrels and halves.  
Lake Superior Whitefish and Salmon Trout.  
Lake Herring.New Cured Hams and Bacon.  
Pure Canadian Lard.

Mess and Short Cut Pork.

Write for Prices.

**LAURENCE GIBB**

Provision Merchant,

83 COLBORNE STREET. - TORONTO.

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

PATENT EGG CARRIERS SUPPLIED.  
Good Prices paid for Good Dairy Butter.**JAS. DICKSON & CO.,**

26 WEST MARKET STREET,

Provision and Commission Merchants.

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



All kinds of produce handled. Consignments solicited. Liberal advances made. Carriers supplied.

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

Our First Car RIVERSIDE SEED-LINGS and WASHINGTON NAVELS now due; two cars FLORIDA ORANGES just arrived. Mostly saleable sizes. Lowest market price.

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

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

We Furnish Egg Cases. Try Us.

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

FANCY CALIFORNIA EVAPORATED AND GREEN FRUITS A SPECIALTY.

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

29 Church St., Toronto

TELEPHONE 806.

**Wm. DAVIES & Co.,**  
TORONTO.  
**PACKERS AND CURERS.**Choicest Smoked Hams  
and Breakfast Bacon.Bbl. Pork, Long Clear,  
and Pure Lard  
**AT REDUCED PRICES.**

39 &amp; 40 Central Market.

**W. McCUSKER,**  
General Produce Dealer,  
SPECIAL ATTENTION TO  
Cheese, Butter, Eggs, and Honey,  
**HAMILTON, Ont.**The Badgerow-Falconer  
Bonded Vinegar Manufacturing Company  
Highest Medal Award Toronto Exhibition.  
Telephone 1261 69 & 81 Jarvis St., Toronto.**LEONARD H. DOBBIN,**  
Commission Agent.

AGENT FOR

Bryant and May's Safety and other matches.  
Write for Prices.

4 Hospital Street, MONTREAL, P.Q.

**JNO. A. MOIR,**  
GENERAL AGENT.

Consignments Solicited.

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

41 St. Francois Xavier Sts., Montreal.

**JAMES E. BAILLIE,**  
**PORK PACKER,**  
**TORONTO.**

Long Clear Bacon, Mess Pork, Short Cut Pork, Breakfast Bacon, Backs, Spiced Rolls, Pure Lard, Sugar Cured Hams, White Beans, Dried and Evaporated Apples, at close prices. Write for quotations.

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

For Choice full flavor goods send us a Sample order.

Jas. Park & Son,  
Toronto, Ontario**Reesor & Rogers,**  
Produce and Commission Merchants

Solicit consignments of Country Produce from Storekeepers.

71 Colborne St., Toronto.

Telephone 2291.

Established 1874.

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

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

McLAREN'S

Is Honest Goods and just  
the Thing on Which to  
Make or Extend a Business.The Best Grocers Make  
a Point of Keeping it always in Stock.

**A MARKET CORROBORATION.**

An article upon the Fish Market appeared in these columns a few weeks ago, which has found approval in a truly authoritative quarter, namely, at the hands of the premier of the greatest fish colony in the British Empire. It seems THE GROCER fell into the hands of Sir William Whiteway, premier of Newfoundland, who read the article referred to, and was so well pleased with it that he had it published in several Newfoundland newspapers. Nothing could better verify our report than the confirming significance of this act.

**CAUTIONS FOR CANNERS.**

At the recent Convention of the Western Canned Goods Association at Chicago, the President in his opening address made the following remarks, that ought to be heeded by all packers:

Even a few thousand cases of goods thrown on our market beyond the demand demoralizes the whole trade for months.

We will start in the coming season with the markets bare of goods, and can safely increase, to a reasonable amount. To regulate this matter, I suggest:

First: That we begin with the grower and only agree to take an amount that will fairly compensate him, and optional with us whether we may take any he may have in excess.

Second: Make an estimate and only increase our packs to that estimate.

Third: Or take the capacity of our factories, and only pack such a percentage of our capacity as may be apportioned us.

Fourth: Or as each has an established trade, pack for that trade and hold any surplus until it can be disposed of at prices equal to previous sales.

It is unfair to the wholesale trade, and suicidal to us to ever repeat the operations of 1888, when so many sold their old established trade at from 85 cts. to \$1 a dozen, and then sold their competitors at from 50 to 60 cts. per dozen.

The jobbers were more than justified in resolving to buy no more futures, and make the packers carry their stock until needed.

Every such injury inevitably re-acts upon the packer.

This matter was recently tersely summed up by a valued correspondent in the wholesale trade as follows:

"Restrict your acreage, control your contracts with the farmer, do justice by yourself, and give wholesale trade a fair show."

Hoping and trusting that these important matters may receive your wise consideration, I leave this for such action as you deem best.

Several purchases have been made recently of Canadian evaporated apples, chops and cores and skins, for shipment to Europe via New York. The movement is due to advantage in ocean freight rates. About four carloads were taken last week.—New England Grocer.

**THOMPSON & KING, VIC., B. C.**

Mr. Thompson, formerly of the firm of Thompson, Bradshaw & Co., and recently of Toronto, has located in Victoria, in the general commission and brokerage business, in association with Mr. C. R. King, who has for some years been engaged in the same business there, and who has during this period of time, built up a wide and valuable connection both in that city and throughout the province. This since the union of forces, the new firm have in a measure been able to enlarge, and from the apparent confidence reposed in them, we feel assured that any representation confided to their care, will be well and effectually served. They have ample facilities for handling goods on consignment, etc., and have excellent storage accommodation, and they are always "alive, up and doing."

Thompson & King, with the sagacity of genuine business men say: "We are always pleased to greet the regular issue of THE GROCER, and from observation are of the opinion that it is the best advertising medium that comes to the Pacific coast, and shall be pleased of the opportunity of recommending it to any and all of our clients in the east for whom we may have representation."

Trade of Baltimore gives a good picture of Mr. W. Boulter, Picton, in the issue of the week before last.

A young tea commission merchant whose widowed mother lives in Sherbrooke, has mysteriously disappeared since the 11th inst. and a friend of the family went to the Central station yesterday morning to ask for some information about it. They are afraid lest he should have met with some accident. The young man was married several years ago to the daughter of a well known insurance agent of this city.—Montreal Gazette.

The merchants of Sturgeon, Mo., have entered into an agreement to follow and enforce the cash system for one entire year. Anyone caught trusting is to forfeit all his outstanding accounts. Now we shall be able to judge of the merits of an universal cash system. As goes business in Sturgeon, so would go business in almost any other locality under similar circumstances. Let all cash and credit cranks keep an eye on Sturgeon.—St. Joseph Journal of Commerce.

We have received a copy of the annual report of the Toronto Board of Trade for the year 1890. It contains a list of the officers committees and trade sections for the present year, of the names of members deceased in 1890, the reports of the president, treasurer, secretary and trustees, and a list of the members of the Board. In addition there is a lot of useful miscellaneous statistics relating to the failures, post office returns and export and import trade of Toronto, an account of Toronto's foreign commerce, and a statement of dutiable and free imports. The

volume contains 71 pages of well presented, lucidly arranged matter, is well printed, and has a tastefully designed cover, on which is a picture of the beautiful Board of Trade building.

British importers are said to be already in negotiation with Montreal houses to secure heavy exportations of poultry next season.

A case of poisoning by canned lobster is reported from Montreal. Both of the women who were the worse of the lobster eaten in the particular instance reported, recovered, however.

**DETECTIVE AGENCIES.**

**HOWIE'S DETECTIVE AGENCY, 86 WELLINGTON St. West, Toronto, Ont., established 1886 Telephone 1309.**

**SITUATION WANTED.**

**YOUNG MAN WANTS SITUATION—UNDERSTANDS the grocery business thoroughly, first-class references. Apply, J. George, 453 Church St.**

**BUSINESS CHANCES.**

**TO COUNTRY MERCHANTS AND DEALERS**—The undersigned solicits consignments of butter, eggs, poultry, apples, potatoes, pork, beef, grain flour. Liberal advances made.  
W. HOLDITCH, Sudbury, Ont.  
8 Dealer in groceries, fruits, meats, provisions.

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

**In the Matter of William Hessin,**

Wholesale Confectioner, No. 7 Front St. East, an Insolvent. Wholesale confectionery and plant FOR SALE. Tenders will be received up to

**FRIDAY, 6TH MARCH NEXT,**

**AT 12 O'CLOCK NOON.**  
For the purchase of the following—WHOLESALE STOCK OF CONFECTIONERY, manufactured and unmanufactured, and BISCUITS, amounting as per inventory to

\$9,451.63.  
Machinery and Plant—Embracing everything required in the conduct of a wholesale manufacturing business in the Confectionery and Biscuit line

Amounting to Over \$25,000.00.  
Mr. Hessin's goods having always been first-class in every respect.

This plant is the property of the landlord, but can be disposed of with the stock if desired.

**CHATELS—**  
4 Delivery and Peddling Waggons, 1 Buggy, Horses and Harness.

Tenders to be either for cash or short date notes secured to satisfaction of the vendors. Highest tender not necessarily accepted. Stock to be seen on the premises, No. 7 Front street east. Chattels at No. 40 Mutual street.

Tenders to be addressed,  
J. B. LAING, Assignee.

**-STORAGE-**

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,  
TORONTO.

TO  
OUR  
ADVERTISERS.

Wouldn't it pay you better to concentrate your advertising in THE CANADIAN GROCER? It goes direct to the grocery and general store trade. Experienced advertisers have found that a full page advertisement in their trade paper is a hundred per cent. more profitable than the same space divided among a dozen general trade papers. "In union is strength," do you see the point?



All the Flesh-forming and Strength-giving elements of Prime Beef

ARE SUPPLIED BY

Johnston's Fluid Beef.

It is a valuable food for the sick. An invigorating and stimulating beverage. NUTRITIOUS, palatable and easily digested.

W. G. A. LAMBE & CO.,  
Late WILLIAMSON & LAMBE.

STORAGE

54 & 56 Wellington St. E., Toronto



ROYAL  
DANDELION COFFEE.

A Delicious and Nourishing Beverage.

For purifying the blood and invigorating the system. In the herbs of the field and forest are found properties that antidote nearly all the diseases to which humanity is liable. It has been ascertained that German Dandelion Root, when taken in proper quantities, acts directly upon the liver, producing healthy action, and through it making the whole system strong and vigorous. We have taken advantage of this property in the Dandelion, and have prepared a Breakfast Beverage of great excellence, incorporating in it a very high grade of fine Coffee and a proportion of this valuable herb.

The price is low enough to be within the means of all to take advantage of its rare qualities.

We offer it to the public confidently believing that it will be found satisfactory to all who give it a fair trial. Prepared only by

ELLIS & KEIGHLEY, - TORONTO

Put up only in 1 lb. cans, and not sold in bulk. Ask your grocer for it.

Established 1860.

EBENEZER THOMPSON

COMMISSION MERCHANT AND IMPORTER OF

Dried Fruits, American and French Tinned Goods, Etc.

THOMPSON'S BUILDINGS, 48 to 52 THOMAS ST.,

LIVERPOOL.

Direct correspondence solicited from Buyers of

Currants in Barrels, Cases, 1-2, 1-4 and 1-8 Cases, of Patras, Vostizza and Provincial growths.

Raisins, Valencias, Sultanas, Elemes, Muscatelles, etc.

Dates, Persian, Bombay, etc., in Cases and Mats.

Figs, in Boxes, from 8 oz. to 14 lb. each, and Bags 1-2 cwt. each.

Prunes, Bosnia, in Casks and Cases. French in Cases and Boxes.

Plums, French, in Cases and Bottles.

Almonds, Tarragona and Ivica, also shelled in boxes.

Nuts, Barcelona and Turkey Filberts, Brazils.

Sardines, all grades, in 8 oz., 12 oz., 14 oz. and 18 oz. tins.

CONSIGNMENTS.

Direct correspondence is also solicited from sellers of Apples in Barrels, Cases or Boxes.

Dried Apples in Barrels, Cases or Boxes.

Canned Lobsters, Tomatoes, Apples, Corn, Etc.,

BUTTER, LARD, EGGS, Etc.

The light fruit crop in England, France and Spain is likely to ensure good returns to consignors of Apples, and I can promise account sales and remittance of proceeds within seven days after arrival of shipments. Advances made if required. References to North and South Wales Bank, Liverpool, England, and the best mercantile houses since 1860.



OUR travellers are now starting out with a full line of Samples. Kindly reserve orders till you inspect our lines. You will not regret it.

**R. TEW & CO.,**  
Crockery, Glassware, Fancy Goods, Lamps, etc.  
**10 FRONT ST. East,**  
(Adjoining New Board of Trade Building.)



SALES MADE OR PENDING.

G. G. Steele, grocer, Aylmer, Ont., has sold out to J. G. Heiter.

The stock of John Casey, grocer, Ottawa, is advertised for sale by tender.

The general stock of H. Locas, Cheneville, Que., is advertised for sale by tender.

The estate of P. J. Loughlin, general merchant, Algoma Mills, Ont., is advertised for sale by tender.

The estate of E. Pedler, general merchant, Gravenhurst, Ont., has been sold to Danford Roche.

PARTNERSHIPS FORMED AND DISSOLVED.

Routh & Love, general merchants, Grenfel, Man., have dissolved, John Love continuing.

Collum, Motard & Co., manufacturers of essences, Montreal, have dissolved, and Motard & Co. succeed.

FIRES.

John Kelly's store, Carillon, Que., was burnt. Partially insured.

M. Dwyer & Co's., general store, Carillon, Que., was burnt. Partially insured.

The general store of McIntyre & Davis, Aylmer, Ont., was burnt. Partially insured.

REMOVALS AND DEATHS.

Wm. Doran, of Doran & Son, general merchants, Iroquois, Ont., is deceased.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Simon P. Conway, Souris, P. E. I., has assigned.

Adam Watters, grocer, Quebec, P. Q., has assigned.

Adam Watters & Co., grocer, Quebec, P. Q., has assigned.

Wincelas Turcotte, grocer, St. Frederic, Que., has assigned.

P. Lallier, general merchant, St. Jerome, Que., has compromised.

Geo. Nault, grocer, Riviers de Sert, is offering to compromise.

A. Lanthier, general merchant, Waterloo, Que., has been asked to assign.

Geo. Petrie & Co., grocers, Ingersoll, Ont., have assigned to Wm. Ewart.

C. A. Bradford, grocer and crockery dealer Brandon, Man., has assigned.

R. T. McArthur, general merchant, Brownsburgh, Que., has assigned.

Wm. Cruickshank & Co., general merchants, Regina, Ass., have assigned.

James Lalonde, general merchant, Ambrum, Ont., is offering to compromise.

Thos. C. Munn, grocer, Paris, Ont., has assigned to C. B. Armstrong, London.

Hamilton & Whitman, general merchants, Treherne, Man., are asking an extension.

Philp & Co., wholesale fruit dealers, Winnipeg, Man., are offering to compromise.

J. A. McFarlane, general merchant, Glencoe, Ont., has assigned to D. A. McKillop.

Cornelius Neville, wholesale and retail grocer, Ottawa, has assigned to John Moran.

Amos Thompson, grocer, Owen Sound, Ont., has assigned to C. B. Scott, Hamilton.

Alex. Hanes, general merchant, Lynden, Ont., has assigned to John Lennox, Hamilton.

Hanks Bros., fruit, flour and feed dealers, Toronto, have assigned to Wm. B. Weil, Toronto.

A. A. Richmond, grocer, Parry Sound, Ont., has assigned to Campbell & May, Toronto.

L. A. Tourigny, general merchant, St. Remi de Tingwick, Que., is offering to compromise.

P. B. Coyne, general merchant, Portage du Fort, Que., have called a meeting of creditors.

AN ALL-AROUND BUSINESS MAN,

"Speaking of diversified lines of business being carried on in one establishment," remarked a travelling man whose territory includes the far western towns, "leads me to remark that your big city department stores can't compare with some of the ten-by-twenty business houses in the frontier towns. In a little room about large enough, if empty, to turn around in, a man will carry on more kinds of business than you could find in two blocks on Olive street. Just to convince you that I'm telling the truth, let me show you

one of several such business cards I received from men out there." And he exhibited a card on which was the following:

PROFESSOR WILLIAM JONES,  
M.D.

Attorney-at-Law and Notary Public.  
Special attention given to Loaning Money, Paying Taxes for Non-Residents and Collecting Accounts. Also dealer in Dry Goods, Groceries, Hardware, Windmills, Furniture, Barb Wire and Coffins. Highest market price paid for Country Produce. Harness, Musical Instruments. Watches and Sewing Machines repaired on short notice. N. B. A Millinery Store is connected with the establishment.

"His wife conducts the latter," explained the travelling man, "and the two of them about make a living."—Stoves and Hardware Reporter.

For uniform excellence in quality, The Horseshoe Brand of canned salmon has no equal. 5-9-14

EDWARDS, CATCHPOLE & CO'Y

Stove Polish,  
Inks and Mucilage.

33 Wellington East, Toronto.

Women Who Know a Good Thing



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

TARBOX BROS.,

73 Adelaide Street West, Toronto,

Sole Manufacturers.

Todhunter, Mitchell & Co.

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELLENOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

:: TORONTO.

WHOLESALE AND JOBBING TRADE ONLY.

# THE GLOBE TOBACCO WORKS COMPANY OF LONDON LIMITED,

Are again manufacturing their Choice Standard Brands of Tobaccos from pure Virginia and Kentucky leaves.

CUT PLUG SMOKING:		FINE CUT AMERICAN CHEWING:	
Gold Flake.	Uncle Tom.	Golden Thread.	Victoria. Globe.
Hand Made.	Wig Wag.	High Court.	Jersey Lily.

**ASK FOR THEM.**

M. MASURET,  
President.

## THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Feb. 26, 1890.  
This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.

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

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

### BAKING POWDER.

Dunn's No. 1, in tins	Per doz	2 00
" 2, in tins		75
Cook's Gem, in 1 lb pkgs		\$1 75
" " 7 oz		85
" " 2 oz		40
" " 5 lb tins		65
" " bulk, per lb		12
Empire, 5 dozen 4 oz ca s	Per doz	\$0 75
" 4 " 8 "		1 15
" 2 " 16 "		2 00
" 1/2 " 5 lb cans		9 00
" " bulk, per lb		15

### COOK'S FRIEND.

(In Paper Packages.)	Per doz	
Size 1, in 2 and 4 doz boxes		\$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
" 1/2 lb, 4 "		1 30
" No. 1, 2 "		1 90
" 1 lb, 2 "		2 20
" 5 lb, 1/2 "		9 60

### BISCUITS.

Arrowroot	Per lb	\$0 11 1/2
Abernethy		9
Ginger Nuts		11 1/2
New York Fruit		14 1/2
People's Mixed		10 1/2
Pilot Family		6 1/2
Snowflake		11
Niagara		15
Soda		6
Soda, 1 lb packages		7 1/2
" 3 lb "		20
Sultana		12 1/2
Oyster crackers	6	7 5
Milk biscuit		10
Butter crackers		9 1/2
Tea		11 1/2
Wine		9 1/2
Wine, sweet		9

### BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " 1/2 " "	2 10
" " 1/4 " "	1 10
Spanish, No. 3	4 50
" " 10	9 00
Jacquot's French No. 2	3 00
" " 3	4 50
" " 4	8 00
" " 1-gross Cabinets, asst,	7 50
EDWARDS, CATCHPOLE & CO'S	
No. 1	9 00
No. 2	4 50
No. 3	3 60

### BLACK LEAD.

Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz., or 1/4 gro., 4 oz.	
TELLIER, ROTHWELL & CO'S	
Royal Black Lead, per gross	\$1 80
F. F. DALLEY & CO.	

### SILVER STAR STOVE PASTE.

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

### BLUE.

Reckitt's Pure Blue, per gross	2 10
TELLIER, ROTHWELL & CO'S	
Parisian Square Blue, per lb.	13 to 14c

### BROOMS.

Carpet	4 strings	Per doz	2 90
X Parlor	2		2 65
Louise	3		2 65
1 Gem	4		3 25
2	3		2 65
3	2		2 20
O Hurl	4		1 95
4	2		2 65
2	3		2 35
3	3		2 05
OK	2		1 70
Hvy Mill	4		3 70

### CORN BROOMS.

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

1 Hearth 2 strings, net	1 75
2 " 2 " "	1 50
3 " 1 " "	1 20
4 " 1 " "	1 30

### CANNED GOODS.

Apples, 3's	Per doz	\$1 10 \$1 20
gallons		2 90 3 00
Blackberries, 2's		2 00-2 10
Blueberries, 2's		1 25 1 40
Beans, 2's		0 95 1 10
Corn, 2's		1 10 1 25
Cherries, red pitted, 2's		2 25 2 40
Peas, 2's		1 25 1 35
" sitted select		1 35
Pears, Bartlett, 2's		2 00 2 25
Pineapple, Baltimore		2 40 2 50
" Bahama		2 90 3 00
Peaches, 2's		2 75 2 85
" Pie, 3's		1 60 1 65
Plums, Gr Gages, 2's		2 00 2 10
" Lombard		2 00 2 10
" Blue		1 90 2 00
Pumpkins, 3's		1 00 1 10
gallons		3 00 3 25
Raspberries, 2's		2 45 2 50
Strawberries, choice 2's		2 40 2 50
Succotash, 2's		1 65 1 85
Tomatoes, 2's		1 35 1 40
Finnan haddies		1 50
Lobster, Clover Leaf		2 75
" Crown		2 25
" Bishop's Rock		2 10
Mackerel		1 40 1 50
Salmon, 1's		1 40 1 55
" white		1 10 1 25
Sardines Albert, 1/2's tins		11, 11 1/2
" 1/2's "		15, 18
" Martiny, 1/2's "		10, 10 1/2
" 1/2's "		18, 19
" Other brands, 9 1/2, 11, 16, 19		
" P & C, 1/2's tins		23, 25
" 1/2's "		33, 36
" Amer, 1/2's "		6 1/2, 8
" 1/2's "		9, 11

### MARMALADE, JAMS AND JELLIES.

(Blaklock Bros., Montreal, Agents.)		
Marmalade, Price, f.o.b. Montreal, dz.		
" Home Made," glass 1 lb.	\$2.35	
" " White 1 lb.	2.25	
" " 2 "	4.15	
" Stone 7 "	13.20	
Scotch	White 1 "	10

Jams.	
Gooseberry	1 lb. white pots, 4 doz.
Strawberry	2 1/2 doz assorted, per doz. \$3.35.
Black Currant	
Red Currant	
Green Gage	
Apricot	
Raspberry	
Damson	
Plum	
Red Currant and Raspberry	

Jellies. Red Currant, 1 lb. white.	\$2.75
Black Currant, 1 lb. white	2.75
DELHI CANNING CO.	
Jams assorted, 1's	2 35
Jellies, 1's	2 25

### CANNED MEATS.

CLARK'S.	
Comp. Corn Beef 1 lb cans	\$1 60
" " 2 " "	5 00
" " 4 " "	7 75
" " 14 " "	18 60
Minced Collops, 2 lb cans	2 60
Roast Beef	1 60
" " 2 " "	3 15
" " 4 " "	5 85
" " 2 " "	7 00
Par Ox Tongue, 2 1/2 "	\$7 25
Ox Tongue	1 50
Lunch Tongue, 1 "	3 00
" " 2 " "	5 25
English Brawn, 2 "	2 50
Camb. Sausage, 1 "	2 50
" " 2 " "	4 00
Soups, assorted, 1 "	1 35
" " 2 " "	2 25
Soups & Bouilli, 2 "	1 80
" " 6 " "	4 50
Potted Chicken, Turkey, or Game, 6 oz cans	1 50
Potted Ham, Tongue or Beef, 6 oz cans	1 35
Deville Tongue or Ham, 1/2 lb cans	1 35
Deville Chicken or Turkey, 1/2 lb cans	2 25
Sandwich Ham or Tongue, 1/2 lb cans	1 50
Ham, Chicken and Tongue, 1/2 lb cans	1 50

### MINCE MEAT.

BRYANT, GIBSON & CO.'S—TORONTO.	
Mince Meat, 1/2 gal glass jars,	\$9 50
Ditto, 25 and 40 lb pails,	per lb. 12 1/2 c
J. H. WETHY'S—ST. CATHARINES.	
Condensed, per gross, net	\$13 50

### CHEWING GUM.

ADAMS & SONS.	
To Retailers.	
Tutti Frutti, 36 5c bars	\$1 30
Bo-Kay (new)	150 pieces
Sappota	150 " "
Magic Trick	115 " "
Black Jack	115 " "
Red Rose	115 " "
Sweet Fern	230 " "
Adams' N.Y. Gum	200 " "
Caramel Tolu	72 " "
New Fruit Asst.	115 " new
Puzzle Gum	115 " "
Colah	115 " "

**ALWAYS ORDER RECKITT'S BLUE.**



Prices current, continued—

Niagara Tomato, kegs, per gal	1 25
Reputed pints	1 25
Terry's Candied Peels, c. per peels	16
Lemon, 7 lb boxes	18
Orange, "	18
Citron, "	30
Crosse & Blackwell's	
Pickles, all kinds, pints, per doz	3 25
LEA & FERRIN'S, per doz	3 60
Worcester Sauce, 1/2 pts.	3 60
" pints	6 50

PRODUCE.

Butter, creamery, rolls	Per lb	\$0 00	\$0 00
" tubs			
" dairy, tubs, choice	0 17	0 18	
" medium	0 14	0 15	
" low grades to com.	0 05	0 09	
Butter, pound rolls	0 17	0 19	
" large rolls	0 14	0 17	
" store crocks	0 14	0 17	
Cheese	0 10 1/2	0 11	

COUNTRY

Eggs, fresh, per doz	0 15	0 16
" limed		
Beans	1 40	1 60
Onions, per bul	3 00	3 50
Potatoes, per bag on trk		0 85
Hops, 1889 crop	0 15	0 18
" 1890	0 05	0 08
Honey, extracted	0 08 1/2	0 10
" section	0 14	0 16

PROVISIONS.

Bacon, long clear, p lb.	0 37 1/2	0 08
Pork, mess, p. bbl.	14 50	16 00
Hams, smoked, per lb.	0 11	0 11 1/2
" pickled		
Bellies	0 09	0 10 1/2
Rolls	0 09	0 09 1/2
Backs	0 10	0 10 1/2
Lard, Canadian, per lb.	0 09	0 09 1/2
Hogs	5 00	5 50
Tallow, refined, per lb.	0 05 1/2	0 06
" rough		0 02

RICE, ETC.

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

SPICES.

Pepper, black, pure	Per lb.	\$0 20	\$0 22
" fine to superior		12	18
" white, pure		32	35
" fine to choice		25	30
Ginger, Jamaica, pure		25	27
" African		18	25
Cassia, fine to pure		18	25
Cloves, "		25	40
Allspice, choice to pure		12	15
Cayenne, "		30	35
Nutmegs, "		75	1 20
Mace, "		1 00	1 25
Mixed Spice, choice to pure		30	35
Cream of Tartar, fine to pure		25	37

STARCH.

No. 1 Laundry, 4 lb cartons	5 1/2c
Canada Laundry	4 1/2
Silver Gloss, crates	6 1/2
Lily White, crates	6 1/2
Silver Gloss, 1 lb chromos	6 1/2
Lily White, 1 lb chromos	6 1/2
Satin, Starch 1 lb chromos	7 1/2
Brantford Gloss, 1 lb chromos	7 1/2
No 1 Laundry, barrels & halves	4 1/2
No 1 Prepared Corn	7 1/2
Canada Corn	6 1/2
Challenge Corn	6 1/2
Rice Starch, 1 lb.	9
Cube, 1 lb.	7 1/2

KINGSFORDS OSWEGO STARCH.

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

SUGAR.

Granulated, 15 bbls or over	6 1/2
" less than 15 bbls	7
Paris Lump, bbls	7 1/2
" less than a bbl	7 1/2
Extra Ground, bbls	8
" less than a bbl	8 1/2
Powdered, bbls	7
" less than a bbl	7 1/2
White refined	6 1/2
Extra bright refined	6 1/2
Bright Yellow	5 1/2
Medium	5 1/2
Brown	5 1/2
Raw Jamaica, in bags	5 1/2

SYRUPS AND MOLASSES.

Redpath's "D"	Per lb.	3 1/2c	3 1/2c
" "M"		3 1/2	3 1/2
Redpath's "B"		3 1/2	3 1/2
" "VB"		4	4 1/2
" Extra		4 1/2	4 1/2
" Ex. Sup.		4 1/2	4 1/2
" XXX Sup.		4 1/2	4 1/2
Corn Syrup		4 1/2	4 1/2

MOLASSES.

Trinidad, in puncheons	Per gal.	38, 40c
" bbls		40, 42
" 1/2 bbls		42, 44
New Orleans, in bbls		90, 100
Porto Rico, hdds.		38, 45
" barrels		42, 47
" 1/2 barrels		44, 49

TEAS.

Gunpowder—	Per lb	
Cases, extra firsts		42, 50c
Half chests, ordinary firsts		22, 38
Cases, sifted, extra firsts		42, 50
Cases, small leaf, firsts		35, 40
Young Hyson—Moyunes		
Half chests, ordinary firsts		22, 38
" seconds		20, 22
" common		18, 20
PING SUEYS.		
Half chests, firsts		28, 32
" seconds		20, 22
Half Boxes, firsts		28, 32
" seconds		20, 22

JAPAN.

Half Chests—	
Choicest	38, 40
Choice	32, 36
Finest	28, 30
Fine	25, 27
Good medium	22, 24
Medium	19, 20
Good common	18, 19
Common	16, 17
Nagasaki, 1/2 chests Pekoe	20, 22
" Oolong	17, 18
" Gunpowder	18, 20
" Siftings	8, 12 1/2

CONGOUS.

Half chests, Kaisow, Moning	52, 55
Caddies and half chests	15, 50
Cadies, Pakling and new makes	18, 50
Half chests Formosa	34, 50
Caddies	36 55

ASSAMS.

Chests and half-chests Pekoe	22,
SCENTED ORANGE PEKOE.	
Boxes, Foochow and Canton	28, 60

TOBACCO AND CIGARS.

British Consols, 4's; bright twist,	62c
5's; Twin Gold Bar, 8's	59
Ingots, rough and ready, 7's	52
Laurel, 3's	50
Brier, 7's	45
Index, 7's	53
Honeysuckle, 7's	49
Napoleon, 8's	50
Royal Arms, 12's	48
Victoria, 12's	45 1/2
Brunette and Lovely, 12's	46 1/2
Prince of Wales, in caddies	46
" in 75 lb boxes	46
Bright Smoking Plug Myrtle, T & B, 3's	55
Lily, 7's	48
Diamond Solace, 12's	46
Mvrtle Cut Smoking, 1 lb tins	65
1/2 b pg, 6 lb boxes	65
oz pg, 5 lb boxes	65

GLOBE TOBACCO COMPANY.

CUT SMOKING TOBACCO.	Per lb
Gold Flake, 1-5, 6 lb boxes	65c
" " 1, 5 "	65c
" " 1-10, 5 "	75c
" " 1 fancy tins	65c

# KINGSFORD'S

# OSWEGO

# STARCH



PURE AND SILVER-GLOSS CORN STARCH

FOR THE LAUNDRY | FOR THE TABLE

THE STANDARD OF EXCELLENCE ABSOLUTELY PURE

FOR SALE BY ALL LEADING JOBBERS IN CANADA

## T. KINGSFORD & SON.

OSWEGO, N.Y.

# KNOX, MORGAN & CO.,

Wholesale Dry Goods Importers,

**HAMILTON, - - - ONTARIO.**

Special values for Independent Buyers in Spring (1891) samples :

ROUGH BROWNS, 8 and 10c. Three lines BLACK WORSTEDS, VICTORIA LAWNS, 8 and 10c.  
 DRESS GOODS—Entirely new stock, very latest Novelties, large variety of designs.  
 ALL WOOL BLACK CASHMERES, 37½c.  
 In GENTS FURNISHINGS we have made special efforts. 200 styles and neckwear, 120 styles shirts and top shirts.

## LACES, FRILLINGS and HOSIERY.

Prices current, continued—

Hand Made, 1-5, 6 lb boxes	60c
" " 1, 6 " " "	62c
" " 1 fancy tins	62c

GRANULATED SMOKING TOBACCO.	
Per lb.	
Uncle Tom, 1-5, 6 lb boxes	40c
" " 1-10, 6 lb " "	4c

LONG CUT SMOKING TOBACCO.	
Per lb.	
Wig Wag, ½, 6 lb boxes	35c
" " 1-5, 6 lb " "	38c
" " 1-10, 6 lb " "	40c

FINE CUT CHEWING TOBACCO.	
Per lb.	
Golden Thread, 5 & 10 lb pails	90c
Globe, " " "	85c
Victoria, " " "	70c
High Court, " " "	65c
Jersey Lily, " " "	60c
Globe Fine Cut, foil, per gross	\$9 00
Solace Fine Cut, " " "	6 00

CIGARS—S. DAVIS & SONS, Montreal.		
Sizes	Per M	
Madre E' Hijo, Lord Landsdowne	\$9 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	25 00	
Cigarettes, all Tobacco—		
Cable	7 00	
El Padre	11 00	
Mauricio	15 00	

DOMINION CUT TOBACCO WORKS, MONTREAL.	
CIGARETTES.	Per M.

Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50

CUT TOBACCO.	
Per lb.	
Puritan, ½ lb pkg., 5 lb boxes	65
Old Chum, ½ lb pkg., 5 lb boxes	57
Old Virgin, 1-10 lb pkg., 10 lb boxes	65
Gold Block, ½ lb pkg., 5 lb boxes	65

CIGARETTE TOBACCO.	
B. C. N. 1, 1-10, 5 lb boxes	78
Puritan, 1-10, 5 lb boxes	80
Athlete, per lb.	1 10

SOAP.	
Ivory Bar, 1 lb. bars	per lb 5½
Do. 2, 6-16 and 3 lb bars	5
Primrose, ¼ lb bars, wax W	4½
" " 1 " "	4½
John A. cake, wax W, per doz	42
Mayflower, cake	42
Gem, 3 lb bars per lb.	3½
" " 13 oz, 1 and 2 lb. bars	3½
Queen's Laundry, per bar.	5½
Queen of Kitchen, per box.	2 75
Sapolio, ¼ gross boxes	3 25
" " per gross, net cash	12 00

### TOILET SOAP.

TAYLOR, SCOTT & CO.	
per doz.	
Baby's Own, ½ doz boxes	\$1 25
Our Boys, " " "	1 25
Sea Foam, " " "	75
London Bouquet, " " "	60
Oatmeal, " " "	85
" " " " "	60
Paris Assorted, ½ doz boxes	0 75
Albert Oatmeal bar, 2 doz. boxes	0 75
" " White Castile bar, 2 doz. boxes.	0 75
Fatherland, ½ doz boxes	5 00

### WOODENWARE.

per doz.	
Pails, 2 hoop, clear	No. 1. \$1 70
" " " "	" " 1 90
Pails, 2 hoops, clear	No. 2. \$1 60
" " " "	" " 1 80
" " " "	" " 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	1 30
" " Single Crescent	1 85
" " Double	2 75
" " Jubilee	2 25

per case.	
Matches, 5 case lots	Single cases
Paris	\$1 75
Telephone	4 05
Telegraph	4 30
French	3 60

per doz.	
Mops and Handles, comb.	1 25
Butter tubs	\$1 60 \$3 20
Butter Bowls, crates ast'd	3 60

### CLOTHES PINS.

5 gross, per box	0 75
4 gross, " "	0 85
6 gross, " "	1 20

### INDURATED FIBRE WARE.

per box	
5 gross, single and ten box lots.	0 75 0 80
Star, 4 doz. in package	0 85
" " 6 " "	1 25
" " 4 " cotton bags	0 90
per pail.	
Star Standard, 12 qt.	\$4 00
Milk, 14 qt.	4 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	13 25
" " 2	13 25
" " 3	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" " 2	9 00
" " 3	8 00
" " 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms.	2 75
" " round	3 00
Handy dish	3 75
Water Closet Tanks	18 00

### DURABLE PAIS AND TUBS

per doz.	
WM. CANE & SONS, MANUFACTURING CO. NEWMARKET.	
Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish.	3 25

No 1 tubs	9 50
No 2 " "	8 50
No 3 " "	7 50

### YEAST.

Barm yeast in boxes of 2 doz. 10c. and 2 doz. 5c. packages, per box	2 00
Royal Yeast Cakes, 3 doz 10c. packages in case.	\$1 95
Royal Yeast Cakes, 3 doz 5c. packages in case.	1 00

### OUR NATIONAL FOODS.

pkg. doz.	
Desiccated Wheat	4 lb. \$2 30
" " Rolled Oats	4 " 2 25
Snow Flake Barley	4 " 2 40
Rolled Wheat Flakes	4 " 2 25
Buckwheat Flour, S. R.	4 " 2 00
Prepared Pea Flour	2½ " 1 80
Baravena Milk Food	1 " 3 00
Patent Prepared Barley 1	1 80
Patent Prepared Groats 1	1 50
Beef and Barley Extracts 6 oz	2 25
Gluten Flour	4 oz 2 80

### HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto:	
10 dy. to 60 dy	2 55 2 60
8 dy. and 9 dy	2 85 2 90
4 dy. to 7 dy	3 05 3 10
3 dy	4 05 4 10
3 dy	5 55 3 60
HORSE NAILS:	
" " " 50 and 10 per cent. to 60 from list.	
HORSE SHOES:	
From Toronto, per keg	3 60 3 75
SCREWS: Wood—	
Flat head iron 7½ p.c. dis.	
Round " " 7½ p.c. dis.	
Flat head brass 75 p.c. dis.	
Round head brass 70 p.c.	
WINDOW GLASS:	
25 to 40 and under	1 55 1 60
25 to 40	1 60 0 00
41 to 50	3 60 0 00
51 to 60	3 90 0 00
61 to 70	4 20 0 00
ROPE: Manila	0 15 0 16
Sisal	0 11½ 0 12½
AXES: Per box, \$6 to \$12.	
SHOT: Canadian, dis. 7½ per cent.	
HINGES: Heavy T and strap	05 05½
" " Screw hook & strap	03½ 04½
WHITE LEAD: Pure Ass'n guarantee ground in oil.	
25 lb. irons	per lb 5½
No. 1	" 5¼
No. 2	" 4¾
No. 3	" 4¾
TURPENTINE: Selected packages, per gal.	0 62 0 63
LINSEED OIL: per gal, raw	0 64 0 65
Boiled, per gal.	0 67 0 68
CASTOR OIL: Best per lb.	0 11 0 12
GLUE: Common, per lb	0 10 0 11

### FISH.

Frozen Fish:	
Trout	per lb 0 08
Whitefish	do 0 07
" " Manitoba do	0 08
British Columbia salmon	per lb
Lake herring	per 100 2 50 3 00
Pickelrel	per lb 0 05 0 06
Pike	do 0 04½
Smelts	0 02 0 07
Pickled and Salt Fish:	
Labrador herring, p. bbl	5 75 5 50
Shore herring	" 4 50 5 50
Salmon trout, per ½ bbl	4 25 4 50
Whitefish	" 5 25
Lake herring split	" 2 50 3 00
Dried Fish:	
Codfish, per quintal	5 25 5 75
" cases	5 00 5 50
Boneless fish	per lb 0 04
Boneless cod	" 0 06½ 0 08½
Smoked Fish:	
Finnan Haddies	per lb 0 08½ 0 09
Bloaters	per box 1 00 1 50
Digby herring	" 0 00 0 16
Sea Fish:	
Haddock	per lb 0 05½ 0 06
Cod	" 0 07½ 0 08
Spring salmon	" 0 15 0 20
Flounders	" 0 05 0 05½
Halibut	" 0 00 0 20

### DRUGS AND CHEMICALS.

Alum	per lb \$0 02 \$0 03
Blue Vitriol	0 06 0 07
Brimstone	0 02½ 0 03
Borax	0 13 0 14
Camphor	0 75 0 80
Carbolic Acid	0 50 0 55
Castor Oil	0 13 0 14
Cream Tartar	0 30 0 31
Epsom Salts	0 01½ 0 02
Paris Green	0 18 0 22
Extract Logwood, bulk	0 13 0 14
" " boxes	0 15 0 17
Gentian	0 10 0 13
Glycerine, per lb	0 20 0 21
Hellebore	0 16 0 17
Iodine	5 00 5 50
Insect Powder	0 40 0 50
Salpêtre	0 08½ 0 09
Soda Bicarb, per keg	2 56 2 75
Sal Soda	1 00 1 25
Madder	0 12½

### VINEGAR.

A. HAAZ & CO	
XX, W.W.	0 20
XXX, W.W.	0 25
Honey Dew	0 28
Pickling	0 28
Malting	0 45
THE BADGEROW FALCONER VINEGAR CO	
French Bordeaux	per gal. 0 34
Tarragona	" 0 30
Triple	" 0 27
Fruit Vinegar	" 0 28
Pickling	" 0 28
XXX	" 0 25
Extra XX	" 0 22
XX	" 0 20
X	" 0 16
Cider Vinegar	0 16 to 0 26
Honey Vinegar	0 25
Eng. Malt Vinegar	0 50 to 0 60
Bottled Malt Vinegar, qts.	2 00
Methylated Spirits	2 00 to 2 25

# THE CANADIAN GROCER

## THE MANUFACTURERS' LIFE INSURANCE COMPANY AND THE Manufacturers' Accident Insurance Company.

HEAD OFFICE : Yonge Street, Trader's Bank Chambers, Toronto.

Authorized Capital, \$2,000,000 and \$1,000,000 respectively.

Most Liberal and Varied Forms of Life or Accident Policies Issued. Life Policies incontestable on any grounds whatever after three years.

PRESIDENT : Rt. Hon. Sir John A. Macdonald, P.C., G.C.B.

VICE-PRESIDENTS : { GEO. GOODERHAM, Esq., President Bank of Toronto.  
WM. BELL, Esq., Organ Manufacturer, Guelph.  
S. F. MCKINNON, Wholesale Milliner.

JNO. F. ELLIS, Managing Director.

## HOW TO SELL GOODS

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

GROCER PUB. CO.,

6 Wellington St. W., Toronto.

## TRAVELLERS' GUIDE

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

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

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

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

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

**Queen's Hotel,**  
WINNIPEG, MAN.  
First-class in every respect.  
JAS. O'CONNOR, Prop. FRED SPRADG, Mgr.

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

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

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

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

SAW YOUR  
ADVERTISEMENT  
IN THE  
CANADIAN GROCER.

When writing to our advertisers please inclose the above.

**TORONTO SALT WORKS,**  
128 Adelaide E., Toronto,  
Sole City Agents for the "Canada Salt Association"

Dealers in all kinds of Table, Dairy, Meat Curing, Barrel and Land Salts.  
The "Acme" Table Salt (new process) will not get damp or hard.  
Two Silver Medals, at Industrial Exhibition, Toronto, 1890, for our "Acme" Table Salt and our "Star Brand" Dairy Salt.

## To Subscribers.

Those wishing to keep their copies of THE GROCER in good condition, and have them on hand for reference, should use a Binder. We can send by mail A STRONG PLAIN BINDER for 75c., postage prepaid.

These Binders have been made expressly for THE GROCER, and are of the best manufacture. The papers can be placed in the Binder week by week thus keeping the file complete. Address—

THE CANADIAN GROCER,  
6 Wellington St. W., Toronto

## FAC SIMILE OF THE LABEL OF

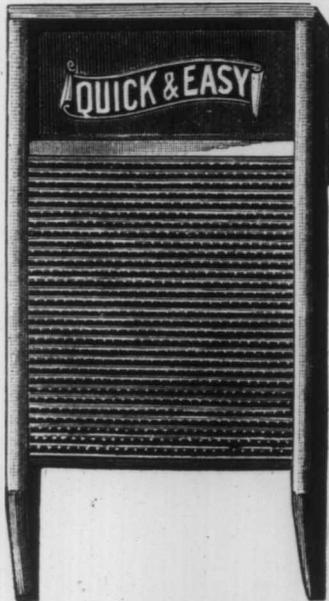


The Best Scouring and Cleaning Soap in the World.  
For cleaning woodwork, pots, kettles, pans, floors, painted ceilings, windows, and everything in the cleaning of which a Scouring Soap can be used it has no superior. It is a larger cake, lasts longer, does its work better, and is cheaper in every way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

KIRK L. PERRY, Agent,  
TORONTO, CANADA

**THE "QUICK AND EASY" WASHBOARD**

(Patented.) Made by the  
**Brandon Manufacturing Co.,**  
 of Toronto, (Limited.) /  
**STRACHAN AVENUE, TORONTO.**



This board possesses the advantage of a double crimp, and only the best quality of wood and zinc are used in its manufacture. All first-class grocers keep it.

E. P. Breckenridge, Toledo, Ohio, Pres  
 Edwin Norton, Chicago, Vice-Pres.  
 W. C. Breckenridge, Resident Manager

**The Norton Manufacturing Co.,**  
 MANUFACTURERS OF

**TIN CANS**

By Automatic Machinery.

Fruit Cans, Paint Pails and Cans,  
 Lard Pails, Baking Powder Cans.

Capacity, fifty thousand fruit cans per day.

Sole Agents in Canada for  
 Norton Bros., "Soldier Hemmed" Caps, and  
 Grocers' sample goods, and Haskell's  
 sample cases.

COR. YORK AND QUEEN STS.,  
**HAMILTON, - ONT.**

**C. RICHARDSON & CO.**  
 MANUFACTURERS OF

The Celebrated Bull's Head Brand Pickles,  
 SAUCES, JAMS, JELLIES,  
 CANNED FRUITS AND VEGETABLES.

SPECIAL PRICES IN  
 CANNED TOMATOES.  
 EVAPORATED APPLES and MAPLE SYRUP  
 125 River St., Toronto.

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

**SILVER CREAM BAKING POWDER,**

Put up in ¼ lbs., ½ lbs., 1 lbs., 3 lbs., 5 lbs.,  
 10 lbs., and 20 lb. cans. Also by the brl.

No Glass, Crockery, or other Fakir  
 schemes with this Powder.

**IT SELLS ON ITS MERIT.**

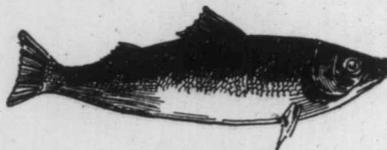
Can be had from wholesale grocers, or from  
 the Proprietors,

F. F. DALLEY & CO.,  
 Hamilton,  
 Canada.

ORDER A CASE OF  
**OCEAN WAVE BAKING POWDER**

From your Wholesale Grocer.

Sells itself after one Trial. Prices Current.



Fraser River Salmon.

**"ROYAL"**

- AND -

**"BRITANNIA"**

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

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

**C. G. Hobson & Co.,**

COMMISSION MERCHANTS.

AGENTS FOR

**Princess,**  
**Diamond**  
 and  
**Stanley**

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

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

**T. G. Williamson & Co.,**

COMMISSION MERCHANTS.

TEAS, COFFEES, FRUITS, SUGARS, ETC

42 Front Street East,  
 TORONTO, ONT.

**- PARISIAN -  
 BLUE!**

Is Stronger and More  
 Economical  
 THAN ANY OTHER BLUE.

It Does Not Stain the Linen.

**TELLIER, ROTHWELL & CO.**



IT HAS NO EQUAL.

**THE BARM YEAST MAN'FG COMPANY,**

35 Wellington St. East, Toronto.

TELEPHONE 1920.



Ross's Royal Soda Water.  
 " " Seltzer Water.  
 FOR SALE BY  
**ALL FIRST-CLASS GROCERS.**

ESTABLISHED 1856.

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

Ordinary oatmeal is hard to digest be-  
 cause it is not boiled long enough.

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

If your wholesale grocer does not keep  
 them write direct to

**MARTIN BROS.,**  
 Mount Forest, Ont.

Oats and Feed a Specialty.

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

FINE GOODS OUR SPECIALTY.

MUNGO CIGARS, EXCEPTIONALLY FINE.