

THE CANADIAN GROCER

VOL. VIII

TORONTO, DECEMBER 14, 1894.

No. 50

Manufacturers by Special Warrant
To Her Majesty THE QUEEN



COLMAN'S MUSTARD

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

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS

INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862 Only Silver Medal Paris 1875
Only Medal Dublin 1865 Grand Gold Medal Moscow 1872 & 82

Trade Mark Bull's Head

1878 CROSS OF THE LEGION OF HONOUR

**IF YOU WISH TO INCREASE YOUR TRADE
AND GIVE SATISFACTION TO YOUR CUSTOMERS
SELL**

HUNTLEY & PALMERS

ENGLISH BISCUITS

**KNOWN IN ALL PARTS OF THE WORLD FOR THE EXCELLENCE
OF THEIR QUALITY AND GREAT VARIETY**

MANUFACTURERS TO HER MAJESTY THE QUEEN, ETC.

READING AND LONDON, ENGLAND

FOR PRICES APPLY TO THEIR REPRESENTATIVE :

MR. EDWARD VALPY, 28 Reade Street, NEW YORK, or direct.

LA CADENA—CREAM OF THE HAVANA CROP.

ALWAYS THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT AND DERBY STOKING TOBACCO.

PRIZE MEDALS IN COMPETITION WITH THE WORLD.

LA FLORA, 10c.

EL PADRE, 10c.

THE CANADIAN GROCER

A BLOW

At Imitations



Somerville's "Mexican Fruit"

Is the **only** genuine Mexican Fruit
Chewing Gum manufactured.

DO you keep it
in stock?

C. R. SOMERVILLE

LONDON, CANADA



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MON

Standard Goods THE Best to Handle



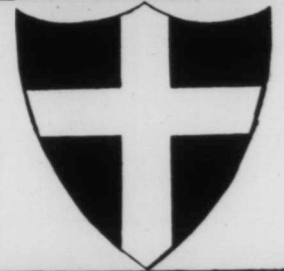
THEY STAND AT THE HEAD

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

And are

FOR SALE BY LEADING HOUSES EVERYWHERE.

VERDIN COOKE'S



PURE ENGLISH SALT

ANALYSIS OF

Verdin Cooke's Table and Dairy Salt

"I find this Salt to be remarkably free from foreign substances, there being no trace of Nitrates and Calcium Chlorides."

Chloride of Sodium	99.33
Sodium Sulphate,	trace
Calcium Sulphate,	trace

For Sale by

Ed. Adams & Co., London, Ont.
F. W. Fearman, Hamilton, Ont.

W. F. BEST, Analytical Chemist,
Dominion Analyst.

Fry's

80 Medals

Highest honors at Chicago

It pays to sell them.



Always reliable.



Purveyors of chocolate to Her Majesty the Queen
BY ROYAL APPOINTMENT

AGENTS FOR CANADA

ARTHUR P. TIPPET & Co.

MONTREAL, P.Q.

TORONTO, ONT.

ST. JOHN, N.B.



Grand Mogul Tea Lion Digestive Coffee

Always and everywhere the same, the two great winners of trade. Everything comes to him who is patient. Try others first. You will be better pleased with the unequalled quality of these two great lines.

Aunt Polly SELF-RISING Pancake Flour

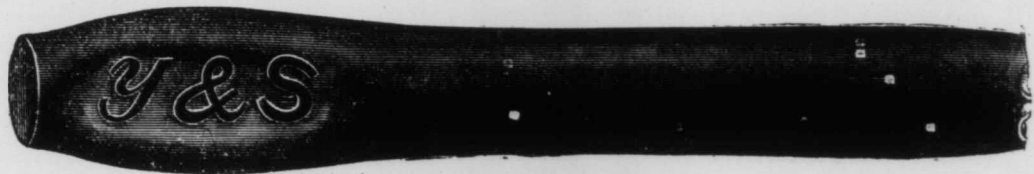
100 lb. Kegs and 2½ lb. Packages.
The nicest Pancake Flour ever offered.

Ceylo-China Tea

To introduce we offer a New York Canister free with first chest. Handsomest tin ever offered.

T. B. ESCOTT & CO., Sole Agents, London, Ont.

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



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

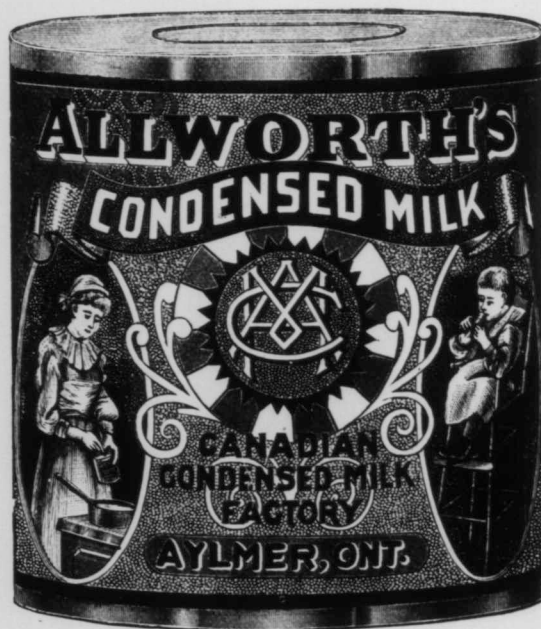
Manufactured exclusively by

PURE CALABRIA

"Y & S" LICORICE

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

YOUNG & SMYLLIE, Brooklyn, N.Y.



ONCE IS ENOUGH

To try it. It is always the same, so that one fair trial decides the matter once and for all.

Have you thus reached the deciding point?

AGENTS:

HALIFAX, N.S.—E. ERB & Co.
ST. JOHN, N. B.—E. T. STURDEE.
WINNIPEG.—A. HARVEY.
VANCOUVER.—G. J. WONDER & Co.

The Canadian Condensed Milk Factory

**D. MARSHALL &
ALLWORTH, Proprietors**

AYLMER, ONT.

.. They are

PEERLESS



Rose & Laflamme, - Montreal.

KOFF NO MORE

WATSON'S COUGH DROPS

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

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



Kippered Herrings

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

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

SALT HERRINGS IN KEGS. "CROWN" BRAND.

All Selected Fish from the famed Aberdeen Fisheries.

FOR SALE BY ALL LEADING GROCERS.

WALTER R. WONHAM & SONS,

Sole Agents for Canada, MONTREAL.

Marshall & Co.,

Spring Garden Works, ABERDEEN, SCOTLAND.

There's a . . . Something . . .

about our lines of Chocolate that makes them general favorites everywhere. We don't know what it is except that they are carefully prepared and pure. Our "French Chocolate" is one of the oldest and best known of Canadian Chocolates. Flavor unsurpassed. "Beaver Chocolate," a new pound package, retails at 30 cents per lb., a popular brand at a popular price.

Todhunter, Mitchell & Co.

TORONTO.

BATTY & CO., LONDON, ENGLAND

Batty's
Nabob
Pickles
Crown
Pickles



Batty's
Nabob
Sauce
Batty's
Worcester
Sauce

For sale by Leading Wholesale Grocers.

WRIGHT & COPP, Dominion Agents **Toronto**

Table Dressing Novelties

Manufactured by

MANSELL, HUNT, CATTY & CO.

LIMITED

LONDON, ENGLAND.



The Collar Closed



The Collar Expanded

THE PIE AND CAKE COLLARS here shown are the neatest and most unique Table Dressing Novelties on the market. They will fit almost any dish, and can be used a number of times. Made in assorted colors, plain or striped.

There is still time to procure some of these goods for the Holiday Trade. We have everything in the way of Soufflet Cases, Ice Cases, Japanese Napkins, etc.

**Display them on your Counter
and they will sell at sight.**

Sole Agents in Canada:

DOMINION PAPER BOX Co.

36-38 Adelaide St. West

TORONTO.



A MOST necessary requisite in the keeping of a grocery is to have the standard, the best, and the most favorably known articles for sale. You don't then have to explain their merits to your customer. They probably know as much as you, about that same article.

On the other hand, a poor unknown article of questionable quality and unquestionable price is something you haven't the time to experiment with, nor the inclination to risk your standing among good customers with.

E. B. Eddy's Matches are extensively, aggressively, and persistently advertised in every city, town, and village of importance in Canada.

They have stood the test of 44 years' time and are pre-eminently the best matches in every respect, made in this country.

Order a 5-Case lot from your Wholesaler or Jobber and always keep them in stock.

THE **E. B. EDDY CO., Hull, Canada**

ALSO . . .

MONTREAL, TORONTO, QUEBEC,
HAMILTON, KINGSTON, ST. JOHN,
HALIFAX, WINNIPEG, VICTORIA,
ST. JOHNS, Nfld.



Know all Grocers

THE
**400 Select
Congou**

**Dalu-Kola
Congou**

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**Imperial
Congou**

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**Russian
Congou**

That our STANDARD LINES OF BLACK TEAS are the best.

That their rich flavor and invigorating qualities make them especial favorites.

That their standard of quality is never changed.

That a customer once secured is always retained.

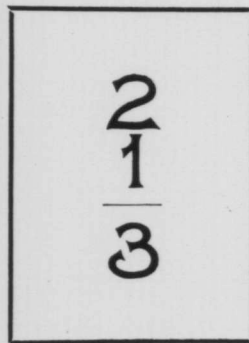
That thousands are daily delighted with these teas.

That there is money in them for you.

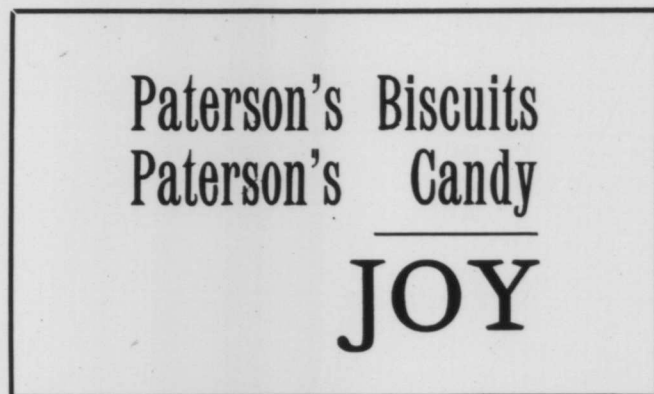
That you are not alive to your best business interests if you do not handle one or more of these lines.

W. H. Gillard & Co., Wholesalers Only . . . **Hamilton, Ont.**

JOHN MOUAT, Northwest Representative, WINNIPEG.



AN AD.



ANOTHER ONE

THE MAKERS — **WE** ARE JOYFUL
THE DEALERS — **YOU** ARE JOYFUL
THE PEOPLE — **THEY** ARE JOYFUL

WM. PATERSON & SON
BRANTFORD

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Vol. VIII.

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

THE CANADIAN GROCER

Vol. VIII. (Published Weekly)

TORONTO AND MONTREAL, DECEMBER 14, 1894

(\$2.00 per Year) No. 50

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

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and
TRADE JOURNAL PUBLISHERS.

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TARIFF DISCRIMINATION.

THE GROCER has more than once had occasion to compliment Hon. Mr. Wallace, Controller of Customs, for the satisfactory way in which he has administered the affairs of his department.

Two important reforms are still necessary: The present acting commissioner should be transferred to some other work for which, by his training, he is better adapted; and a Dominion Board of Appraisers should be established.

Mr. Waters, the acting commissioner, if we mistake not, was accountant of the department, and, on Mr. Johnson's superannuation, was given the appointment by Mr. Bowell.

Some men would have adapted themselves to the position, but not so with Mr. Waters, whose acts are a source of irritation and worry to the business men. His decisions are being constantly reversed by Mr. Wallace, and the impression is that more would be if the importers made stronger representations.

It cannot be expected that a head will interfere with the rulings of a man in his

department, though he may know they are not correct.

Until there is a Dominion Board of Appraisers, there will always be inequalities in the ratings at different ports. There are constant complaints of these different ratings.

A London, Ont, firm has been underselling all other parts of Canada in a certain article, because it is rated for duty under a different heading. Toronto merchants have brought in Chicago goods via Montreal and paid the freight up, because it was cheaper to do that than pass them at the higher rate of duty obtaining in Toronto.

A certain large importer in Montreal can buy a particular line of goods much cheaper in London and New York than can a small dealer in Kingston, yet the latter has persistently undersold the large buyer; it was found that he was able to do so because the appraiser at Kingston allowed the goods in about 30 per cent. less than the Montreal appraiser asked.

Halifax and St. John firms have both brought in certain articles of dry goods and hardware through Montreal and western points.

All this, it can easily be seen, is manifestly unfair. The only remedy is a Dominion Board of Appraisers, such as they have in the States, composed of experienced business men representing the different departments of trade, together with a good lawyer—no party hack. There are plenty of capable men to be found in the wholesale and retail houses throughout the country. There are also many other questions of importance for such a body to deal with.

Have a set purpose and determine to achieve a certain object.

CREDIT, NOT CAPITAL, THE CAUSE.

WHEN a wholesale or retail merchant or manufacturer applies to a bank for a loan, or for a line of credit in the purchase of goods, he is usually asked for a statement of his financial position. He produces one, in which he generally shows a large sum due him on account.

This is usually classed as a valuable asset, and too frequently bankers and dealers do not take the trouble to inquire how many of these debts are worth anything at all.

As a rule, such a statement would be a valuable aid in getting at the character of the business done.

It has been shown that insufficient capital is put on record as the cause of a large proportion of the failures. On inquiry, insufficient capital means that the dealer began with enough, but by giving goods away on credit he had not the money to buy more.

He gets more goods on past credit, and gives them away on the same terms, and eventually he owes so much that his creditors refuse to sell any more unless he pays cash. He cannot do so because his original capital is distributed among many small people, to whom he gave it in the shape of goods on credit.

The creditors seize his stock. He is thrown on the street with a damaged reputation and no money, and he has to begin life over again. His failure is put down: "Lack of capital."

Many a trader could be saved if the firm from whom he buys goods, or the bank with which he does business, would frequently scrutinize his dealings with his customers, when the amounts he has on credit would show him the danger of the course he is pursuing.

BUSINESS MEN AND THE COUNCIL.

A WAKENING at last to a sense of their duty in municipal matters are the citizens of Toronto.

Suspected for some years have been the characters of the boodling aldermen whom Judge McDougall's court has been exposing during the past few weeks. And while some efforts were made to remedy matters, these efforts were passive and ineffectual, for, instead of getting better, matters have got worse.

First the wards were re-organized, it being hoped by this means to secure a better class of aldermen; but the results obtained were the very opposite of those desired.

Next the cry went up for sound business men in the Council, and because business men did not respond to the call with that alacrity which it was thought they should, they were charged with shirking their duty.

But all the fault was not with the business men. Some of the best of them that did volunteer their services in the city's behalf were rejected, and those who had either political or society influence, but no adaptability, accepted.

Discouraged and disgusted, those who had worked for reform along this line had about concluded that the electorate was not honest in its professions. And they certainly had some ground on which to base such a premise.

But as long as the present system obtains slim are the prospects for securing a city council of the desired calibre.

Business needs closer attention to-day than it ever probably has since man first took to commercial pursuits; and while Toronto has to-day Cincinnatus' enough who are willing to devote some of their time for the good of the city, yet they cannot, nor should they be expected, give as much of their time as the office of alderman demands.

What is wanted is a separation of the executive and legislative functions of the Council, as suggested at the mass meeting of the citizens the other night.

Demand only that an alderman be required to attend the regular sittings of the Council and an occasional committee meeting, and there will soon be business men enough to volunteer their services for the honor of the thing whom the city could not now entice from their business duties by any remuneration it could afford to offer.

Honor is all right when it does not take the bread and butter out of a man's mouth, which is practically what the demands upon an alderman under the present system do—except, of course, the boodling aldermen: In their mouths it puts bread and butter.

BAD TIME FOR APPLE EXPORTERS.

PRACTICALLY all that THE GROCER predicted some months ago regarding the export apple trade has come to pass. It has been unsatisfactory, and the only apple men who are in pocket are those who refrained from exporting.

So bad has it become lately that the prices obtained in many instances have been little better than the freights.

The cause of a good deal of this is the unusual competition which Canada has had to encounter in the British market from the United States.

Last year the United States was not a factor: she was a buyer rather than a seller. This year the very opposite obtains, her exportable supply being larger than ever before.

Then, too—against the grain as it is to acknowledge it—the exporters on the other side of the line have been sending a better class of fruit, taking it all round, than have we. Not because the apples produced in the United States are better than those in Canada, for within the Dominion are to be found the best apples in the world. The Exposition at Chicago demonstrated that, if nothing ever did before. The reason our cousins to the south have been laying down uniformly better fruit in Liverpool is that they have sent only their very best, and kept the medium and poor fruit for home consumption.

It is to be regretted that Canadians do not profit more than they do by the object lessons that are repeatedly being taught them.

Upon the English butter market they are gradually counting for less, instead of more, as they should do, in view of the climatic and other favorable conditions for butter-making which this country possesses.

In cheese we are on that market without a peer; but we have exporters who, for the momentary advantage they may reap, risk weakening the position we occupy by representing the article they are selling to be a different make from what it really is.

And in this matter of the export apple trade, there is the combination of the de-

signedly careless and the ignorantly careless, the one of whom should be amenable to the law, and the other should be restrained from assisting in the killing of an important branch of the country's trade.

But one advantage that the American exporters have over the Canadian is that the former are putting their apples on board the steamers at about 50c. per barrel less than are the latter. Spies, Baldwins and Greenings grown in the New England States are even being laid down in Chicago at \$2 to \$2 10, which is obviously better than Canadians can do. In other words, apples are cheaper in the United States than they are in Canada, and this has given the apple men an advantage on the English market, as well as preserved to them their home trade. So Canadian exporters have had more against them than their own carelessness; but the one is no excuse for the other.

WELL DONE, MR. BARRON.

GROCER Barron, of Toronto, is to be commended for prosecuting the farmer from whom he bought apples which had been packed with a view to defrauding the purchaser.

According to the evidence adduced in court, what was practically a barrel of worthless apples had been "topped" with good fruit, and, of course, sold as the latter quality.

This practice is all too common, but seldom, for various reasons, are the culprits brought to justice. Sometimes their victims refrain from prosecuting because of the demands, etc., which such a process would make upon their time. Others again, as Mr. Barron might have done, are satisfied with getting back their money and allowing the dishonest seller to take away his apples. Obviously this latter way is the worst of the two, for practically it is compounding a felony.

The only right thing is to do as Mr. Barron did—call in the police. If for no other reason, it should be done in justice to the trade, in justice to society.

Have you got your store and window in shape for the holiday trade? If you have not, it is about time you had. Remember an attractive store and window count for much during the season when the love of the beautiful obtains more fully than at any other time of the year.

THE LAW

AT the Parmer tariff prohibited tea. The tea that sha

Tea adulterated with leaves, or containing other deleterious

This clause Government the matter. defining the months agreement is coming to getting the reg to the app entry.

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THE LAW RE ADULTERATED TEA.

AT the last session of the Dominion Parliament, a clause, it will be remembered, was inserted in the new tariff prohibiting the importation of adulterated tea. The clause describing the kind of tea that shall be prohibited reads:

Tea adulterated with spurious leaf, or with exhausted leaves, or containing so great an admixture of chemical or other deleterious substances as to make it unfit for use.

This clause has not yet been enforced. The Government, however, has not been idle in the matter. The necessary Order-in-Council defining the law was passed a couple of months ago. And now the Customs Department is conferring with the trade with a view to getting an expression of opinion regarding the regulations before they are sent out to the appraisers at the different ports of entry.

As the prohibitory clause in the Tariff Law stands, obviously some ruling was necessary in order that the different appraisers might have some uniform and well defined line to follow in determining when tea is not fit for use. And this is one of the things which the Order-in-Council in question has done.

Tea, it says, shall be considered as adulterated which contains leaves other than those of the tea plant, or previously infused leaves or leaves of inferior quality to such an extent as to reduce the amount of extract or substance soluble in hot water to less than 30 per cent., or cause the proportion of ash soluble in hot water to be less than 2½ per cent.; or any admixture of chemicals or other deleterious substances; or such an amount of mineral matter as will cause the amount of ash to exceed 8 per cent, reckoned on the samp'e dried at 1,000 degrees.

THE GROCER is given to understand that the rules for the guidance of the appraisers are full and explicit, and that no man of ordinary intelligence will experience any difficulty in interpreting them.

It is gratifying to know this, but it is still more so to know that a law is likely soon to be in operation that promises to shut out spurious teas.

The sooner the law is enforced the better. For too long has Canada been made the dumping ground of these undesirable teas. If they were so bad that the inspector at New York would not allow them entry at that port, it was, "Oh, send them to Canada," and to Canada they usually came. The game is now up.

MONEY AND STOCKS.

THE money market is very easy. Loans on first-class security, sharp call, rule at 4 per cent. Ordinary security, 4½ per cent. for time loans.

A large number of shares, especially in the loan companies, will be ex-div. to-morrow, the 15th, consequently there has been very little dealing the past week.

A large number of the banks have just paid their dividends, causing a nice little sum of money to go into circulation.

In consequence of the approach of the holiday season and the adjustment of accounts at the end of the year, not much at-

declaration of dividends, cables are again stronger.

Insurance stocks are decidedly stronger, owing to the losses for the current year being very much less than in 1893.

It is probable that there will not be any lowering of discounts on commercial paper as a result of the decreased rate on deposits. Discounts are still 6 per cent. on gilt-edged paper and 7 per cent. on ordinary.

A trust has been formed in London by the family and friends of Baring Bros., whose failure startled the world some years ago. The object sought is the laudable one of paying off the amount still owing the Bank of England and nursing the remaining assets. The debt due the bank is about £1,500,000, but the assets remaining show a surplus nominally £700,000 in excess of that sum. Surprising as was the Baring failure, scarcely less so is the satisfactory manner in which the liquidation has been carried on.

The two statements of the New York Associated Banks, issued since the payments on the new \$50,000,000 bond were made, show that the banks lost \$39,705,200. It is obvious from what source came most of the gold that went to replenish Uncle Sam's depleted reserve.

According to reports received by the Director of the United States Mint at Washington, the gold production of the calendar year will be about \$170,000,000, with the probability of it being more rather than less. The net result, even if it does not show a larger production than \$170,000,000, will almost exactly equal the average value of the world's output of both gold and silver from 1861 to 1865. A like increase of \$13,000,000 in 1895 will carry the output of gold alone to \$183,000,000, which will almost equal the annual average output of both gold and silver from 1866 to 1873, just before the demonetization of silver in Germany. The production of gold alone, according to the mint estimates, already exceeds the amount of both gold and silver annually available for monetary uses during the years of the greatest production of the white metal, so that the world continues to be as largely supplied with new metallic money as before the suspension of the free coinage of silver.

ARGUROS.

Twelve and a half million bushels of Manitoba wheat were moved during the fall, and of this amount 90 per cent. was carried in American bottoms to Buffalo for export via New York, the Canadian export route, via Kingston and Montreal, having been this season more neglected than usual.

**DON'T
FORGET
OUR
SPECIAL
CHRISTMAS
NUMBER
NEXT
WEEK**

•

**All changes of advertisement
must be in by noon on
Monday, Dec. 17th.**

tention is being given to speculation; nor will there be much until 1895 has made its bow.

The banks are cutting down their rates of interest on deposits. They declare they will pay no interest on current accounts and only 3 per cent. on savings bank accounts, and then only on money that has remained 30 days. This reduction in the rate of interest is calculated to put more money into interest bearing securities and industrial ventures.

Bonds are now in demand and it is difficult to buy those that will pay the investor better than 3½ per cent. On account of the usual

OUR LEADING RETAILERS.

H. T. BARKER.

PROMINENT amongst the retail grocery trade of Canada stands H. T. Barker, of Stratford. His untiring energy, strict integrity, and clear-sighted business ability, together with his ever-courteous, painstaking treatment of customers, have built up for him one of the best retail trades in the county of Perth, besides winning him a host of warm personal friends. To Mrs. Barker, however, must be conceded a goodly share of the credit, for in very truth has she been his partner, not only in social, but business life, and it was she who first entered the channel which has brought them to prosperity.

Mr. Barker is a thorough Canadian, and proud of the land of his birth. He was born in Galt in 1843, and spent his boyhood days on a farm, where he graduated in the art of clearing land, building stump fences, and generally roughing it; working hard all summer, and attending the old log school during the winter months. Drifting away from the old homestead, he finally learned shoemaking, and for several years contented himself with that at a very moderate salary.

At the age of twenty-five he married, and from that date he began to prosper. Mrs. Barker, taking an active interest in the new firm, and wishing to add to its capital, began a small grocery business, from which the present business sprung, while Mr. Barker continued his shoemaking. Soon, however, the interests of the grocery department grew, until it required the attention of both, and the shoemaking was given up for more lucrative and congenial employment. "Our first store," says Mr. Barker, "was eleven feet long, with a nine-foot counter. Our present store is one hundred feet long." H. T. Barker's is accounted one of the best equipped general stores in the west, for the proprietor does not confine himself strictly to groceries, but carries an extensive stock of dry goods, boots and shoes, etc.

Mr. Barker is a practical grocer in every respect, and attributes his success to carefully watching details, acquiring a good knowledge of teas, keeping posted as to prices and markets through the medium of some good trade journal, and above all things always having a pleasant and courteous word for his friends. In the matter of giving credit, he has struck a happy medium, and by keeping so well in touch with his customers scarcely ever makes a loss in this respect, although he believes that the time will come when a strict cash system will be universally adopted by the retail grocers of Canada. He is a strong advocate of integrity

in business, and says: "I always make it a point to deal with honest travelers, who represent good houses, and when I find a traveler misrepresenting his goods he invariably loses the next order."

Mr. Barker believes in the old adage, that "All work and no play makes Jack a dull boy," and he and Mrs. Barker have taken several extensive trips, returning refreshed, invigorated, and loaded with new and broadened ideas for the advancement of their business interests. England, the Northwest and the World's Fair are amongst the places of interest visited.

Amidst the hurry and bustle of active business life Mr. Barker has found time to successfully represent his ward in the Council, and is known as an active and prominent worker in the Methodist church, be-



H. T. BARKER, STRATFORD.

sides being a liberal exponent of all matters charitable. Mr. Barker has been successful, he has deserved it, and THE GROCER wishes him many years of continued prosperity.

INFERIOR CONDENSED MILK.

The public are not generally aware of the fact that certain brands of condensed milk are made of milk from which the cream has been removed by means of a separator. It is not always possible to discover by the label upon the package the real nature of the contents. Neither is it easy to test, by a cursory examination, the difference between this separated milk and milk which contains the normal amount of cream. But the great difference in the nutritive value of skimmed, or separated, milk and full cream renders it important to call attention to this fraudulent practice. Young children fed upon such milk would be almost certain to fall into a state of amaurosis (wasting) for lack of sufficient oleaginous material.—British Medical Journal.

A good, normal, condensed milk should contain 7 to 9 per cent. of fat, but some of

the samples examined by the Government analyst showed only one-third of one per cent. A new milk has just been put on the Canadian market, which has been examined, and the percentage of fat varies from .99 to 1.38 per cent. This is utterly unfit to be fed to a child. It shows that the cream has been skimmed off and made into butter. No healthy cow's milk contains less than 3 per cent. of fat. Dealers should handle only the best brands, which are put up by responsible firms, such as Allworth & Co., Forrest Canning Co., and the Truro Condensed Milk Co. All of these, when examined by the public analysts, averaged over 8 per cent. of fat.

One of THE GROCER'S subscribers—a wholesale merchant—had an experience with one of these inferior milks. It was not until his child was at death's door that a skilful physician, brought from Philadelphia, discovered that the illness was due to non-nutritious milk. Another brand was used, and the child, with a little care, soon recovered.

There is more in this for the dealer than appears on the face. This fact should be impressed on all mothers. It should also be shown that much of the milk supplied by dairymen is unfit for infants' food. Doctors say that many diseases are contracted through germs in the milk from unhealthy cows, and from unhealthy surroundings. Condensed milk is first sterilized, when all such germs are destroyed. As a rule, the manufacturers inspect the herds from which their supply of milk comes, and owners are compelled to keep them clean and healthy. Every can of milk is tested at the factory, and it is impossible for farmers to work off skimmed milk. When consumers generally understand the dangers that lurk in milk as ordinarily supplied by dairymen, there will be an increased trade in condensed goods.

Grocers should encourage this trade; it means an increased business.

Established 1850

CHRISTMAS CANDLES.

36s and 48s, Assorted Colors

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

Toronto, Ont. Vancouver, B.C.

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FROM
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A large assortment of

HOLIDAY AND STAPLE GROCERIES

WE ARE IN A POSITION TO SHIP
WITH DISPATCH

Telephone or Wire us at Our Expense.

At lowest possible figures. . . .

LUCAS, STEELE & BRISTOL, - HAMILTON
WHOLESALE GROCERS

Table Raisins
Valencia Raisins
Sultana Raisins,
Currants

Prunes
Dates
Figs
Peels

Almonds
Filberts
Walnuts
Brazils

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

BALFOUR & Co. TELEPHONE NO. 439 HAMILTON.

James Turner & Co.

WHOLESALE AGENTS.

HAMILTON, ONT.



Makes Fine Soup. Tones Up Delicate Stomachs.

Is First Rate For Dyspepsia.

Is Used Very Acceptably For Hot Drinks.

Will Do More Than Beef Tea And Costs Less.

Carries Out All The Advertisers Promise.

Packed in Quarts, Pints, or Half-Pints.

TWO WEAK POINTS IN TRADE.

THERE are two weak points which THE GROCER has observed in the business methods of many insolvent traders. In fact, they were common to all whose failure was a legitimate one.

They were poor collectors and carried over too much old stock.

If a firm is strong enough to have two members, one of them should devote his energies to the financial end, leaving the buying and selling to the other.

If there be but one, his first duty should be to look after his collections. Clerks can buy and sell goods, but they cannot be depended on to look after collections. Often a customer is lost by the merchant not insisting on prompt payment of accounts. He gets so far behind that he can never pay up. Knowing this, he avoids the store where he owes so much, and goes to another. If the latter insists on cash or regular settlements, he gets it and retains the trade. The buyer can always go to his store without fear of being worried about an overdue account or being told that he may have only a limited quantity of goods.

THE GROCER saw a stock in an insolvent's a few days ago that had been in his store for over sixteen years. The goods sold well at one time but are now practically worthless.

The merchant did not figure that his loss

was not the original cost of the goods, but it was that cost, plus compound interest for sixteen years, which would amount to more than double first cost.

It is better to take a small first loss than to hold stock until it is unsalable. But unfortunately few merchants see it in this light.

RATES OF INSURANCE.

IT is often the custom in these latter days to dwell upon the peculiar downward tendency of prices, bank rates, etc.

But there is one thing that is appreciating rather than depreciating, and that is fire insurance rates. Even life insurance is getting cheaper, but not so with fire insurance.

For some months past the big combination of insurance companies known as the Underwriters' Association has been engaged in the task of notifying the different cities that higher rates of insurance must hereafter be paid. Hamilton and Winnipeg are among the latest to be notified to this effect.

Turning to the last report of the Superintendent of Insurance, it is learned that the percentage of losses paid to premiums received was last year 74.37, against 67.22 in 1892, and an average of 69.52 during the last 25 years. Although the official report for 1894 has not yet been issued, the losses during the current year have been less than

in 1893. Notwithstanding this, however, the Underwriters' Association persists in demanding higher rates.

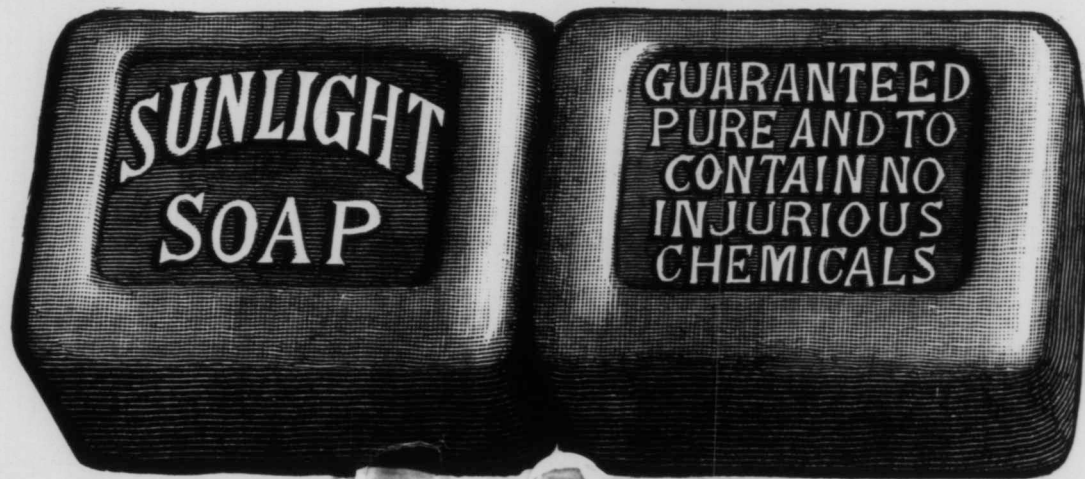
Among insurance companies there are concerns whose expenditure, either from mismanagement or concurrence of unfortunate circumstances, last year exceeded their revenue. These non-paying companies, as well as those showing a balance on the right side of the ledger, were, of course, taken into consideration when the ratio in question was being compiled.

But, notwithstanding this, there is over 25 per cent. left for running expenses and the payment of dividends.

If the mercantile houses in the country could in the aggregate show the same results they would think they were doing pretty well, especially in times of trade quietude like the present.

If the insurance companies of the country are not making as good profits as desired, they should cut down expenses, and not, because they have the power, squeeze tighter the business men of the country who have already been paying high enough rates for the insurance they carry.

The air is at the moment full of schemes for the promotion of municipal insurance, and there has been nothing in modern days that has so stimulated these schemes as the arbitrary behests of the Underwriters' Association.



SUCCESS
CAME TO

SUNLIGHT SOAP

BECAUSE IT IS PURE AND SURE

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

It pays Grocers to sell it.

It pays Customers to buy it.

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two week
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All orders

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LAST CHANCE

Is your stock complete for the Christmas Trade? If not, do not delay in ordering what you may require. You have only about

two weeks left in which the bulk of the Holiday Trade will be done. Might say our stock is complete in all lines suitable **FOR THE CHRISTMAS TRADE**, and prices right. All orders will be promptly shipped. Letter orders will have our special attention.

H. P. Eckardt & Co.

Wholesale Grocers.

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OTHER SPECIALTIES.

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ROSE & LAFLAMME, Montreal.

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BRUNNER, MOND & CO., Ltd.

NORTHWICH, ENGLAND

MANUFACTURERS OF



BICARBONATE of SODA

REFINED and RECRYSTALIZED--The Purest and Cheapest in the Market

SODA CRYSTALS

Of the Finest Quality.

In Barrels and Drums.

Orders for direct importation from the Wholesale Trade only.

WINN & HOLLAND

MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA

Fine Chocolate Goods

Three Grades

**Supreme
Extra Fine
Elite**

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

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

Price Lists on application.

ELITE is our cheapest grade and is splendid value.

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

Our Price is the Lowest

FOR

ARGUIMBAU LAYER VALENCIAS IN ROUND LOTS

In 7, 14 and 28 lb. Flat Boxes.

M. Masuret & Co. London, Ont.

A QUESTION RE CHEESE.

THE American trade papers have of late been commenting on the fact that the price of cheese in New York has ruled from $\frac{3}{4}$ to 1c. higher this fall than it has in Montreal; and they put the query: Has Canada taken to making skim cheese? and does her fall stock now consist of that class of goods? Or has the home demand so affected prices across the lines as to fix values on the American markets, irrespective of the export business?

The latter explanation is the correct one; it is the home demand in New York that keeps prices up, for it is a well-known fact that the great bulk of the export business this fall at that point was restricted to under-priced stock, as exporters could not afford to pay the prices that were asked for other goods.

This American home demand is expanding every year, and shrewd operators in the cheese trade at Montreal hold that the time is not far distant when the United States will consume nearly all the cheese that it produces.

For this reason Canada will have to fill a still larger void every year; in fact, it is possible that she may have to supply wants south of the line as well as in England.

As to the disparity in prices this year, the quality of the Canadian cheese has

nothing whatever to do with it. The American consumer generally forces prices up across the lines every year at this season, and is doing so this fall. Then, again, speculation forced prices in Canada unduly high in the early part of September, and the market has not got over the reaction yet.

The best proof of the fact that Canadian cheese is in greater favor than ever in England is the largely increased exports from Canada this season, whereas those from New York are very little in excess of those for last year.

STILL CHEAPER SUGAR.

The unsettled feeling in sugar that we have already referred to continues, and on Thursday last the Montreal refiners decided to make a still further concession to the consuming public.

It looks very much, therefore, as if we were going to have very cheap sugar this winter, on account of the competition of German granulated, which is offering in round lots at \$3.60.

The quality of it leaves much to be desired, but the low price tempts buyers; and increasing quantities of it are going into consumption every week.

As a result of this, the supply of yellow sugars, which, previous to the German

competition, had been light, is increasing, and the tone on them is very easy also.

The quotable price for ordinary lots of granulated is unchanged at the time of writing, but, as we have said, on Thursday last several round lots left refiners' hands in Montreal at a decline of 1-16c., and it is possible that by the time this appears it will be the regularly established price.

C.P.R. GETS A NEW BRANCH.

The Canadian Pacific Railway Company has bound itself to construct and operate the Montreal and Ottawa railway as far west as Alfred Village in 1895. By the agreement which the Canadian Pacific railway has entered into it is to expend \$50,000 on construction, in addition to the \$100,000 which it had in its agreement with the Dominion Government bound itself to expend during the year 1896.

Regarding the assistance asked from the Dominion Government for the building of the Hudson's Bay railway, Robert Rodgers, of Winnipeg, who has arrived home from Ottawa, says that he has the best authority for stating that it will be granted, and that the Government's answer to that effect will be announced in a few days. In this event the work on the road will be proceeded with at once.



THE DELIGHT OF EPICURES

The first on the market. All others are Imitations.

FOR PIQUANCY OF

Flavor, Color, Taste, Aroma,
and General Excellence

They are incomparably the best.

WRIGHT & COPP, DOMINION AGENTS, TORONTO

LOOK
AT THESE

FIGS

14	oz. boxes, fine quality, at	- - -	8	cts. box
10	lb. " Superior 4 Row Erbeily, at		9½	" lb.
16	lb. " Choice Eleme, at	- -	8	" "
20	lb. " "Royal Excelsior" <small>Large Figs</small> at		13	" "
4	lb. " Finest "Locoums," at		14	" "

(THESE ARE FINEST IMPORTED)

Mixed Candies, (brown) Barrels only, at 4¾ cents

THE **EBY, BLAIN COMPANY** LTD.

Wholesale Grocers

TORONTO - - ONTARIO

REGARDING RETAILERS.

MRS. S. C. RAUSON is opening in the grocery business at Minnedosa, Man.

The stock of the estate of the late John Tindal, of Fergus, has been sold to C. M. Beatty.

Hugh Mitchell's general stock at Fergus has been sold at 50 cents on the dollar to Small & Co.

A grocery and provision business is being opened up in Coldwater by South & Orton in the store formerly occupied by J. A. Read.

Fred. S. Sneath is opening up a grocery store in the premises formerly occupied by Nicoll & Stewart, Augusta and Nassau streets, Toronto.

Mr. Slaght, of Slaght & Gordon, Woodstock, who dissolved a short time ago, is starting into business again on his own behalf in that city.

Barnes & Padget, Toronto Junction, have moved into their new premises. Their store is 100 feet long by 35 feet wide. In the rear of the store is a warehouse 40 feet square.

It was mentioned in last week's GROCER that the business of Thomas Mulcahey, Orillia, had been bought out by Crawford & Walker. The transaction, however, did not go through, as stated, Mr. Walker, for some reason, not materializing. The business was,

however, purchased by Mr. Crawford, of Lynch & Co., who will carry on the business.

J. Armstrong, grocer, Peterboro, will move into a new store about the first of the new year. The store is in course of erection, is on the corner of two streets, and will be one of the finest in Peterboro.

J. Mitchell, of G. Mitchell & Son, groceries, provisions, etc., Cobourg, has gone to Montreal, where he has entered the butchering business. The Cobourg business is being carried on by G. Mitchell and another brother.

DON'T ASSIGN.

"I RECENTLY prevented a merchant from making an assignment," said Mr. Lightbound, the wholesale grocer, to THE CANADIAN GROCER, "and I wish other merchants would do the same. The man is now hustling about his work and doing more business than for many a day. He was discouraged because trade was quiet, and lacked grit. He was thoroughly honest and was afraid he would get into a deeper hole, if he continued. All he needed was someone to give him a little backbone, when he would come out all right. I have seen many who had given up when there was no necessity for it. Often they

tell their troubles to their friends. They reach the ears of a trustee or assignee, who at once goes to them and tells them they are foolish to struggle any longer. 'Just assign and I will see you through,' are his words; 'you can then start afresh; buy in your stock and you can make money?' When the estate is wound up it is often found that it takes most of what it is worth to pay the assignee. There is little, and sometimes nothing, for the creditors. When a man is in difficulty, he should lay the matter before his creditors and take their advice. Often they can help him to tide over his troubles, for they are as deeply interested as he."

"Yes," chimed in P. C. Larkin who was standing by, "there are too many unnecessary assignments, for which these trustees are responsible. I do not think there are more than two or three trustees who can be depended upon to wind up an estate in any but their own interests." And this seems to be the opinion of many in the trade.

The merchants of Virden are indignant because the Manitoba grain combine are keeping the price of wheat at that town below what is paid at adjacent towns, and thus diverting trade from Virden. Accordingly, the merchants have decided to go into the grain business themselves, and have put buyers on the market with instructions to raise the price of wheat.

Buckwheat Flour

(SELF-RISING)

Choicest of Ingredients. Prepared with scrupulous care.

PRODUCE AN ARTICLE

"FIT FOR A KING"

In 2½ lb. Packages, 2 doz. per case.
In 5 lb. Packages, 1 doz. per case.

Write us for Samples and full particulars at once.

THE IRELAND NATIONAL FOOD CO., LTD.

MILLERS AND MANUFACTURERS OF

CHOICE BREAKFAST CEREAL FOODS

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

TORONTO, CANADA



The most attractive package on the market. It sells at sight.



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MARKETS AND MARKET NOTES

TORONTO MARKETS.

TORONTO, Dec. 13, 1894.

GROCERIES.

THE retail trade has been supplied with the bulk of the goods required for the holiday trade, and consequently the volume of business in a wholesale way has declined to small proportions. A good many orders are still being filled for foreign dried fruits. Currants, prunes and almonds are all higher in the primary markets. Nuts are at the moment receiving the most attention, stocks having been completed this week in all kinds. The market is brisk in this line. The sugar market is dull and demoralized, with prices ruling lower than a week ago. Teas are quiet. Some lines of Indian and Ceylon teas were lower on the London market last week, but the market is firmer this week. Very few Rio coffees are to be had on this market, and demand is good. Canned goods are quiet and prices steady, with prospect of a stronger market when the demand increases. Trade in foreign green fruits is brisk, with oranges firmer and lemons slightly easier. Payments show a little improvement.

CANNED GOODS.

Tomatoes, peas, corn and vegetables generally continue much as before. Prices are steady, with indications favoring a stronger market when a good demand is again experienced. Demand is fairly good for canned fruits, with peaches, plums and preserved apples still having the call. Peaches, especially 3's, are scarce, and the packers are talking of advancing prices this week. Busi-

ness is brisk in salmon, with demand tending more towards sockeye fish. Lobsters continue quiet. There are no changes to note in any line of canned goods. We quote as follows: Tomatoes and corn, 85 to 90c.; peas, 80 to 85c.; peaches, \$2.75 to \$3 for 3's, \$1.75 to \$1.90 for 2's; raspberries, \$1.65 to \$1.80; strawberries, \$1.00 to \$2.10; apples, 3's, \$1 to \$1.10, gallons \$2.65 to \$2.80, and preserved fancy quarters at \$1.35 to \$1.40; salmon, \$1.30 to \$1.35 for good red fish in tall tins, and \$1.50 to \$1.60 in flat tins; do., second quality, \$1.20 to \$1.25; canned mackerel, \$1 to \$1.10; lobsters, \$1.70 to \$2 for tall tins, and \$2.25 to \$2.75 for flat tins.

COFFEES.

Stocks of Rio growths are still light, with demand good at unchanged prices. We quote: Green, in bags, Rio, 20 to 21½c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 21½ to 22½c.; Java, 30 to 32c.; Mocha, 27 to 28c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 22c.

N. Y. Journal of Commerce, December 11: "Slightly contradictory statements were again heard among operators in expressing their views regarding the market for Brazils, but in the majority of cases there was an admission of the superior position occupied by strictly fine goods. Those are what buyers directly call for, both in jobbing lots and invoices; the offering of desirable samples is small, and to negotiate upon them requires the naming of full bids."

RICE.

Business remains much as before, with prices unchanged. We quote: "B," 3½ to

3¾c.; extra Japan, 5¼ to 5½c.; imported Japan, 5¼ to 6¼c.; tapioca, pearl 4½ to 5c.

SPICES.

Trade is fair, for the season, at unchanged prices. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 25 to 27c.; cloves, 25 to 30c.; pure mixed spice, 25 to 30c.; cream of tartar, 20 to 25c. per lb.

NUTS.

Shipments of new Marbot walnuts arrived this week, and, although the quality varies a good deal, it is much better than the trade was led, from reports, to expect it would get. Some, indeed, are showing excellent quality. The market is now well supplied with nuts generally, and trade is brisk. We quote: Brazil nuts, 11 to 11½c.; Sicily shelled almonds, 25 to 26c.; Tarragona almonds 14 to 14½c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 15 to 16c.; Marbot walnuts, 12½ to 14c.; Bordeaux walnuts, 12 to 13c.; Sicily filberts, 9 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

SUGAR.

The market is dull and prices are demoralized. Refiners' price for granulated is 4c. net, laid down, which practically means that the wholesalers are paying 4.04c. per lb., and yet in spite of this the latter are quoting 4c. to the retailer in most instances, and 4½c. in some instances. German granulated beet sugar is selling at 3¾c., but it is claimed that that which has already entered into consumption has not given satisfaction.

WILSON'S
PURE MALT
VINEGAR

BAY ST., TORONTO

This is the only licensed malt vinegar works in Canada.

EQUAL TO IMPORTED



Yes!
See the point.

It will pay you to look into your brush trade and our offerings. Our straight end

BRUSHES

Are all right for ordinary use. If you require brushes with wings, here they are with the essential points, utility, good value, and but a trifle higher than our low priced straight ends.

The Windsor
Patent Brush Co., Ltd.

SANDWICH, ONT.

FOR A Christmas Present

Let our Agents suggest in their advertisements—A few pounds of

DELICIOUS

"SALADA"

CEYLON TEA

Sales will increase and new customers will be made.

P. C. LARKIN & CO.

WHOLESALE AGENTS,

25 Front St. East.

TORONTO

MARKETS—Continued

Demerara raws are quiet at 3c. for gray, 3½ to 3¾c. for bright, and 3¾c. for very bright.

SYRUPS.

Business is fair, and supplies are none too plentiful. The refineries report they are selling quickly at full prices all the bright they can produce. We quote: Dark, 25c.; medium, 28 to 30c.; bright, 35 to 40c.; very bright, 45 to 50c.

MOLASSES.

There appears to be a little more business doing this week. We quote: New Orleans, barrels, 26 to 28c.; half-barrels, 30½ to 32c.; Barbadoes, barrels, 28 to 32c.; half-barrels, 30 to 34c.

TEAS.

At last week's auction in London prices fell about ½c. for medium Pekoes and Pekoe Souchongs. This decline was thought at the time to be only temporary, and that the New Year would bring an increased demand and higher prices. A cable to Steel, Hayter & Co., under date of 11th inst., announced that the market at this week's auction was firmer. On the local market business is quiet. The lines receiving the chief attention at the moment are medium Congous at 18 to 25c. and fine Congous at 35c. We quote ruling prices on the Toronto market as follows: Young Hysons, 16 to 18c. for low grade; 24 to 27c. for mediums, and 30 to 38c. for high grades; China Congous, 16 to 18c.; Japans, 16 to 20c.; Indians and Ceylons, 18 to 35c.

DRIED FRUITS.

A good many Valencia raisins are still going out. The prices at which they are selling are varied, much depending upon the quality. We quote good fruit: Off-stalk, 4 to 4½c.; fine off-stalk, 4½ to 5c.; selected, 5½ to 6c.; layers, 6 to 6½c. We quote California loose muscatels at 5½ to 6½c.

Malaga raisins are in moderate demand, but it is anticipated that by the time the holiday requirements have been filled the market will be cleaned up. We quote: London layers, \$2.25 to \$2.50; black baskets, \$3.25; blue baskets, \$4.25 to \$4.50; extra dessert clusters, \$4 to \$4.50; connoisseur clusters, \$3.25 to \$3.50; quarter flat connoisseur clusters, \$1 to \$1.15; Royal Buckingham, \$5 to \$5.50.

Sultana raisins are quiet and unchanged at 5½ to 6c. for good, and 6½ to 7c. for fine.

Turkish prunes are cabled 1s. 6d. per 100 lbs. dearer. The new season's Turkish prunes have not yet reached this market, the demand still being satisfied from the French article. Genuine Bordeaux prunes are giving good satisfaction, being of fine flavor and cheap compared with last season. The price for the four grades runs from 4½ to 7c., while for dried apples the price is 5 to 5½c. Turkish prunes to arrive are being quoted as follows: Sphinx, B., 6¾ to 7½c.; U., 5½ to 6c.; Atlas, B., 5¾ to 6½c.; D., 5¼ to 5¾c. French prunes on spot we quote as follows: E., 4c.; D., 5c.; C., 6c.; B., 7c.

Currants are in fair demand, the better grades being principally wanted. Prices are cabled 1s. per 100 lbs. higher. Quotations here are unchanged. We quote: Filiatras, half barrels, 4 to 4½c., barrels, 4½c.; fine Filiatras, half barrels, 4¾c.,

barrels 4¾c.; Patras, 5½ in cases; Casalinas, 5½ to 6c.; Vostizzas, 6½ to 7½c. in cases and half cases; Panartes, 8 to 8½c.

First shipments of new dates are due this week, and they are being quoted at 5c. for fine and 5½c. for finest. There is not much demand.

There is an active demand for figs at unchanged prices. We quote: 14 oz., 9 to 10c.; 10 lb., 9½ to 11½c.; 18 lb., 15c.; 28 lb., 17c.; taps, 4 to 5c.; naturals, 6½ to 7c.

BUTTER AND CHEESE.

The butter trade does not show any improvement. The demand is almost nil for dairy tub butter, on account of the difficulty of getting the choice article. People who have been taking the poor quality butter are now turning their attention to large rolls, which are coming forward freely. A large quantity of early made creamery butter is being offered, but the quality is so unsatisfactory that few, if any, sales are made. THE GROCER hears of one dealer that would be glad to take 15c. per lb. for this kind of butter, but thus far he does not seem to have been successful in finding a buyer. Much of the butter that is being offered at this low figure would probably have sold at 19 to 20c. if it had been put on the market when fresh. In creamery pound prints of winter make there is an increase to note both in supply and demand. We quote jobbing prices: Dairy—Choice tubs, selections, 17 to 18c.; crocks, 18c.; low grade, 10 to 12c.; pound rolls, 17 to 18c.; large rolls, 15 to 15½c. Creamery—Tubs, early makes, 15 to 18c.; late makes, 20 to 22c.

CHEESE—Continues firm at 10½ to 11c., but there is not much moving.

GREEN FRUIT.

Oranges have been scarce the past week or ten days, and while shipments are arriving it is not expected that the supply will be any too large for holiday requirements. Demand is good and prices higher. Valencia oranges are arriving, and in good condition. They are up 1s. 6d. in the primary markets. Lemons are in good demand, but prices are a little easier. Messina stock are in good order, while the Florida article is about done. California dried fruits are in good demand. Canadian and Nova Scotia cranberries are about out of the market, Jersey and Cape Cods being about the only kinds to be had just now. There is a fair movement locally. We quote: Lemons—Floridas, 150's to 176's, \$3.50 to \$3.75 per box; Messinas, \$4 to \$4.50; Malagas, \$3 to \$3.50. Oranges—Floridas, \$2.50 to \$3; Valencias, \$4.25 to \$4.50. Bananas, \$1.25 to \$1.75, according to quality. Apples, winter fruit, \$3 per bbl.; snow apples, \$2 to \$2.50; fall fruit, \$1.75 to \$2.50. Grapes—Malagas, \$5 to \$6.50 per keg. Sweet potatoes, \$2.25 per bbl. Cranberries, Nova Scotia, \$10 to \$10.50 per bbl., and \$3.35 to \$3.50 per crate; Canadian, \$3.25 per bushel; Cape Cod, \$3.50 per crate and \$11 to \$12 per bbl.; Jerseys, fancy, \$12 to \$14 per bbl. and \$3 to \$4.50 per case. California dried fruit—Apricots, 12 to 12½c.; peaches, 13 to 14c.

COUNTRY PRODUCE.

BEANS—There is not a great deal doing, and prices are much as before, namely, \$1.40 to \$1.50 for choice hand-picked, and \$1.20 to \$1.25 for medium.

DRIED APPLES—Are quiet and unchanged at 5 to 5½c.

EVAPORATED APPLES—For the few that are selling the jobbers are getting 6½ to 7c.,

and the factories are asking 6c., f.o.b. outside.

HOPS—Are dull and nominal in price. Package hops are quoted at 18 to 20c., according to quality.

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

HONEY—There is not much doing. We quote: Strained in 10-lb tins at 9 to 10c.

POTATOES—The market is quiet. There have been some transactions in car lots at 43c. on track, but the ruling figure is about 46c. For small lots out of store the jobbers are getting 50 to 55c.

POULTRY—Geese, chickens and turkeys are hard to sell, there being an over-supply. The fact that the Street Railway Company is asking for tenders this week for the supply of over 600 turkeys will tend to keep the market up. We quote: Turkeys, 7 to 7½c.; chickens 15 to 40c.; ducks, 35 to 40c.; geese, 5 to 5½c.

EGGS—Demand is active for strictly fresh stock, but offerings of this sort are light. Country pickled eggs are offering liberally, and as low as 12½c. has been accepted. Good to choice limed eggs are quoted at 13 to 14c. We quote: Held fresh, 13 to 16c.; cold storage, poor, 10c.; choice, 15 to 16c.; limed, 13 to 14c.

FISH.

Demand is good for fresh fish, but frozen kinds are not much wanted. We quote: Frozen trout, 7c.; skinned and boned cod fish, 6½c.; boneless fish, 3½ to 4c.; market cod, 5c.; steak cod, 6 to 7c.; haddock, 5c.; Labrador herring, \$2.50 per half keg and \$5.50 to \$5.75 per barrel; ditto, split, \$3; fresh water salt herring, \$4 per bbl.; blue-back herring, 4c.; blue pickerel, 4 to 5c. lb.; yellow ditto, 6 to 7c. per lb.; mackerel, 13c. each; pike, 5c. lb.; haddock and cod, 6c. per lb.; finnan haddies, 7½c.; Digby herring, in bundles of 5 boxes, 15c.; ditto, lengthwise, 14c.; large halibut, 10c.; ciscoes, \$1.35 to \$1.40. Oysters, \$1.20 to \$1.25 per gallon; select, \$1.60.

PROVISIONS AND DRESSED HOGS.

Trade is rather quiet, except in long clear bacon and barrel pork for the lumber camps. There has been some demand for fancy lines of breakfast bacon and hams for the holiday trade. Demand for lard has been active, and stocks are being pretty well sold up. This is no doubt due in a measure to the low price and the small quantity of lard there is in hogs this season. As a result of the low price of pure lard, sales of compound have dropped off, which, of course, is anything but distasteful to the manufacturers of the pure article. Dressed hogs are quiet at \$5.20 to \$5.25, with receipts light.

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

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

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

BARREL PORK—Canadian heavy mess, \$15.50; Canadian short-cut, \$15.25 to \$15.75; shoulder mess, \$12.75 to \$13.25; clear mess, \$13.20 to \$14.

SALT.

Trade is brisk, both for jobbing lots and car lots, and prices are unchanged. We quote: Barrels, 90c.; coarse sacks, 56c.; fine sacks, 60c.; dairy, \$1.50; rock, \$9.

VALENCIA RAISINS

We beg to advise the Trade that we have in stock **JAS. MORAND & CO.'S** "Off Stalk," "Selected" and "Ondara Layer" Valencias. This Fruit is undoubtedly the best cured and most carefully packed Fruit in the market this year and is **Not Rain Damaged.**

We are also offering

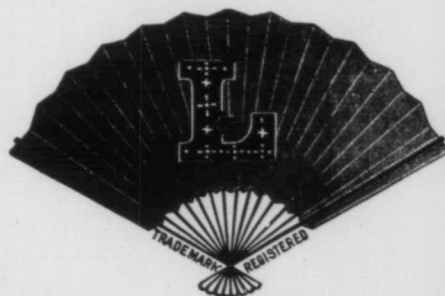
A Snap in Fine "Off Stalk"

DAVIDSON & HAY

TORONTO

TEAS

FAN



BRAND

EDWARD ADAMS & CO. - London, Ont.

CODFISH

Boneless

5, 20 and 40 lb. Cases.



Skinless

In 100 lb. Cases.

STEWART MUNN & CO.

Toronto Agent:

J. F. RAMSEY.

BOARD OF TRADE BUILDING

Montreal.

MARKETS—Continued

SEEDS.

The feeling is easy in alsike, in absence of foreign demand. Prices are nominally unchanged. In red clover the market is quiet and steady. There is not much offering, and values are unchanged. We quote: Red clover, \$5 to \$5.20; alsike, \$4 to \$5.20; timothy, \$1.50 to \$2.50.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—The market remains much as before. Dealers are paying 3½c. for green and selling cured at 4½c.

SKINS—Sheepskins are still offering freely, with buyers holding off, and prices are unchanged at 60c. Calfskins are, nominally, 6c.

WOOL—Is quiet and unchanged at 18 to 19c. for supers and 17 to 18½c. for fleece.

TALLOW—Dull and easy, dealers paying 5½c. and selling at 6 to 6¼c. for rendered; rough, 2c.

PETROLEUM.

Business is still brisk, but at present prices the jobbers claim that not much margin is left for them. We quote, in 5 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 11¼ to 12c.; carbon safety, 16c.; Canadian water white, 16c.; American water white, 17¼c.; photogene, 19c.

The Petrolia Advertiser in its weekly report quotes: Petrolia crude, \$1.13 per barrel; Oil Springs crude, \$1.14 per barrel; refined, 7c. in bulk, 9¼c. in barrels in car lots f.o.b. here.

MARKET NOTES.

A good trade in icings is reported by the Pure Gold Manufacturing Co.

Sloan & Crowther received their second shipment of Marbot walnuts this week.

The Eby, Blain Co. announce special value in figs this week.

"We have," said a member of the firm of the Eby, Blain Co., "sold an immense quantity of cheap candy mixtures through our advertisement in last week's GROCER."

A fine, bright, pure sugar syrup, in half-barrels, is in stock with the Eby, Blain Co.

The Eby, Blain Co. have received a shipment of Panareta cleaned currants in cases; also extra choice Patras currants. The firm has due a shipment of Naples walnuts.

A high grade Ceylon tea, for blending purposes, is to hand with the Eby, Blain Co.

The annual At Home of the Pure Gold Manufacturing Co. will be held at Webb's, Dec. 21.

A. M. Little, general merchant, Waterford, made THE GROCER a call last week. He

reports trade good in his town this fall, especially in canning and evaporating. Like all other live merchants, Mr. Little speaks highly of THE GROCER.

Lumsden Bros. are placing on the market "Old Flag" washing compound this week.

Dunn's "Self-Rising Cream Corn" for fine pastry is to hand with Davidson & Hay.

Davidson & Hay received a consignment of 400 boxes of off-stalk Valencia raisins in 28-lb boxes.

Two hundred cases of fine Bordeaux prunes have just been received by the Eby, Blain Co.

Lucas, Steele & Bristol report a movement in their Hillwatee and Ceylon teas this week.

White & Co. are shipping this week a car of mixed fruits to Guelph, Berlin and Waterloo on order.

Stocks of Malaga raisins, figs, peels, etc., are being rapidly depleted, report Lucas, Steele & Bristol.

Davidson & Hay received their direct shipment of Marbot walnuts on Monday. They show good quality.

G. W. Clerihew, representing Nelson Morris & Co., of Chicago, is in Toronto this week in the interest of his firm.

Davidson & Hay report that they have made some large sales of Demerara raw sugars during the week.

Bryant's Beef Bouillon, 2 doz. bottles on a card, retails at 5c. per bottle, and H. P. Eckardt & Co. are the agents in Toronto.

S. K. Moyer received another shipment of dates on Monday; also a shipment of sea herring. He has a shipment of lemons arriving.

Davidson & Hay, the Canadian agents, are now putting Kurma package tea on the market at prices to retail at 30, 40, 50 and 60c. per lb.

H. P. Eckardt & Co. are in receipt of a direct shipment of Roquefort cheese of fine quality from one of the best farms in France.

Graham, McLean & Co. report sales of poultry better, having succeeded in clearing out their stock every day during the past week.

Colored paraffine candles, plain and cable, are for sale by Lucas, Steele & Bristol, in 1

lb. boxes. This firm also offer a large assortment of acidulated drops in glass jars.

The Pure Gold Manufacturing Co. are again complaining that some of their competitors are imitating the labels on several of their goods.

D. Gunn, Flavelle & Co. report an active letter-order trade for their "Maple Leaf" brand of smoked hams, breakfast bacon, and pure leaf lard.

A cable to Watt & Scott quotes Valencia almonds, 1d., per lb.; currants, 1s. per 100 lbs., prunes, 1s. 6d. per 100 lbs., and Valencia oranges, 1s. 6d. dearer.

Lucas, Steele & Bristol's second lot of Hallowee dates are being delivered this week. Their extra quality of French plums are reported to be selling well.

Lumsden Bros., of Hamilton, have just received 227 bags raw sugars, bought to take the place of low grades of refined, which they are offering at close prices.

W. H. Halford, representative in Toronto of Francis Peek, Winch & Co., London and China, has also been appointed agent for the Japan tea house of C. P. Low & Co.

D. Gunn, Flavelle & Co. are getting good prices for strictly fresh eggs and roll butter. They are giving special attention to these lines, and ensure their consignors prompt returns.

A good supply of Kieler's marmalade, also Crosse & Blackwell's, is to hand with Lucas, Steele & Bristol. They report their assortment of Eben. Roberts' table jellies complete.

Clemes Bros. received two carloads of "Uncas" brand Florida oranges this week. They have also received their second duplicate order of fancy evaporated California apricots.

Dawson & Co. have in stock this week a carload of Florida oranges in sizes running from 176 to 200's. They have on the way a carload each of "Star" and "Crescent" brand oranges.

Lumsden Bros. are unable to keep up with orders for Jersey Cream Baking Powder and Cocconut, and are going to run their factory at nights until they get ahead of orders again.

A slight advance is announced in the price of Cove oysters. "It is highly probable," remarks a trade circular, "that the situation

CASH
PAID FOR **DRIED** AND **EVAPORATED** **APPLES**

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

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Florida (\$4.50; Nev \$4.00; Ne in taps, 4¢ \$4.50 to \$6. to 7½c. N Poultry, B etc., solitu 20c.; butte

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Telephone No. 471. Established 1870.

JOHN HAWLEY

Provision and Commission Merchant

Butter Lard Cheese
Eggs Apples Etc.

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

88 Front Street East, TORONTO

JAMES A. HENDRY

Wholesale Agent for ... KINGSTON, ONT.

THE E. B. EDDY CO.

Limited.

Correspondence Solicited. HULL, CANADA.

WHITE & CO.'S

Wholesale Prices, corrected weekly.
70 Colborne St., TORONTO.

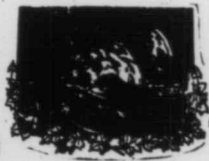
Florida Oranges, \$2.50 to \$2.75; Valencia Oranges, \$4.50; New Messina Lemons, 300 and 360, \$3.50 to \$4.00; New Figs in 10 lb. boxes, \$1.00 to \$1.10; Figs in tins, 4c.; New Dates, 5 to 5 1/2c.; Malaga Grapes, \$4.50 to \$6.00; Standard Oysters, \$1.25; Haddies, 6 1/2 to 7 1/2c. New Nuts of all kinds. Consignments of Poultry, Butter, Eggs, Beans, Onions, Apples, Potatoes, etc., solicited. Correspondence invited. New laid eggs, 20c.; butter, 13 to 18c.

Telephone No. 867.

HUGH WALKER & SON,

FRUIT AND COMMISSION MERCHANTS,
GUELPH.

**FISH
HADDIE
OYSTERS**



Write for rates.

WE ALSO HANDLE

ORANGES AND LEMONS

Aikenhead & Sloan

13 Church Street TORONTO

Christmas Fruits

DATES FIGS NUTS

Oranges Lemons

ORDER THE BEST.

CLEMES BROS. - TORONTO

will remain unchanged for a long time—the raw article, now extremely scarce, will become scarcer, and that prices on Coves will rule high as a consequence.”

The Ireland National Food Co. report fair demand for bulk goods.

Masuret & Co. are offering, it is said, Arguimbau layer fruit at low figures.

M. Masuret & Co. still have California fruits and Spanish onions, which they are said to be quoting close.

W. H. Gillard & Co. are offering German granulated sugar of fine quality, in double sacks of 224 lbs. net, at the lowest market price.

Wm. Paterson & Son are putting some new goods, called “Tom Thumb Assorted Flavored Lozenges,” on the market. They are tasty.

“We have been kept very busy the past week filling orders for self-rising buckwheat flour,” say the Ireland National Food Co., “a great number being repeat orders.”

Wm. Paterson & Son state they never had so many and so varied lines of chocolates and bon bons as their travelers are carrying this fall.

W. H. Gillard & Co. claim that in the manufacture of their Diamond spices nothing but the finest quality of whole goods is used, and they guarantee the purity of these goods.

Toronto Salt Works sales for the week were: Two cars assorted Windsor salt, two cars of Windsor salt in sacks, one car of Windsor salt in barrels, 65 tons coarse, in bulk, one ton coarse, in sack.

An English exchange says that figs are again much cheaper, but the quality of some of the recent arrivals is not quite so good, and in this way the actual decline is not so great as it at first appears.

The sweet tomato catsup recently placed upon the market by the Pure Gold Manufacturing Co. has taken well. “It will be welcomed in many homes this Christmas,” remarked Manager Roberts.

P. C. Larkin & Co. have received letters from agents during the past week stating that they had done a larger business in “Salada” during the previous week than ever before in the same time.

“We ship orders same day as received,” said the manager of the Ireland Co., “so that customers requiring an assortment of our attractive package goods to complete Christmas displays can rely upon receiving them promptly.”

A. F. MacLaren & Co., manufacturers of Imperial cheese, received six enquiries from Northwest Territories this week for their production, “Imperial” cheese. Four out of the six read: “As per your cut of pots in CANADIAN GROCER.”

W. H. Gillard & Co., of Hamilton, report this season largely increased sales of raisins,

We are always open to sell

CARS OF POTATOES

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

WM. HANNAH & CO.

Commission Merchants. Toronto, Ont.

Graham, McLean & Co.

Produce and Commission Merchants

77 Golborne St. TORONTO.

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

W. S. COLLINS & CO.

Produce Commission Merchants,

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

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

FERRIER & CO.

Commission Merchants.

SPECIALTIES—Potatoes and Apples.

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

75 Colborne Street, Toronto.

COWAN'S

HYGIENIC COCOA

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

THE COWAN CO., Ltd.

Toronto, Canada.

RUTHERFORD & HARRISON

Wholesale Produce and Commission Merchants

76 FRONT ST. EAST, - - - TORONTO.

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

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

Correspondence invited. Consignments solicited. Egg Carriers supplied.

Liberal Advances Made on Consignments

JAS. H. FALCONER

Manufacturer

Jams, Jellies, Marmalades,

Vinegars, Pickles,

Ciders, Sauces,

Ketchups, Mince Meats,

Apple Butter, and

Flavoring Extracts.

126 and 128 FORT ST.,

Telephone 473.

VICTORIA, B.C.

currants, prunes, dates, and peels, and all holiday goods, and assign as a reason the high quality of the goods imported by them this year, together with low prices.

Wright & Copp, Toronto agents Surprise soap, report that they are overrun with orders, and that any customers who have not yet received a Surprise soap twine holder can have one sent by applying to the manufacturers or their agents. The twine holder is both useful and ornamental, and a post card is all that is necessary to obtain one.

Keen & Co. have recently brought out a new preparation called "Mustardyne," a species of French mustard said to be much superior in quality to that usually sold in bottles. Samples and quotations can be obtained from Frank Magor & Co., the Canadian agents, 16 St. John street, Montreal.

W. H. Gillard & Co. write that they are in receipt of a further shipment of English blend Indian and Ceylon tea, "Mallawalla," in $\frac{1}{2}$ and 1 lb. lead packages, 50 lbs. in a case. This tea has been on the English market twelve years. W. H. Gillard & Co. are the agents for Western Canada.

MONTREAL MARKETS.

MONTREAL, Dec. 13, 1894.

GROCERIES.

THE week has been a rather quiet one in the grocery market, the most prominent feature being the continued easiness of sugar, on which refiners at the close of last week conceded another fractional reduction. In other lines no change in values of a striking kind is to report, except that Maracaibo and Rio coffees are rather firmer here, while spices show considerable strength also. The tea market is quiet, with little doing, and the same can be said of canned goods, on which, however, holders' ideas of value are firm, so that if they maintain this stand buyers will not gain much by holding off. With Advent the fish market is more active, while the jobbing demand for raisins and other dried fruit, with the exception of currants, is good. The latter are dull as ever. Payments are fair.

SUGAR.

There has been a moderately active trade doing in sugar since our last report, despite the fact that the tone of the market as regards values is unsettled. Refiners on Thursday last conceded 1-16c. more for round lots of granulated, and now supplies can be freely had by wholesalers at $3\frac{1}{2}$ to 4c., as to quality, for granulated. Yellows are more plentiful now, for the reason that the German sugar is taking its place to a considerable extent. Refiners, however, have experienced a moderate enquiry at 3 to $3\frac{1}{2}$ c., as to quality, at the factory, the outside figure for bright grades. From second hands the distributing movement is of a quiet character, but no one in the trade ex-

pects activity in the staple at this time of the year. Jobbers' prices rule fairly steady at $4\frac{1}{2}$ c. on domestic granulated, $3\frac{1}{2}$ c. on German stock and $3\frac{1}{2}$ c. on the Berthier raw beet sugar.

SYRUPS.

There has been a moderate demand for Canadian syrups, of which supplies are rather larger, but the tone continues fairly steady. We note sales of fair sized lots of bright goods at 2c. from first hands, and darker descriptions $1\frac{1}{2}$ to $1\frac{3}{4}$ c. The demand from second hands is fair at an advance of about $\frac{1}{4}$ c. on the above prices for jobbing lots. The demand for American syrups continues fair, but sales of small lots have taken place at a rather lower price, viz., 20c. In round lots business has been done at 19c., and we do not hear of any buyer getting better terms than that figure.

MOLASSES.

The molasses market has ruled quiet, and since the turnover of a few round lots of Barbadoes to lumbermen, no very large sales have been reported. The tone as regards values is steady, and no change is to note, prices ranging from 26 to 27c. for Barbadoes in a wholesale way, as to quantity, while the jobbing price is held at 29 to 30c. Some small lots of Porto Rico have changed hands at 24c.

RICE.

The situation of this market is essentially unchanged from a week ago, and only a small jobbing trade is passing. Prices are unchanged, as follows: Japan, standard, \$4.25 to \$4.40; crystal Japan, \$4.75 to \$5; standard B, \$3.45; English style, \$3.30; Patna; \$4.25 to \$5, and Carolina at \$6.50 to \$7.50.

SPICES.

There is a fair demand for spices in a moderate jobbing way, and prices are steady. We quote: Penang black pepper, 6 to $7\frac{1}{2}$ c.; white pepper, 10 to $12\frac{1}{2}$ c.; cloves, $7\frac{1}{2}$ to 9c.; cassia, 9 to 10c.; nutmegs, 60 to 90c.; Jamaica ginger, 15 to 22c.

COFFEES.

The firm feeling already noted in coffees is well maintained, but the demand is not active. Still, in pursuance of advices from outside, holders here are demanding an advance on Maracaibo and Rio of $\frac{1}{2}$ c., while other grades are firmly held. We quote: Maracaibo, $20\frac{1}{2}$ to $22\frac{1}{2}$ c.; Rio, $20\frac{1}{2}$ to $21\frac{1}{2}$ c.; Java, 26 to 30c.; Mocha, 28 to 31c., and Jamaica, 18 to 25c.

TEA.

The dominant feature of the market is quietness, as noted last week. A few small lots of Congous at 12 to 15c. and some Japans at 13 to 17c. have been the only business to note in a wholesale way since our last report. The demand experienced by wholesale grocers is equally quiet, and, as a whole, the market is a very dull one at present. In a wholesale way we quote: Japans, low grades, 12 to 13c.; medium, 14 to 17c.; fine $18\frac{1}{2}$ to 32c., and choice, 24 to 31c.

DRIED FRUIT.

There is a fair jobbing enquiry for raisins from second hands, but very little doing in a large way. As the holiday wants become more pressing, however, stocks will have, no doubt, to be supplemented, for they are not excessive, but at present there is little sign of this. In a jobbing way ordinary off-stalk Valencias are moving at 4 to $4\frac{1}{2}$ c., selected 5 to $5\frac{1}{2}$ c., and layers $5\frac{1}{2}$ to 6c. California 3-Crown muscatels meet a good enquiry at $5\frac{1}{2}$ to 6c., and 4-Crown are very scarce and firmly held at $9\frac{1}{2}$ c. in a jobbing way, as supplies in a round way can be had from first hands at the usual concession on these prices. Sultana raisins, under scarcity, are strong also, at $5\frac{1}{2}$ to $7\frac{1}{2}$ c., as to quality, for jobbing business.

The currant market is extremely dull, and even the ordinary distributing trade is quieter than usual. Prices, however, rule much the same, as follows: Filiatras and Provincials, 3 to $3\frac{1}{2}$ c. in bbls., and $3\frac{1}{2}$ to 4c. in cases; Patras, $4\frac{1}{2}$ to 5c., and Vostizzas 7c.

The firmness quoted last week on Turkish prunes has been maintained, and cost and freight prices are 6d. higher than they were a week ago. On spot, however, a quiet jobbing trade is doing in both Bosnia and Bordeaux stock at $4\frac{1}{2}$ to $5\frac{1}{2}$ c., as to quality.

The fig market is steady and unchanged under a moderate jobbing demand. Basket figs move at 4 to 5c., and boxed stock 8 to 9c. for ordinary, with higher grades 12 to 16c., as to quality.

There is only a quiet trade doing in dates at former prices, $6\frac{1}{2}$ to 7c., as to quality.

NUTS.

Newly arrived stock has met a fairly good demand and prices are steady. We quote: Tarragona almonds, $13\frac{1}{2}$ to 14c.; filberts, 8 to 9c.; Brazil nuts, 11c.; pecans, small, 10c.; medium, 13c., and extra, 15c.; Grenoble walnuts, $13\frac{1}{2}$ to 14c., and Naples do., $13\frac{1}{2}$ c.; peanuts, 7 to 9c. for roasted and 6 to 8c. for raw.

CANNED GOODS.

The market continues quiet and steady, and holders' opinions are very firm, despite the absence of demand. A moderate sort of trade is doing at about the following prices: Lobsters, per case, \$6.50; sardines, \$8.50 to \$9.50; salmon, \$1.35 to \$1.40 per doz; tomatoes, 95c. per doz.; peaches, \$2 to \$2.10 per doz.; corn, 95c. to \$1 per doz., and marrowfat peas, 85 to 90c. per doz.; strawberries, \$2.75 per doz., and raspberries, \$1.80 to \$2.50; 1-gallon can apples, \$2.10; Australian canned meats: 1-lb. can boiled mutton, \$1.80 to \$1.90; 2-lb. can do., \$3.10 to \$3.15; 1-lb. can roast mutton, \$2.05 to \$2.10; 2-lb. can do., \$3.35 to \$3.40; 1-lb. can corned mutton \$2.05 to \$2.20; 2-lb. can do., \$3.35 to \$3.40.

FISH.

With Advent a better demand has set in for fish of all kinds, but though this has resulted in a steadier tone no change of importance is to note in values. Pickled her-

To the Wholesale Grocery and Provision Trade

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

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EDWARD STILL

Assignee, Accountant, Auditor, etc.
1 Toronto Street, TORONTO.

Commercial Accounts and those of Estates, Municipalities, etc., thoroughly audited and investigated. Charters obtained for Joint Stock Companies.

Auditor for
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Dawson & Co.

**FRUIT
PRODUCE**
and **COMMISSION MERCHANTS**

32 WEST MARKET STREET

Consignments Solicited **TORONTO.**

GEORGE McWILLIAM. FRANK EVERIST
TELEPHONE 645.

McWILLIAM & EVERIST

GENERAL... **FRUIT**
Commission Merchants

25 and 27 Church street,
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.

All orders will receive our best attention.

MINCE MEAT

Finest English Mince Meat, in 5 lb., 12 lb., and 27 lb. pails. Guaranteed perfectly fresh, made of the choicest fruits and spices. Carefully and neatly put up.

Write for Prices.

**F. W. FEARMAN
HAMILTON**

Lytle's

**JAMS
JELLIES
SAUCES
CATSUPS
ETC.**

Best goods in the market.
Write for quotations.

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



MONTREAL MARKETS—Continued

rings continue in large supply, and though no change is noted it looks as if lower prices would have to be accepted. A few small lots have changed hands at \$5. Carload sales of green cod transpire at \$4 to \$4.10 for No. 1, and \$2.75 to \$3 for No. 2, while haddock rules steady at \$3 to \$3.25. Receipts of Labrador salmon are not heavy, and the light stock here is firmly held at \$14 per bbl. B. C. stock is selling at \$11.50 to \$12. There have been some free receipts of sea trout, which move quietly at \$10 to \$11 per bbl. Tommycods are now in regular offering at \$2 to \$2.25 per bbl. Fresh fish keep well cleaned up, haddock meeting a brisk demand at 4½c. per lb., while cod are well enquired for at 3½ to 4c. Finnan haddies range from 7 to 7½c. for Portland to 6½ to 7c. for St. John.

GREEN FRUIT.

ORANGES—There is a fair demand for oranges, and prices are steady. Floridas, \$2 to \$3, and Jamaicas, \$4.50 to \$5.

LEMONS—There is a comparative scarcity of lemons, and prices are rather firm. We quote: Malagas, \$7 to \$7.50, and Messinas, \$3 to \$4.

PINE APPLES—Meet a fair demand at 10 to 17c., as to quality.

CRANBERRIES—These are scarce and firmly held at \$9 to \$11 per bbl., an advance of 50c. since our last.

GRAPES—There is a ready sale for grapes as follows: Almeria, \$5.50 to \$6 per keg, and Catawba, 23 to 25c. per basket.

APPLES—The apple market on spot continues much as it was. Demand is quiet and prices unchanged at \$2 to \$2.50 per bbl.

COUNTRY PRODUCE.

EGGS—Demand for eggs is fair and prices are steady at 13 to 14c. for limed, and 10 to 12c. for culls.

POULTRY—Receipts are heavy but the demand is good and prices rule steady, with a large volume of business doing. We quote: Turkeys, at 7 to 8½c.; chickens at 7 to 8c.; fowls at 6 to 7c.; geese at 5 to 6c., and ducks at 7 to 8c., per lb.

GAME—Owing to the light receipts of partridge, and the continued good demand, the tone of the market was firmer to-day and prices were slightly higher at 50c. per brace for No. 1, and 30c. for No. 2. Venison is arriving more freely since the cold weather has set in, and meets with a fair sale at 8 to 10c. per lb.

DRESSED HOGS—There is a good demand for dressed hogs, and prices rule steady and unchanged from a week ago at \$5.25 to \$5.75. per 100 lbs.

HONEY—This market is easy in tone at 4½ to 5½c. for old extracted, and new, 7 to 8½c. per lb. Comb honey is steady at 10 to 15½c.

HOPS—The hop market is quiet and unchanged, further sales of Townships stock transpiring at 6½ to 9c.

POTATOES—There is a good demand for potatoes, which sell at 54c. on the track, and 62 to 65c. on spot, according to quantity.

ONIONS—There is a fair sale for these at \$1.75 to \$2 per bbl.

PROVISIONS.

Since the colder weather has set in the demand for provisions has improved some, and dealers report a fairly active business doing in a small way at about steady prices.

(Continued on page 26.)

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

Mr. J. A. GOWANS, Toronto, Canada.

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

Yours truly,

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

**WILLIAM RYAN,
PORK PACKER**

—AND—

COMMISSION MERCHANT

Consignments of BUTTER, EGGS and COUNTRY PRODUCE Solicited.

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

S. K. MOYER,

Fruit and Commission Merchant

76 COLBORNE ST.,

TORONTO, ONT.

DEALER IN

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

Orders Solicited.

WANTED..

STRICTLY NEW LAID EGGS

No Sale for Held or Salty Stock. Also

GOOD ROLL BUTTER

TOP PRICES. QUICK RETURNS.

D. GUNN, FLAVELLE & CO.

Pork Packers and Com. Merchants,

TORONTO.

WRITE OR WIRE US

for sample
and quotations on

Evaporated

.. Apples

OR

CIDER

JAMES E. PATMORE

Exporter, Manufacturer and
Commission Merchant,

London, Ont.

FLOUR AND FEED

THE MARKETS.

TORONTO.

WHEAT—The feeling was, if anything, easier. Red and white wheat were quoted nominally at 57c. west. There was a disinclination on the part of millers to do business at this figure. On offerings of red, high freights west were refused at 57c. Goose and spring are nominal. Manitobas continue firm. No. 1 hard sold west at 75c. There was free bidding at 74½c. Car lots, G.T.R. eas., are quoted at 76c., and C.P.R., Montreal freights, at 77c.

FLOUR—Buyers are holding off, and prices are easy. Straight roller, in bbls., Toronto freights, offered at \$2.60. We quote the range at \$2.56 to \$2.70.

BREAKFAST FOODS—Business is fair in oatmeal, with prices firm in sympathy with the advance in oats. We quote: Standard and granulated oatmeal, \$3.85; rolled wheat, \$2.10 in 100 lb. barrels; cornmeal, \$3.50; split peas and pot barley, \$3.75 per barrel.

MILLFEED—Carloads of bran, middle freights west, sold at \$11, and shorts at \$12. Demand is fairly active.

PEAS—Quiet and steady. Car lots of No. 2, north and west, are quoted at 52½c., and middle freights west at 53½c.

OATS—Offerings more liberal. Prices unchanged. White are in demand west at 28c., and east at 29c. Car lots on track here are quoted at 31c. Mixed sold west to-day at 27c.

BARLEY—Quiet and unchanged. No. 1 is quoted outside at 43 to 44c. No. 2 at 41c., and feed at 38c. There is a moderate enquiry for feed.

RYE—Two cars sold east to-day at 41c.

BUCKWHEAT—New York reports a dull market. Here dealers quote car lots outside at 35c.

MONTREAL.

In Manitoba flour, millers report a fair business doing for this season of the year. The demand for small lots is good, and prices are firmly held. We quote as follows: Winter wheat, \$3.25 to \$3.50; spring wheat, patents, \$3.50 to \$3.65; straight roller, \$2.85 to \$3.00; extra, \$2.65 to \$2.70; superfine, \$2.50 to \$2.60; Manitoba strong bakers', \$3.15 to \$3.50.

There was no change in the feed market. The demand was fair, and a moderately active business was done. Ontario bran, \$15 to \$15.50; Manitoba bran, \$16, shorts, \$17; Mouillie, \$20 to \$22.

A fair jobbing business was reported in oatmeal at steady prices. Standard, bbls.,

\$3.50 to \$3.65; granulated, bbls., \$3.60 to \$3.75; rolled oats, bbls., \$3.75 to \$3.85.

ST. JOHN, N.B.

In flour the market continues to advance, and orders are being given quite freely by merchants here. Cornmeal remains firm at quotations, with small demand. Oatmeal is firmer. Beans keep lower than was expected. Oats are quoted higher, as are middlings. Bran is expected to go higher unless wheat becomes cheaper. We quote: Manitoba flour, \$4.15 to \$4.25; best Ontario, \$3.50 to \$3.60; medium, \$3.25 to \$3.50; oatmeal, \$4.10; Western Grey buckwheat, \$2.25; cornmeal, \$3.10 to \$3.15; granulated, \$3.50 to \$3.60; middlings, \$20 to \$20.50; bran, \$18 to \$18.50; cottonseed meal, \$30 per ton; N.B. oats, 35 to 37c.; Ontario oats, 40 to 42c.; beans, \$1.40 to \$1.50; split peas, \$3.67 to \$3.80; round peas, \$3.65 to \$3.70; pot barley, \$4 to \$4.10; hay, on track, \$9.50 to \$10.

WILL GOOD TIMES RETURN?

It is commonly remarked among business men, in discussing the present situation and the outlook for the future, that the excellent business conditions of the past will never again return. Very often this assertion, says Business, is made in a way to convey the idea that a measure of prosperity equal to that with which the country has been blessed in past years, will never be seen again, while, in fact, something very

different is really meant. We agree with several of our correspondents who have made the assertion that the "old times" will never come back, but we do not agree with the inference that is sometimes drawn from such an expression that the equal of the old times will never again be seen. No one wants the same times over again, but all want and expect still better times in the future.

In the vegetable kingdom plants sprout from the seed, have their growth, live their life, decay and die. They are influenced by climate, by seasons and by artificial conditions. So in the business world, under certain conditions, various forms of business enterprise are started. They grow to be apparently solid investments, but in time die of natural decay. They run their course to the end of their usefulness or their opportunity. Other industries or commercial ventures spring into existence by reason of favoring conditions, and are blasted by the winter of adversity. Still, others are like hot-house plants: they grow in the warmth of artificial conditions, and die when the glass protection over them is removed by intention or destroyed by accident. In the vegetable world, when one growth has been removed from the soil, either by the woodman's axe or by fire, some other and entirely different growth springs up. Nature is never idle, but, when stopped in one direction, keeps up her work in another. So it is with business. It never ceases. It sometimes ebbs, and again flows, but there is always business. When one class of enterprises have had their day and reached the end, others come to take their place, and, accordingly, there are no bare spots. The good old times are gone, but just as good or better, even though a little different, are ahead of us.

BARTON'S

BAKING POWDER

—IS—

ALWAYS RELIABLE

DO NOT BE
WITHOUT IT

Phoenix Coffee and Spice Mills

ASK TO SEE

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

Our Coffees

SPICES,
BAKING POWDERS, ETC.,

Are giving the best satisfaction.

G. F. MARTER & SON

1-3 Jarvis Street

TORONTO

FLOUR.....

Can be bought at all sorts of prices. Few persons want flour that is simply good—almost everybody wants the best. A few crumbs of comfort may be gathered here and there, but if you want a whole loaf of satisfaction buy

E. D. Tillson's "OBELISK"
"HERCULES" OR
"DELIGHT"

THEY SATISFY.

E. D. Tillson, Tilsonburg
ONT.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

.. ODART'S SPECIALTIES ..

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

ODART'S PICKLE - AND - ODART'S SAUCE

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

CHRISTMAS ! NEW YEAR !!

NOW READY AND FOR SALE

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

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

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

Dried Fruits!!

NOW IN STOCK

All of choicest qualities. Write for samples and prices.

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

Valencia Raisins
Sultana Raisins
Malaga Raisins

Tarragona Almonds.
Sicily Filberts.
Grenoble Nuts, etc.

Currants In barrels, half barrels and cases.
Figs, Dates, etc.

LAPORTE, MARTIN & CIE - Wholesale Grocers - MONTREAL.



From John Taylor, Esq., of the firm of Messrs. John Taylor & Co. and proprietor of the Morse Soap Works and Dominion Dyewood and Chemical Co., Toronto.

TORONTO, Sept. 28th,
460 Jarvis St.

THE F. F. DALLEY CO. (LTD.), HAMILTON, ONT. :

Dear Sirs,—I have tried all kinds of Blacking, both Canadian and imported, and must say that your **ENGLISH ARMY BLACKING** has proved by all odds the best Blacking we have had in our house. It is a credit to the manufacturers and the country, and I trust you will reap the reward that the article merits, and remain,

Yours respectfully,

JOHN TAYLOR.

Embros Oatmeal Mills

D. R. ROSS,
EMBRO, ONT

A CHOICE QUALITY OF

Rolled,
Standard and
Granulated **OATMEAL**

IN BARRELS, HALF BARRELS OR BAGS.

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

MONTREAL MARKETS—Continued

We quote: Canadian short cut, heavy, \$17 to \$18; Canadian short cut, light, \$14.50 to \$15.50; hams, city cured, per lb., 9 to 11½c.; lard, Canadian, in pails, 9½ to 10½c.; bacon, per lb., 9 to 11½c.; lard, com. refined, per lb., 7 to 8c.

BUTTER.

Business in the butter market is strictly confined to a small local jobbing trade, which is restricted to fine fall goods. Other kinds continue neglected and easy in tone. We quote: Finest fall-made creamery, 20½ to 21½c.; earlier makes, 16 to 17½c.; finest Townships, 18 to 19c.; finest western dairy, 16 to 17c.; western rolls, 15 to 16c.; Kamouraska, 15 to 16c.

CHEESE.

The cheese market remains much the same. Demand is of a quiet character, and only leads to a small business in underpriced goods, as buyers and sellers are apart in their ideas of value on A 1 stock. At present prices, however, it may be remarked that fall goods are much cheaper than they were this time last year, so that when they are actually wanted on the other side, there will be no question of high prices to interfere with the consumptive demand. We quote: Finest Ontario fall made, 10½ to 10¾c.; finest Townships, 10c.; finest eastern, 9½ to 10c.; under grades, 9 to 9¼c.; cable, 7os. 6d.

ASHES.

There is no change in ashes, which remain the same. We quote: First pots, \$4.10; seconds, \$3.50 to \$3.60, and pearls \$6.50 per 100 lbs.

MONTREAL TRADE NOTES.

Caverhill, Hughes & Co. received recently a large consignment of choice Halloween dates, and also full lines of figs of all kinds.

Receipts of Valencia raisins, via New York, have comprised several thousand boxes, but business from first hands is very quiet at the moment.

The lowest price on record was reached last week on beet sugar, at Hamburg—viz., 8s. 10½d. f.o.b. at that port—which is 5s. to 10s. below anything before touched at the same period.

A large shipment of the Catling Packing Co.'s 4-Crown loose California muscatel raisins was received by Geo. Childs & Co. this week. This is a very scarce fruit at the moment.

Laporte, Martin & Co. were the recipients of a consignment of fine 3-Crown loose California muscatel raisins; and Birks, Corner & Co. also got in another lot. This fruit was also from the Catling Packing Co.

D. H. Renaldson has near at hand a large shipment of Batger's celebrated No. 1 boiled confectionery. The merits of these fine candies are well known, and the attractive packages in which they are put up make them good sellers.

Mr. Lafamme, of Rose & Lafamme, is one of the "mighty hunters" of the grocery trade in Montreal. He has just got back from a hunting trip with five other gentlemen, and they bagged six deer, Mr. Lafamme getting one the very first day out.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., Dec. 13, 1894.

BUSINESS continues good. A large number of merchants report an increase in their total sales compared with last year. Collections are rather slow. There is little change in teas here, stocks being in good condition and parties anxious to make sales. There is not much change in prices. Pork, beef and lard are rather lower. White fish are firmer. The feeling in flour is beginning to follow the market, and sales are being more freely made at the advanced prices. Retailers are now beginning to feel the Christmas trade, while the wholesaler begins to find it quieter.

SALT—Stocks are light, market continuing to be supplied via Boston. A small cargo arrived from that port this week was sold at 2c. at schooner's side. Ontario salt, in wood boxes, is being largely sold here. Before this American was almost the only kind sold in that shape. We quote prices ex store: Coarse salt, 58c.; fine factory filled, \$1 to \$1.10; 5-lb. bags, per bbl., \$3.25; 10-lb. bags, per bbl., \$3.10; wood boxes, 20 lb., 20c.; 10 lb., 12c.

CANNED GOODS—Quantity moving is not large. In salmon it is expected as soon as demand begins there will be an advance of 15c. in this market. Stocks are light. Some fresh canned Digby chickens, put up in Nova Scotia, are now offered. These goods have only been upon the market a few seasons, but are finding a good sale and are reported nice. They have the advantage of being cheap, price being \$1 per doz. We quote: Corn and peas, 95c.; tomatoes, \$1; corned beef, \$2.60 to \$2.75; oysters, \$2.10 to \$2.15; lobsters, \$1.75 to \$2; salmon, \$1.35 to \$1.40; peaches, 2's, \$2; 3's, \$2.50 to \$2.60; new canned apples, \$2.40; haddies, \$1.40.

DRIED FRUIT—New dates are to hand this week, some 800 boxes having arrived per last English steamers. They are meeting with good demand. The outside boxes are much cleaner than usual, a fact much appreciated by those who have to handle them. These, contrary to usual order, were bought direct from Persia. Prunes are not here yet. Market is, however, well supplied with French prunes. Citron is scarce in this market, first arrivals only being enough to fill standing orders. The demand for dried apples is good. It looks as if they were taking the place, in many cases, of evaporated. The lumbermen, particularly, appear to prefer the dried. They are low. Currants are cheap on spot. An extra quantity of small boxes of raisins have been used in this market this season. The nut trade continues good, the coming holidays causing the demand. We quote: Sultana raisins, 6½ to 7c.; Valencia, 4½ to 4¾c.; layers, 5½ to 5¾c.; California loose muscatels, 6¼ to 6½c.; London layers, \$2.10 to \$2.25; black baskets, \$3.25; French prunes, large boxes, 5 to 6c.; small boxes, 9 to 11c.; currants, bbls., 3¼ to 3½c.; cases, 3¾ to 4¼c.; cleaned, 25 lb. boxes, 6c.; 1 lb. cartons, 6¼c.; new dates, 5c. Walnuts, 11 to 13c.; peanuts, 10c.; filberts, 9 to 10c.; Brazils, 11 to 12c.; almonds, 13c.; pecans, 12 to 13c.

GREEN FRUIT—There is nothing new in the apple market. Auction sales continue daily. Prices are 60c. to \$1. Bishop pippins would bring much better prices were it not that they incline to be soft. Oranges

are lower. Florida lemons and Canadian grapes are about out of the market. Malaga grapes are very firm. Hard apples bring good prices and are in good demand. We quote: Soft fruit, \$1 to \$1.50; Bishop pippins, \$1.50 to \$1.75; hard fruit, \$2 to \$2.50; Florida oranges, \$3 to \$3.50; West India, repacked, \$5 per bbl.; case oranges, to arrive this week, \$5; keg grapes, 5 to 6c.; lemons, Messina, \$4 to \$5; Nova Scotia cider, \$2 to \$2.25 per barrel; Ontario cider, 25c. per gallon.

DAIRY PRODUCE—Cheese is rather firmer, though demand is not large. A few of this province's October makes are on the market. They are splendid goods. In butter the feeling is weaker, though demand is fair. In eggs the feeling is firmer and stocks light. The stock of medium grade butter in this market is large, and there is a good deal in the country yet to come forward. Extra quality is in demand. Good fresh pound rolls find ready sale. We quote: Eggs, 18 to 19c.; dairy butter, 18 to 20c.; creamery, 21 to 22c.; rolls, 24 to 26c.; cheese, 10½ to 11c.

MOLASSES—Stocks for this season are light. Good quality Porto Rico, Barbadoes and Antigua are being offered from New York in barrels and casks. It is expected prices will advance. In syrups demand is fair. We quote: Barbadoes, 32c.; Porto Rico, 32 to 35c.; fancy, 43 to 44c.; syrup, 30 to 35c.

SUGARS—Some nice samples of German granulated are now shown here at about ¼c. under refinery prices. Everything points to lower prices. It is said the native granulated gives much more satisfactory results. We quote: Granulated, 4¼c.; yellows, 3¾ to 3¾c.; powdered, 6 to 6¼c.; Paris lump, 6 to 6¼c.

FISH—Demand is not active. In cod fish the demand is almost all for medium. In smoked fish the quantities coming forward are large, with market weak. Pickled fish are firmer, and a few No. 1 mackerel are in the market. The season for frozen fish is now here, and dealers are preparing for a large business. Some herring which have arrived sold at 75c., and smelts at 5c. Demand has been light for smelts and a quantity was re-shipped to Boston. Demand for boneless fish is small. We quote: Medium cod, \$3.50 to \$3.75; small, \$3 to \$3.25; large, \$3.70 to \$3.90; pollock, \$1.70 to \$1.75; shad, \$5 to \$5.50; No. 1 mackerel, \$9 half-barrel; Shelburne, No. 1, barrels, \$4 to \$4.25; Bay herring, \$1.50 to \$1.60, half-barrels; medium smoked herring, 7 to 8c.; lengthwise, 7c.

PROVISIONS—Market weak and demand light. Local curers have done a large business this fall, and this has had something to do in lessening imports. We quote: Clear pork, \$18.50 to \$19; mess pork, \$16.50 to \$17; plate beef, \$12.75 to \$13; pure lard, 9½ to 10c.; compound, 8½ to 9c.; hams, 11½ to 12c.; bacon, 10c.; cottolene, 9¾ to 10¼c.

ST. JOHN MARKET NOTES.

The first vessel due with salt will arrive about the middle of January.

The lumbermen are looking good natured, expecting a fair output this winter and a good business in the spring.

There was some excitement at the unloading of the English steamer this week. A barrel of tar broke, and the contents went over a quantity of tea. It did not take the

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steamer's hands long to get the outside mats off the half chests, and it is thought that little damage has been done.

Canadian oil has been advanced here $\frac{1}{2}$ c. and linseed is reported firmer.

A large quantity of No. 1 Nova Scotia cider has been received by Northrup & Co., who make a specialty of this trade.

On Friday, December 7, eight cars of fresh fish left Moncton by special train for Boston, coming from North Shore points.

It is estimated that in the five northern counties of this province \$5,000,000 worth of fish will be taken during the season, \$300,000 being netted from smelts.

The extra large supplies of poultry have driven prices down, turkeys selling wholesale at 8 to 10c., geese 45 to 60c., ducks 50 to 60c., chickens 30 to 45c.

Large quantities of smoked haddies, bloaters and kippered herring arrive each week from Nova Scotia and Grand Manan ports. An improvement is shown in quality.

It has often seemed strange that every month the withdrawals from the savings bank here should exceed the deposits. Last month deposits were \$68,807.76 and withdrawals \$75,452.03.

The sympathy of THE GROCER is extended to the family of the late William Beer, of the firm of Schofield & Beer, who, after a long illness, died on Monday, 3rd inst. As a merchant and citizen he was well known and respected, being for many years a familiar figure on our streets. His large funeral reflected the high esteem in which he was held by the citizens.

The Custom House report shows the following total dutiable imports: November, 1894, \$121,831; last November, \$160,578. Free this year, \$76,529; last year, \$118,779. Duty collected this November, \$54,431; last November, \$66,785. Exports this November, \$174,506; last November, \$385,533. The great difference in this last particular is almost entirely due to the falling off in the export of lumber.

In teas the demand for the blended article is daily increasing. This is no doubt caused in one way by their evenness as well as by the extra flavor obtained by the proper union of the different grades, particularly the introduction of Indians and Ceylons. Theo. H. Estabrook reports receiving another lot of his Sterling blend in 50c. metal packages.

BAD AND POOR CLERKS.

The St. Louis Grocer asks: "Can you recall a case of a poor clerk making a successful merchant?"

Certainly, lots of them; in fact, most successful merchants began as poor clerks. Perhaps you mean bad instead of "poor." If so, why, that's different, though even many a bad clerk has been made good by a successful merchant, or a good trade journal. —Herald of Commerce.

RIGHT YOU ARE.

THE CANADIAN GROCER had an editorial in a recent issue, respecting a phase of trade journalism experience, which every publisher at times has to meet with.

Like ourselves, THE CANADIAN GROCER is glad to print, as news, any items respecting the arrival of new goods, etc., for its advertisers, and frequently has requests from correspondents for information as to where certain goods can be obtained.

These latter communications it replies to according to its knowledge, but in a recent case it did not possess the information desired by a correspondent, and honestly said so, only to be taken to task immediately afterward by the manufacturer of the article, who seemed indignant that the editor should not know the details of his (the manufacturer's) business, when the fact was that the manufacturer was one of those curiosities of the age—a business (?) man who does not advertise.

THE CANADIAN GROCER naturally stated, in replying to the manufacturer, that no one connected with the paper was a clairvoyant, and people must not be expected to know what a manufacturer has for sale unless he keeps it well advertised in the trade press.

THE CANADIAN GROCER is right. Retailers are not clairvoyants either, nor are they expected to remember an article unless its claims are kept before their eyes in their trade paper.

There is no room in the present age for manufacturers who do not advertise.—Cash Grocer.

A BARGAIN STORE PROBLEM.

"Good mornin'! Misthress McCluskey, the top o' the marnin' till yez; and phat's on yer mind, I dunno?"

"Wooray, wooray! Mrs. O'Hooligan, Oi am in a quan-dairy, that Oi am. Oi do be wantin to buy a quather uv a pound o' tay, an' Oi want a glass butther dish, an' by this an' by that, Oi don't know whither to buy the tay an' get the butther dish for a present, or to buy the butther dish an' get the tay hove in."—Herald of Commerce.

AN ADVERTISING SECRET.

The sign, "Fine Toilet Soap, 5 cents." For months hung on the wall; The ladies came and went each day But bought no soap at all.

The sign was changed, "Complexion Soap, Price 50 cents per Cake." The dealer in the next two weeks A fortune small did make.

—E.S.

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

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

Beardsley's Shredded Codfish,
Pettijohn's Breakfast Food,
Condensed Mince Meat.
C. & E. MACMICHAEL,
40 DOCK ST., ST. JOHN, N.B.

Cocoanuts

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

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

The Bell Cigar

Is the leading 5 cent, and

Spanish Doubloon

The leading 10 cent smoke

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

Finnan Haddies and Other Fish

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

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

Fish Fish Fish

Retailers can with confidence handle my packing of

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

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

JOHN SEALY

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

Grocers . . .

Are you aware of the fact that

GOLDEN FINNAN HADDIES

are still leading? Ask your wholesaler for Golden Finnan Haddies.

AGENTS

NORTHROP & CO.

South Wharf, St. John, N.B.

ZINC TO BLEACH MOLASSES.

THE adulteration of New Orleans molasses with sulphate of zinc is again attracting attention. The same question has been brought before the trade in various forms within the past ten years, but reports from various sections of the country now indicate a more vigorous investigation of the methods being practised by New Orleans and other shippers. According to a member of the New York trade, nearly 95 per cent. of molasses received in this market is adulterated, but, on the other hand, it is explained that it is hard to sell straight goods, and that molasses is brightened so that it will sell more readily. It is denied, however, that the introduction of sulphate of zinc is injurious, and to substantiate this several houses that deal in large quantities of molasses contend that zinc not only brightens the goods but purifies it. At any rate, the proportion of zinc used they say is so small that it is harmless.

It is claimed for the zinc that it has peculiar properties which allow it to precipitate all foreign matter, and rise to the surface as a scum, which is then cleared off and the molasses is left a pure amber color. The fact that molasses is "bleached" in order to compete with New Orleans wholesalers was freely admitted in the local trade.

It was said that the New Orleans Board of Health had prohibited the use of sulphate of zinc in the adulteration of molasses, and for some time the practice ceased. The manufacturers of preserves, etc., declared that the enforcement of such an order would practically ruin their business; but, nevertheless, it was heeded until recently, when fresh complaints were made to the health authorities that sulphate of zinc was entering into the clarifying process of molasses more largely than ever.

H. L. Hobart said, in reply to inquiries: "There is nothing in the story worth discussing. Zinc is used to purify and brighten molasses, but not in sufficient quantities to harm anybody. It is an old matter, often before the trade, and that's about all there is to it."

Mr. Post, of B. H. Howell's Son & Co., replied: "Sulphate of zinc is one of the ingredients used in a formula to clarify molasses. There are houses in this market that brighten molasses. I believe that the zinc precipitates any foreign matter which the molasses may contain, and then rises to the surface, where it is recovered. I don't think enough remains to harm us."

A member of the firm of Gustave, Jahn & Co., answered: "We have a formula for brightening our goods, but it is a common practice in the trade. Very few straight goods are received from New Orleans, and when we do get straight goods it is difficult to dispose of them when shown with bright-

ened goods. It is a miserable practice, however, and I wish it could be stopped."

A dispatch from Columbus, Ohio, states that a plan of adulterating New Orleans molasses came to the attention of Dairy and Food Commissioner McBall, of Ohio. A very extensive dealer in molasses and preserves sent him two samples of the classes—one bleached and the other unbleached. The manufacturer in question stated that this "bleached" article is the unbleached with sulphate of zinc added. The zinc is poisonous.—N. Y. Journal of Commerce.

HE HITS THE NAIL.

The retail grocers of New York have been endeavoring to formulate schemes to fight the department stores, and one of their number has written The Sun on the matter. He says:

"The members of the Retail Grocers' Association are proving that they are possessed of very poor business capabilities.

"If the dry goods houses feel like going into the grocery business, all the opposition, threatening, and baby talk of the association won't stop them. Of the two it will help them, as it is a first-class advertisement for the dry goods men.

"Now, here are the facts: No dry goods house can drive a live, up-to-date grocer out of business. It is a mistake to think the dry goods men are running grocery departments to advertise themselves. This is nonsense. Their grocery business is for making money. They may sell a few things cheap, but they will deceive no one but amateur housekeepers. Any good grocer can, on the whole, supply groceries cheaper than the dry goods men, for the simple reason that he is under less expense. Take my word for it, you can get more goods and better goods for a five dollar bill from a live grocer than you can at any bargain house in this town.

"What the members of the association want to do is to take the cobwebs out of their eyes, clean their stores up and make them look attractive, print signs for their goods, abolish the credit business, and look out for themselves and not for their opponents.

"The dry goods men may start soap factories, packing houses, or baby farms if they wish, but they can't scare a live grocer."

PREPARING COCOA.

In a recent article on coffee and cocoa, the eminent German chemist, Professor Stutzer, speaking of the Dutch process of preparing cocoa by the addition of potash, and of the process common in Germany in which ammonia is added, says: "The only result of these processes is to make the liquid appear turbid to the eye of the consumer, without effecting a real solution of the cocoa substances. This artificial man-

ipulation for the purpose of so-called solubility is, therefore, more or less inspired by deception, and always takes place at the cost of purity, pleasant taste, useful action, and aromatic flavor. The treatment of cocoa by such chemical means is entirely objectionable. . . . Cocoa treated with potash or ammonia would be entirely unsalable but for the supplementary addition of artificial flavors by which a poor substitute for the aroma driven out into the air is offered to the consumer." The delicious breakfast cocoa made by Walter Baker & Co., of Dorchester, Mass., is absolutely pure and soluble. No chemicals, or dyes, or artificial flavors are used in it.—Advt.

THE GROCERY STOVE.

Can you see it? Big, ugly, cracked and dusty; with broken doors on rusty hinges, and with defunct legs, supplemented with bricks or blocks of wood. If it has stood in its place all summer and it seems expedient to use it again this winter, don't set it to work without giving it such a coat of polish that the tobacco chewer will not dare to leave his mark upon it. Attend to this important matter at once—delay is dangerous; for it may mean loafing, uncleanness, and a whole train of like evils. The season is at hand when it is the stove that gives the cue to the rest of the store. Then give that wooden leg a lye bath, change the old brick for a vitrified one of the most approved pattern, keep the floor underneath and around the stove well swept and scoured, and depend upon it your customers will draw favorable conclusions as to the condition of your goods.—Merchants' Journal.

At the inquest on the burning of Dent & Co.'s store at Woodstock, the jury decided that the fire was the work of an incendiary.

TAKE A NOTE OF IT. Tel. 1040
I've moved my office to
CANADA LIFE BUILDING
A. C. NEFF, Chartered Accountant,
Auditor, Assignee, etc.



Robt. Ralston & Co.
HAMILTON, ONT.

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HERE
IT
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AT . . .
LAST



A most delicate condiment. Put up in 1 lb. Self Sealing Jelly Jars at \$2.25 per dozen.

PURE GOLD MFG. CO.
TORONTO

TORONTO GROCERS' ASSOCIATION.

SLEET and rain did not prevent a fairly good turnout at the regular monthly meeting of the Toronto Retail Grocers' Association on Monday night in St. George's Hall. President Donald occupied the chair.

The principal task before the association was the election of officers for the ensuing year. The presidency went by acclamation, but it took three ballots to elect the vice-president, and an equal number to determine who should fill the treasurership. The appointment of secretary lies with the Executive Committee. R. M. Corrie is the present occupant. The election of recording secretary it was decided to defer till the next meeting, the present occupant of the office agreeing to continue his duties in the meantime.

The officers elected were :

PRESIDENT—F. S. Roberts.
VICE-PRESIDENT—A. White,
TREASURER—J. G. Gibson,
EXECUTIVE COMMITTEE—D. N. Sinclair, R. S. Bond,
P. Mulqueen, D. W. Clark, A. G. Booth.

PEDLARS' LICENSES.

At the October meeting of the association a committee was appointed to secure information re pedlars in other cities, and to draft a circular for submission to the candidates at the ensuing municipal election showing the result of its labors, and urging a more stringent license law for the city of Toronto. Recording Secretary Mills an-

nounced that the committee had the draft report ready for the consideration of the association. The report, in part, read, as follows :

"From the returns received from various American and Canadian cities, the committee can say that the different civic authorities consulted protect their regular merchants much more effectively than do those of Toronto. After considering the question in all its bearings, this committee is of opinion that a larger fee should be imposed and more stringent measures adopted for enforcement of regulations attached to licenses. The question certainly would seem to merit more attention from our aldermen in view of the large amount of capital of grocers, butchers, and fruit dealers, amounting to some \$4,500,000, and the more so when the business of men long identified with the interests of our city is being most seriously interfered with by those who have only recently come to our midst, and who have nothing at stake save their small license fee. The association, through this committee, ask, therefore, that you will do your utmost to ascertain the views of candidates for municipal honors in your division.

"We append list of license fees as levied in the following cities :

Denver	\$100	Montreal	\$100
St. Paul	100	Stratford	50
Minneapolis	75	Guelph	50
Buffalo	36	Vancouver	100
Chicago	25	Winnipeg	50

"We are of opinion that \$50 should be our city license for horse and wagon with

one man, each additional man, \$10; push cart, \$20; pedlar, with basket, \$10 per annum. And that it should be under the supervision of the police department."

J. G. Gibson thought that the push cart should be made to pay the same as a wagon. "They are as big a nuisance as the wagon." He moved that the fee for push cart be made \$50, and it was so decreed.

D. W. Clark considered that there should be a time limit, and he moved that a clause be added, stipulating that peddling should be prohibited between the hours of 5 a.m. and 1 p.m.

W. J. Sykes moved that baskets be taxed \$25. Carried.

D. W. Clark and R. S. Bond both wanted shouting by hawkers prevented, and it was decided to so recommend.

The Executive Committee recommend that \$15 be spent in advertising in the daily papers to the effect that no Christmas presents would be given by the trade this year to customers, and the meeting concurred in the recommendation.

TO HAVE AN "AT HOME."

Further consideration of the question of an At Home was suggested by the Executive Committee. At the November meeting it was decided to dispense with the usual At Home this season and merely to have refreshments and a sort of free-and-easy at the inaugural meeting in January.

After all last month's resolutions had been rescinded it was decided to have a program and refreshments at the inaugural meeting, and, in addition, to hold an At Home some time in February, the Executive being delegated to make the necessary arrangements.

The association adjourned at 10:20 p.m.

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Co.

The Surprise Soap Twine Holder



Holds . . Your Twine

— Is a Handsome
Counter Fixture

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

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

BRANCHES—

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

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

DRY GOODS.

TORONTO MARKET.

ROAD orders have increased for heavy woollens in general during the past two weeks. This is due to spells of cold weather experienced in various sections of the country, and the consequent inroads into retailers' stocks for this class of goods. Heavy dress goods, overcoatings, flannels, blankets, underwear, etc., have been reordered and wholesale stocks materially lowered.

Truly, trade has been very good for December, the volume being about equal to last December. Still the year promises to end very unfavorably, as far as the total volume of trade is concerned.

Prices are steady, and no abrupt changes have to be recorded. Cottons are firm and quiet.

Spring samples are coming in day after day, and travelers' lines are weekly augmented. Millinery travelers are mostly off the road now.

Holiday goods have sold fairly well for the Christmas trade, and those houses selling this class of goods have found a quick turnover.

MONTREAL MARKET.

The dry goods trade during the past week has been an exceedingly quiet one, and there are practically no new features to report.

Values show no further change in any of the leading lines, and the actual movement has been confined to a small sorting trade, which is not calculated to develop anything striking. Stock-taking is nearly over with most of the houses in the trade, and it has revealed the fact that supplies in wholesalers' hands were never lighter than they are now.

PRODUCTS FOR BRITISH COLUMBIA

For the purpose of securing the rapid transport of dressed hogs, poultry, butter, cheese, etc., between Manitoba and British Columbia points, the Canadian Pacific Railway Company has decided to despatch a special car from Winnipeg at intervals during the winter, to carry such produce. This car is designed to carry less than carload lots, and will take the place of the refrigerator car service in the summer. Lots of the products named will be picked up at any point on the main line between Winnipeg and Moose Jaw, destined for shipment to Canmore, and points west thereof to the coast. This special car service will leave Winnipeg on the following dates: November 29, December 13 and 27, January 10 and 24, February 7 and 21, and March 7.

The refrigerator car service over this route during the past summer season carried 700,000 pounds of butter, cheese and eggs. All this was taken from stations between Win-

nipeg and Moose Jaw, inclusive, on the main line for British Columbia points.—Commercial, Winnipeg.

SALESMEN ORGANIZE.

The Association of Wholesale Grocery Salesmen, of New Orleans, is an organization that has been formed for the purpose of eradicating objectionable trade methods and weeding out illegitimate, unbusinesslike and unfair competition, and protecting their customers among the retail grocers against the competition of dealers who are not in the habit of paying for the goods they buy. Their interests and purposes are entirely identical with those of their employers, the wholesale grocers, and their customers, the retail grocers.

Traveler Wanted . . .

The undersigned desire to secure the services of a first-class man for ground west of London; to commence 1st of January.

LUCAS, STEELE & BRISTOL

. . . HAMILTON.

Jersey Cream Baking Powder

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

It pays much better than a little extra profit.

Manufactured only by

LUMSDEN BROS.
HAMILTON, ONT.

BRUSHES...
ROOMS

ALL GOODS BRANDED

"BOECKH"

Send for Price List.

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

CHAS. BOECKH & SONS
Manufacturers. TORONTO, ONT.

New Table Raisins

BLACK BASKETS
LONDON LAYERS

—ALSO—
VALENCIA SHELLED ALMONDS

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

T. KINNEAR & CO.

WHOLESALE GROCERS
49 Front St. E. TORONTO.

McAlpin..
Tobacco Co.

Manufacturers

TORONTO, ONT.

See Prices Current...

FOAM YEAST

A New Discovery

Be sure and get a box from your Wholesale Grocer.

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

French Plums

CASES.

Prime Quality. New Crop.

Cut Prices. Lowest Ever Imported

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

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

In Half-pint Bottles, in the following flavorings:

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

A DELICIOUS DELICACY.

SLOAN & CROWTHER,
Wholesale Grocers Toronto.

J. W. Lang & Co.

WHOLESALE GROCERS

NEW FIGS

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

PRICES LOW.

59, 61, 63 Front Street East Toronto.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

New Season's
Choicest

Hallowee Dates

Now in store.

PERKINS, INCE & Co.

41 and 43 Front St. East.

NEW

Filberts Prunells
Almonds Dates
Walnuts Figs
and Apricots

SMITH & KEIGHLEY

9 Front St. E., TORONTO.

KEEP YOUR EYES ON THIS SPACE

There is no optical delusion
to puzzle you

SIMPLY

An announcement that our Brooms
must sell and therefore should be
kept by you.

Because We Give { **First-Class Workmanship
Highest Grade of Material
Prices that Can't be Beat!**

H. A. Nelson & Sons

TORONTO AND MONTREAL

Send in for a 5 dozen sample lot. A trial is all we ask;
your whole trade will follow.



THE CORNER GROCERY.

THIS week we have been getting our windows arranged so as to look attractive and seasonable. Raisins, currants, peels, nuts, extracts, dates, figs, and pulverized sugar are starting to sell quite freely, and we are expecting a good Christmas trade.

One of our tinsmiths was complaining about some of our grocers selling a big tin pan with baking powder, and a milk tin with coffee. However, this will only be for a short time, as the gift business with baking powder has about reached the end of its tether.

This fall pedlars with tea, note paper, carpet sweepers, bake pans, views, and all manner of things, have been as thick as "June bugs in a tamarack swamp"; and this does not help the honest retailer who has to pay his rent or taxes, hands, light, fuel and his many other calls, but only makes his path more rough, rocky and steep.

Every week someone is coming into town, sampling and posting up bills, and then there is another article we grocers or the druggists have to keep, for a time at least. By the way, this sampling business has grown wonderfully of late. It was so noticeable at all our fall fairs this year. At my home recently there have been left samples of breakfast foods, yeast cakes, two or three kinds of soaps, liniments, etc., and no end of patent

medicine literature. It must be enormous the amount of money that is spent in this manner.

It is confusing to the customer and annoying to the retailer, that there are so many brands of one line of goods. Take for example baking powder. Now, we have eleven kinds in stock, put up in glass jars, tin cans, paper packages and bulk, and we are asked for lines we do not keep. Of laundry soaps we have fifteen varieties, and a stock generally of over one hundred boxes, which for an ordinary retail business should be sufficient of laundry and electric soaps. But no, we are asked for soaps we do not have. Toilet soaps are nearly as bad; and look at the host of package teas, each with its own particular name. I'm sure, I can easily name twenty that are now on the market. And of blackings, washing compounds, can coffees, blues and numerous other articles, there are also too many kinds. Here is an instance: A lady came in and said to me: "Mr. T, I want some stove polish. What kinds have you?" I showed her James', Royal, Electric Paste, Lusterine, Silver Star, and Nonsuch. She said: "Are these all you keep?" I replied: "Yes Madam," then she said: "Well, which is the best?" I recommended one brand and made the sale. This is an evil we have to contend with every day, where we have so many brands of one article, and the only remedy I see will be in the future, the "fittest will survive."

• TOBE.

GROCERS WHO CLOSE AT SIX.

THE Windsor, N.S., grocers close every night but Saturday at six o'clock. They began with two evenings, then three, but there was so much confusion, as people forgot which evenings they closed, that they agreed to close every night. The rule has been strictly adhered to, and it is not likely they will return to the old days, when the closing hour varied from eight o'clock to midnight.

Judging from this and two or three similar experiences where there are honorable busi-

ness men in a town, there is no need of an early closing by-law, such as they have in Ontario, to compel them to keep an agreement.

What Windsor has done by mutual agreement other towns can do also. They must not expect that they can carry it out at once. There will be occasional trouble, due mainly to misunderstandings.

If a man happens to be detained by a customer for a half-hour or so beyond the time agreed upon, do not take it for granted he is violating the agreement. Give him some latitude, and you will probably find he has no intention of breaking it.

Once a man becomes accustomed to early closing he will not go back to the old system.

DATING TEAS AHEAD.

DATING ahead is not confined to the dry goods trade, nor to the average jobber in the Maritime Provinces, where long credits are common.

A Montreal tea house has been selling goods in Eastern Nova Scotia and Cape Breton, November delivery, and dating four months from March 1st. It delivers the goods at Picton, and the buyer pays freight from that point.

Halifax and St. John houses have been selling four months from January for November delivery, but now they are offering the same terms as Montreal.

This is discouraging news for those in the trade who have been earnestly endeavoring to put business on a cash basis. This particular jobber, who is interested in a retail business, does not follow the same lines in that department; in fact, his business is almost entirely cash.

It is to be hoped that those merchants to whom he has given long credits will not follow his example and increase their customers' credits. These are too long now. They should continue to curtail them and take advantage of their cash discounts, which in this case should amount to a good profit.

THE . . .
**STRATHROY CANNING
 AND PRESERVING CO.**
 (LIMITED.)

Packers of all kinds of

**Fruits . . .
 Vegetables and Meats**

All goods guaranteed first-class.

Office and Factory:

STRATHROY, ONTARIO.

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

**The fame of "KENT" Canned
 Goods is spreading.**

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

**The Kent Canning
 & Pickling Co.**
 CHATHAM, ONT.

IMPROVEMENT THE ORDER OF THE AGE

—AND—

The "LION BRAND"
 Canned Goods Leads !!

No need to ask the reason,
 No need to make the reply.

Everyone knows the HIGH REPU-
 TATION of our goods. Why? Because they
 are acknowledged as "STANDARDS."
 Grocers may now rely upon getting our
 goods; with our new factory added in To-
 ronto, we are confident of supplying the de-
 mand.

See that the word "BOULTER" is litho-
 graphed across the face of the label. None
 other genuine.

W. BOULTER & SONS
 PIGTON, ONT.

ALWAYS THE BEST.

CIDER AND WHITE WINE VINEGARS

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

Prices very low. Send for quotations to

THE DOVER APPLE CO.
 PORT DOVER, ONT.

**400 BARRELS
 Sweet Cider**

15 Cents a Gallon.

Order from your wholesale grocer or
 direct from

GARDEN CITY CANNING CO.

St. Catharines.

LION "L" BRAND

REGISTERED
 TRADE
 MARK.

PURE GOODS.

JAMS,
 JELLIES,
 VINEGARS,
 PICKLES.

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

DIPLOMA
 AND MEDAL
 Toronto Exhi-
 bition, 1893.



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

**"The Best of
 Everything"**



Is the material we use in producing our goods.

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

Delhi Canning Co. = Delhi

TRADE CHAT.

THE City Council of Brantford has decided to tax auctioneers selling bankrupt stocks \$25 a day.

Windsor merchants will close their stores at 8 p.m. this winter.

The Poultry Association of Ontario will hold its 21st exhibition January 1st to 5th at New Hamburg.

A farmer was fined \$15 for selling a bag of potatoes on the Hamilton market that was under weight.

The export cattle business of Manitoba and the Northwest this year shows an increase of 100 per cent.

Duck Lake is now the name of the post-office in that village, the name of Stobart having been discarded.

The commercial travelers of Hamilton and district will hold their annual dinner on Friday evening, December 28.

J. Z. Long & Son, of St. Thomas, received a Canadian patent for improved egg crates for J. H. Robison on December 3.

Commencing with Monday last the Winnipeg retail stores will remain open till 10 o'clock until the Christmas holiday is over.

The Northwest commercial travelers have decided to hold their annual entertainment at the Manitoba hotel, Winnipeg, on Friday evening, the 28th inst.

The city of Toronto has been notified that its appeal against the pedlars' victory in the Supreme Court may not be argued in the Privy Council until June.

The total cut of the lumber mills in the Ottawa district this season is estimated at 258,000,000 feet, which is a considerable advance on the cut of last year.

Immediately after the disastrous fire in Winnipeg insurance rates were raised 25 per cent. A few days ago instructions were received from the Eastern Board of Underwriters to restore the old rate.

The Montreal boot and shoe manufacturers are about to exploit the Australian market and will send a representative with a large shipment of Canadian made boots and shoes by the January steamer from Vancouver.

The Retail Grocers' Association of Hamilton has elected these officers by acclamation: President, A. Ballantine; first vice-president, J. O. Carpenter; second vice-president, J. C. Boligan; treasurer, C. Bremner; secretary, W. R. Harvey.

The Council of the Toronto Board of Trade has passed the following applications for membership: Robert Neilson, Ayr; Thomas Robson, Lindsay; Harold Barrett, Port Hope; Charles M. Bowman, Southampton; Hon. S. C. Wood and Thomas R. Mason, Toronto.

Joe Murphy has taken possession of Weaver's hotel, but has not signed the lease,

which contained a forfeiture provision in case of Saturday night or Sunday selling. This provision was in Weaver's lease from S. James, and the new lessee objects to it.—Herald, Hamilton.

PERSONAL MENTION.

Charles Cherry, who has represented Todhunter, Mitchell & Co. for some time in the east, is now looking after the firm's interest in the city. S. Arnold has taken his route in the east.

J. Douglas Brack, with Todhunter, Mitchell & Co., returned last week from a business trip to the Coast. Business in British Columbia he reports quiet, although prospects are improving. In Winnipeg, both the wholesale and retail trade he pronounces good, and corroborates what others have already said, namely, that the capital of the "Prairie Province" has entered upon a period of steady and healthy development.

Maxwell Hall, who since 1879 has occupied the position of secretary, buyer, etc., with the Longford Lumber Co., Longford Mills, has severed his connection with the firm. Mr. Hall has had a wide experience in business matters, has made the best of it, and it will prove valuable to him in whatever sphere he may in future be found. He came to Longford Mills some sixteen years ago, and during that time has filled, with credit to himself and satisfaction to the firm and its customers, the position he occupied. He has always taken an active part in promoting the general welfare of the people of Longford Mills, and mill men, women, children and all regret that he is to leave them. Mr. Hall will, for the time being, at least, take up his residence in Orillia. He has been succeeded in the secretaryship of the Longford Lumber Co. by George Thompson, mayor of Orillia, and brother of the president of the company.

MANITOBA'S WHEAT EXPORTS.

The wheat shipments from Manitoba this year were larger than ever before. As nearly as can be figured the exports of wheat via Port Arthur and Fort William were 8,400,090 bushels of wheat; ground into flour, 2,500,000. of wheat; via Duluth, 1,000,000, equal to a total of over 12,000,000 of the crop exported during the season of its growth. Could the Hudson Bay railway, if built, do this? It is a significant fact that about 90 per cent. of the crop found its way to market via United States routes, the bulk of it being transhipped at Buffalo. Some vessel men claim this would not be if the St. Lawrence combines were busted. It levies an arbitrary rate of 2½ cents per bushel, no matter how hard times are or how low lake freights may happen to be. There were cases this year where the St. Lawrence charges for 200 miles of transportation from Kingston to Montreal were equal to the lake freight from Duluth or Port Arthur to Kingston, 1,000

miles. That is no doubt a strong reason why Canada is losing her carrying trade, and the cry goes forth about the decadence of Canada's lake marine. Fifteen hundred cars of stock have passed Port Arthur since January 1; 1,375 of these were cattle worth \$750,000, besides the freight, nearly \$250,000 more, the other 125 cars were horses, pigs and sheep.

PHILOSOPHY FOR A COLLECTOR.

A collector of unpaid bills has, says the Syracuse Post, a hard time of it, but one met a philosophical debtor recently who convinced him of some astounding facts. The collector said that he had been chasing the said philosophical debtor for about six months, and was getting tired. It was always "come around to-morrow," or "haven't got it now."

"Say," he said, when he made his last trip, "are you ever going to pay this bill?"

"Why, yes, some day," the philosopher replied. "But, look here, young man, I want to show you a thing or two. How many bills have you got in that pack?"

"About forty," said the collector.

"How long does it take you to visit all these people?" the philosopher inquired.

"About a day."

"What if all paid up promptly?"

"Why, that would be great."

"Would it? What would you do for a living if all these debtors paid up in one day?"

The collector looked blank for a moment.

"Great Jerusalem! I'd be out of a job."

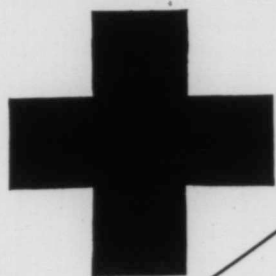
"Well, then, don't be so anxious to collect every cent due your people. One bill a day is enough. As for me, come around some time next week and I may do something for you," and the philosopher faded away.

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

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

**CRANE'S
BLUE**

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



THIS MARK

Is on every packet of the famous

**BLUE
CROSS
CEYLON
TEAS**

$\frac{1}{4}$ lb. lead packets }
 $\frac{1}{2}$ lb. " " } Assorted
 1 lb. " " } Cases.

A Perfect Blend giving satisfaction to the public and fair profit to the retailer.

HEAD OFFICE :
LONDON, ENG.

MONTREAL
Hudon, Hebert & Co.
Caverhill, Hughes & Co.

AGENTS
ST. JOHN, N.B.
G. W. S. De Forest & Sons
HALIFAX, N.S.
Bauld, Gibson & Co.

KINGSTON, ONT.
Fenwick, Hendry & Co.
HAMILTON, ONT.
Lumsden Bros.



"Sweet and Low,"

**The
Concert
Season**

Is now in full swing. Secure your share of the proceeds by supplying your vocalists and orators with **B.F.P.** Cough Drops.

Manufactured and put up in 5 lb. tins by

Toronto Biscuit & Confectionery Co.

Front Street East.

TORONTO, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOHAN RINGER, grocer, Spadina ave., Toronto, has assigned to Henry Barber, with liabilities of \$5,000.

W. W. Brewis, grocer, Montreal, has assigned.

John Cameron, grocer, Peterboro', has assigned to R. R. Hall.

John Cavers, dairy, North Dumfries, has assigned to J. M. Irwin.

J. J. Russell, grocer and baker, Ridgeway, has assigned to A. Hanna.

J. E. P. Cammondon, general store and saw mill, Wotton, has assigned.

Chas. Martel, grocer, Quebec, has compromised at 50c. on the dollar.

A meeting of the creditors of L. Marchand, grocer, Montreal, has been called for today.

Joseph Potvin, general merchant, St. Cyriac, has compromised at 75c. on the dollar.

G. Pelletier, grocer, St. Louis de Mile End, Que., is offering to compromise at 25c. on the dollar.

Alf. Sleep, general merchant, of Seagrove, has assigned to Henry Barber & Co.; liabilities, \$4,000

L. H. Chouinard, general merchant, Matane, Que., is offering to compromise at 65c. on the dollar.

James Pope, grocer, Davenport road, Toronto, has assigned to J. Crichton. Liabilities are not large.

D. F. McCarthy, grocer, Queen street west, Toronto, has assigned to W. A. Campbell. The liabilities are small.

W. H. Wilson & Co. (W. R. Dunn), grocers, Woodstock, have assigned to W. A. Campbell. Liabilities \$7,000 and assets \$5,000. Mr. Dunn has only had possession of the business a few months.

These firms, doing business in St. John's, Nfld., have suspended: E. Duder, general merchant; Alan Goodridge & Sons, provisions; Job Bros. & Co., general merchants; John Steer, fishing supplies.

SALES MADE AND PENDING.

The stock of Mrs. P. Lalonde, grocer, Ottawa, has been sold at 41 1/4 cents.

The assets of A. L. Deneau, groceries, etc., Montreal, are to be sold to-day.

The assets of A. D'Vignon, grocer, Montreal, are advertised to be sold to-day.

The general stock of W. B. Barnard & Co., Sutton, has been sold at 55 cents.

The stock of W. F. Beck, crockery, Montreal, has been sold at 35c. on the dollar.

The assets of L. A. H. Hogle & Son, general merchants, Pike River, have been sold.

The stock of Gaudry & Leclair, boots and shoes, Montreal, has been sold at 60c. on the dollar.

The general stock of Champagne & Senez, St. Valere de Bulstrode, Que., has been sold at 71c. on the dollar.

The stock of F. L. Cherrier, groceries and

liquors, Hamilton, to have been sold on the 12th inst., was withdrawn.

PARTNERSHIPS FORMED AND DISSOLVED.
A. Gunn & Son, wholesale grocers, Kingston, have dissolved.

A registership has been formed in Montreal by Chas. Routhier and Antoine Blondeau to carry on business as grocers under the style of Routhier & Blondeau.

CHANGES.

R. B. Clements, grist mill, Walkerton, has sold out.

Francis Hunt, general store, Kinburn, has sold out to W. B. Richardson.

Wm. Little, general store, Ratho, has sold out to J. E. Townsend.

C. E. Weaver, hotelkeeper, Hamilton, has sold out.

C. V. Anderson & Co., general merchants, Virden, Man., are advertising going out of business.

James R. McDonald, grocer, Hopewell, has been succeeded by A. B. Dean.

Kemp & Book, grocers, Brantford, have sold out to Church & Howard.

DEATHS.

Milton Dayton, general merchant, St. Mary's, N.B., is dead.

THE
"PITTSBURGH"
MAMMOTH
GIVES MORE

...LIGHT

THAN
ANY OTHER
MAMMOTH
LAMP MADE.

We send you a primer telling you all about it.

GOWANS, KENT & CO
TORONTO

Sole Agents

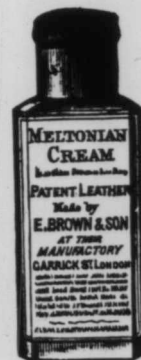
E. BROWN & SON'S, 7 Garrick St., London, England, and 26 Rue Bergere, Paris.

**BOOT PREPARATIONS
SOLD EVERYWHERE.**



MELTONIAN BLACKING
(As used in the Royal Household)

Renders the Boots soft, durable and waterproof.



MELTONIAN CREAM
(white or black)

For Renovating all kinds of Glace Kid Boots and Shoes.



ROYAL LUTETIAN CREAM

The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, Etc., Etc.



NONPAREIL DE GUICHE
Parisian Polish

For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other.

Messrs. SALOMON & PHILLIPS, 33 Spruce St., New York, Sole agents for Canada and U. S. A



LEADERS

That is what we are in the wine business. Write us for prices on our different brands.

Fine Old Port
Old Port
Golden Diana
Catawba
and Sherry

The Ontario Grape Growing and Wine Mfg. Co.

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

WINDSOR TABLE SALT

AT CARLOAD PRICES.
100 Barrels is a Car.

ONE ORDER last week was for 79 Barrels Common Salt, and the balance of car in Table and Dairy Salt.

ANOTHER was for 83 Barrels Common and balance in Table and Dairy Salt.

THERE WERE OTHERS—BUT—

Prices Prove Profits.

TORONTO SALT WORKS,

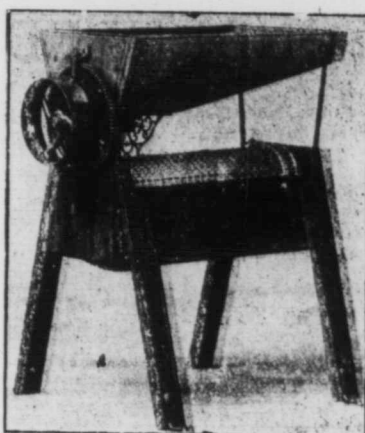
128 Adelaide St. E., Toronto,

CITY AGENTS FOR WINDSOR SALT WORKS



ASK FOR

MOTT'S



The Grocers' Fruit Improver

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

Manufactured and Sold only by
BEAMER & RYAN
Brampton, Ont.



British Columbia Salmon

“BALMORAL” BRAND
Turner, Beeton & Co.
VICTORIA, B.C.

AGENTS
WATT & SCOTT Montreal WATT & SCOTT Toronto GRANT, OXLEY & CO. Halifax ARTHUR P. TIPPET St. John, N.B.

Tetley's Teas



The celebrated Elephant Brand of India and Ceylon Teas, in pound and half pound lead packets, have stood the critical test of the Canadian public for years, and

STILL THEY LEAD

JOSEPH TETLEY & CO.

LONDON, ENG. MONTREAL. TORONTO.

And for Manitoba, the Northwest Territories and British Columbia

The Hudson's Bay Co.

A CLEVER COMPROMISE.

HALIFAX travelers have a story of the clever way in which a Westville merchant induced his creditors to agree to a compromise.

He failed, owing a considerable amount, distributed among a great number of creditors. The largest amount was \$1,800, which he owed to a Halifax grocer.

He went to this house and said that if it signed an agreement compromising at 40c. on the dollar, he would give it all his trade in future. The bait caught.

He had no difficulty then in getting other creditors to sign. They felt that if the largest agreed to compromise at that figure, they were foolish to hold out. They patted him on the back, hoped he would now do well, and were very lavish in their attentions to him.

He started again, but he never would buy goods from any but the \$1,800 firm, and this is how the secret agreement was found out; for, when travelers cannot sell goods, they soon find the why and wherefore.

Can this be considered an honorable compromise?

A DISCUSSION ON TAXATION.

W. W. Turnbull, the head of one of St. John's largest grocery firms, has come before the citizens with a scheme by which he proposes to revolutionize taxation. He read a paper outlining his scheme before nearly all the prominent merchants of the city in the Board of Trade rooms.

Mr. Turnbull's idea is to impose all taxation upon net income, whether from real estate, from the labor of a man, or from any other source, and to relieve from taxation all real estate not earning any income. James F. Robertson, of Manchester, Robertson & Gibson, dry goods, could not see that the scheme was feasible, and could not agree with Mr. Turnbull that a business house which had made no profit in a year should be relieved. He could not see why they should go before the mayor and council and say, "We have done no business this year, don't charge us any taxes." The idea, Mr. Robertson thought, was preposterous, when it had to be considered that every one would learn that the firm was financially cramped and would be wary of them while they were trying to keep a stiff upper lip in a time of depression. Mayor Robertson, who is also a grocer, Mr. S. Schofield, agent of the Turners' line of steamers, Mr. T. S. Simms, brush manufacturer, and others opposed the idea as set forth by Mr. Turnbull, and which Geo. C. Schofield, manager of the Bank of New Brunswick, favored. A vote of thanks was tendered Mr. Turnbull for his paper, but the meeting took no action on it. The scheme is not one that commends itself generally to St. John citizens.

GONDENSED MINGE MEAT

Delicious Mince Pies every day in the year.

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

Sells at all Seasons.

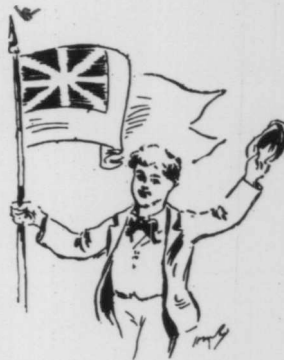
Will not ferment in warm weather.



The best and Cheapest Mince Meat on Earth.

Price reduced to \$12.00 per gross, net.

J. H. WETTHEY,
St. Catharines
Ont.



Decorate Your Window

... WITH ADAMS'

Tutti Frutti Beautiful Hanger Signs

Ask your wholesale man for them or send postal card to

ADAMS & SONS CO.,

11 and 13 Jarvis St., TORONTO, ONT.



Sold by the Wholesale Grocery Trade and the Manufacturers,
THE HAMILTON COFFEE AND SPICE CO

Sales Increase Yearly
It Holds Trade

FOR **ATHLETES** when Training.

Johnston's

FOR **INVALIDS** and Convalescents.

FLUID BEEF

FOR **Solid Comfort** as a Beverage.

.. IS ..
Indispensable in Sickness and Health.

FOR **STRENGTH** to ALL.

DR. ART

PROF. JA

THE ST. LAWRENCE SUGAR REFINING CO.'S

GRANULATED YELLOWS SYRUPS

ARE PURE

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

Do You Want Good Milk ?

"REINDEER" BRAND CONDENSED MILK.



ANALYSIS:

WATER	27.48
FAT	8.84
ALBUMINOIDS.....	10.20
MILK SUGAR.....	13.54
CANE "	37.96
ASH	1.98

(Signed) MAYNARD BOWMAN

Pub. Analyst, Nova Scotia and P. E. Island

DR. ARTHUR HILL HASSALL, Analy. Sanit. Inst., London, Eng., says :

"The REINDEER BRAND condensed milk must be pronounced of excellent quality, and in every way satisfactory."

PROF. JAS. W. ROBERTSON, Dom. Dairy Commission, says :

"The Truro condensed milk, REINDEER BRAND, has been analyzed by our chemist, and found superior to the famous SWISS products."

Best for Wash Day AND Best for Every Day

Will not
Streak
The Linen.

Keen's Oxford Blue



New Style of Package for Five Cents

Ready Seller.

Three one-ounce Squares Wrapped.

CURRENT MARKET QUOTATIONS

TORONTO, Dec. 13, 1894
This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.
Goods in large lots and for prompt pay are generally obtainable at lower prices.
All quotations in this department are under the direct control of the Editor, and are not paid for or doctored by any manufacturing or jobbing house unless given under their name; the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.



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

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

Gold Medal per lb.
1/2 lb. paper package, 10 lb in box. 0 12
1/2 lb. " " " " " " 0 12
1 lb. " " " " " " 0 12
W. H. GILLARD & CO., PROPRIETORS
Diamond—
1/2 lb. tins, 4 doz. cases 0 67 1/2
1/2 lb. tins, 3 doz. cases 1 17
1 lb. tins, 2 doz. cases 1 98
BISCUITS.
TORONTO BISCUIT & CONFECTIONERY COMPANY.
C.
Abernethy..... 8
Arrowroot..... 10 1/2
Butter..... 6
" 8 lb pks 20
Cottage..... 8
Coconut..... 11
Garibaldi..... 84
Gingerbread..... 10
Ginger Nuts..... 9
Graham Wafer 9
" 2 lb. pks 20
Jam Jams 11 1/2
Jumbles 11
Lemon 9 1/2
Lunch..... 9
Molasses Snaps 5 1/2
Moss Wafers..... 14 1/2
Napoleon 12
Nelson Tarts... 11 1/2
Oyster Crackers
" Square.... 6
" Pearl..... 6 1/2
Peach Cake.... 12
Pearl Wafers... 13
People's Mixed 10
Pilot Family... 5
Queen's..... 12
Reception..... 11
School Cake... 11
Soda..... 5 1/2
" 3 lb pks 18
Sultana..... 9 1/2
Tea..... 10
Variety..... 12
Village..... 7
Wine..... 8

BLACKING.
DAY & MARTIN'S BLACKING.
Liquid. per doz
Pints, A (3 doz. per bbl)..... \$3 30
3/5 " B 9 " " 2 25
2/5 " C 15 " " 1 25
Russett Cream (12 doz. per case) 2 13
Paste.
(Boxes of 3 doz. each) per gross
No. 2 size (4 gross to a case).... \$2 40
No. 3 size 6 " " 3 65
No. 4 size 3 " " 5 50
No. 5 size 4 " " 6 80
No. 7 size 4 " " 9 00
Waterproof Dubbin.
In tins, large (6 doz. in a case) ... 12 50
P. G. FRENCH BLACKING. per gross
1/2 No. 4..... \$4 00
3/4 No. 6..... 4 50
1/2 No. 8..... 7 25
3/4 No. 10..... 7 25
P. G. FRENCH DRESSING per doz.
No. 7, 1 or 2 doz. in box..... \$2 00
No. 4, " " 1 75
RALSTON'S FRENCH
No. 1..... \$3 00
" 2..... 4 00
" 3..... 3 00
" 4..... 4 00

McLAREN'S



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

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

Silver

Pure

Beware of

Prices Current

B.

Rockitt's B
Each box
oz. 1/2 gro. 2

Silver Star
Matchless
MATCHLE
No. 1.....
" 2.....
" 3.....

KEY
1 lb packet
1/2 lb

Rockitt's
box...
Rockitt's 8
lots ..

CC

CHAI
Carpet B

"Imperial,
Do.
Do.
"Victoria,"
Do.
Do.
"Standard,
Do.
Do.
Do.

WINDS

No. 1 Extra
" 2 Carpe
" 3 Regal
" 4 Comm
" 5 Comm
Prices su
notice.

Silver Gloss
STARCH

ASK FOR
BENSON'S
CANADA PREPARED
CORN

Satin Starch



Pure Rice Starch

Pulverized Starch

Beware of Imitations

Every package bears
our name

SOLELY MANUFACTURED BY
THE EDWARDSBURG STARCH CO.
LIMITED
CARDINAL, ONT.

Prices Current Continued—

BLACK LEAD

Rockitt's Black Lead, per box	1 35
Each box contains either 1 gro., 1 oz. 1/2 gro., 2 oz., or 1/2 gro., 4 oz.	
Per gross	9 00
Matchless silver polish	24 00
MATCHLESS STOVE PASTE POLISH	
No. 1	9 00
" 2	7 30
" 3	4 80

BLUE.

KERN'S OXFORD, per lb	0 17
1 lb packets	0 17
1/2 lb	0 17
Rockitt's Square Blue, 12-lb. box	0 17
Rockitt's Square Blue, 5 box lots	0 16

COBN BROOMS.

CHAS. BORCKH & SONS, per doz	
Carpet Brooms—	net.
"Imperial," ex. fine, 8, 4 strings.	\$3 65
Do. do. 7, 4 strings.	3 45
Do. do. 6, 3 strings.	3 25
"Victoria," fine, No. 8, 4 strings.	3 30
Do. do. 7, 4 strings.	3 10
Do. do. 6, 3 strings.	2 90
"Standard," select, 8, 4 strings.	2 90
Do. do. 7, 4 strings.	2 75
Do. do. 6, 3 strings.	2 60
Do. do. 5, 3 strings.	2 40

WINDSOR PATENT BRUSH CO.

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

Prices subject to change without notice.

CANNED GOODS.

Apples, 5's.	Per doz \$1 00 \$1 10
" gallons.	2 65 2 80
Blackberries, 2's.	1 75 2 00
Blueberries, 2's.	1 00 1 10
Beans, 2's.	0 85 0 95
Corn, 2's.	2 00 2 25
Cherries, red pitted, 2's.	0 85 0 95
Peas, 2's.	0 85 0 95
" Sifted select.	1 45
Pears, Bartlett, 2's.	1 75
" Sugar, 2's.	1 50
Pineapple, 2's.	1 75 2 00
" 3's.	2 40 2 50
Peaches, 2's.	2 00 2 25
" 3's.	3 00 3 25
Plums, Gr Gages, 2's.	1 85 2 00
" Lombard.	1 50 1 60
" Damson Blue.	1 50 1 60
Pumpkins, 3's.	0 85 0 95
" gallons.	2 10 2 25
Raspberries, 2's.	1 75 1 85
Strawberries, choice 2's.	1 90 2 10
Succotash, 2's.	1 40
Tomatoes, 2's.	0 85 0 90
"Thistle" Finnan haddies	1 30 1 40
Lobster, tails.	2 25
" Hats.	2 30 2 35
" Impr'l Crown Hat	2 40
Mackerel.	1 00 1 10
Salmon, Sockeye, tails	1 30 1 35
" Hats.	1 55
" Cohoes.	1 10 1 20
Sardines Albert, 1/2's tins	13
" 1/2's "	20
" Sportsmen, 1/2 genu-	
ine French high grade, key	12 12 1/2
opener.	10 1/2
Sardines, key opener, 1/2	11 1/2
Exq. fine Fr'ch, k.op. 1/2	10 1/2
" " " "	18 1/2
" " " "	18 1/2
Sardines, Other brands, 2's	11 18 17
Sardines P & C, 1/2's tins.	23 25
" 1/2's "	33 36
Sardines Amer. 1/2's "	6 1/2
" 1/2's "	9 11
" Mustard, 1/2 size, cases	
50 tins, per 100	11 00

MARSHALL & CO., SCOTLAND.

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

CANNED MEATS.

CANADIAN

Comp. Corn Beef 11 beans	\$1 50 \$1 60
" " 2 "	2 60 2 65
" " 4 "	4 80 5 00
" " 6 "	7 50 7 75
" " 14 "	17 25 17 50
Minced Collops, 2 beans.	2 60 2 65
" " 3 "	3 40 3 50
Lunch Tongue.. 1 "	6 80
" " 2 "	2 75
English Brawn, 2 "	2 75
Camb. Sausage, 1 "	4 00
" " 2 "	4 00
Soups, assorted, 1 "	2 25
" " 2 "	1 80
Soups & Bouilli, 2 "	4 50

CHEWING GUM.

ADAMS & SONS CO.

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

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

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars	1 20
Pepsin (Dyspepsia), 30-5c. Bars	0 70
Sweet Sugar Cane, 150 pieces	1 00
Celery, 100 "	0 70
Lalla Rookh (all flavors) 100 "	0 70
Jingle Bell, 150 "	1 00
Cracker, 144 "	1 00
O-Dont-O, 144 "	1 00
Little Jap, 100 "	0 70
Dude Prize, 144 "	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 "Little Lord Fauntleroy" clock guaranteed.)	3 75
La Rosa (30-10c. pieces)	1 40
Baby (100-1c. pieces)	0 65
Alphabet (100-1c. pieces)	0 65
Keuo Prize (144-1c. pieces)	1 00
Love Talk (100-1c. pieces)	0 70

CHOCOLATES & COCOAS.

CADBURY'S.

Cocoa essence, 3 oz. pkgs	\$1 65
Per lb	
Mexican chocolate, 1/2 lb pkgs	0 40
Rock chocolate, loose	0 37 1/2
" " 1 lb tins.	0 40
Cocoa nibs, 11 lb. tins.	0 30
TODHUNTER, MITCHELL & CO'S	
Chocolate—	Per lb
French, 1/2's... 6 and 12 lbs.	0 30
Caraccas, 1/2's... 6 and 12 lbs.	0 35
Premium, 1/2's... 6 and 12 lbs.	0 30
Sante, 1/2's, 6 and 12 lbs.	0 26
Diamond, 1/2's, 6 and 12 lbs.	0 22
Sticks, gross boxes, each.	0 00

CHAS. SOUTHWELL & CO.'S

High-class **Jams**
Jellies and
Marmalades

An Increase in Customers

MEANS

An Increase in Sales

Purchasers of **Southwell's** Jams, Jellies and Marmalade will recommend them to their friends, and the grocer who handles them will find his trade in High-Class Jams steadily increase.



TAKE ONE!

Nelson's Brilliant Gelatine

Samples free by mail.

DON'T FORGET

Cadbury's Chocolates in Fancy Boxes

Hundreds to choose from.

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SOLE PROPRIETORS OF THE WORLD-FAMED

Liquid and Paste Blacking

BLACK AND WHITE CREAM FOR PATENT LEATHER.

Russet Cream . . .

For Brown Boots, Saddlery, etc.

Specially Prepared Dubbin For Shooting and Fishing Boots.



Manufacturers by appointment to Her Majesty the Queen, H.R.H. The Prince of Wales, and the Army and Navy.

London and Liverpool

POUND CAKE
FRUIT CAKE
SULTANA CAKE

IN 1-LB. BOXES.

For Christmas Trade

The Toronto Biscuit & Confectionery Co.

7 FRONT STREET EAST, TORONTO.

Prices current continued—

Table listing various cocoa products: Cocoa, Homopat's, Pearl, London Pearl, Rock, Bulk, Royal Cocoa Essence, Fry's, Mott's, etc.

Table listing various chocolate products: Hygienic Cocoa, Cocoa Essence, Soluble Cocoa, Diamond Chocolate, Royal Navy Choc., Mexican Vanilla Chocolate, etc.

Table listing various coffee products: COFFEE, Mocha, Old Government Java, Rio, Plantation Ceylon, Porto Rico, Guatemala, Jamaica, etc.

Table listing various nut and fruit products: Fluid Beef, Staminal, Currants, Raisins, Prunes, etc.

Table listing various drug and chemical products: Alum, Blue Vitriol, Brimstone, Borax, Camphor, Carbolic Acid, Castor Oil, etc.

Table listing various extract and flour products: Dalley's Fine Gold, FLUID BEEF, etc.

Table listing various fruit products: FRUITS, Currants, Raisins, Prunes, etc.

Table listing various nut and fruit products: Dates, Figs, Raisins, Prunes, etc.

Table listing various food products: Apples, Split peas, Pot barley, Pearl barley, etc.

Table listing various hardware, paints and oils: CUT NAILS, OILS, etc.

Table listing various hardware products: Screws, Nails, Window Glass, etc.

Table listing various hardware products: Axes, Shot, Hinges, White Lead, etc.

Table listing various hardware products: TURPENTINE, LINED OIL, GLUE, etc.

Table listing various hardware products: INDURATED FIBRE WARE, JAMS AND JELLIES, etc.

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

SAUCE

We are manufacturers of John Bull, Worcester, Yorkshire and Orient Sauces, all A 1 goods and sold everywhere by first-class grocers.

Prices current, continued—

SOUTHWELL'S GOODS

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

LICORICE.

Table listing Licorice products including Young & Smylie's List (Fancy boxes, Ringed boxes, Acme Pellets, Acme Pellets, Tar Licorice and Tolu Wafers, Licorice Lozenges, Licorice Lozenges, Purity Licorice, Imitation Calabria) and Mince Meat.

MUSTARD.

Table listing Mustard products under Keen's and Colman's brands, including square and round tins of D.S.F. and F.D. brands.

NUTS.

Table listing various nuts such as Almonds (Tarragona, Formigetta, Shelled Valencias, Jordan, Canary), Brazil, Cocoanuts, Filberts, Sicily, Pecans, Peanuts (roasted, green), and Walnuts (Grenoble, Naples cases, Marbots, Bordeaux).

RICE, ETC.

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

SPICES.

Table listing ground spices such as Pepper (black, white, fine to superior), Ginger (Jamaica, African), Jassia, Cloves, Allspice, Cayenne, Nutmegs, Mace, Mixed Spice, Cream of Tartar, and pure.

STARCH.

ST. LAWRENCE STARCH CO.'S

Table listing St. Lawrence Starch Co.'s products including Culinary Starches (St. Lawrence corn starch, Durham corn starch), Laundry Starches (No. 1, White, 4 lb. Cartons, Bbls, Kegs), Canada Laundry (Ivory Gloss, Silver Gloss, Ivory Gloss, Patent Starch), and Edwardsburg Starch Co., Ltd. products.

Table listing Kingsford's Oswego Starch products including Laundry Starches (No. 1 White or Blue, cartons, Canada Laundry, Silver Gloss, Edwardsburg Silver Gloss, Silver Gloss large crystals, Benson's Satin), Culinary Starch (W. T. Benson & Co.'s Prepared Corn, Canada Pure Corn), Rice Starch (Edwardsburg No. 1 White, Edwardsburg No. 1 White or Blue), and Kingsford's Oswego Starch.



Table listing Silver and Pure Starch products including Silver Gloss (40-lb. bxs., 1-lb. pkgs., 6-lb. bxs., sliding covers), Pure Oswego (36-lb. bxs., 123-lb. bxs.), Corn Starch (40 lb. bxs., 1-lb. pkgs.), and Starch in Barrels (Silver Gloss, Pure).

SUGAR.

Table listing sugar products including Granulated, Paris Lump, Extra Ground, Powdered, Extra bright refined, Bright Yellow, Medium, Dark yellow, and Raw Demarara.

SYRUPS AND MOLASSES.

Table listing syrups and molasses including Dark, Medium, Bright, Very Bright, Redpath's Honey, Molasses (Trinidad, New Orleans, Porto Rico), and Soap (Ivory Bar, Do. 2, 6-16 and 3 lb bars, Primrose).



Table listing Soap products including Ivory Bar, Do. 2, 6-16 and 3 lb bars, Primrose, Morse's Mottled Soap (3 lbs.), and Everyday, Morse's Best.

Table listing Queen City, Detroit, Empire, Ruby, and Monster products.

Table listing various perfume and soap products including Sweet Briar, Extra Perfume, Old Brown Windsor Squares, White Castile Bars, White Oatmeal, Persian Bouquet, Carnation, Rose Bouquet, Ocean Bouquet, Pure Bath, Oatmeal, Unscented Glycerine, Grey Oatmeal, Plain Honey, Morse's Toilet Balls, Turkish Bath, Infants' Delight, Home Comfort, 33% Glycerine, Floral Bouquet, Stanley, Heliotrope, and Surprise Soap.



Table listing Surprise Soap pricing (1 Box Lot, 5 Box Lot) and Sunlight Soap.



Table listing Sunlight Soap pricing (1 Case, 5 Case lots) and Tobacco and Cigars.

TOBACCO AND CIGARS.

Table listing tobacco and cigar products including British Consols, Twin Gold, Laurel, Brier, Honeysuckle, Napoleon, Victoria, Brunette, Prince of Wales, Bright Smoking Plug Myrtle, Lilly, Diamond Solace, Myrtle Cut Smoking, and McAlpin Tobacco Co. products (White Burley Chewing, Beaver, Do. 8 oz., R & R, Do. 16 oz., R & R, Jubilee, Prince George, Tecumseh, Extra Black Chewing, Gold Shield, Black Chewing, Standard, Plug Smoking, Woodcock).

Table listing Sunny South, Solid Comfort, Special, Cut Tobaccos, Silver Ash, Puck, mixture, Cut Cavendish, Fine Cut Chewing, Standard Kentucky, Apricot, dark sweet, Terms, and Cigars—S. Davis & Sons Montreal.

Table listing Cigars—S. Davis & Sons Montreal products including Madre E' Hijo, Lord Lansdown, Panetelas, Bouquet, Perfectos, Longfellow, Reina Victoria, Pins, El Padre, Reina Victoria, Reina Vict., Especial, Conchas de Regalia, Bouquet, Pins, Longfellow, Perfectos, Mungo, Nine, Cable, Conchas, Queens, and Cigarettes.

Table listing Dominion Cut Tobacco Works, Montreal products including Athlete, Puritan, Sultana, Derby, B. C. No. 1, Sweet Sixteen, The Holder, Hyde Park, Puritan, Old Chum, Old Virgin, Gold Block, and Cigarette Tobacco.

Table listing Plug Tobacco Co. products (Old Chum, Solace), Cigarette Tobacco (B. C. N. 1, Puritan, Athlete), and Woodenware (Pails, Tubs, Washboards, Globes, Matches, Telephone, Telegraph, Safety, French, Steamship, Single case, Mops and Handles, Butter tubs, Butter Bowls).

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

CHOCOLAT MENIER

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

TAKE one of the six sticks (in each half-pound package), break it into small pieces and dissolve in three tablespoonfuls of water, over a brisk fire; stir until completely dissolved, then add sufficient milk for two cups and boil for about five minutes. Water may be used in place of milk.

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MANUFACTURERS OF



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- Fruit package of all descriptions.

For sale by all Woodenware Dealers

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DURABLE PAILS AND TUBS.

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OF NEWMARKET, ONT.,

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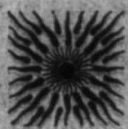


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- Potted Meats,
- Table Delicacies.



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No Dinner Table is perfect without one or two delicious jellies and no Grocer's Stock complete without

GOODALL'S JELLY SQUARES

Which make delicious and nutritious Jellies in a few minutes and at little expense. The Squares are complete in themselves for making Lemon, Orange, Raspberry, Strawberry, Cherrv, Vanilla, Aspic, Pineapple, Black Currant, Red Currant, Almond, Plain, Champagne, Noyeau, Sherry and Port Wine Jellies, and are sold in boxes containing half-pints, pints and quarts.

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