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## -: SAPOLIO :SEAD FOR 1891 <br>  BMIL POHIWKA \& $00_{n}^{\prime}$ <br> *SFont Street, Toronto, Ont, DOMTNIOX AGBYIS:



## $\therefore$ HOW TO SELL GOODS :

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

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115 ST. FRANCOIS XAVIER STREET,
MONTREAL.
6 WELLINGTON Street west. TORONTO.

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## SPECIAL TO OUR READERS.


#### Abstract

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


## VAGRANT TRADERS.

In its issue of the roth inst., the Ironmonger adverts to the itinerant hardware trade done on market days in the English towns, and shows it to be both extensive and destructive of profits to the stationary trader. The Ironmonger asks its readers to suggest what ought to be done to handicap this class of trade so as to put it on an equality with regular shopkeeping. Where these goods are sold in the market place they usually are of interior quality, and on that account, as well as because of the immunity of their vendors from taxation, they sell at figures below what the local dealer can afford to take.

We know a little about the itinerant and the transient trader in this country, and though we have not suppressed either of them, we have in the local option principle a plan whereby we can make them carry weight, which is assessed by the municipal council as the equivalent for local taxation. This is in the form of a license fee. Our tinerants do not open out their wares on the market place. They go from house to house, or they rent a shop for a few weeks and dispose of their depreciated stock at prices which their legitimate competitor cannot n.eet. If the pedlar goes to any house without a license he is subject to a heavy fine; if he has a license, he pays for it according to
a valuation that local circumstances determine the council in fixing The pedlar's is therefore a regulated trade, and though the peddling franchise is not uniformly valued throughout the country, yet it is supposed to be equitably adjusted to the rights of the local stable trade.
The transient trader, the man who swoops upon a town with a stock of any description, opens a store for a few days or weeks and runs an auction sale, or does a shop trade at low-cut prices, is by degrees also coming in for regulation. He usually times his departure so as to evade any claims upon him for taxation, but some of our towns have passed by-laws which require these nomadic traders to take out a license before they open their store. The license is given for a year, and is put at a figure that is somewhat above the estimated regular taxes on such a business for a year. A rebate is provided for in case the trader stays a year, whereby any excess above what his regular taxes would be is deducted from the license fee he has paid, and is returned to him. Too few of our towns have adopted such a by-law for the protection of local trade, but the number of them has lately grown.

For market purposes our law makes a distinction which does not seem to hold in England, between the producer who is an itınerant distributor and the itinerant distributor who is not a producer. This law over-rules our municıpal councils, and puts it out of their power to pass a by-law fixing a license-fee for producers, but they have full power to tax non-producing street vendors. If the law were the same in England, a travelling ironmonger would have a license fee to pay in each town he opened out his wares in. This would soon extinguish him.

## ADULTERATED PEPPER.

The extent to which pepper is adulterated in this country has been a matter of recent investigation in the laboratory of our Inland Revenue Department, and a bulletin, showing the results of the analysis of samples from all parts of the country, has just reached our table. This report shows that fully twothirds of the peppers sold in Canadian towns are adulterated, and that the diluted stock is sold mostly in bulk, and not in packages labelled "compound." Each of the packages examined is referred to in the bulletin by a number, accompanied by date of collection, vendor's description, vendor's name, manufacturer's name as given by vendor, quantity, cost, and results of analysis. In the introduction, the hope is expressed that some good may come of the exposure of the names of vendors and manufacturers of spurious stock. The means of analysis employed were heat, solution and microscopic examination.
The pamphlet shows the alien constituents to be various, and chiefly to be pepper dust, cayenne pepper, rice flour, maize flour, leguminous starches, cocoanut shell, wheat flour, mineral matter like brick dust, a black substance like charcoal, mustard cake, a substance resembling linseed cake, and certain unidentified components. In addition to this there was often an excess of earthy matter. This appears to have been one of the most troublesome questions with which the investigator-who by the way was Mr. A. McGill, B.A., Assistant Analyst - had to deal. In black pepper adventitious mineral matter is virtually always to be found along with the essential mineral matter of the pepper, and occurs there as a consequence of the mode of culture followed by growers. The analyst explans this, first drawing attention to the cherry-like structure of the pepper
fruit, to its growing in closely-packed clusters, and to the trailing habit to which the vine is trained by growers. This latter detall of pepper culture brings the fruit in contact with the earth, to the fleshy substance of the berry sand, etc., easily adhere. When this fleshy substance is shrivelled by drying, the accidental sand is held in the hardened tissue. The organic matter is also firmly and ininseparably attached to the pit, so that when grinding takes place the internal and necessary earthy matter becomes mixed with the external and accidental earthy matter. Both have to be allowed for as intrinsic constituents of commercial pepper, but advantage has been taken of this fact by some manufacturers to add more earthy matter than came bygrowth and the conditions of growth. This interference for the purpose of adulteration is the more perplexing because of the inequality of earthy deposit in different native districts, in some, from the nature of the soil and situation, there being more sand, etc., to adhere, and in others less. Mr. McGill allows 7 per cent. as the proportion of ash to which the pepper can be reduced by burning, and is disposed to attribute any excess over that to the interference of manufacturers. The treatment of the ash of whole black pepper by hydrochliric acid dissolves everything but the sand, which the analyst quotes authoríties to show, has rarely been found to be so much as 7 per cent.

With regard to pepper dust the analyst says
" The pepper berries, by mutual friction, lose more or less of the dry pericarp asd adherent sand in the course of the handling to whick they are subjected during shipment. The debris so resulting is separated by screening in order to render the berries saleable. There can be little doubt that pepperdust was originally nothing else thar. the screenings obtained in this process; but as the supposed exigencies of trade required more of the material than could be supplied for the adulteration of ground pepper, imitations of the genuine pepper-dust were soon mapufactured."

## A WORD AS TO CHEQUES.

In a recent issue of the London Ironmonger an article appeared which referred to the settlement of a bill by cheque. As this will interest almost every business man, we hope a few points of law will not be out of place. The case in question is in reference to a customer giving a cheque in payment of goods 1 Bought, which was subsequently dishonored in presentment.

A cheque, unless dishonored, is payment, but the giving of a cheque for the amount of a debt is not payment of that debt until the cheque is actually paid or honored by the banker; and of a creditor, in payment of a debt, take a cheque, and the banker fail or the cheque be dishonored, the creditors remedies remain entire, that is, he may resort to all the remedies he had under his
origınal contract as if no cheque had been given. In one of the highest authorities on this subject, the law is laid down thus:
"The payment of goods may by the contract be agreed to take effect in a negotiable security, as in a promissory note or bill of exchange, and the agreement may be that the payment then made is absolute or conditional. In the absence of any agreement, express or implied to the contrary, a payment of this kind is always understood to be conditional, the vendor's right to the price reviving on non-payment of the security, but if a dispute arises as to the intention of the parties, the question is one of fact for the jury."
"But a man who prefers a cheque to payment in money is not considered as electing to take a security instead, for a cheque is accepted as a particular form of cash payment. and if dishonored, the vendor may resort to his original claim, on the ground that there has been a defeasance of the condition on which it was taken, and following this, Lord Abinger, C. B., in an action brought upon a promissory note for $£ 443$, made by the defendant, who, at maturity of the note gave the plaintiff two cheques 'to take up the note and in lieu thereof,' gave judgment in favor of the plaintiff for the full amount of the note, although only one of the cheques was due and unpard."

A case somewhat similar to that referred to in the "Ironmonger" of the 20th of December, 1890, was tried by Lord Ellenborough, the facts being as follows. The defendant offered money in payment of goods he had purchased, but the plaintiff asked for a cheque and the defendant gave a cheque, which was dishonored and the plaintiff sued. Lord Ellenborough, in giving judgment, said " The bankers are to be considered the defendant's servants. Their cheque must be looked on as his cheque and there is no pretence for saying a debtor is discharged by giving a cheque whicb produces nothing."
In the case reported in the "Ironmonger" the cheque was that of the defendant's agents, and following Lord Ellenborough's decision, which is considered good law, their cheque must be looked on as the cheque of their principals or employers, who were the purchasers of the goods in question.

If a creditor accepts a cheque or other negotiable instrument in payment of a debt, and afterwards transfers it to a third party and receives value therefore without making himself responsible in case of dishonour, it is doubtful whether in such case an action would lie on the original contract, as the vendor would be paid in full and therefore not entitled to bring an action.
If the bill or note given is not that of the buyer, but of some third person, on which the buyer has not put his name, the vendor must prove dishonor in an action against the buyer forthe price. In all cases where cheques are given in settlement of accounts, they should be promptly presented for payment, as long
delay may debar the creditors of their rights on the original contract and this is shown by the decision in the following case-"The plaintiff took a note for a debt and afterwards took the maker's cheque and gave a receipt acknowledging to have received of the defendant the amount due ${ }^{n}$ but she retained the note. The cheque was not presented for payment for over three weeks and on presentation was dishonored. An action was then commenced to enforce payment of the note, and judgment was entered for the defendant because there had been such great delay in presenting the cheque.
Firms and individuals with large transactions may be well aware of these facts, but they may be commended to the consideration of many who are commonly very loose in their manner of dealing with cheques and bills of exchange.

## PRESENT POSITION OF THE ENGLISH EGG MARKET.

Messrs. Tulloch \& Co., Gracechurch street, London, send us the following memo. on the English egg market :
Whilst high prices continue obtainable for all but the inferior qualities, it is evident that any increase in stocksmust of necessity bring about a sharp drop in prices. The present high price of eggs has reduced consumption. The fact is that there are many other food stuffs particularly cheap just now, such as beef, pork, etc., which amongst the poorer classes are preferred. As, in view of the present cold weather, the latter produce is likely to continue in full supply, it is very likely that consumption will continue to show a marked falling off, until the cost of eggs is reduced to such a figure as to be within the reach of the large mass of consumers. The present time is practically an off season for all descriptions of eggs, but next month and early March will see a large increase in the supplies of French eggs, and it is expected that then prices will drop from present top value for extra selected of 1 is. 6 d. to 12 S ., and of medium ros. to ros. 6 d . The latter answers more nearly than any other descripton to the imported quality of Canadian eggs. In order, therefore, to gauge the future position and be on the safe side, Canadian shippers must base their calculation on the probable position of this market for French eggs.
It is not wholly improbable that with any material increase in supplies, prices within the next two months will show a fall of fully 2s. to 2 s. 6 d . on medium French. Thus it would be very hazardous for Canadian exporters to count on obtaining anything above a similar value, as even now the novelty of the trade (which permitted in some cases of fancy prices, above actual value of consignments, being obtained) is wearing off. In no case, therefore, would we recommend any shipper to engage in any extensive venture with this market, but to proceed cautiously
from hand to mouth, shipping a few cases, and keeping back any further transactions until advices are received of the parcel in question having been sold at a covering price.

From close investigations into the operations of this trade here regarding all perishable produce, such as butter, eggs, poultry, etc., we find that whilst at times there are very fair profits to be obtained, at the same time severe losses may be easily sustained by not keeping in touch with the course of supplyand demand, and refraining from stocking shipments in the hope of market prices rightıng themselves. It is only right to warn shippers that many of the most experienced handlers of the above produce do not consider that this market is ever likely to pay Canadian shippers as an all round the year trade, unless very considerable advances are made in quick transit, and in the way of reduction in cost.

As, however, this market offers many ad vantages in the way of a ready outlet, it is very probable that, if Canadian shippers set their minds on cultivating relationships with this market, a way will ultimately be found to making a moderate return, but we wish to disabuse any intending shippers of the notion that this market is always open to buy at a covering rate. It can be well understood that in a large market like London, where enormous supplies can be and are concentrated at a few hours' notice, oftentimes, to get rid of perishable produce, a very sharp decline in prices has to be accepted. It sometimes happens, when commencing weekly operations, the market, in an hour's time, will decline is. to is. 6 d . per long hundred, this owing to the rush of importers to secure the purchase of their consignments.

Writing with all reserve, we consider that there will be a fair chance of finding an outlet for Canadian eggs at prices ranging from 8 s . 61. to 10 s . according to size and quality, say, during March and April, but if we are to take past seasons as a guide those prices would not be safe to reckon on within 6d. to 9 d. per long hundred during the summer months.

## SECURING TRADE.

An exchange remarks:-"Customers are not secured off-hand and blindly, nowadays, and much depends upon the quality of the goods offered and the ability of the salesman in securing trade. The advertisement will do its work if properly placed, but it should not be expected to sell goods. It is but an invitation to the would-be purchaser to call and be convinced, or to send an order and give the advertiser a trial. The goods must be right in either instance, for an advertisement will not sell a poor article to a man more than once, and perhaps not that often. With the proper invitation in the shape of an attractive advertisement, however, and the goods to back it up, the results can not be otherwise than gratifying, and a customer is often thus secured, who can never be induced by competitors to desert the man who has carried out every promise made and has not resorted to misrepresentation."

## CAUSES OF FAILURE.

One fertile cause of failure is that a numberof men engaged in business have mistaken their vocation. Some have not sufficient brains to run successfully even the smallest business, others have more brains than are required for the business they take hold of, and a good many are not of the proper temperament to enable them to stand the petty worries of the daily transactions with capricious customers.
The man without the brains invariably thinks he has them, and in his blind infatuation believes no one can teach him anything. He is extremely susceptible to flattery, and his customers get away with him by using that insidious weapon. The commercial traveller piles the taffy on him thick and fast, and while taking down an order makes his pencil travel faster than the poor dupe's calculating powers. This kird of man gets shipwrecked and wonders how it happened.

Circumstances or, an ambition to make haste to get rich very often pitchfork a man of a splendid mental calibre, into a country store business that he is totally unfitted for. As a doctor, lawyer, school teacher, civil engineer, or in some other occupation requiring strong brain power he would undoubtedly prove a success. Such a position is an unfortunate one for this man to find himselt in. The littleness of many of the transactions disgusts him, the daily routine work, with no opportunity for him to exercise hịs thinking powers to advantage, becomes irksome to him, and he feels that he must have a larger and more important field to work in. Politics and municipal matters attract his attention, affording some scope for the exercise of his mental abilities. Candidates for Parliament during election contests make him their friend and encourage hum to spend a portion of his time on their behalf. His fellow citizens elect him a reeve or councillor, and accord hím a fair share of notoriety and applause for his usefulness in transacting public business, and for being foremost in advocating schemes for piomoting the welfare of the community. A man of this class, urged on by the approbation of the people, has frequently turned an insignificant hamlet into a live village or town, but has broken his own back in doing it. His efforts have irritated a number of his neighbors, who give him the cold shoulder when he becomes bankrupt.

People of irritable tempers cannot possibly succeed in a country business. In a large business where they do not come frequently in contact with their customers they may have a chance of succeeding, if their abilities otherwise are good, but impatience, snappishness, or short answers, will soon drive customers from any store, even if special inducements are offered in the way of prices. It is not necessary for any one to smile at his customers while they are tramping on him, in order to secure their good will, but a very
necessary qualification for a successful business man is affability combined with tact. Nature has given some men this qualification, others acquire it through exercising strong will power over their tempers and manners; and those who do not have it, as a gift from. nature and cannot acquire it should sell out their business as soon as they can find a suitable purchaser.
(To be Continued Next Week.)

## SUBSCRIBERS SUBSCRIBE THEIR SATISFACTION.

The following approving words have been received the past few days, from renewing subscribers:

I have only been taking The Grccer about two months, but would not be without it for twice its cost. John Wedlock, Stanley Bridge, P. E. I.

I would not like to be without THEGROCER for double the price. W. H. Otто, Setringville, Ont.

1 find The Grocer a most interesting and valuable publication, and it should be in the hands of every country merchant. James Stewart, Ycung's Point, Ont.

The Grocer has been a source of information to me. S. Sargent, Ivanhoe, Ont.

I am not a large dealer, yet I believê The Grocer is worth the subscription to me. John Williams, Camborne, Ont.

I like The Grocer better every week. The fall number was fine, and, by the way, the cover of that edition could not have been more appropriate for the business your paper represents. Chas. A Wenino, Sarnia, Ont.

## DEALERS SHOULD VISIT THE CITY.

Every merchant knows the results of visiting from time to time, the chief centre of trade from which he draws the great amount of his supplies. A dealer who makes periodical trips, to see what can be picked up among the jobbing hquses, always profits by it. He sees articles there that he would possibly never have dreamt of otherwise. No doubt, if he should make an effort to adopt this plan, he would greatly increase his own knowledge of many lines of goods which he contemplates handling.

The variety of goods to select from is an extensive one, and he will find oftentimes many things in the line of spectalties-of whose existence, possibly, he was never aware - that be could place in stock and sell to advantage. The local tradesman will also have an opportunity to secure an agency of certain lines in his own immediate neighborhood. Merchants should bear in mind that nothing is ever lost by having a personal acquantance with those they buy from. No dealer can fail to see the truth of these remarks, and that the observing of them will benefit his trade, and make his knowledge of the general trade more extensive.


## LIMITED CREDIT.

## Editor Canadian Grocer :

Dear Sir,-I have been somewhat amused by reading the many letters that have appeared lately in The Grocer and the public press on the change of credit iy the wholesale grocers. It may be possible that the retailers have some cause for finding fault with the change ; it would be wonderful if such a reforming measure would suit every person, but is it not in the right direction? At the Merchants' Convention I think it was acknowledged by all there that credit was too cheap, and the best way to remedy the evil was to shorten credit. Now, sir, I think that convention was largely the cause of the Wholesale Grocers' Guild leading off as they have with a view of meeting the wishes of the solvent retail merchants of the country. Then why find fault? I have always advocated that the retail merchants should be organised throughout the country for self-protection, to look after their rights and to force their claims upon the wholesalers. I am pleased to see the Toronto Retail Grocers' Association striking out in that direction. In my opinion that is what we want. Then we get from every locality an idea of what would be for the best, and if we unitedly present our claims to the wholesalers I have confidence in them that they will do all they can to meet our requirements. It is an acknowledged fact that so long as we can get long credits, just so long are we compelled to.give credit. That is where the injustice comes in between the cash and the credit buyer. The cash man will not allow his goods to go out without a profit, while the credit fellow doesn't care so long as he can get more goods to distribute through the country at slaughter prices. I claim that a man has a right to do business according to his capital only, but no man should have the right to do a $\$ 10,000$ business with a $\$ 1,000$ capital, and no man should get such a credit from a wholesale house without giving security, the same as he would have to do to a bank if he went there for credit. That is the key that turns out bankrupt stocks and slaughtered prices. Get cash or security for stocks before they leave the wholesale houses, unless retailers are known to be perfectly

## To Grocers!

There are three articles which the consuming public have decided are the best of their kind in the market, and it will pay every grocer to keep them in stock. They are
The "Horseshoe" brand of canned fruits and vegetables.
Packed by Bowlby Bros. \& Co., of Waterford,
Ont. Ont.
"Cairns" Home-made marmalade, jams and jellies.
Packed by Alexander Cairns, Paisley, Scotland. The "Trident" brand of canned salmon.
B.C. Packed by Ed. Wadhams, Ladner's Landing, Eve
Every package of the above brands gua ranteed BLAIKLOCK BROS, Agents,

17 Common St., MONTREAL.
solvent, and bankrupt stocks and cut prices would soon be a thing of the past. There would be just as many goods sold and at living profits.
I for one hope that the Wholesale Grocers' Guild will go on with the reform measure and not overlook the interests of the retailers throughout the country. With so able a journal as The Grocer at our back we will get our rights. We have not so manygrievances in this part as there are in some of the older settled sections of country. The worst older settled sections of country. The worst
we have is that some of the wholesalers are sending price-lists of their goods to every farmer that they can get the address of, offering to deliver the goods at their station for the prices mentioned in the lists. This is decidedly unfair and unjust to the retailers. I am pleased, however, to be able to say that such houses are not of the most respectable standing. We have good sleighing, and trade is fairly good. I have almost fully recovered my health, which I came here for. Merchant. Trout Creek, 15 th January, 1891.

## CHEAP TUBS

## AND OVER-SALTED BACON.

## Editor Canadian Grocer

Novar, Jan. 8th, 1891.
DEAR SIR,-Enclosed please find two dollars, being amount of subscription for the present year. I return you thanks for the prompt receipt of your valued journal. I find it a great benefit to me in my business, as it always keeps abreast of the times, in prices and all current topics.
In connection with remarks in your journal, some time past, about packing butter, my experience is, farmers pack in the cheapest tubs or pails they can get, as they are not paid for them.
I would also refer you to the habit of having so much salt on the bacon and in the cavity of the shoulder for which the retailer has to pay, and lose the most of it in cutting up, which causes general dissatisfaction to the purchaser. Hoping this will reach you in due course. I remain yours truly. C. Tisdall.

In his reference to the inferior tubs and pails used by farmers to pack their butter in, Mr. Tisdall touches one of the minor causes of the continued depreciation in the quality of Canadian home-made and home-packed butter. This cause is itself a consequence of another cause. It arises immediately from the fact that domestic butter is nearly always low-priced, and it is low-priced because it is too seldom good in quality. That it is not better in quality is largely due to the nature of the local butter-market, wherein there is little or no discrimination in prices. If uniformly good butter were made in all neighborhoods the standard of price would be higher, and such shifts as cheap packages would not have to be resorted to by makers for the purpose of recouping themselves. Retailers everywhere should let their butterproducing customers understand that none but secure packages will do, and that white wood tubs are at a discount. Ash is the proper material. It holds in the brine better than any other wood.

What our correspondent says of the oversalting of bacon is commended to the attention of packers. Excessive salt if not al-
lowed for by the packer must be a source of loss to the retailer. It is probably the exception, however, that such excess is not calculated for. We know it is the usual practice of packers to call bark so much on every draft of the scales for salt in pockets, and it is also usual for them to state this in their invoice or advice of shipment. No doubt shrinkage in weight, the result of causes in the course of transit, will take place after the deduction for extra salt. The salt must be left in the pockets fer the protection of the meat, as it is in those cavities the fly lays her eggs and brings forth a brood of parasites to feed upon the meat, if the place is not already filled with salt.

## THOUGHTS OF A MERCHANT.

"The man who can't always look upon the bright side of everything should keep, out of mercantile pursuits," says a successful merchant. "It is generally the light-hearted, jovial fellows who appear to get along the best in this world in every branch of trade. People do not like to buy of a down-hearted merchant. They want to be greeted with a smile and a few words of cheer. It puts them in a good humor and they think that life is worth living after all. But if the merchant is glum and out of sorts the customer, somehow or other, gets blue himself, and don't care whether he buys or not. Now, I don't mean to imply that one can always be in good spirits. Such a thing is impossible in this 'vale of tears,' but one can always present a smiling countenance, no matter how gloomy the outlook may be. It is an indisputable fact that the general run of mankind prefers to trade with the prosperous merchant than with the one who is always talking about his trials and troubles."
A neatly furnished and well-arranged office greatly facilitates work. Somehow or other clerks and book-keepers always become more or less careless in their work when all their surroundings are untidy. They may appear to perform their duties thoroughly and faithfully, but their letters are not so carefully written and their books are not so neatly kept as when all the appointments of the office are handsome and orderly. It is a hopeful sign that business men generally are giving more attention to the furnishing of their counting rooms.-Ex.
"The valuable employe," says an exchange, "is the man who exercises judgment in connection with the policy mapped out for him to pursue, by his employer. The salesman who will follow instructions to the-letter regardless of the whims or wishes of the customer cannot possibly succeed. The automaton is not in demand by employers, while the man who will occasionally overstep the bounds by which he is limited can be forgiven on the plea of anxiety to make money for the man or company that pays his salary. The faithful conscientious and intelligent employe can readily be recognized even though he does at times err. It is the man who defies the expressed wishes of the employer and the one who follows orders like an automaton that is not wanted. To err is human; to ignore the wishes of those who have the right to express them is unpardonable. Give me the man who tries to do as he is instructed and at the same time has intelligence enough to know when to fall back upon his own resources."

# LUCAS, PARK \& CO., 

## Wholesale Grocers and Importers,

73 McNAB STREET NORTH, HAMILTON, Ont.,


#### Abstract

"TEAS"-Our stock is large and well sorted. Have some fine values in Indian and Ceylons to offer at prices below so-called importing agents. The markets abroad are advancing and on this score we advise early buying. The "annual duty scare" is again "on deck" and being worked by some sellers. We take no stock in this report. Expect very shortly a supply of the celebrated "Hillu attee" Teas. Our travellers will show you samples. If they do not reach you please send to us for samples. For the next thirty days we are willing to duplicate any recent purchases of Teas.

Choice lot Apricots, Nectarines, Peaches and Lima Beans arriving this week.


"Letter orders a Specialty."

## T. KINNEAR \& CO., <br> Wholesale Grocers, Importers of

 TEAS, SUGARS, Etc. JUST To handLarge consignment of Crosse \& Blackwell's goods in pickles, marmalades, sauces, capers, etc.

47 Front St. East, - Toronto, Ont. KOFF NO MORE.
Every retailer should have them at this season of the year. Watson's Cough Drops are the best in the world for the throat and chest; for the voice unequalled. "R. \& T. W." Stamped on each drop. Write R. \& T. WATSON, TORONTO, for Prices, etc.

Mention The Grocer.
M. J. Woodward \& Co., PRODUCERS OF CRUDE,

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

DURABLE PAILS AND TUBS.


The Wm. CANE \& SONS MANUFACTUAIING Co OF New market, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract wich the wood. BEST GOODS MADE.
Represented by
Chas. Boeckh \& Sons, Toronto, Jas. Lee \& Co., Montreal.

## BENSOORP'S ROYAL DUTCH COCOA.

1-4, 1-2 AND 1 LB. TINS. HAS NO EQUAL.

## SEND FOR SAMPLES.

TURNER, ROSE \& CO..
wholesale agents,
MONTREAL.

## LOCKERBY BROS., Whil

MOMNTR円A工, P- Q., are offering this week
 California Prunes, Peaches, Apricots, Pears, and Nectarines, Bosnia Prunes, Grenoble Walnuts, Sicily Filberts, and Taragona Almonds.

## HUDON, HEBERT \& CIE., <br> WHOLESALE GROCERS

- AND -

WINE IMPORTERS, NO TRAVELLERS ON THE ROAD.

804, 806 St. Paul St.
148, 145 Commissioners st. MONTREAL.
BEST GOODS IN THE MARKET.
FRANKFORT, CAMBRIDGE,BOLOGNA, CHICKEN, HAM and TONGUE SAUSAGES.
PUT UP BY THE MOFFATT PACKING CO., MONTREAL.


## FAMOUS BRANDS



COLDEN PLUC.
Finest smoking.

Black chewing.

## Send for

Empire Tobacco Co., Montreal.


Mr. R. B. Thornton, Woodstock, is again to be seen at his place of business, after a severe illness of six weeks.

Enterprise can hardly go further than this effort of a country grocer who advertises "Fresh eggs, warm from the hen."

A fire at Glenboro, Man., on the 22 inst. destryyed Livingston's general store. It is not known how the fire originated.
Mr. Fred. McEllderry, Guelph, has been appointed agent for the Mutual Life Insurance Co., of New York, combining this work with his grocery business.

Granulated sugar put up, very neatly, in 7 lb . cotton bags is one of the latest specialties of the Canada Sugar Refinery. There ought to be economy in handling these.
J. L. Grant \& Co., Ingersoll, report a good demand for hogs, and a heavy pack for the season, with prices above the average. This firm ships largely to Europe, where the head of the house is located.
The well known dry goods and jewelry firm of Berkman \& Bannett, Regina, N.W.T., will commence on the first of March next, to carry a full stock of general groceries, in connection with their other goods.

The dwelling and general stock of Donald McLeod, Ripley, Ont., were destroyed by fire on the 22 inst. The loss was $\$ 1,600$, insured for $\$ 1,000$ in the Bristısh American Company. The family had barely time to escape.

It is reported that Mr. Berwick's grocery stock and business in the Rossin House block, in this city, have been sold to Mr. Robert Kennedy, anotker Toronto grocer. Mr. Kennedy neither vouches nor denies the statement.

Messrs Arnold \& Graham, of Fenelon Falls, Ont., who lately bought out Mr. H. Austin, of that place, report trade quiet, but are well satisfied with results, so tar. These are enterprising young men, and we wish them every success.

Messrs. Stewart Munn \& Co., Montreal, have their stock of herring and boneless cod now ready for the Lenten demand. The fish are this year very finely put up, the quality is excellent, but the supply is the shortest we have had for ten years.

The firm of Egan \& Jackson Bros., has resolved itselt into Jackson Bros., only, and the present firm is pushing its trade to the front, now, in such a manner as to warrant the belief that by strict attention to business its efforts will soon prove a substantial success for the biscuit and confectionery manutory in the town of Galt. Their orders are now beyond the capacity of the works, but
with the additional help which they are employing they will soon meet all demands for their goods. They now have one traveler steady and two wagons on the road.

Mr. Percy J. Lear, the popular and pushing representative of the M. C. A Cigar Co., Montreal, left on Monday for the Pacific Coast. Mr. Lear is one of the best known cigar men in the east, and we are sure our many friends in the North-west will give him a share of therr patronage, and find him as we represent him.

About four years ago Mr. A S. Wickware, of Sinith's Falls, started a small grocery store in that place, and has lately removed into a larger one, the handsomest store in town. This goes to show his business ability. Making a specjalty of handling nothing but the best goods, along with his pleasing manner, has placed him where he is to-day.

The Ontario Express and Transportation Co., limited, with Mr. Samuel Chadwick, as general manager, are to commence business about the latter part of April next. They will run over the G.T R., and are undoubtedly going to do a large business. This company was incorporated in 1878, and re-organized in 1891, with a capital of $\$ 100,000$. The directors are some of the best express managing men in America, and have had many years experience in the business.

The calendar of the Hamilton Coffee and Spice Co., is a truly attractive one. The central portion is filled with a picture of a beautiful girl, labelled "Kathleen Mavourneen," whuse careless grace and picturesque attire add charms to her beauty. In national keeping with the name of the beauty the upper corners are taken up with pictures of a harp whose strings are interwoven with the foliage of the shamrock. Below some beautitul Killarney scenery adds greatly to the effect.

The Canada Sugar Refinery, this week, puts on the market an eight-pound tin of syrup, of the same quality as that centained in the well-known two-pound tins. The new tins are very attractively labelled, are shapely in make, and are furnished with a convenent outlet over which a screw stopper is placed. In this form syrup should sell better than in bulk, as it is less troublesome and less wasteful to both trader and consumer to handle tins than to fill measures from the barrel.

The British Columbia Sugar Refinery, of Vancouver, B. C., has turned out the first sample of yellow sugar, aisd will begin at once manufacturing all grades of refined sugar. The daily output will be 150 barrels. That already manufactured is said to be excellent in quality. The refinery, which has been fitted up with the most approved machinery, has a capacity of 250 barrels per day; and the building was erected with a view to adding five additional storeys, redoubling the output.

Goods conveniently located save time, money and temperin showing.

## GIBSON'S COCOA AND CHOCOLATE FACTORY.

A young firm that is makıng rapid headway in the favor and confidence of the trade is that of Gıbson \& Gibson, manufacturers of Cocoas, Chocolates, and Grocers' Specialties, at 35 Wellington St. east, this city, On Friday last, deeming them now sufficiently settled to recelve the civilities of a friendly call we dropped in to pay our respects. We were surprised to find so matured an imprint upon an establishment so recently commenced. The solid, thorough-going air of the place was already a striking feature, and one that was clearly owing to the brisk business of the concern and the workmanlike disposition of its mechanical department. The machinery and appliances are of the most approved and recent make, and comprehend all that is to be found in the best equipped manufactories of cocoa and chocolate goods. The processes through which the raw material, and its various products, are put, were observed by us with interest as we noted the different functions of the many grinders, mills, and separators. Among the specialties manufactured by this firm, are Sydney Gibson's Cocoa, put up in neat loc. packages ; Sydney Gibson's Chocolate, in 5c. and roc. tablets in yellow wrappers ; Dr. Clarke's Pure Chocolate in 15 c tablets wrapped in blue paper ; Gibssn's Rock Chocolate in $1 / 4$ and $1 / 2 \mathrm{lbs}$., in tinfoil wrappers ; Gibson's Liquor Chocolate for Confectioners' use ; Gibson's Icina (formerly known as Dr. Clarke's Prepared Cake and Pastry Icings). This last named preparation takes the place of the ordinary old-fashioned way of icing cakes and pastry, and though only a short time on the market is already in large demand. All of Messrs. Gibson's specialties are of good quality, recently got up, and dealers who have not already handled them should not fail to do so at the first favorable opportunity. Mr. F. J. Gibson, the senior member of the firm, s well known throughout the Dominion as an experienced and successful traveller, and was for several years a member of the firm of Bryant, Gibson \& Co., of this city. His partner, Mr. S. F. Gibson, who is his brother, is a practical cocoa and chocolate manufacturer, and brings years of experience to the new firm. Both the Messrs. Gibson are ac-
tive, enterorising young men with apparently a bright future before them, and we cordially wish them every success in their new enterprise.

## THE FISH TRADE.

The wholesale fish dealers are in good spirits and looking fcrward to a spiendid trade for Lent, which opens very soon now. The retailers have been waiting to hear what the clergy had to say regarding Lenten fasts, and were half fearing that dispensations would be granted the same as last year, but the Archbishop has replied to interviewers at Montreal, that no indulgences will be granted this year, as the best of good health prevails everywhere. Last winter that weakening and depressing sickness, the grippe, attacked all, and the Pope very wisely and kindly granted dispensations to any that desired to abstain from fasting, but the people must not think of forgetting their religious duties.

The dealers are now scrambling to get all the fish possible, and look on it as the best stock in the store. As stocks in all quarters are very small, we would not be surprised to see fasting in reality instead of on wholesome fish.

BONELESS CODFISH.
We have all heard of this fish, but we venture to say not half of our readers know to what a science the care and handling of it has arrived at during the past few years.
The retail stores have always sold codfish, but how does the hard, uninviting, salt codfish taken out of a 112 lb . bundle, and hung
up by the tail at the store door compare with what we are offered to-day? All that want to know exactly, and want to profit by this information had better write at once to any wholesale grocer in Toronto, Hamilton or Montreal and ask for "Munn's Boneless Codfish;" and be sure that you get it, as there is no other brand on the market equal to it. It is cut from the largest and choicest Newfoundland codfish, and tied up tightly in 2 lb . bricks. This fish is packed neatly in 10,20 and 40 lb . boxes, and gives universal satisfaction.

LABRADOR HERRINGS.
Notwithstanding the trouble that Newfoundland is having with the Frenchmen, her government is giving more attention than ever to the development and more careful inspection of all her fisheries.
It is very pleasing to note this energy on her part, and there is no doubt that perseverance will bring success.

Canada is one of Newfoundland's principal customers for herıings, and the careful and honest packing which have come forward this year is a credit to the pa=kers as well as the country.

Now that the Lenten season is approaching it puts us in mind of fish; and what is nicer for breakfast than a good Labrador herring with a nice, floury, ragged jacket ?

A 'eather duster disperses but does not remove tbedust from the store.


LEONARD H. DOBBIN, MONTREAL. Sole Agent for Canada.
raM lal's teas.
BENSDORP'S COCOA.
The blend on this Continent of pure Indian Teathat stands head and shoulders above all others.
Made from the Bean, no filling. $1 / 4 \mathrm{lb}$. tin goes as far as one pound of loaded Cocoa.
BATGER'S JAMS AND JELLIES. Made from the fruit as branded, with only granulated sugar.
BATCER'S COMPRESSED JELLIES. Lovely flavors, handy, inexpensive, quick workers.
GRARY'S AMMONIA. COURET BROS. SHELL CASTILE.

Lightening exterminator of dirt, I doz. bottles retail at 25 c .
The best of all white Castiles for Toilet use.

## A STRAINED CLASSIFICATION.

We give below the text of a petition to the Minister of Customs which is being circulated in the various cities of Ontario and Quebec. It would appear that the collectors are classing goods such as Crosse \& Blackwell's 20 ounce bottles as quarts, because they hold a fraction over the Imperial pint; while small bottles of capers and such like goods, be they ever so small, are rated as half pints. The effect of such ruling would bring the duty on bottled pickles and sauces, in a good many instances, to 70 and 80 cents per gallon, instead of the 40 cents as laid down by the statute :-
To the Hon. The Minister of Customs, Ottawa.
We, the undersigned, respectfully submit :-
Whereas, Sec. 127 of the Customs act reads: "Pickles in bottles, 40 C . per gallon, including the duty on the bottle, and each bottle holding less than one-half pint shall be dutiable as containing one-half pint, but not more than one pint shall be dutiable as containing one pint, and each bottle holding more than one pint but not more than one quart, shall be dutiable as containing one quart ;" and

Whereas, With regard to the bottle sold the world over as, and invariably known as, an Imperial pint (which bottle, after allowing air room necessary for expansion which may be caused by change of temperature, and also the space which must be taken by the cork, does not contain more than one pint, good measure), we are informed that your department has recently ruled that such bottle shall be dutiable as containing one quart ; and
Whereas, we believe such ruling constitutes a vexatious obstruction to trade, un-warranted by the facts; and

Whereas, we are informed that your department suggests as a remedy that English manufacturers should be instructed to pack for this market in a special and smaller bottle; and

Whereas, such smaller bottle, sold as pints, would be held to be short measure and be contrary to English law; and

Whereas, the Canadian consumer is entitled to be able to enter the open markets of the world, to buy from stock held ready packed at regular prices, such goods as are in common use; and

Whereas, Canadians requiring goods to be put up expressly for their limited demand, would buy at a manifest disadvantage, and would not be on equal terms with other nationalities; and

Whereas, apart from the question of exact measure-there are in common use pickles and sauces-packed in fancy fluted, hexagon and other bottles, which do not contain (ncr is it pretended that they contain) an exact half pint, pint, or quart, but of which the true contents can easily be ascertained; and

Whereas, it is to the manifest disadvantage of the Canadian consumer, that he should be debarred from buying such bottles when they suit his requirements

We therefore respectfully ask you to take steps so to amend the law that pickles and sauces shall pay duty upon the actual, and not upon fictitious and assumed contents of the bottles.

## SPRING ROLLER AWNINGS.

One of our subscribers wishes to know where "spring roller awnings" can be procured. A representative of this paper made inquiries here, but cannot learn what firm manufactures these. We have examined the advertisements in our exchanges, and cannot find any relating to such an article. If any of our readers can give us some information on this subject we shall be pleased to have it.

## CANADIAN ASSOCIATIONS NOW EXISTING.

The following is a list of the various associations as compiled by the Toronto Secretary up to date :-

Halifax, N. S., W. C. Bishop, Secretary.
Montreal, Q. J. Monier,
Hamilton,
P. E. Fitzpatrıck,

London,
E. Sutton,

Kingston,
Simcoe,
Brantford,
Napanee,
Sarnia,
Milverton, Guelph,
Peterboro', Toronto, J. C. Gilbert, J. C. Watson, A. Elliott, Geo. A. Blewett, M. A. Sanders, H. Gleiser, J. McElderry, President. W. G. Ferguson, J. F. Thackray, Secretary.

If any have, by oversight, been omitted, please send word to the Toronto Secretary, who will place them upon record.

## WHEN A NEWSPAPER FEELS TIRED OF LIFE.

A sure sign of a journal's weakness, and the publishers' inability to make it of value to its readers is when columns are devoted in each number humbly praying that you " send in your subscription."

The subscription lists of a live and enterprising journal, one that is of interest and value to its subscribers are always paid up to date, and the publishers have no need to devote column after column to the collection of same instead of writing something more interesting.

The following (by an editor who had been pumellıng away at his delinquent subscribers tor some time) shows enterprise worthy of a better cause :-
> " Lives of poor men oft remind us
> Honest toil don't stand a chance ;
More we work we leave behind us Bigger patches on our pants.

On our pants once new and glossy
All because subscribers linger, And won't pay up what is due.
Then let all be up and doing
Or when ghe snow of wint $r$ strikes us , We sKall have no pants st all."

Adams' Bo-Kay Gum is the latest thing in chewing gums. It is put up in a very artistic box, and is delightfully flavored with cachou. It yields a good protit and is a splendid seller. Their new flavors in Tutti Fratti, viz : blood-orange, banana, and cachou, are in great demand, and are sure to have a big run. The name of Adams \& Sons on any goods is a guarantee that the goods are the best.

## PROFITS IN HOPS.

The short crop of hops in all parts of the world, excepting perhaps Canada, last year, has enhanced the price of that article from one to three hundred per cent. The Canadian growers have profited by this. One British Columbia farmer sold a crop of ten acres of hops for $\$ 5,200$. His total outlay was only $\$ 900$. The Walkers, of Walkerville, have one hundred acres planted with hops, which produced a splendid crop last year. They are said to have sold the entire product for $\$ 34,000$. Rather a good profit from one hundred acres. Dealers are said to have made considerable sums. Some of the more shrewd among them who watched the foreign markets, contracted for all the hops they could get in the early part of the season and have since sold them at a large advance.

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

5-9-14
Rivalry, open, fair, good natured and enterprising, is the life of business.
A reputation for truthfulness is indispensable to permanent and satisfying success.
One thing in particular should be impressed upon clerks-the necessity of carefulattention to small customers.

JOHN PETERS \& CO.,
General Commission Merchants and Brokers,

## Halifax, N. S. and Kingston, Jamaica, W.I. <br> Agents for The E. B. EDDY MFG CO., HULL, P. Q.

We are open to accept one or two more Agen eies of first class houses, either at Halifax or Kingston. Wo have a go god connection and splendid storage facilities.
References: The Merchants Bank of Halifax. The E. B. Eddy Mfg Co., Hull, P.Q.

## H. W. Notrhali \& Co.

Commission Merchants,
South Wharf, - Saint John, N. B.
Dealers in
Pousionns, Ginexiefes, Fis,T,Teas
Dulse, Fruit, Spices, etc.
-AGENTS FOR-
Canned Finnen Haddies, and Bread-Makers Yeast Cakes.

## CORTICELLI

All STOREKEEPERS are INTERESTED.

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

## TRY CORTICELLI SILKS

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

CORTIEELLI SILK CO., ST. JOHNS, P. Q. SILVER STAR STOVE POLISH,
THE PHENOMENAL POLISH, BLACK, BRILLIANT, BEAUTIFUL, Handsomely put up in 3 doz. hinged cases, can be had from all wholesale grocers, Or from F. F. DALLEY \& CO., Proprietors Hamilton, Canada.

## Jas. Watson \& Co,

Coffee and Spice Dealers.

Toronto, Ont.

Automatic Selling Machines.
The Tutti Frutti Automatic Vending Co. supply their Tutti Frutti Selling Machines to all who have good positions. For all particulars apply to E. BELLINGER, Manager, 60 Yonge st., Toronto, Ont.
$\left.\begin{array}{c}\text { Brantford } \\ \text { and }\end{array}\right\}$ J. S. HAMILTON \& CO'Y, Pelee Island. $\}$ Sole Agents for Canada.
lee Island. Sole Agents for Canada.


## N. K. FAIRBANK \& CO.,

COMPOUND


## REFINED LARD.

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

## Condensed Mince Meat.

Handled by retailer as shelf or counter goods. No waste. Gives general satisfaction.
Will not ferment in
warm weather.
Sells at all seasons
by all wholesale grocers.


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

Packed in $\frac{1}{4}$ and $\frac{1}{2}$ gross cases.
Sole manufacturer for Canada.

Ask your wholesale grocer for it.

## GEO. MATTHEWS

-PACKER and CURER.-


## PURE LEAF LARD A SPECIALTY.

 Packime houses, OTTAWA, PETERBOR0' and LINSDAY, ONT.
# W. H. GILLARD \& CO. <br> WHOLESALE GROCERS, HAMILTON. 

IN STORE =
NEW GOODS-Mayette Grenoble Walnuts (finest grown). Persian Dates in layers. Le Sphinx brand Bosnia Prunes, cases and casks.
CANNED APPLES in gallons and threes at special prices to the trade. Buy early. Apples will be much higher next spring.
Agents for Allan's Condensed Mince Meat. Nelles' fine Jams in glass pots and pails.
DIAMOND BAKING POWDER is considered by those who have tried it to be the best value in the market. A trial will convince you. Put up in $\frac{1}{4}$, $\frac{1}{3}$ and 1 lb . tins. Retails at 10,15 and 25 cents.

Mail orders and Correspondence solicited and promptly attended to.


TORONTO MARKETS.
TORONTO, Jan. 29, 1891. GROCERIES
The observer of the market finds in this week's phase of trade few phenomena to distinguish it from the trade of a week ago. In so quiet a season, one week glides into another with but little or no perceptible acceleration of trade-movement, or even sometimes with a decline in actıvity. In the past week, if there has been any change, it has been on the side of a slackening of the pace of trade rather than on that of an increase. The breaking up of sleighing is no doubt to a large extent responsible for this. The advance of last week in the price of sugar was followed by a fitful improvement in trade, which flickered out with the coming of soft weather. Changes in the price of sugar do not affect trade as they used to do, as there is more mistrust of the permanence or significance of such changes than there formerly was. Payments have been a more satisfactory feature of the week's business than the current trade was. Those that matured this week were generally promptly met.

The general level of dulness is somewhat relieved by improvement in the canned goods trade. These goods are probably receiving as much attention as any line in grocery stocks. This fact illustrates how depressed general trade 1s, as this is not the time of year when marked activity in the demand for canned goods is a seasonable feature. But the same fact in its relation to the canned goods situation has also significance. Not only has the canned goods trade of the week been about as good as any other trade of the week, but it has been better than the canned goods trade of a week ago. Its prominence is therefore not alone due to the contraction of trade in other lines, but also to advance in its own line. An early maturing of the demand was to be looked for in the conditions of stocks, which must be pretty well settled down into the small part of the funnel of retail distribution. Prices are unchanged either in strength or quotation. The trade of the past week has been chiefly in vegetables.
The American Grocer says: We have a market which exhibits a great deal of strength for corn and tomatoes, the indications pointing to greater actıvity and possibly higher prices for corn. It appears that the twenty-five factories, composing the New York Packers' Association in this State, held on the $15^{\text {th }}$ inst. unsold only 12,520 cases. Our annual report covered returns from thirty-eight factories, and we have much doubt if the number of cases on hand at factories amounts to over 18,000 to 20,000 cases There begins to be considerable business in certain lines for future delivery.

## COFFEES.

Not much coffee is sold these days. The position of the market is practically unchanged. The statistics of the Brazil coffee in stock in the United States and that afloat from Rio and Santos at the middle of the month show that this year's receipts so far
are about 28,000 bags below those of a year ago. Prices, however, are not materially affected by this difference.

A quantity of Java coffee damaged by oil in transit was auctioned upon this market on Monday at $211 / 2 \mathrm{c}$.

## DRIED FRUIT.

Trade continues to be ruled by an easy demand, and this fact withstands the tendency of outside influences to raise prices. There is no manifestation of weakness yisible in any class of stock just yet, though prolonged dulness may be expected to develop weakness in lines in which pretty full stocks are held. Valencia raisins are dull. Currants are also in light request. There is no change in the prices of either. Stocks of prunes here are light and there were a good many enquiries on the market for round lots. Holders, however, are not inclined to sell, preferring to keep present stock to supply their own retall customers. Prices are firm and unchanged for retailers' lots, but strong and higher on round lots.
nUTs.

The week's trade in nuts is almost a negative quantity. Stocks of seasonable goods are pretty full, but there is no demand of any account.

## RICE AND SPICES.

The scarcity of rice is as pronounced a feature of the market as it was a week ago, and would have been more aggravated if the demand had not sagged down considerably. Easier prices are looked for with the incoming of new crop stock, as favorable reports of eastern crops are now very generally received. Spices are quiet, with no change in values.

## SUGAR.

The close of last week was attended by a momentary improvement in the demand, but this transient increase in trade was followed by a lull as tranquil as the one which preceded it. The prices of last week are those ruling this week, viz., $63 / 4 \mathrm{c}$. for quantities not under 15 barrels of granulated, $67 / 8 \mathrm{c}$. for quantities of granulated below 15 barrels, and $51 / 4 \mathrm{c}$. and upwards for yellows. There is a little cutting yet in yellows, whereby some yellows have been sold at $51 / 8 \mathrm{c}$., but this is a diminishing feature of the week's trade. Present prices appear to be firm, if sympathy with outside markets is a token of steadiness.
Willet \& Gray in their last weekly report from New York say

The week has brought rather a remarkable change in the sugar markets of the United States, which calls for special attention. The drawing near to the end of the Louisiana crop on the one side, and the necessity of refiners to prepare for the coming of free sugar on the other side, are mainly responsible for the change. The United States markets have for a long time been below the parity of the European markets, which fact is well known in Cuba, and has been relied upon there to eventually result in giving them an advance if they could wait for the disappearance of the Louisiana crop. Hence, during the early days of the week, Cuba fed out a few cargoes of centrifugals at gradually improving prices, and, having worked the market up to more acceptable terms, supplied buyers freely during the last days of the week at $31 / 4 \mathrm{c}$. cost and freight. Grocers began to prepare too soon for the coming of free sugar, and ran their stocks so low that they saw the bottoms of the barrels, while consumers still keep the $62,000,000$ spoons going into the sugar bowls just as regularly as ever. The emptying of the barrels forced granulated to the low price of
$5{ }^{15}-16 \mathrm{c}$, while the sudden forced replenishing has advanced the price to $61 / 4 \mathrm{c}$. which will no doubt be held. A considerable demand for free duty refined has been met by some refiners at $41 / 2 \mathrm{c}$. for granulated, while other refiners decline to make such sales. Total stock in all the principal countries is 973,727 tons, against 104,340 tons at same time last year.

SYRUPS AND MOLASSES.
A quiet trade has been transacted in both syrups and molasses, and the recoil from the very moderate effort of a week ago is noticeable. That is usual. If buying during any period rises above the average a period of dulness follows as a consequence, as the demand for syrups and molasses is not strong enough to keep trade constant. There is no alteration in quotations, but there is increased firmness in prices of molasses.

TEAS.
In keeping with the general state of trade and with the usual habit of the tea market to be rather inactive until February, there is little doing in teas just now. Black teas are hardening here as an effect of higher prices abroad, and also because of local scarcity. Inquiry for low-priced Young Hysons shows that the dulness of trade is nct entirely the fault of the demand side of the market, as low priced Hysons would sell if they were in stock. In Japans, the demand is apparently the desideratum just now. The local business in Indian teas has been good. Private advices from London state, that with the prospect of a short crop in Indian tea there is little reason to expect any important drop in prices for some months to come, deliveries proceeding here on a large scale, and notwithstanding the enhanced prices, dealers have no difficulty in disposing of their teas almost as soon as they can secure them. All teas under is. have especially benefited by the advance. Prices of Ceylons correspondingly advanced, and China Congou has risen $11 / 2 \mathrm{~d}$. within the last month

Mail advices from London, Eng., dated 17th January, say: London is short of tea this season and understands Canada to be short too. The near continent is already showing a little demand in the London market, and it is said that Russia must buy. The shortage in China Congou is $21,000,000$ lbs., to which should be added $11,500,000$ lbs. per annum of increased consumption since the duty was partly taken off. Against this there are probably $15,000,000 \mathrm{lbs}$. more from Ceylon, and 3,000,000 more lbs. from India. Total shortage as compared with last year probably $14,500,000$ lbs.
Cable advices, 27th January: London type Congou advanced to $77 / 8 \mathrm{~d}$. net cash. This is an advance of about 70 per cent. from the bottom.

## PETROLEUM.

Trade is good, as it generally is in midwinter. Prices are unchanged.

DRUGS AND CHEMICALS.
There is a much. lower demand now than we had to note a week ago, though this has not made any difference in prices.

## BUTTER AND CHEESE.

The week's receipts brought up the supply again, so that it stands at present rather in excess of the demand, or, it may be more exact to say in excess of the demand as it is governed by prices. There appears to be still an export outlet for low and medıum grades, but both sides of the market are holding out for concessions. The stock is now mostly fair medium tub, the lower grades having mostly disappeared. The demand is for medium at io to 12C., but holders con-

# DANCSON 8 HAT 

 Wholesale Grocers, 36 Yonge Street, TORONTO, ONT.
## STUART,

HARVEY \& Co. Importers and Wialill Gincis A Large and Well-Assorted Stock of Teas, Sugars and General Groceries

HAMILTON, ONT.

## BALFOUR \& CO.,

|MPORTERS OF TEAS
AND
Wholesale Grocers
HAMILTON.

## J. W. Lang \& Co.

Wholesale Grocers, TORONTO.

Special values in


For January Trade, 33 Front St. East.

## IN STOCK

Full assortment of canned goods, including the following choice brands :-
"Canada First," "Lion," "Little Chief" and "Lynn Valley" Corn. Peas-Simcoe "English Garden," Delhi Sweet Wrinkled, Marrowfats and "Little Chief." Tomatoes-"Little Chief" "Ontario" and Windsor; also Peaches, Pears, Raspberries, Strawberries, Pumpkins, Plums, Pine A pple, \&c., \&o

## Sloan \& Crowther WHOLESALE GROCERS, TORONTO.

## RIO COFFEES,

ex S.S. Plato.
SPECIAI VAIUE.
WARREN BROS. \& BOOMER,

35 and 3.7 Front St. East, TORONTO, ONT.

SMITH \& KEIGHLEY
WHOLESALE GROCERS.
The following new fruits in stock:
MALAGA RAISINS.
PRUNES
FIGG IN CASES.
FIGS all size boxes.
CURRANTS BRLS., HFS. and CASEs.
SMITH \& KEICHLEY, 9 Front St. E., Toronto

## NEW BLACK BASKETS.

We have just received the first shipment of
"Crescent" Brand
extra Choice patras CURRANTS.
Specially packed for us.
Ask our Travellers or send for Samples and Prices.

PERKINS, INCE \& Co., TORONTO

## FISH.

HIf. Brls. White Fish,
do Trout,
Brls. No. 1 Lab. Herrings,
Hif. Brls. No. 1 Lab. Herrings, Pure cod and boneless fish in ith rolls, ath bricks-boxes all sizes.

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## ST. STEPHEN, N.B.

## MARKETS-Continued

sider that they have no butter correspording in quality to these prices, and in most cases want 13 to 16 c . There have been more arrivals this week than for sometime past of winter bulk butter made into pound rolls. Made over butter has been coming in for several weeks, but it was from tubs made from the milk of grazing cows, and had color. Choice dairy stock, as the Brockville produce, went at 18 to 22 C . Good dairy tub brought 18c., medium 13 to 15 c ., store packed 13 to 14 c ., large rolls 15 to 18 c ., and pound rolls 18 to 19 c .

Cheese is in light demand at the prices current for some time, viz., io to $101 / 2 \mathrm{c}$. for Septembers, 7 to 8 c . for half creams, and 7 to $7 \frac{1}{2} \mathrm{c}$. for early summer.

## COUNTRY PRODUCE

Apples-Are in better request than they were a week ago, but are not as interesting a product as the smallness of the crop wuild lead one to suppose they would steadily be. Prices are $\$ 3$ to $\$ 4$, with $\$ 4.50$ paid for very choice.
A local commission house received a car of apples on Monday, in small bbls-containing not more than 2 bushels 3 pecks each. To sell apples in barrels of this size is dis-
tunctly against the Canadian law, and it is very seldom that the law is thus broken. They will have to be repacked in the legal 3 bushel barrel or exported as they stand It was suggested that they be sold as 2 bushel 3 peck barrels, but the commission firm which handles them fears that even this may be an infraction of the law. A leading exporter says that the Nova Scotia apple dealers pay no attention to the law, for all apples put up in that province are in small barrels.

BEANS-Are being taken at the prices quoted a week ago, though a car of medium went on Monday at $\$ 1.40$. Fine handpicked are $\$ 1.65$ in car lots.

Dried Apples-Are still rather easy, with activity on the side of holders, who sell more readily at $71 / 2$ to 8 c ., though as low as $71 / 4 \mathrm{c}$. is paid tor large lots.

Evaporated Apples-Are quiet at 13 c .
EgGs-The market was stocked better this week than it has been for some time. That fact weakened prices, while an advance in the United States markets had an opposite effect. Between the two tendencies to harden and to weaken, the quotation from 24 to 27 c . represents a compromise, the upper prices being paid for occasional packages of fine stock.

Hay--Is unchanged and in sufficient supply. Good timothy is $\$ 8.50$ to $\$ 9$, while cattle hay is $\$ 6$ to $\$ 8$.

Hides-No. I green are 5c. and cured are $5 t / 2$ to 6 c . The supply is better than it was last week.

Honey-Has a quiet time in this market. Stocks are well filled but there is a very limited call for any grade, - basswood being more in request than any otber class. Good basswood is 10 c . Other grades of strained run from 6 to $10 c$. while sections are 12 to 16c.
Hops-Are firm at 35 to 40 c . for 1890 crop, and 15 to 18 c . for yearlings. There appears to be no movement to control large quantities, but the regular trade demand keeps the market in a good state.

Oats-Are slightly easier at $441 / 2$ to 45 c .
Onions-Red are firmer and dearer, quoting now at $\$ 2.25$ to $\$ 2.50$, while good white run from the latter figure up to $\$ 3$.

Poultry-The market is about over. There is little inquiry for anything but chickens, and these are scarce. They are 5oc. a pair. Turkeys are Ioc. per pound, geese, 7 to $71 / 2 \mathrm{c}$., and ducks are done.
Potatoes. - Though receipts have been free, yet prices have kept close to the point they reached last week, 85 c . being bid for fine stock on track, while in most cases goc. was asked. Lower gra les moved at 75 to 8 oc . Out-of-store lots are easier at $\$ \mathrm{I} .05$ to \$1.10 per bag.
SEEDS-Alsike is unchanged at $\$ 4.50$ to $\$ 9$, and the market is easier, with the export demand quiet. Further exportation is only a risk now. The domestic demand is nominal and keeps up a market for only low grades. Red clover is $\$ 4.25$ to $\$ 4.75$, according to sample, with a little more paid for
rare stock. The export demand is slight, and the home market is not opened up yet. Timothy is in a peculiar position, and is quoted at $\$ 1.10$ to $\$ 1.65$. The demand is light, as the market is hardly open yet.

SḰins-Are unchanged, at $\$ \mathrm{I}$ to $\$ \mathrm{I} .30$.
Straw-Is going steadily into consumption at $\$ 6$ to $\$ 6.50$ for oat.
Tallow-Is selling at 2 c . for rough, and $51 / 2$ to $6 c$. for refined.
Wool-There is more stock offering, but that tends to weaken the already weak market rather than to set it going. Dealers prefer not to buy yet, though 20c. is pard for fleeces now and then.

## FISH.

The fish trade is very good, but needs the advantage of good freezing weather to sharpen the demand for frozen stock. A carload of white fish from Manitoba was received on Saturday. The sales for the week have been fairly satisfactory. In dreed fish the only fact of importance to note is that Finnan haddie are more plentiful. This does not affect prices, however, just yet. Values are unchanged in Prices Current.
gREEN FRUIT.
Mild weather has been favorable to the green fruit trada though no very considerable increase in the demand has been operative. All that can be said is that trade is better than it was a week ago. Prices are : Florida oranges $\$ 3.50$ to $\$ 4.25$; Jamaica oranges, $\$ 6$ to 6.50 ; Valencia oranges, $\$ 4.50$ to $\$ 5$; Messina lemons are $\$ 3.25$ to $\$ 4$; Palermo lemons are $\$ 3.25$ to $\$ 3.50$; Malaga grapes are $\$$ Io to $\$ 14$.

## CRANBERRIES.

Cape Cod berries are $\$$ II to $\$ 13.50$, and Killarneys are $\$ 7$ to $\$ 8$, with stocks shrinking into small compass.

## PROVISIONS.

A slacker trade has heen done this week. The brisk business of the preceding winter weeks could not but be followed by a quiet spell, particularly in a time of general dulness.
BACON-Long clear has been in little demand except in small lots, which went out at $73 / 4$ to 8 c ., bellies are 9 to $101 / 2 \mathrm{c}$., according to quantity, backs are 10 to $101 / 2 \mathrm{c}$., and rolls are 9 to $91 / 2 \mathrm{c}$.
Dressed Hogs-Have been in lighter receipt. Average weights went at $\$ 6$, and light to medium at $\$ 5.50$ to $\$ 5.75$.

Hams-Have moved off in small lots at II to 12 C .
LaRD-There has been a fair demand at 9 c . in tubs and $91 / 2 \mathrm{c}$. in pails.
Mess Pork-Is $\$ 14.50$ for United States, $\$ 15$ for Canadian, and $\$ 16$ for short cut.

## salt.

The week's trade has been fairly good at prices exactly the same as those obtained last week. There is no special consumption now for which stocks were not pretty well supplied some tıme ago. The Toronto Salt

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## Dried Apples.

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THE E. B. EDDY MFG. CO.,
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## MARKETS-Continued

Works sold 2 carloads of barrels at \$1.43, and 2 carloads of sacks at 72 C . since last report.

## DRY GOODS.

The continued spell of mild weather has brought current business in dry goods houses into rather a tranquil gait. The orders for future delivery, that is, for the spring trade, are not notably different in frequency or amount from those of any other ordinary last week in January. All that can be said is that trade is moderately good, and that money seems to be more plentiful. This latter fact is more observable in the payment aspect of the situation than in any increase of trade.

## RAW FURS.

The lack of cold frosty weather is felt in the fur trade. Prices quote at:- Beaver per lb., $\$ 4.50$ to $\$ 5$; bear, per skin, $\$$ Ioto $\$ 25$; cub, per skin, $\$ 5$ to $\$ 12$; fisher $\$ 3.50$ to $\$ 5$; fox, red, 81 to $\$ 1.25$; fox, cross, $\$ 2$ to $\$ 5$; lynx, \$1.50to \$2.50; martin, 75 to 90c.; mink, dark, 75 c. to $\$ 1.25$; Muskrat, fall, 12c.; winter, 15c. ; otter, \$8 to \$13 ; racoon, 25 to 8oc. ; skunk, 25 to $\$ 1.25$.

## MONTREAL

## MONTREAL MARKETS.

Montreal, Jan. 29, 189 I . GROCERIES.
The grocery market still presents a quiet aspect, and with the exception of some turn in teas and sugars, during the past week the general trade has been of a quiet nature; in fact buyers are pursuing a cautious, conservative course just at present. The general tone of values is decidedly firm, especially in sugar, molasses and fruit, and prices may go higher before they go lower.

SUGAR SYRUPS, AND MOLASSES.
As noted in our last report, the market for refined sugar did not take long to react in sympathy with the firmness of raw, and the decline of the week previous was soon discounted. In fact the price for granulated, allowing for everything, is below the figure obtained in the States, and a further advance would surprise no one. Raw sugars continue firm and are difficult to buy, even at the advance. Local refiners are quoting yellows at 5 to 6 c . and granulated $63 / 8 \mathrm{c}$.
The molasses market is working into a position for a speculative move, and holders are not urging sales at all. In fact a representative of New York buyers was on here last week trying to make a dicker, but so far nothing has resulted. For round lots 35 c . is the very inside and the range run to 37 c .
Syrup is in somewhat better demand, but prices are the same, $3^{1 / 4}$ to 4 c .

## TEAS.

Since our last report there his been considerable business doing in low grade Japans, arrangements being consumated on Thursday, whereby some 3000 chests were turned over, of which the bulk were bought by an agent of a Japan house in this city, and he was in active competition all the time with a broker representing New York partıes. It seems likely therefore that this market will see better prices shortly. In New York Oolong, Formosa, and Amoy have advanced

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under a better demand and light supply so hat a generally firmer market for teas is looked for.

## FRUIT.

The dullness noted last week in connection with this market has been continued, and there is positively nothing to note in the way of wholesale transactions. There has been enquiry, but buyers differ in their ideas of value from holders, while recently a cautious spirit has arisen in the matter of buying and only what is actually wanted is taken, so that the movement is somewhat restricted on this account. The tone remains firm all round, and there is no change in value to note. Valencia raisins are held at full figures, and what business there is doing is from $6 \mathrm{I}-4$ to $61 / 2 \mathrm{c}$. Other descriptions of stock are not on the market in any quantity and we cannot quote, but 16 c . has been spoken of for Elemes. Currents rule firm, and have been in better demand in New York, but business here is quiet and is at $57 / 8$ to $61 / 4 \mathrm{c}$., the irside of course for a round lot, and we cannot call any to mind as having changed hands recently. Prunes are steady and unchanged, the only description offering here in any quantity being Bordeaux, which are quoted at 11 to 12 c . In green fruit, business is of a jobbing description, with no special feature to note. Valencia oranges are somewhat easier at \$4 to $\$ 4.40$ per case, while cranberries are somewhat firmer at \$II to \$i3.

> FISH.

There is but little to note in this branch, business still being quiet. Some demand is noted however for B. C. salmon which is moving at $\$ 5.75$ to $\$ 6.00$, while there is also some call tor fresh lake trout and white fish, solely in a jobbing way. White fish bring $\$ 5.00$ and trout $\$ 4$ to $\$ 4.50$. In a wholesale
way there is nothing doing, and stocks of dried have not been touched yet to any materal extent.

## APPLES.

Aside from the local jobbing demand there is nothing doing in apples, but some 780 barrels went forward to the seaboard last week out of store here. They were owned by a Western firm. Nothing new comes over the cable, and local prices for home wants run at about $\$ 5.00$ for greenings.

In dried and evaporated apples there is nothing doing in this description of stock, as the supply is small, while the demand does not appear urgent. Dried apples are unchanged, 7 to $81 / 2 \mathrm{c}$., and evaporated ditto, 11 to 17 c .

## HOPs.

Locally this market remains on the dull side, and we have little to note in the way of business. Consumers appear to be indifferent to buy only what they want, while figures are hard to obtain. We think 31 to 35 C , a sufficiently wide range, however, to cover all ideas, in fact there has been some business done withın it to the extent of 30 bales.

## ONIONS.

The movement we noted in barreled red stock some time ago continues, and there is a fairly steady business doing at $\$ 3.50$, with yellow stock a shade or so less. Considerable stock has been bought on American account. Spanish onions in crates run from \$I to $\$ 1.50$.

## PROVISIONS.

The week has witnessed a fair jobbing movement in provisions, especially pork and lard, but in the aggregate the movement has been small. The tone is steady, while there is no change to note. We quote:Canadian short cut, per brl $\$ 15.50$ to $\$ 16.00$; mess pork, western, per brl $\$ 15.50$ to $\$ 16.00$; short cut, western, per brl \$16.00 to \$16.50; hams, city cured, per lb io to IIc.; hams, canvassed, per lb io I-2 to $111 / 2 \mathrm{c}$.; lard, Canadian, in pails $81 / 4$ to $8 \mathbf{I - 2 c}$.; bacon, per pound, 9 to $101 / 2 \mathrm{c}$. ; lard, com., refined, perlb, $71 / 4$ to $73 / 4$ c.

## DRESSED HOGS.

Since our last this market has been working easier, although large holders, on spot, are putting up a stiff opposition to any decline. The easiness in the west, however, has its effect, and trading has been done here at concessions, though it has to be admitted that it was of very limited dimensions. Receipts are running very light, and in the absence of any large transactions it is hard to quote a price for a round lot. However, nominally, $\$ 6.25$ to $\$ 6.50$ for car lots and $\$ 6.50$ to $\$ 6.75$ is still the idea.

## EGGS.

Extreme views by holders has somewhat restricted business in eggs, as buyers are disposed to stick out against prices now asked. The former, however, say that they are well satisfied with the movement, and will not listen to any talk about concession, as they say their already small stocks are being depleted fast enough. We quote limed 23 to 25 c . held fresh 23 to 24 c . ; and fall fresh 27 to 28 c

## POULTRY.

With light supplies and a steady demand the poultry market rules firm, and there is no change to note in prices. All stock offering is easily placed at the following quota-tions:-Turkeys, 10 to 12 c .; geese, 7 to 8 c .; chickens, 7 to 9 C .; and ducks, 8 to Ioc.

## BUTTER.

The time that has passed since our last report has developed no new feature in the position of this market, except it be in the

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MONTREAL MARKETS.-Continued.
direction of additional firmness. The steady demand on local arcount for table descriptions of stock is maintained, and the supply to meet it is not by any means excessive, so that prices in this connection are outside ones. In fact all business of this kind is generally at full figures. Then the export movement continues, and stocks on spot have been subject to further reduction during the past week, while new purchases on this account have transpired at satisfactory figures to holders. Creamery, for instance, has been turned over at 24 c ., while to strengthen holders in their views returns from consignments made some time ago have been very satisfactory, in fact, so much so, as to induce further shipments on this plan, mainly of western dairy. The shipments for the week are a good illustration of the movement, as there has been shipped from Boston and Portland on Montreal account, some 3377 packages of butter of which only 448 packages were through freight. On the whole, the butter market occupies a very satistactory postion. We quote: Finest creamery, $231 / 2$ to 24 c .; earlier make, 21 to 22 c .; finest dairy, 18 to 2 Ic .; western, 14 to 15 c .

CHEESE.
This market has made another satisfactory week of it, for although business at no time could be called active, there has been enough of it to demonstrate the firmness of the market and the fact that supplies are not heavy. Briefly business has been of a steady legitimate character and the week witnesses another fraction tacked unto values not by any undue forcing, but simply by the natural current of the demand. Therefore $101 / 4 \mathrm{c}$. is now the basis for business; transactions of sufficient importance transpiring within the week to fully demonstrate the fact, several round lots of 1,000 boxes changing hands on spot aside from what has been done over the cable. In fact the market has made a material advance as far as the position on this side is concerned, to a satisfactory finish for the season. The hardening in value has been gradual and natural; the public cable has been advanced, and correspondents who three weeks or a month ago would not talk business show a more reasonable disposition in this respect, if deders are to be believed and the assumption seems natural enough taken in relation to the progress of the market. In addition to the demand tor finest, there has been a steady call for grades under it, and one dealer who controlled almost all the stock of late summer makes has turned over a considerable quantity within the week on the basis of $91 / 2$ to $95 / 8 \mathrm{c}$. The shipments for the week number 2,338 boxes, of which 1,629 boxes were on through account, and stocks are being gradually but steadily depleted. We quote:-Finest lots makes, $10^{1 / 4}$; fine goods, $93 / 4$ to IOc.; medium, $91 / 2$ to $95 / 8 \mathrm{c}$.; cable, 51 s .

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

ST. JOHN, N. B., Jan. 28, 189 g .
Groceries- There have been no important changes in the market during the last week. Sugars are weak. Dried fruits are in light demand, and trade is generally quiet in all branches. The month of January has been unusually quiet this year along the wharves, owing to the small number of trading vessels in port. The absence of fishing vessels is especially noted. Stock-
taking season will not be over for two or three weeks, and until then, merchants do not look for much improvement in business.

Canned Goods-The market is well supplied in almost all kinds of canned goods except lobsters. The supplies of salmon and corn are quite large, and prices rule easy in consequence. Most all other kinds are in fair demand at steady prices. Gallon apples move slowly. Canned finnin haddies are in some demand at this season at steady prices. There is considerable inquiry for tomatoes and the quantity on hand appears to be small.

Dried Fruits-Dried apples are in quiet demand, the quantity held is light, and the quotations are firm for good bright stock, at $7 \frac{3 / 4}{4}$ to 8 c . per lb. in barrels. Evaporated apples are quoted steady at 14 to $14 \frac{1}{2} \mathrm{c}$. The local supply of Valencia raisins is well up to the average, and the market is steady at 6 to $61 / 2 \mathrm{c}$., with a moderate trade. The call for dates is fairly geod at $5 \frac{1 / 4}{}$ to 6 c ., and dealers are pretty well supplied and look for a weaker market, as there are several large lots to arrive. There is no change to report in other fruits at present.

SUGAR-There is not much activity in the local market in sugar. Trade is steady and a general weakness is noticeable. Yellows range from 5 to $51 / 2 \mathrm{c}$. ; granulated, $61 / 4$ to $61 / 2 \mathrm{c}$.

Green Fruit-Green fruit shows no activity. Oranges and lemons are in moderate demand. Apples, grapes, etc., are quiet, as last quoted.

Onions-There has been quite an advance in onions since last quoted. The market is almost bare, and good stock is now in demand at $\$ 450$ to $\$ 5$ per barrel for silverskins. Red are not much sought after and sell slowly at \$4 per barrel.
EGGS-Are in better demand with a small supply, although the price remains about the same as last week.

BEANS-Are quiet, prices easy and only good bright stock asked for.

Butter and Cheese-Are moving quietly, with no change to note in prices. There is quite a large supply of low grade butter in the market, which has been the cause of its present dull and unsatisfactory state.

Fish-The supply is at present sufficient for the demand, but unless there is more good bright stock offering during the few weeks before the season of Lent opens, than there has been for the last ten days, there must be quite an advance in price of dry fish.

FLOUR-We note a weaker feeling in flour; the decline has been about 5 c . on all grades. Cornmeal is also quoted easier and a quiet trade.

PEAS-There is at present a scarcity of good peas in the market, and we quote an active demand. There has been a considerable inquiry for the green stock, while white has not been so largely sought after.

## TRADE SALES.

The stock of Messrs. Simpson \& Co., grocers, who failed in Sarnia recently with liabilities amounting to about $\$ 8,000$, has been purchased by the Sarnia retail grocers for 75 cents on the dollar.

Work can always be found in a store without double-million microscope.
Every line of goods embodies a history and a science worth years of study to understand.

It is learned from private sources that the salmon canners of British Columbia will shortly hold a meeting at Victoria, for the purpose of taking steps to induce the Fisheries Department to repeal the regulations prohibiting the deposit of offal in the Fraser river.

At a little after 9 o'clock Monday night a fire broke out in the grocery and provision store of E. L. Wager, Queensboro', Ont. It originated from a defective safe, and had gained such headway between the ceiling and floor that considerable damage had to be done to the building to reach the fire. The goods are also damaged by water. Loss fully covered by insurance.

Mr. Charles E. Stevens died at Manitou Springs, Colorado, on the 12th inst. Mr. Stevens was a well-known commercial traveller of this city, and was greatly respected by all who knew him. His remains were brought to Toronto, and the funeral took place from the residence of his father on Monday afternoon. The members of the Commercial Travellers' Association of Canada and of Zetland Lodge A. F. and A. M. No. 326 , G. R. C., attended in a body. The remains were placed in the vault at Mount Pleasant Cemetery.

Messrs. Cushing \& Co, of Montreal, well known to the fancy goods trade of Canada, have recently started a new factory there for the manufacture of "Palmetto Brushes," which are made under a patent. They turn out three styles of each scrub and horse brushe, and orders have been pouring in since they started, that it will take them some weeks yet before they can overtake them. The Palmetto fibre penetrates the dirt, is stiff, tough, and remains the same, wet or dry. The backs are solid. One special feature in these brushes is the new metal fastner used, which overcomes all drawbacks in the old style brushes. No wires to rust, no backs to come off, or split, no excuse for dirt. They claim that ane of these brushes last longer than three brushes of any other material. Messrs. Emil Poliwka \& Co., 36 Front st. East, Toronto, have been appointed agents for Ontario, West of and including Kingston. Send to them for illustrated price lists.

## DETECTIVE AGENCIES.

HOWIE'S DETECTIVE AGENCY, 86 WELI 1886. Telephone 1309.

## BUSINESS CHANCES.

## TO COUNTRY MERCHANTS ANDDEALERS -The andersigned solicits consignments of butter, eggs, poultry, apples, potatoes, pork, beef, grain. flour. Liberal advances made.

8 Dealer in groceries, fruits, meats, provisions.
CONSIGNMENTS OF BANKRUPT GOODS auction rooms, Sudbury Marchants overstocked with men's furnishings, boots and shoes, or any other line, can have the same sold oncomor any other line, can have the same sold oncom-
mission, with prompt returns, by applying to $\mathrm{W}_{6}$
Holditch, Sudbury.

Creamery Men and Merchants. Bolding butter of good quality are requested to

## A. \& J. STRUTHERS,

successors to
T. W. CLARK,

Commission Merchants and Wholesale Dealers in Butter and Eggs. Consignments solicited and business transacted for Ontario and other East: rn Canada Merchants.

VANCOUVER, B.C.
References : Bank of British Columbia, Bank of British North Amerioa.

## WILLIAM RYAN,

Produce and Commission Merchant, 72 FRONT ST. EAST, Toronto, Ont. -DEALER IN-
Labrador Herring, barrels and halves. Lake Superior Whitefish and Salmon Trout. Lake Herring.
New Cured Hams and Bacon.
Pure Canadian Lard.
Mess and Short Cut Pork.
Write for Prices

## J.F.YOUNG\&CO.

Prooce hin coumisson wecturnis
74 Front St. E., Toronto.
Our business is Solely Commission. The only plan which does justice to the Consignor. We handle everything which the country Storeour own goods to sell in preference to yours when the market is good. Nothing between you and best price obtainable except a small commission. Prompt Sales and Quick Returns.

We Furnish Egg Cases. Try Us.
LAURENCE GIBB Provision Merchant, 83 COLBORNE STREET, - TORONTO.

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

PATENT EGG CARRIERS SUPPLIED. Good Prices paid for Good Dairy Butter.
JAS. DICKSON \& CO., 26 WEST MARKET STREET,
Provision and Commission Merchants.
Egga, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought or sold on commissiou. Agents for an ines of Canned Corned Beef. Egg Carriers supplied.
To Country Merchants and Dealers.
HE undersigned solicit consignments of butter,
eggs, poultry, apples, potatoes, pork, flour Liberal advances made. porres, portoes, pork, flour ited. Telephone No. 2241.

## E. DENNE \& CO.,

70 Colborne St., Toronto.

## Fresh and Smoked Fish.

J. CLECHORN \& SON, 94 YONGE ST.

FINNAN HADDIES.
SMOKED SALMON.
YARMOUTH BLOATERS.
FRESH COD.
HADDOCK.
SALMON TROUT.
WHITE FISH.
Orders promptly filled.

R. S. GALLAGHER,

Faut min Conisssou Merchurt
TORONTO.
111 \& 113 King St. E., 77 Colborne St. Telephone 1617.
R. C. MURDOCH 를 CO.,

Commission and Wholesale Fuits.
FANCY OALIFORNIA EVAPORATED AND GREEN FRUITS A SPECIALTY.

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

> 工ARD, GUARANTEED PURE.
> Long Clear
> New Cured Meat. Write for Quotations.

Wm. Davies e Co,
39 \& 40 Central Market. W. McCUSKER, General Produce Dealer, special attention to Cheese, Butter, Eggs, and Honey, HAMILTON, Ont.

The Badgerow-Falconer Bonded Vinegar Manvictuwing Company Highest Medal A ward Toronto Exhibition.
elephone $1261 \quad 69$ \& 81 Jarvis St., Toronto

## LEONARD H. DOBBIN,

Commission Agent
and Broker in Canned Goods.
EVAPORATED APPLES A SPECIALTY.
4 Hospital Street, MONTREAL
TELEPHONE 2205.
JNO. A. MOIR, GENERAL AGENT.
Consignments Solicited.
SPECIALTIES: Canned Goods, Dried Apples, Evaporated Apples, Codfish. Quotations and samples sent on application. A trial solicited.
41 St. Francois Xavier Sts., Montreal.

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

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

## Hams, Breakfast and Roll Bacon,

New curing, now ready.
For Choice full flavor goods send us a Sample order.

Jas. Park \& Son, Toronto, Ontario

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

## Established 1874.

## W. H. SMITH,

Wholesale Produce Commission Merchant 186 KING ST. EAST, TORONTO.

## McLAREN'S

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

## WHY SOME GROCERS FAIL.

## Scene I.

Grocery Store-Proprietor stands behind the counter.
Enter Lady Customer-Good morning, Mr. Jones, what are oysters worth ?
Grocer-Fifty cents per quart, ma'm, and they are nice and fresh.
L. C.-Fifty cents. Isn't that too high ? my servar.t tells me she can get them at 40 cents down the street.
Grocer-Well, I don't know how they do it. I can't sell mine for less than 50 cents.
L. C.-Oh, well, send me up a quart.

Grocer-All right, ma'm, thank you, good morning.

Exit L. C.
Grocer-(to himself, scratching his head.) Let me see. She says she can get them at 40 cents: I paid $\$ 4.50$ for that three gallon pail, but it only holds nine Imperial quarts. Nine times 50 cents is $\$ 4.50$, exactly what I paid, and that says nothing about the oyster buckets to send them out in. They just cost me 27 cents, so I lose exactly 27 cents on selling the three gallon pail, besides having to wait three or four months for the money. I wonder how the man gets along who sells at 40 cents. I'll lick the stuffing out of that oyster man when he comes. It's no wonder we fail.

Enter Commercial Traveller.
C. T.-Good morning Mr. Jones.

Grocer.-Bah, don't talk to me.
C. T,-Why, what's the matter? (aside). No show for an order here.

Grocer.-Matter? Why look here. Ste that pail ? I paid $\$ 4.50$ for it. It's supposed to hold three gallons, but really holds nine quarts. I have sold them out at 50 cents per quart, and supplied buckets with them so that they fetch $\$ 4.50$, and I am just out 27 cents, the cost of the buckets. Yet a man down the street is selling them at 40 cents per quart. By Jove, there's no wonder we fail. It makes me sick.
C. T.-Oh, that's nothing. I was in a wholesale house the other day when one of the clerks, pointing to a box of evaporated apples, asked me what I thought they held. "Why," I said, "they are marked 50 lbs ." " That's right," said he, " but they only weigh 47 lbs. all the same." "That's not honest," I said. "Of course not," he replied, "but they all do it." "What do you do if they weigh them ?" I asked. "Oh tell them tt's a mistake," was his answer, "besides not one out of a hundred weighs them."
Grocer.-It's too bad, there's no wonder we fail.
C. T.-No Sir, it is not. You say truly the way business is done by some wholesale and manufacturing firms in the city is rotten and dishonest in the extreme. They are simply aiding and abetting the manufacture of failures. Did you ever think of weighing your empty syrup, currant, and sugar barrels? It
would be well worth your while. How can you expect the branches of the tree to be healthy when the root is rotten ? If the manufacturer is not honest how can you expect the wholesaler to be straight ? And if the wholesaler is not right, what can you expect from the retailer? I tell you, sir, there is too much crooked work going on in business. What is a manufacturer who comes to you and proposes to put up $47-\mathrm{lb}$. boxes and mark them 50 lbs ? To be honest, I tell you it is high time such practices were stopped.

Grocer-Bah, I'm sick of it. The whole thing is wrong.
C. T.-So am I sick of it. Good morning.
[Exit traveller, muttering to himself: If it hadn't been for them oysters I might have sold something.]
[Enter man who sells at 40 C . per quart.]
Grocer-Hello, you are just the man I want to see.
Man-Why ?
Grocer-What do you pay for oysters?
Man- $\$ 4.50$ for a 3-gallon pail.
Grocer-And what do you sell at ?
Man-40 cents per quart.
Grocer-How do you manage that ?
Man-Oh, I slap in half a gallon of water to make up the difference.

Grocer-But you make nothing then.
Man-Yes, I do.
Grocer-Well, look here. First of all you pay $\$ 4.50$, and there is 9 quarts in the pail. That amounts to $\$ 3.60$. Your water makes it $\$ 4.40$, you are still 10 cents out and the buckets as well.
Man-By jove, I never reckoned it up in that way.
Grocer--No, I guess not, but that's what makes us fail.
[Exit man who sells at 40 cents.]
C. T. (down the street)-Poor grocer, what is he to do? The only remedy is not to pay so much for them or else have a standard price.

## BDWFRD, CATCHPOLE \& CO'Y TORONTO.

Manufacturers of
French Blacking, Waterproof Dubbin, Stove Polish, Stove Pıpe Varnish, Shoe Dressing, Flavoring Extracts.
Office, 33 Wellington East.
Factory, 265 Gladstone Ave.

## MUNNN'S

## Labrador Herings

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

STEWART MUNN \& CO. . Montreal

## GIBSON \& GIBSON,

SELLING AGENTS FOR
HAMILTON VINEGAR WORKS CO. ; SARNIA MAIZEA AND MILLING CO.; MOMFATT PACKING CO., of Montreai
OFFICE : 35 Wellington St. E., Toronto.


## Bond or Free

Warehouse Receipts Issued, Negotiable anywhere
R. CARRIE,

27 Front St. E. Toronto.

## STORAME

## THE LONDON BRUSH FACTORY, 61 and 65 Dundas Street,

 MAINUEACTURERS OEEVERY KIND
OF
BRUSHES
GANDLED BY
GROCERS'
Awarded Gold and Silver Medals, 1887 and I888, Bronze A.D. I888.
Send for Illustrated Price List THOS. BRYAN
with Discount Sheet

## T0 OUR AVEERTSERS.

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

## alimysus use OOHNSTONS FLULD BEEF

 It suppliesEvery constituent of PRIME BEEF that strengthens and stimulates ; that form SINEW and MUSCLE and that gives solidity and soundness to the constitution. Johnston's Fluid Beef is the only Meat preparation that can SUBSTANTIATE THIS CLAIM.

## W. G. A. IAMBE \& CO_, Late WILLIAMSON \& LAMBE, <br> STORAGE

54 \& 56 Wellington St. E., Toronto


## A Delicious and Nourishing Beverage.

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

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

We offer it to the public confidently believing that it will be found satisfactory to all who give it a fair trial. Prepared only by
ELLIS \& KEIGHLEY, - TORONTO
Put up only in l b. cans, and not sold in bulk. Ask your grocer for it.

Established 1860.

# EBENEZER THOMPSON 

COMMISSION MERCHANT AND IMPORTER OF

# Dried Fuits, American and French Timed Goods, Etc. 

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

## LIVERPOOL.

Direct correspondence solicited from Buyers of
Currants in Barrels, Cases, 1-2, 1-4 and 1-8 Cases, of Patras, Vostizza and Provincial growths.
Raisins, Valencias, Sultanas, Elemes, Muscatelles, etc. Dates, Persian, Bombay, etc., in Cases and Mats.
Figs, in Boxes, from 8 oz . to 14 lb . each, and Bags $1-2 \mathrm{cwt}$. each. Prunes, Bosnia, in Casks and Cases. French in Cases and Boxes.
Plums, French, in Cases and Bottles.
Almonds, Tarragona and Ivica, also shelled in boxes.
Nuts, Barcelona and Turkey Filberts, Brazils.
Sardines, all grades, in 8 oz ., 12 oz ., 14 oz . and 18 oz . tins.

## CONSIGNMENTS.

Direct correspondence is also solicited from sellers of Apples in Barrels, Cases or Boxes.
Dried Apples in Barrels, Cases or Boxes.
Canned Lobsters, Tomatoes, Apples, Corn, Bt.., BUTTER, LARD, EGGS, Etc.
The light fruit crop in England, France and Spain is likely to ensure good returns to consignors of Apples, and I can promise account sales and remittance of proceeds within seven days after arrival of shipments. Advances made if required. References to North and South Wales Bank, Liverpool, England, and the best mercantile houses since 1860 .


UR travellers are now starting out with a ing out with a
full line of Samples. Kindly reserve orders tillyou inspect our lines. You will not regret

## R. TEW \& \& CO., <br> 

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


## ONTARIO.

Algoma Mills-Loughrin, P. J., general store, assigned to Francis Meindle, Mattawa.
Blenheim-Stokes, J. C., baker and confectioner, assigned to Henry J. Lipsomb, Blenheim.
Claremont-Hastings, A. M., hotel, assigned to J. F. Paxton, Whitby.
Dutton-Burgess, Mary (Mrs. Wm. B.) (estate of) general store, stock sold.
Goderich-Proudfoot, J. M., (estate of) grocery, etc., stock, etc., advertised to be sold by auction on 24th inst

Guelph-Townsend, K. S., grocery and fruits, sold out to Wm. Bụckle, who is to take possession ist March, 1891.

Hamilton-Fralick, F. J. \& Co., (co nom) clothing, assigned to John Ferguson, Toronto; Marsden, Thos. \& Son, picture frames, assigned to F. H. Lamb, Hamilton; Walker, Jas., mfr. soap, deceased.

Lindsay-Smyth, R. \& Son, dry goods, assigned to John Ferguson, Toronto.

London-Balmer, Robt. G., clothing and gents' furnishings, assigned, and stock, etc., advertised to be sold by auction on 3oth inst.; Gardner, F. M., (Mrs. Alex.) bookbinder, stationery, etc., assigned to N. P. Graydon, London.

Milton-Wilson, Thos., boots and shoes, assigned to Jas. M. Redmond, Toronto.

New Hamburg-Ritz Bros., (estate of) foundry, plant, etc., advertised to be sold by auction on 3oth inst.

Norwood-Minnaker, Wm. H:, furniture and undertaker, assigned to P. W. Reynolds, Norwood.

Ottawa-Lapointe, F., grocer, assigned to A. C. Larose.

Petrolea-McDermand, J. C., painter and grocer, advertised grocery business for sale.

Renfrew-McLean, Robt., grocery, assigned.
Ripley-McLeod, Donald, general store, burnt out.

Russell-Morrow, G. A., grocer, offering to compromise.
Sarnia-Simpson, D. \& Co., (estate of) groceries, stock sold.

St. Marys-Quast \& Luesing, boots and shoes, assigned in trust to Chas. Langley, Toronto.
Thornbury-McKenny, Thos., steamboat, assigned to Chas. Hunt, Thornbury.

Tilsonburg-Bain, Mrs. M. C., millinery, assigned to Geo. H. Stuart, London.

Toronto-Batty \& Mott, stoves and tinware, dissolved; Binsted, John \& Son, builders, assigned to Townsend \& Stephens, Toronto; Boyd, C. E., boots and shoes, assigned to J. M. Redmond, Toronto; Brownlee, Chas., furniture, assigned to Campbell \& May, Toronto; Eaton, W. H., painter, assigned to E. R. C. Clarkson, Toronto; Purland, A. R., dry goods, offering to compromise; Tonkin, John J., merchant tailor, hats and furs, offering to compromise; Aikenhead, John J., jeweler, assigned to E. R. C. Clarkson, Toronto; Hunt, A. R. \& Co., (co nom) dry goods, assigned to Thos. W. Crothers, St. Thomas.
Union-Westlake, F., carriage maker, assigned to Thes. W. Crothers, St. Thomas.
Windsor-Hortin, Wm. D., drugs, offering to compromise.
MANITOBA AND NORTH-WEST TERRITORIES. Brandon-Chadey, A. M., grocer, stock to be sold on 28th inst.; Gilchrist, G. N, merchant tailor, assigned in trust.

Glenboro-Livingston, S., (Mrs. W. G.) general store, burnt out.
Killarney-Moule, F. S. \& Co., general store, assigned in trust.

## QUEBEC.

Buckingham-Cochrane, Palmer \& Co., grocery, dissolved, M. H. Palmer retires.

Chambly Canton-Lamoureaux \& Freres, brewers, assigned.

Knowlton-Deragon C. N., butcher and grocery, assigned.

Montreal-Abınavitch, Loui, merchant, assigned; Beaupre, Amedee, grocery, stock, etc., advertised for sale by tender; Blumenthal, Myer, tailor, demand of assignment; Lindsay, Gilmour \& Co., (co nom) wh. dry goods, assigned; McLachlan Bros. \& Co., (co nom) wh. dry goods, assigned; Roy, Jos., dry goods, assig.aed; Bertrand, F. X. \& Son, grocery, stock, etc., advertised to be sold by auction on 28th inst.; Cote \& Frere, grocery, assigned; Duclos, J. C., wh. and retail, crockery, assigned; Senecal, H. O., confectioner, etc., assigned; Swail, John \& Co., grocery, dissolved; Tigh, Jas. \& Co., furniture and auctioneers, demand of assignment; Tigh, Jas. \& Co., auctioneers, assigned.

Point Claire-Mount, W. F., temperance hotel, assigned.

Point Rouge-Lesage, Victor, general store, stock, etc., advertised to be sold by auction on 22 nd inst.

Quebec-Chamberland, Theophile, hotel, assigned; Cruteau \& Frere, wh. and retail, grocery, asking an extension; Codbout \& Bergeron, tailors, assigned; Pacquett, Wm., grocery, assigned in trust.

St. Guillaume D'Upton-Boucher, A. \& Co., general store, stock, etc., advertised to be sold by auction on 2gth inst.

St. Johns-Camaire, Jos., saddler, meeting of creditors 27th inst.; LaJoie, E., tinsmith, stock, etc., advertised to be sold by auction on 29th inst.

St. Justin De Newton-MacIntosh, D. J., general store, assigned.

St. Louis De Mile End-Cadieux, J. B., grain and wood, assigned.

St. Marthe-Berthiaume, M. \& Co., general store, offering to compromise.

St. Urbain-St. Marie, Jos., general store, stock, etc., advertised to be sold by auction on 22 nd inst.

Valleyfield-Corbeille, Alfred, srocery assigned.

## nova scotia.

Amherst-Robb, A. \& Sons, foundry and machinists, Alex. Robb deceased.
Halifax-Crockett \& Shea, butter, eggs, etc., dissolved.

Lorneville-Chappell, Edward, store, assigned.
'New Glasgow-Cummings, Duncan, R., shoemaker, assigned.

Port Peswick Harbor-McKinlay, Jas., spool Mfr., assigned.
Port Hood-McDonald, Daniel A., general store, assigned.
Pugwash-Copp, F. E., general store, assigned; Elliott, J. A. \& Son, general store, offering to compromise.

Westport-Glavin, O. H., general store, assigned.

Spring Hill-Faulds, Andrew, saloon, assıgned.

Truro-Guild, Jas., stòre, assigned. NEW BRUNSWICK.
Moncton-Coffey, Isaac, butcher, assigned. Hampton-Tiere, J. H. Lumber, assigned. Richibucto - O'Leary, Henry, general store, lumber and fish, sold out.
Woodstock-Cluff, Richard, harness, assigned.

PRINCE EDWARD ISLAND.
Eldon-Morrison, K. R., general store, assigned.

NEWFOUNDLAND.
St. Johns-Grace, T. \& J., grocery and provisions, offering to compromise; Jordan, Andrew, P., grocery and provisions, offering to compromise.

## BRITISH COLUMBIA.

New West Minster-McKeen, C. N. \& Son, grocery, dissolved. C. N. McKeen succeeds.

Our last week's report contained an error with reference to a Picton change. In correction we have to say that P. M. Millard did not assign to H. S. Wilcocks of that town. Mr. Millard's stock was sold by bailiff under an execution taken out by Mr. Wilcocks.

## WHOLESALE AND JOBBING TRADE ONLY.

## THE GLOES TOARCCO WORS COMPAIIYOF LONOON

エIMITHD,
Are again manufacturing their Choice Standard Brands of Tobaccos from pure Virginia and Kentucky leafs.

CUT PLUG SMOKING: Gold Flake. Hand Made. Wig Wag.

FINE CUT AMERICAN CHEWING: Golden Thread. Victoria. Globe. High Court. Jersey Lily.

THE CANADIAN GROCER PRICES CURRENT.




## JAMS <br> and JELLIES SUPERIOR IN QUALITY.

Raspberry, Strawberry, Blackberry, Plum, Grape,
and Apricot Jams.
Red Currant, Raspberry and Strawberry Jellies.
Glass, Tin and Wood Packages.

## + ADmitted By ALL 甚

That our Jams and Jellies are superior in quality. We have a full line in all size packages. Can ship in a moment's notice. Goods guaranteed.

DELHI CANNING CO.,
DELHI, ONT.

spices.
around.
Pepper, black, pure....
fine to superior white, pure
"" fine to choice. Cassia, fine to pure Cassia, fine to pure. Allspice, choice to pure.
Cayenne, Nutmegs,
Mace, " Mixed " "
Mixed Spice, choice to pure.
Cream of Tartar, fine to pure
$\begin{array}{llll}\text { Cream of Tartar, fine to pure } & 30 & 35 \\ & 95 & 37\end{array}$ STARCH.
EDWARDSBURGH STARCH MFG. CO.
BRITISH AMERICA STABCH CO.
No. 1 Laundry, 4 lb cartoons. Canada Laundry
Silver Gloss, crates
Silver Gloss, 1 lb chromos.
Lily White, 1 lb chromos..
Satin, Starch 1 lb ehromos
Brantford Gloss, 1 lb ehromos
No 1 Laundry, barrels \& halves
Oanada Corn
Challenge Corn
Rice Starch, 11 b .
EINGBFO

## Pure Starch-

40-1b boxes. 1,2 , and 4 lb. pack'g's
$36-1 \mathrm{~b}$ boxes, 3 ib . packages
$12-1 \mathrm{~b}$
38 to $45-1 \mathrm{~b}$ boxes.
Silver Gloss Starch-
$36-\mathrm{lb}$ boxes, 1 lb packages
$36-\mathrm{lb}$ boxes, 1 lb packages ..........
$40-\mathrm{lb}$ it 1,2and 4 lb packages.
$40-1 \mathrm{~b}$
$40-1 \mathrm{~b}$
$40-1 \mathrm{~b}$$\quad$, lb packzage.

6-1b " sliding covers ..
38 to 45 lb boxes.
Oswego Corn Starch-for Puddings,
Custards, etc.-
Custards, etc.-
20 lb boxes, 11b packages.



SUGAR.
c. per lb

Granulated, 15 bbls or over.. Paris Lump, bbls....
".
"
Extrs bbls ess than Extra Ground, bbls le........... Powdered, bbls ............ . 7

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White refined
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Extra bright refine
Bright Yellow
Medium
Medium
Mrow
Raw J
SYRUPS AND MOLASSKS.

SYRUPS.

| Redpath's <br> Redpath' |
| :---: |
|  |  |
|  |  |
|  |  |

> Corn Syrup

Trinidad, in puncheons

## U $\quad$ bbls... $\frac{1}{2}$ bbls

New Orleans, in bbls
Porto Rico, hads. barrels
$\frac{1}{2}$ barrels

TEAS.
GREENS.
Gunpowder-
Cases, extra firs
Cases, extra firsts .........
Half chests, ordinary firsts
Half chests, ordinary firsts
Cases, small leaf, firsts .
Young Hyson-Moyunes Half chests, ordinary firsts. seconds. common... PING SUEYS Half chests, firsts... Half Boxes, firsts...

## Half Chests- <br> Choicest

JAPAN.

Choice
Finest.
Fine ............
Medium........
Common.
Nagasaki, the chests Pekoe
Oolong.....
Siftings.... congous.
Half ehests, Kaisow, Moning. ... 52, 55 Cadies, Pakling and new makes 18,50 OOLONG
Haif chests Formosa

Chests and half-chests Pekoe... 22, SOENTED ORANGE PEKOE.
Boxes, Foochow and Canton .... 28, 60
TOBACCO AND CIGARS.
British Consols, 4's; bright twist, 5's; Twin Gold Bar, $8^{\prime}$ 's
Ingots, rough and ready, 7
Laurel, 3 's
Brier, 7 's
Index, 7 's
Honeysuck 1 le, 7 's
Napoleon, 8's.
Royal Arms, 12
Victoria, 12's
Brunette and Lovely, 12's.
Prince of Wales, in caddies.
Bright Smoking in 75 lb boxes $\mathbf{~ M y r t l e}, \mathrm{T}$ \&
B, 3's.
Liy, 7 's
Diamond Solace, 12 '
Mvrtle Cut Smoking, 11 i tins
oz pg, 5 lb boxes.
GLOBE TOBACCO COMPANY.
cUt smoking tobacco.
Gold Flake, 1-5, 6 1b boxes........ Per 65
fancy tins.


## KNOX, MORGAN \& CO., <br> \section*{Wholesale Dry Goods Importers,}

 HAMILTON,Special values for Independent Buyers in Spring (1891) samples :
ROUGH BROWNS, 8 and Ioc. Three lines BLACK WORSTEDS, VICTORIA LAWNS, 8 and ioc. DRESS GOODS-Entirely new stock, very latest Novelties, large variety of designs. ALL WOOL BLACK CASHMERES, $371 / 2 \mathrm{c}$.
In GENT'S FURNISHINGS we have made special efforts. 200 styles and neckwear, 120 styles shirts and top shirts.

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| $\begin{array}{cccc}\text { " } & 4 & \frac{1}{4}, & 6 \\ \text { fancy tins..... } & 62 \mathrm{c}\end{array}$ | Baby's Own, $\frac{1}{6}$ doz boxes 8125 | YEAST. | Blue Vitriol ................... 006007 |
|  |  | Barm yeast in boxes of 2 doz. | Brimstone....................... 0 0 02\& 003 |
| granulated smoking tobacco. Per lb. |  | 10 c . and 2 doz . 5 c . packages, |  |
| Uncle Tom, $1-5,6 \mathrm{lb}$ boxes...... 40 c | Oatmea1, 1 " " 85 | per box ......................... 200 |  |
|  |  | Royal Yeast Cakes, |  |
| smoking tobacco. | 075 | packages in case, ....per case | Cream Tartar .................... 0 ¢0 031 |
| Per 1b. | Albert Oatmeal bar, 2 doz. boxes 075 | Royal yeast Cakes, 3 doz 5 c . |  |
| Wig Wag, 1/2, 61 lb boxes $\ldots . . . .{ }_{4}{ }_{3 \times \mathrm{c}}^{35 \mathrm{c}}$ | bo |  | Paris Green .......... 018022 |
| "\% " $1-5,6 \mathrm{lb}$." ........ 3*c | box | OUR NATIONAL FOOI | Extract Logwood, bulk ${ }_{4}$ |
| $1-10,61 \mathrm{~b}$ " $\ldots \ldots \ldots .440 \mathrm{c}$ | Fatherland, $\frac{1}{\text { doz boxes.... }} \mathrm{g} 00$ | pkg. doz | Gentian ..................... 0 ¢ 010 |
| e cut chewing tobacco. |  | siccated Wheat....... 4 1b. $\$ 230$ | Glycerine, per lb ........... 080 0 021 |
| Per 1b. | WOODENWARE. | Rolled Oats... 4 "/ 225 | Hellebore ....................... 016017 |
| Golden Thread, 5 \& 10 lb pails .... 90 c | per doz | Snow Flake Barley. ...... 4 ./ 240 | Iodine ........................... 500 5 50 |
|  | Pails, 2 hoop, clear ......No. 1... $\$ 170$ | Rolled Wheat Flakes.... 4 ./ 2825 | Insect Powder................. 040 0 0 50 |
|  |  | Buckwhert Flour, S. R... 4 "/ 200 | Salpetre..................... 0 081 009 |
| High Court, - ". ". .... 65e | Pails, 2hoops, clear.......No. 2.. \$1 60 | Prepared Pea Flour...... $2 \frac{1}{4}$.", 180 | Soda Bicarb, per keg ...... 256 \& 75 |
|  |  | Baravena Milk Food..... $1^{\prime \prime}$ " $^{3} 00$ | Sal Soda..................... 100125 |
| Globe Fine Cut, foil, per gross... 8900 | . 3 ." painted... " ... 180 | Patent Prepared Barley 1 ". 180 | Madder ......................... 0 124 |
| Solace Fine Cut, " $\quad$... 600 | Tubs, No.0....................... 950 | Patent Prepared Groats $1{ }^{\prime \prime} 150$ | Madder ……................. 0 12ı |
| cigars-s. davis \& sons, Montreal. | 800 700 | Beef and Barley Extracts 6 oz 225 Gluten Flour................ 4 oz $28_{0}$ | AR. |
| Per M | 600 |  | VINEGAR. |
| Lord Landsdowne $\$ 6000$ | Washboards, Globe...... 8190200 | HARDWARE. | A. HAAZ \& CO |
| " ${ }^{\text {a }}$ Panetelas . . . . . . . . 6000 | " Water Witch.... .. 140 | Zinc: Sheet |  |
| -. Bouquet . . . . . . . . 6000 | Northern Queen. 225 | Iron Wire: |  |
| ". Perfectos.......... 8500 | Planet..... ...... 170 | Galv., annealed and oiled and bright | XXX, W.W..........................................$~$ $0_{28}^{25}$ |
| " Longfellow........ 8500 | Waverly...... .... 160 | 20 p.c. advance on list | Honey Dew ................................ 0 0 088 |
| " Reina Victoria .... 8000 | X X............... 150 | Barbed wire...........net. ...... 000 | Malting ....................................... 045 |
| ". Pins .............. 5500 | X | Coil chain, 5-16 in. ......net... $005 \frac{1}{2}$ |  |
| E1 Padre, Reina Victoria . . ...... 5500 | \% Single Crescent.... 185 | " 3 in.............. " ... 005 | the badgerow falconer vinegar co |
| " Reina Vict., Especial .. 5000 | Double " ... 275 | fin.............. " ... $004 \frac{1}{4}$ |  |
| ". Conchas de Regalia .... 5000 | Jubilee ............. 225 | Iron pipe, 50 per cent. | ch Bordeau..........per gal. 0 ¢ ${ }_{\text {a }} 34$ |
| .. Bouquet............... 5500 | per case. | Iron pipe, galvanized, 25 per cent. | Tarragona ................ ${ }^{\text {a }} 3$. |
| . ${ }^{\text {P }}$ Pins . . . . . . . . . . . . . . . . . 5000 | Matches, Pariur.......... .... 8175 | Cut Nails, from Toronto: | Triple .......................... ". ${ }^{\text {U }} 30$ |
| ^ Longfellow ............ 8000 | ". Telephone ...... 365 3 75 | 10 dy . to $60 \mathrm{dy} . . . . . . . . . .2{ }^{\text {a }} 65000$ | Fruit Vinegar............... ${ }^{\text {a }}$./ 027 |
| . Perfectos ............... 8000 | Telegraph ...... 390400 | 8 dy . and 9 dy ............. 290.000 | Pickling...................... ${ }^{\text {a }}$ " 0 28 |
| Mungo, Nine ....................... 3500 | Star:................ 325 3 35 | 6 dy . and 7 dy .............. 315000 |  |
| Cable, Conchas........... . . . . . . . 3000 | per doz. | 4 dy. and 5 dy .............. 340 000 | EXtra XX ..................... ${ }_{\text {XX }}$ " $0^{0} 82$ |
| Queens ................... 2900 | Mops and Handles, comb. 125 | $3 \mathrm{dy} . . . . . . . . . . . . . . . . . . . . C . P . ~ 375 ~ 000 ~$ |  |
| Cigarettes, all | Butter tubs ............... \$1 60 \$3 20 |  |  |
| Cable ............................ 700 | Butter Bowls, crates ast'd $\quad 360$ |  | Cider Vinegar................ 016 to 025 |
| E1 Padre . . . . . . . . . . . . . . . . . . 1100 |  | "C" 50 and io per cent. from lis | Honey Vinegar....................... 020 0 ${ }^{2}$ |
| Mauricio ........................ 1500 | per box ..................... 075 | Horse Shoes: |  |
| dominion cut tobacoo works, mon | ${ }_{4}^{5}$ gross, per ${ }_{\text {groxs, }}$ | From Toronto, per keg $375 \quad 400$ | Methylated Spirits....... 200 to 225 |
| treal. | 6 gross, u $\quad$............... 180 | Window Glass: |  |
| cigarettebs, Per M. | ECEH \& SONs. | 25 in and under ........... $155 \quad 160$ | WiSH. |
| Athlete................. ......... 8750 | per box |  | rozen F |
| Puritan ................ ......... $6_{5}^{65}$ | gross, sing |  | Trout.................per 1b $006 \frac{1}{2} 007 \frac{1}{2}$ |
| Sultana............................ 575 | Iots......................... 075080 | 61 to 70 …............ 420 ¢ 00 |  |
| Derby............................. $4^{00}$ | Star, 4 doz. in package ..... $\ldots . . .{ }_{4}{ }_{4} 8$ | GUNPOWDER | Manitoba do ...... $00 \mathbf{7 7}^{\text {d }}$ |
| B. C No. 1 ....................... ${ }_{8} 00$ |  | Sporting FF. " .. 475000 | ritish Columbia salmon |
| Sweet Sixteen.................. 350 | 4 . cotton bags ..... 090 | "4 FFF - $\quad . .5005000$ | 0 <br> 16 <br> 00 |
| cut tobaccos. per lb | INDURA'TED FIBRE WARE. |  | 006 |
| Puritan, $\frac{1}{16} \mathrm{pkg}$., 5 lb. boxes... 65 | 直pail, 6 qt................................ 8400 | Sporting FF, (in lb. | Pike .................. do ..... $004 \frac{1}{2}$ |
| Old Chum, $\frac{1}{1} 1 \mathrm{bpkg} 5 \mathrm{lb}$ box.... 65 | Star Standard, 12 qt... .............. 450 |  | Smelts...................... 005008 |
| Old Chum, 10 pkg 5 |  | ROPE : Manilla .............. 0 141 016 |  |
|  | Round bottomed fire pail, $14 \mathrm{qt}$. | Sisal ...................... 013 000 | Pickled and Salt Fish : 600 |
| Gold Block, $\frac{1}{} \mathrm{lb} \mathrm{pkg}, 5 \mathrm{lb}$ boxes 65 | Tubs, No. 1 ............................... 1550 | Axes: Peerless \& Keen Cutter 7 | Labrador herring, p. Shore herring |
| cigarette tobacco. | $8^{2}$.................... ........ 1325 | Peerless \& Keen Cutter 750 |  |
|  | " 3 .............................. 1100 | Leader........................ $725{ }^{\text {L }}$ \% 000 |  |
| Puritan, $1-10,5 \mathrm{lb}$ boxes....... 80 | Nests of 3................................ 340 | Queen City...................... 9 9 95000 | Lake herring split " $\quad 250800$ |
| Athlete, perlb................... 110 | Keelers No. ${ }_{4}$ | Honor Bright, all steel... 1100 00 | Dried Fish: |
|  | 800 | SHot: Canadian ............ 005 㖪 000 | Codfish, per quintal....... 595575 |
| AP | " 4 .............................. 700 | Hinges: Heavy T and strap... $05 \frac{1}{} 00$ | cases............... 500550 |
|  | Milk pans ............................... 325 | Screw, hook \& strap. 03\% 04\% |  |
| Ivory Bar, 1 lb . bars $\ldots .$. per ${ }^{\text {lb }}$ b $5 \frac{1}{2}$ | Wash Basins, flat bottoms........ 275 | Tin Plates: | 061 0 081 |
| Do. 2, 6-16 and 3 lb bars 4 | ., " round " ......... 300 | 1c. $4 \times 20$ coke, per box ...... 450 4 75 | Smoked Fish |
| rimrose, 5 lb bars,wax W "/ 4i |  |  | Finnan Haddies ..per lb $\ldots . .00$ |
|  | W ater Closet Tanks ................. 1800 | PETROLEUM. | Bloaters........... per box 100150 |
| John A, cake, wax W. perdoz 42 |  | F. O. B. Toronto............. Imp. gal. | Digby herring ......... " ..... 016 |
| Mayflower, cake, " " 42 | URABLE PAILS AND TUBS | Canadian .................. .... $0_{0} 16$ | Sea Fish |
| Gem, 13oz,1,2 and 31b bars perib 3t | wm. cane \& sons, manufacturing co | Carbon Safety........... $\quad 0.018$ | Haddock .............per lb 0054006 |
| Queen's Laundry, per bar........ 51 | , | Canadian Water White $\begin{array}{llll}0 & 20 & 02 \\ 0\end{array}$ | Cod .................. "1 0 07f 008 |
| ride of Kitchen, per box......... ${ }^{2} 75$ | Per doz. | Amer'n Prime White .. 0238024 | Spring salmon..... |
| Sapolio, $\frac{1}{2}$ gross boxes ............ 325 | Steel hoops, painted and grain'd ${ }^{\mathbf{2}} \mathbf{2 0}$ | "Water White.. 025000 | Flounders ......-... " ...... 005 |
| per gross, net cash ...... 1200 | Brass hoops, oiled and varnish. 325 | Photogene................ 027800 | Halibut |

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