

# THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED  
WEEKLY  
\$200 PER YEAR

VOL. VI.

TORONTO, FEBRUARY 26, 1892.

No. 9

## BENSON'S CANADA PREPARED CORN

For the TABLE.

Edwardsburg Silver Gloss }  
Benson's Satin } for the Laundry.

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They have held the highest reputation for more than 33 years. Now lead the market against all competitors, and are the best for grocers to handle, because they sell themselves.

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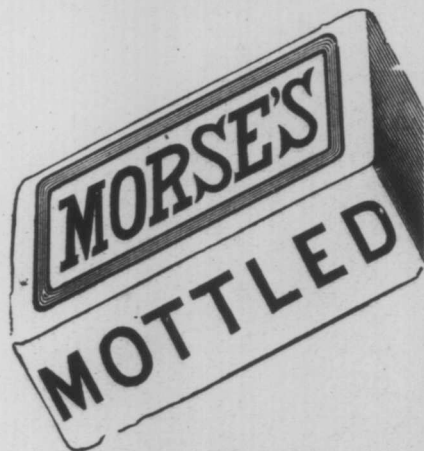
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The goods are hooped with Corrugated Steel  
Hoops, sunk in grooves in the staves and cannot  
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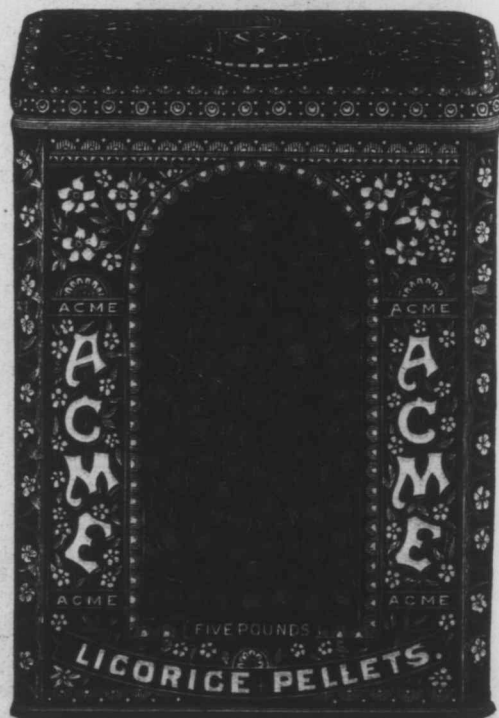
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Licorice  
Pellets.**

In Five Pound Tins.

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# THE CANADIAN GROCER & GENERAL STOREKEEPER

PUBLISHED WEEKLY \$2.00 PER YEAR

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

Vol. VI.

TORONTO, FEBRUARY 26, 1892.

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J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.  
**THE J. B. McLEAN PUBLISHING COMPANY,**  
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### SPECIAL TO OUR READERS.

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

The following extracts from the law relating to adulteration (Ch. 107, act 53 Victoria) are quoted for the benefit of the trade. They are the portions of that measure which relate to the sale, not the manufacture, of adulterated goods. Particular attention is called to this law at the present time when inspectors are descending upon the reputable merchants of the country, with apparently not the object of raising the standard of purity of the coffee sold, but to mulct somebody in penalty and costs. There is no law against the production of coffee which contains no harmful constituent, if such is properly labelled "compound." We repeat what we advised in a former article: If coffee is asked for, and coffee compound is offered, call the latter "coffee compound." Do not sell it as coffee.

- Article 2. (e.) Food shall be deemed to be "adulterated" within the meaning of this Act,—
- (1) If any substance has been mixed with it, so as to reduce or lower or injuriously affect its quality or strength;
  - (2) If any inferior or cheaper substance has been substituted, wholly or in part, for the article;
  - (3) If any valuable constituent of the article has been wholly or in part abstracted;
  - (4) If it is an imitation of, or is sold under the name of, another article;
  - (5) If it consists wholly or in part of a diseased or decomposed, or putrid or rotten

animal or vegetable substance, whether manufactured or not, or in the case of milk or butter, if it is the produce of a diseased animal, or of an animal fed upon unwholesome food;

- (6.) If it contains any added poisonous ingredient, or any ingredient which may render such an article injurious to the health of a person consuming it.
- (g) The foregoing definitions shall not apply:

(4) If any articles of food not injurious to the health of the person consuming the same are mixed together and sold or offered for sale as a compound, and if such articles are distinctly labelled as a mixture, in conspicuous characters, forming an inseparable part of the general label, which shall also bear the name and address of the manufacturer.

Article 6. Section 3. The inspector may prosecute any person manufacturing, selling, or offering or exposing, for sale within the city, county, town or village for which he is appointed inspector, any article of food, drug or agricultural fertilizer which has been certified by any public analyst to have been adulterated within the meaning of this Act.

Article 7. Any officer may procure samples of food, drugs or agricultural fertilizers which have not been declared exempt from the provisions of this Act, from any person who has such articles in his possession for the purpose of sale, or who sells or exposes the same for sale; and he may procure such samples either by purchasing the same or by requiring the person in whose possession they are to show him and allow him to inspect all such articles in his possession, and the place or places in which such articles are stored, and to give him samples of such articles, on payment or tender of the value of such samples. 48-49 V., c. 67, s. 7.

Article 8. If the person who has such articles in his possession, or his agent or servant, refuses or fails to admit the officer, or refuses or omits to show all or any of the said articles in his possession, or the place in which any such articles are stored, or to permit the officer to inspect the same, or to give any samples thereof, or to furnish the officer with such light or assistance as he requires, when required so to do in pursuance of this Act, he shall be liable to the same penalty as if he knowingly sold or exposed for sale adulterated articles knowing them to be adulterated. 48-49 V., c. 67, s. 8.

Article 11. When the officer has by either of the means aforesaid, procured samples of the articles to be analyzed, he shall cause the same to be analyzed by one of the analysts appointed under this Act, and if it appears to the analyst that the sample is adulterated within the meaning of this Act he shall certify such fact, stating in such certificate,

in the case of an article of food or a drug, whether such adulteration is of a nature injurious to the health of the person consuming the same; and the certificate so given shall be received as evidence in any proceedings taken against any person in pursuance of this Act, subject to the right of any person against whom proceedings are taken to require the attendance of the analyst, for the purpose of cross-examination. 48-49 V., c. 67, s. 11.

Article 20. Whenever any article of food, any drug, or any agricultural fertilizer is reported by any analyst as being adulterated within the meaning of this Act, the Minister of Inland Revenue may, if he thinks fit, order such article, and other articles of the same kind and quality which were in the same place at the time the article analyzed was obtained, to be seized by any officer of Customs or Inland Revenue, and detained by him until an analysis of samples of the whole is made by the chief analyst. 48-49 V., c. 67, s. 20.

Article 21. If the chief analyst reports to the Minister of Inland Revenue that the whole or any part of such articles are adulterated, the Minister may declare such articles, or so much thereof as the chief analyst reports as being adulterated, to be forfeited to the Crown; and such articles shall thereupon be disposed of as the Minister directs. 48-49 V., c. 67, s. 21.

Article 23. Every person who, by himself or his agent, sells, offers for sale, or exposes for sale, any article of food or any drug, which is adulterated within the meaning of this Act, shall,—

- (a.) If such adulteration is, within the meaning of this act, deemed to be injurious to health, for a first offence incur a penalty not exceeding fifty dollars, and costs, and for each subsequent offence a penalty not exceeding two hundred dollars and not less than fifty dollars, and costs;
- (b.) If such adulteration is, within the meaning of this Act, deemed not to be injurious to health, incur for each such offence, a penalty not exceeding fifty dollars and not less than five dollars, and costs.

2. Provided, that if the person accused proves to the court before which the case is tried that he did not know of the article being adulterated, and shows that he could not, with reasonable diligence, have obtained that knowledge, he shall be subject only to the liability to forfeiture under the twenty-first section of this Act. 48-49 V., c. 67, s. 23.

Article 25. Every person who knowingly attaches to any article of food, or any drug, any label which falsely describes the article sold, or offered or exposed for sale, shall incur a penalty not exceeding one hundred dollars and not less than twenty dollars, and costs. 48-49 V., c. 67, s. 25.

### INTERNAL WEAKNESS IN COMBINES.

Honor is not more necessary than discipline under fire to keep the units of a combine together. The combine is an organization of sellers exposed to the irregular and incessant attacks of unorganized buyers. The buyers are all the sharper because they are unorganized, as, there is the pressure of antagonistic individual interests among them to make every man look out very especially for himself. And they can just keep enough friction going on among the particles of the combine to make union a hard thing to preserve. If the men they had to buy goods from were agents of the combine as a whole, not the salesmen of particular houses in it, there would be less centrifugal force exerted by buyers. The "pooling" method goes one step in this direction by the employment of one man as the secretary of the concern, and investing him with the authority to look into books, etc., to examine whether irregularities have been committed or not. His report of the total proceeds of sales determines the amount to be divided among the parties to the combine, in the proportion agreed upon at the outset. To reduce the strain upon the agreement, the travellers should be, as the secretary is, the agents of the combine. Then there would be less heard of concessions granted by rival travellers, for the rivalry of the travellers is to a very considerable extent only the transmitted rivalry of the houses they represent. Personal rivalry there is of course among them, but the emulation of travellers for the same house is a much more easily regulated thing and not liable to lead to excess to obtain business. It would be the same way with the travellers of a combine. All representing the one concern, their zeal would be toned down, and the reported liberality of one would not provoke another to any complaint that would disturb the union. This would also reduce expenses, one of the avowed objects of combines. Further, it would give even-handed justice to all the manufacturers. At present, a "pool" arrangement assures everybody included in it that he will get his proportion of profits, whether he has an energetic staff of travellers on the road or none at all. The houses which push business the most briskly are bringing up the profits of those who make the least effort, and are bearing the expenses as well of a portion of the latter's canvassing. The "pool" system, carried out to its legitimate issues, requires the accompaniment of a travelling staff employed by the combine.

Buyers have seen one combination after another go to pieces, and it is little wonder that they are skeptical of the cohesion of any that now exist. There is a disposition on the part of many people to consider themselves the dupes of the salesman if they

finally buy upon the terms he will give no option from. They blame themselves the more if some gloating competitor tells them he did better with So-and-So's traveller, and they are ten-fold harder to deal with next time. The traveller is made by politic or by credulous customers to believe that there are deviations where there are none, and the difficulty he finds in the way of doing business tends to confirm his suspicions. He reports to his house what he probably believes or what he may accept only as a convenient way of accounting for light reports. And his house is apt to share his suspicions or to be deceived by his subterfuge. And thus a disintegrating principle may creep into a combine where everybody is honorable. The breath of suspicion can unmake combines as it can dissolve matrimonial unions.

### GIVE THE BOYS A CHANCE.

"The best result can be obtained by educating men in our own offices, if possible, from boys up through the various positions of entry clerk, and so on, as they thus become familiar with our own business methods and acquire familiarity with ways of handling questions that may arise, peculiarly fitting them to take our own places in selling goods."—New England Druggists' Exchange.

From our last week's issue under the caption of "Travellers' Requirements," we clip the above very sensible remarks from the report of the special committee of the New England Druggists' Exchange, and cannot refrain from applying the same to the wholesale grocery trade of Canada, as in our experience we have repeatedly observed houses doing diametrically the opposite, with the natural unsatisfactory results. There are two very important features bearing on the above quoted suggestion, one the benefit and satisfaction of sound business transactions to the firm, and the other the justice done to the clerk who enters the firm's employ with the ultimate and laudable idea of becoming salesman and traveller, and who looks to advancement in the house as an appreciation of his services.

The benefits derived by the house in educating its travellers from the post of office boy through every part of the work are too manifest to require enlargement, and it is not our purpose to enter on a detailed description of the same, but a few of the more important results of such a course may be noted. It is natural that a clerk who has been thoroughly grounded in the business in all its branches—invoicing, credits, custom house work, and sample room—who has a knowledge of the profits and losses, the cost of running the business, the acquaintance of the customers made in the sample room, will have a very great advantage in representing the house on the road, and will have a much better impression on the retailer than a new

man who mayhap has been formerly representing a rival house, and, human-like, been depreciating his present employers. It follows, then, that the sales and profits will be more satisfactory to the firm.

The feature, however, which in our opinion deserves closer attention is the injustice done to the competent house salesman in not giving him an opportunity to show his value on the road and giving him the advancement he desires and which his merits and long services entitle him to. Too many of our wholesale merchants seem to overlook the fact that they themselves have risen from the ranks, have worked in offices, and salesrooms and travelled throughout the length and breadth of the land, and they should remember how they appreciated the opportunity granted them by their employers to go on the road, and should go and do likewise. The clerk is only human, and as such has the human desire to make more money, and knowing that the travelling salesman as a rule, obtain the best salaries, desires to try the road himself, and in all justice should be given an opportunity to show his worth. It goes without saying, that his best efforts will be put forth in the interests of his employers. The "old timer" is usually engaged for his "connection" on the road, very often a vague and intangible or unprofitable one, and is not so apt to put that energy and vim into the work that would come from the young fledgling who is properly trained to fly.

And then how much more satisfactory all dealings would be to all concerned. How readily such a trained house traveller (if we may coin the word) could settle disputes, and make allowances to the satisfaction of the customers. As he would be thoroughly posted in these matters, he would know how far he could consistently go and save trouble with the house, and oftentimes retain or build up a wandering account. How much correspondence, how many disputes would be saved by a knowledge of inside work. How positively he could speak as to costs, values, credits, discounts, losses on goods, the policy of the house, etc. In short there is no phase of mercantile disarrangement in which he could not act more promptly and satisfactorily than one not so trained, and if such clerks see that their employers will not give them the "next turn" they cannot be blamed for seeking an opening with some other house. This we have known to occur repeatedly, and a sad departure it has proved for the "old" house, as the "ins and outs" and "pointers" were invariably and successfully used against it. It seems to us that employers do not realize the fact that their juniors are "big boys now," and their treatment of them should be as "men" and not "boys." A clear-sighted employer will always give his trained salesman the next turn, and if the young man has ambition he will prove credit to his calling, an honor to his family and friends, and a pillar of strength to his employers. Give the boys a chance.

**OUR CORRESPONDENCE COLUMNS.**

There are questions of vital importance to the grocery trade which ought to be discussed in a larger arena than the room in which an association holds its meetings. It is due to the questions themselves, it is due to the persons who can assist in their solution, and it is due to the trade, that not one ray of clear light upon any grocery matter should be kept hidden under a bushel. The trade can count a large number of men in its ranks whose opinions deserve more consideration than they get, and whose opinions would meet with wide consideration if they were given prominence. There would be a good deal of doubt dispelled and much error removed if the clear thinkers and well-informed members of the trade were but a little more generous with their gifts. There is no knowledge so much valued by men of any calling as that which comes from persons whom Bacon calls "experts," the experienced and observant men of the calling. The more of that there is diffused the more will the common good be promoted.

All this leads up to the special proposition that no grocer should neglect the privilege, which he has as a subscriber to this paper, of expressing his views in it upon any matter that comes within the scope of grocery experience. Every item helps to swell the general mass, and no man should withhold his mite. The snowball would not increase with rolling if snowflakes counted for nothing. Enthusiasm, which is so necessary to the success of a local association, can be wrought up on a large scale by the discussion of trade questions, by trade workers, in the trade press. And that exactness of statement, that scrutiny into facts, that fullness of treatment which are needful for the clear delineation of truth are possible in a written article or letter as they are not in the cramping restrictions of a speech to the question. Opinions also get more careful attention from the reader than they do from the hearer, as they can be more calmly weighed by the fireside than in the debating room, where usually everybody's mind is rather upon what he is going to say himself than upon what the speaker of the moment is saying.

The letters which so far have appeared in THE GROCER on "Calling for Orders" illustrate the foregoing general statements. It just happens that there is one common chord in these letters, but variety in the presentation of the various views greatly enhances the interest which surrounds the question. If there were a hundred letters on the same question with the same element of agreement among them, there would be a hundred phases of the same argument, each with its own way of impregnating conviction, and each convincing a different style of man. That is the advantage of full discussion.

We earnestly invite the opinions of readers upon the current topic of correspondence,

"Calling for Orders," and commend to them the letters that have already appeared. Upon all questions communications are welcomed and are urgently requested. No man should mistrust his power of expression. The matter is what is valued. The editorial sandpaper can fix up the manner, if necessary, but usually that can be left safely in the hands of the writer. The debate is of the "open" order, with no special party to it called out in any particular sequence. Volunteers are wanted to enliven and enlighten the subject. If made full and free use of, this mode of sifting and testing usages and opinions will do more good than it is possible for an association to do. Let the next speaker mount the rostrum. Our correspondence columns are for the trade.

**LENT AND THE FISH TRADE.**

The indications are that fish food will be a costly article before the Lenten season is over, especially in the markets here. The clergy of the Roman Catholic church have made no announcement as to the observance or non-observance of the old custom, and this means, probably, that the people will use little meat as usual during Lent, and among the Catholics and High Church Episcopalians fish will be used. Such being the case, salted, pickled, dried, and frozen fish will be in good demand, and there is no denying the fact that the supply of these classes is not large.

At present undoubtedly there is a fair stock among the dealers, especially in barrelled Labrador herring and several other classes of sea fish. But this seeming abundance was brought about only by the Toronto dealers taking advantage of the over-carefulness of the Montreal dealers and laying in all the stock they could, and as soon as the market in Montreal returns to its normal state and the demand sets fairly in, we may expect a general advance in prices, the primary cause being the scarcity of fish in Nova Scotia and in the New England States.

Again, eggs are commanding a good price just now, and as the consumption always increases at the beginning of Lent, they will probably remain at a fairly high price, and will cause fish to be in greater demand.

Another point to be considered is that on account of the lateness of the Lenten season this year, if the weather becomes at all mild, a large quantity of ice will be needed to preserve frozen stocks, and this will enhance the price very considerably.

All these circumstances are worthy of the consideration of the fish dealer. He can with reasonable safety conclude that a large quantity of fish will be used, as in former seasons, because people like a change from the heating meat diet of the cold season, and moreover they have been looking forward to this state of affairs. The desire for a change of diet, made stronger by ancient

and regular custom, will hold in spite of a seeming leaning towards indulgence on the part of some ecclesiastics.

**TORONTO PEDLARS' LICENSES.**

The committees appointed by the Toronto Retail Grocers' Association to wait on the various aldermen constituting the Markets and Health Committee of the City Council, did as they were instructed, and presented the grocers' views upon the pedlars' license question to each of the individuals of that committee. On Friday night last the Markets and Health Committee met, and representatives of both the grocers' and the pedlars' side of the controversy were on hand. To each party permission was given to state its case. Mr. Mills did so on behalf of the grocers, and Mr. Pocock on behalf of the pedlars. But the arrangement agreed upon was not followed out. Three speakers were to hold forth on each side and no man was to speak twice. But Mr. Pocock was sufficiently irrepressible to force the committee to listen to a second harangue from himself, and after the first speech on the grocers' side there appeared to be no one ready to make a second. The pedlars outnumbered and outspoke the grocers. They had also another advantage in having enlisted the auspices of the Trades and Labor Council in their cause, and one of that potent body was present to raise his voice on the pedlars' side. And it is significant of the respect in which the solid vote controlled by the Trades and Labor Council is held, that this representative, though neither a grocer nor a pedlar, was permitted to speak on the question between the grocers and pedlars. When Mr. White, a member of the Executive Committee of the Grocers' Association, at length rose to say a word for his side of the case there was a disposition among some of the members of the committee to shut him off. This, however, was given up, and Mr. White spoke very plainly and unflatteringly of the evident dread in which the adverse influence of the Trade and Labor Council was held when one of its members was allowed to thrust himself in, without being forbidden, between the pedlars and the grocers when they appeared before the Committee.

When all the speakers that were permitted to say anything were heard, the committee took the matter into consideration, and the result of their deliberations issued in a resolution to cut down the price of pedlars' licenses from \$30 to \$20. The defeated grocers then concluded to call a mass meeting of the grocers, butchers and fruit dealers of the city for Tuesday night last, but for some cause they appear to have abandoned that idea and no meeting was held.

The Excelsior Life Insurance Co.'s annual report which appears in another column, shows the company to be in a flourishing condition; last year proved to be an eminently successful one. Its prospects for the future are extremely good.



### CALLING FOR ORDERS.

DEAR MR. EDITOR.

For myself, I may say, that if experience should call one out in this matter, then I should stay silent. I have none, and unless convinced by other letters which may appear in your excellent journal, I shall continue in the same frame of intelligence. It may be, however, that negative experience would be useful in this case, and if so my thoughts are these:

The first great principle in selling anything, is to please the customer. I place that above every other consideration. If this be correct, than how to please is a very important question, and most difficult of answering. In city trade, quality is an important consideration, but not more so than price. These are a team hard to separate. I have heard of some shopkeepers, who have done away with price altogether, and who sell entirely by quality. These are rare, and generally, sell on credit; their cash customers only using the team. As we are now dealing with a subject which is a creator of credit, these men will no doubt favor us with their views during the course of the discussion. I find then, that in order to give complete satisfaction, my customers must see my team of "quality and price." To do this they must of necessity visit my store frequently, which, did I send for their orders, they in all probability would not. Another consideration: If one desires to do a cash business, the system of which we speak operates very much the other way, for this reason—the woman who has the cash to "pay on delivery," and who buys from a party calling on her, either cannot go out to see things for herself, or is more fond of stopping at home than most women. We may say then that it caters to credit people, and if so, is of no use to the cash store. The only people of whom care is necessary in this matter, are those having large houses; and also institutions. To these, every keen shopkeeper will of course pay attention, but generally speaking, the largest buyers are the keenest, and they know without being told, that by visiting shops personally, bargains may be secured and a better selection made. For odds and ends, they are willing enough that the travelling salesman should see after, but large bills of goods, never, that is, any of them worth looking after. So we might go on. You cannot push your fancy goods, unless you see your customers; you cannot operate your bargain counter, unless the customers call; and you cannot manage to personally sell a good bill of goods to likely

buyers, if they stop at home, and give the orders hurriedly, to a waiting stranger, who mayhap is only too glad if the orders be short, so that he may get over his "rounds"

These are the flying thoughts, Mr. Editor, of a person who knows nothing about the matter, as he has had no experience, never having sent, as a regular thing, for an order.

Yours truly,

RICHARD A. DONALD.

### WEIGHTS AND MEASURES.

COBOCONK, Feb. 15, 1892.

EDITOR CANADIAN GROCER.

SIR,—I notice an answer you print in your paper in regard to small measures and large. I want to know if the same does not compel every man to sell by the large measure. Now I have to sell by the large measure. I am not satisfied with the answer you gave the writer. I think if we have to sell by the large measure in Coboconk, the same has to be done in Toronto. It is not expected that every retail merchant only has to measure and to weigh all his goods correctly. Now I think that every barrel of sugar put out of the warehouses should show at the refiners' all the sugar we get on the head with pencil mark. How easy is it to add 10 or 15 lbs. to each barrel. I think it time that some steps are taken to protect the retail trade.

Yours truly,

A. H. CARL.

[Mr. Carl's view that every package, such as a barrel, bag, box, etc., should contain some definite weight, prescribed by law, is a good one, and it is a pity that it is not embodied in commercial practice. Foreign goods we cannot regulate. The people of other countries have their own units of weight and measure, and probably have laws to uphold these weights. In the case of oysters, the accident that the same name is given to a unit of measure in the country from which they are shipped as is given to a different-sized unit here leads to confusion. The package is a 5-gallon package in the United States, but holds only 4 of our gallons, and the duty paid on it upon its way into this country is for 4 gallons. But our jobbers still are apt to call the package a 5-gallon one, though they only charge the price of 4 gallons.—ED.]

### THE OFFICIAL ANALYSIS OF COFFEE.

HAMILTON, Canada, Feb. 19, 1892.

EDITOR CANADIAN GROCER.

DEAR SIR,—I had no idea of so soon again addressing you, but the enclosed slips speak for themselves, and the subject is one of very great importance to the grocery trade of the Dominion. The admixture of chicory and farinaceous substances with coffee has been carried on since Mr. Coffee was a very young baby, and not only is the mixture demanded by the majority of con-

sumers, but there is no idea of anything injurious to the system in the ingredients used, in fact it is a question whether the drinking of an infusion or decoction of roasted peas, wheat, rye or corn would not be more beneficial to the system than coffee, which many persons cannot use on account of its disturbing their internal economy.

Where then is the necessity or what is the reason for the government swooping down on one or two individuals, and subjecting them to undesirable notoriety and heavy and unwarranted expense, without a solitary note of warning, and being quite unaware that they were in anyway acting contrary to the laws of the land, in doing what is and has been the universal custom of the trade? I question whether a person travelling over the Dominion and buying "a pound of coffee" would get pure and unadulterated coffee unless he specially asked for it, and still less likely if he asked for cheap coffee.

It will I think be a material assistance to the trade if you will devote considerable space to this important subject, quoting section E of article 2, chapter 107, also article 8, also article 3, chapter 26, 53 Victoria. I confess myself at a loss to understand how legitimate business can be carried on if the provisions of these acts are to be enforced. Far be it from me to insinuate that the merchants of Canada are not honorable gentlemen, but I have grave doubts whether one of them would not be "mene, mene" were they to be weighed in the balances of this extraordinary and uncalled—for legislation. If injurious ingredients are being used to the detriment of the public health, it would be impossible to exercise too much strictness.

I may say that I wrote to the Commissioner, having been advised by the Collector not to pay the enormous amount of fourteen dollars for analyzing half a pound of coffee, but I was not honored by a reply. I fancy it would be a grand scheme to wipe out the national debt, just to assets every merchant ninety-four dollars for carrying on his business. The innocents would be in the minority.

Yours truly,

HENRY H. LAING.

[The following, from the Hamilton Spectator, is one of the clippings enclosed by Mr. Laing: Two rather unusual writs were issued yesterday. The plaintiff in each case is Her Majesty Queen Victoria, and the defendants are W. H. McLaren, the well-known grocer, on King William street, and H. H. Laing, proprietor of the Hamilton bargain store. The actions are for penalties for the alleged adulteration of coffee, the fine for selling same and the cost of the analysis, amounting in all to about \$94 in each case. The penalty for adulterating coffee is \$50, for selling same \$30, and the cost of analysis \$14.

It is evident that the Government has had a detective here getting samples of the coffee, and he has probably got a number of

DO NOT XEROX

R. A. LUCAS.

R. T. STEELE.

GEO. E. BRISTOL.

# LUCAS, STEELE & BRISTOL,

WHOLESALE GROCERS AND IMPORTERS,

73 McNab St. North, Hamilton, Ontario.

HEADQUARTERS FOR

Diamond Crystal Salt.	Hillwatee Tea.
Lady Charlotte Gelatine.	L. P. & Co.'s Pure Spices.
L. P. & Co.'s Pure Coffees.	L. P. & Co.'s Pure Extracts.

## W. H. GILLARD & CO., Hamilton.

Wholesale Grocers.

### MALLAWALLA

A blend of Pure INDIAN and CEYLON

### TEA.

**RICH AND DELICIOUS.**

A trial will convince you of its superiority over all other Package Teas.

**NO BETTER**

Baking Powder in the Market than

### “DIAMOND”

**NONE**

as profitable both to consumer and dealer.

**WRITE US.**

We give special care to the execution of mail orders. Full details and quotations promptly given on application.

If you want the best value in the country in a Congou tea to retail at 25 cents write us for samples.

# James Turner & Co.,

WHOLESALE GROCERS,

## HAMILTON, - ONT.

### EVERY GROCER AND DRUGGIST.

We carry a full and complete line of seeds of the purest and best STOCKS that money can buy.

**NO SEEDS ON COMMISSION.**

We are Canadian Agents for Thatcher's Butter Color. **BEST IN THE WORLD.** Parchment paper. Butter Cloth.

**ALEXANDRA SEPARATORS.**

Hand and power all sizes. Send for Catalogue. Address

**JOHN S. PEARCE & CO.,**  
London, Ontario.



Established 1849.

**GOLD, SILVER**

-AND-

**BRONZE MEDALS**

20 1st prizes.

Reg. Trade Mark.

**MICHEL LEFEBVRE & CO'Y**

Manufacturers of

**Lion--L--Brand**

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

**Montreal, P.Q.**

### 100,000 lbs. FRESH FISH FOR LENT.

British Columbia Salmon Trout, Whitefish, Pickerel, Pike, Lake Herrings, Codfish, Haddock, Mackerel, Smelts, Flounders, etc.

Best Quality. Reasonable Prices.

**D. W. PORT & CO.,**  
TORONTO.

other merchants on the list. The actions have been taken through the department of justice at Ottawa. The minister communicated with Walker, Scott & Lees, barristers, of this city, and sent them the papers in each case with instructions to sue. The firm, in consideration of the high standing of both merchants, felt somewhat loth to take immediate action and wrote back asking the Government if they had not better notify the parties charged and arrange for the penalties being quietly paid. A prompt reply was received to issue the writs at once, and the communication seemed to indicate that it was not the penalties the Crown was after, but to make an example of somebody.

Among the papers forwarded are documents showing that the samples were obtained by a detective or inspector named J. Watson and were handed to Dr. Ellis, of Ottawa, the Dominion analyst, who sends a certified paper showing that one sample is adulterated with chicory and farinaceous matter and the other with farinaceous matter only.

It is probable that Inspector Watson has got more than these two samples when in Hamilton, and more cases may be expected later on. Of course the adulteration as shown by the analysis is quite harmless and very generally used in the trade, and the action of the department seems directed towards the suppression of this sort of thing. It is rather rough on the merchants mentioned that they should be selected as the "examples" to be made, as both are reputable and highly esteemed business men.

The writs have been issued in the county court and placed in the sheriff's hands for service.

### THE POWER OF MONEY.

LONDON, Ont., Feb. 22nd, 1892.

DEAR CANADIAN GROCER,—I will not complain without first acknowledging indebtedness for many valuable helps and suggestions from time to time found in your paper. Glad for the high moral tone advocated by you in business matters. Stick to that, it will be good for the young men whose business principles may not be fully decided upon. Give us plenty of articles touching the goods we handle. Its satisfactory to be able to tell one's customers the country of growth, the real differences of whatever sort and any interesting facts. You will not tire us with articles on tea. Be sure they are reliable for we are apt to pin our faith to them.

And now allow me to say, I think if you had noticed particularly the article "The power of money," page 22, issue 19th February, you would not have allowed its insertion. You must assume some responsibility for its matter when found in your print. It tries to call in question a passage in the word of God. Let God's word be true,

If you had known the scriptures you would have seen that the article starts wrong: it writes "Money, says the old Book, is the root of all evil," it should have written, the love of money, says the old Book, is the root of all evil.

I trust many of your readers believe implicitly in the truth of God's word, and we are sorry to see any article casting reflection upon it.

Yours,

R. W. S.

[It would have been just as well if the writer of the article reproduced on page 22 of our last issue, had said what he wanted to say as to the potency of money, without making any reference to Scripture. We should be sorry to offend sensibilities that we hope will be always acute in ourselves.—EDITOR.]

### THE EXCELSIOR LIFE INSURANCE CO. OF ONTARIO, (LTD.)

The Annual Meeting of this Company was held in Toronto, on February 9th, at the Company's Offices, 66 and 68 Adelaide-street east. The attendance of shareholders was large and representative, and the greatest unanimity characterized the entire proceedings.

Among the shareholders were Messrs. J. R. Armstrong, Ottawa; William Gillies, Carleton Place; S. J. Parker, James Craig, Owen Sound; Geo. E. Weir, Dresden; J. F. Palling, M.D., W. Kennedy, Barrie; John Rowland, Collingwood; Rev. John Vickery, Thornbury; E. F. Clarke, M.P.P., John Knox Leslie, J. W. Lang, James L. Hughes, Joseph J. Davies, John Ferguson, M.D., D. Fasken, E. H. Tallmadge, James Boddy, James D. Lee, J. J. Graham, Frank Wootton, Capt. Charles Hood, Henry Nixon, etc., Toronto.

The President, Mr. E. F. Clarke, M.P.P., occupied the chair, and submitted the Director's Annual Report, together with certificates of the Actuary and Auditors.

The report shows that the past year was an eminently successful one for the Company. 495 applications for \$596,250 were received, of which 447 for \$538,750 were approved and Policies issued; 13 for \$14,000 were declined, and 35 for \$43,500 were on hand awaiting completion. During the 14½ months the Company had been in business 666 applications for \$877,750 were received, and 607 Policies were issued for \$806,250. The amount of Insurance in force December 31st, was \$715,250. The income of the Company during the year was \$27,453.31, and the expenditure for management, etc., \$14,593.30. The net assets of the Company, which were increased during the year by the handsome sum of \$24,905.74, now amount to \$68,733.97. The liabilities were \$16,581.56, including the reserve of \$14,788. The net surplus on policy-holders' account is \$52,152.14, making with the reserve and uncalculated capital, total available assets of \$368,595.41, for security of policy-holders.

The Chairman stated that the Company had many causes for congratulation. The immunity from death losses evinced care in the

selection of risks, and would be no mean factor in promoting the future welfare of the Company. The expenses for salaries and general management were remarkably small, proving that the strictest economy has been exercised in all departments. The average rate of interest upon investments was larger than that of any other Canadian Company, and as the question of security is first considered, this fact is all the more satisfactory. The Excelsior has a larger per centage of assets to liabilities than any other Company. The Government Blue Book shows, that of 29 Companies doing business in Canada in 1890, 15 wrote up a larger amount of business than the Excelsior did last year, while 14 did less business. The Chairman was only aware of two Canadian Companies which did a larger business at the same stage of their career. A comparison with the average business of 25 of the largest American Companies is even more gratifying, and shows nearly \$100,000 in favor of the Excelsior.

The Company is organized on a particularly strong basis. Its 239 shareholders are distributed in 38 cities and towns of the Province, and comprise many of Ontario's most prominent and influential citizens. The Company, by confining its operations to the Province, will secure a lower rate of mortality than that experienced by other Companies doing business over a wider territory.

The success of the Company has been phenomenal, and its prospects for the future are extremely good. Its progress in respect to growth and financial strength has been such as to warrant the public support. The large amount of business written up is an evidence that the plans and policies of the Company are liberal and attractive, and the fact that the lapsed and cancelled policies amounted to only 11 per cent, is a proof of the confidence which the policy holders have in the future of the company. The Excelsior will strive to merit a continuance of that confidence by dealing in a fair and equitable manner with its patrons, by avoiding excessive estimates, by demanding from its agents a strict avoidance of every form of misrepresentation, and by insisting that they shall always compete for business solely on the plans and merits of the Company.

The report of the Board was unanimously adopted.

The retiring Board was re-elected, and the position of the Company throughout the Province has been greatly strengthened by the consent of the following gentlemen having been obtained to act as Directors:

Hon. Peter White, Pembroke; Capt. John Gaskin, Kingston; Joseph J. Davies, Toronto; Hon. Senator Gowan, Barrie; S. J. Parker, Owen Sound; and S. A. MacVicar, Sarnia.

The Chairman said he had great pleasure in bearing testimony to the faithfulness and efficiency with which the various officers and agents of the Company had discharged the duties devolving upon them.

A cordial vote of thanks was tendered the Directors for their services during the past year, and for having voluntarily waived all fees up to December 31st.

Before the meeting was brought to a close several of the Company's agents and shareholders delivered short addresses, and expressed themselves as having unbounded confidence in the Company's future.

At a subsequent meeting of the Board, Mr. E. F. Clarke, M.P.P., was re-elected President, and Ald. J. Knox Leslie and J. W. Lang, Esq., Vice-Presidents.



# :- Special Offerings. :-

50 half barrels Salmon Trout.      50 barrels No. 1 Labradors.  
 100 do White Fish.      50 1/2 quintals large dry Codfish.  
 Also cases prime large Table Cod. Boneless Fish and pure Boneless Codfish of all kinds.

## H. P. ECKARDT & CO., Wholesale Grocers, 3 Front St. East, **TORONTO.**

Our Coffee trade is still booming. Just now a shipment of 15 tons has come to hand, Beautiful Java. We would like to sample a few more of the trade. Snow Drift Blend once tried and you will have no other. Drop us a card and we will send you sample free. No. 6 is still a favorite.

**THE SNOW-DRIFT  
 BAKING POWDER CO.,  
 BRANTFORD.**

ORDER A CASE OF  
**OCEAN WAVE BAKING POWDER**  
 From your Wholesale Grocer.  
 Sells itself after one Trial. Prices Current

**Cowan's  
 HYGENIC COCOA.  
 ROYAL NAVY ROCK  
 CHOCOLATE.**  
 These standard preparations are kept by all first-class Grocers.  
**Ask For Them.**  
 The Cowan Cocoa and Chocolate Co. L'd,  
 14 and 16 Mincing Lane, Wellington St. W. Toronto.

ESTABLISHED 1841.  
**W. H. Schwartz and Sons,**  
 Coffees, Spices, Mustard.  
**HALIFAX, N.S.**

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

**SUGARS.** { Barbadoes  
**TEAS.** { and Cuba  
**MOLASSES.**  
 FINE LARGE DRY COD IN BUNDLES. BONELESS FISH IN BOXES.  
 Canned Salmon, Lobsters, Mackerel and Oysters.

**HUDON, HEBERT & CIE.,**  
 Wholesale Grocers  
 —AND—  
 Wine Importers,  
 304, 306 St. Paul St.,  
 143, 145 Commissioners St. **MONTREAL, CANADA.**

**Gonzalez Brandy**  
 Orders Solicited for Direct Importation.  
 Send for samples and prices.  
**L. CHAPUT, FILS & CIE.**  
 Wholesale Grocers, Montreal.

**PROTECTION.**  
 Protect your interests by buying good salt fish before it is all picked up. We offer choice Lake Trout, Labrador Herrings, Cape Breton Herrings, Lockfine Herrings, B. C. Salmon.  
**Caverhill, Rose, Hughes & Co., Montreal.**

### THE INSTINCT OF SUCCESS.

Every successful action in life requires a certain fixed set of motives. They are five in number: 1. A distinct object. 2. Confidence in one's ability to accomplish the desired result. 3. A sincerity of purpose. 4. A clear understanding of the relative value of things, aside from their intrinsic value. 5. An intimate acquaintance with the average conclusions of the average man—otherwise known as "human nature."

From these outlined motives spring the sub-divisions, or details of character, which we term Prudence, Perseverance, Honesty, Fidelity, Integrity, Observation, Experience, Executive Ability, Comprehension, Foresight and the like, all of which are simply the results of the general principles outlined above.

These results or definitions of character are not in themselves matters of moment, except from their connection with the governing motives which produced them.

We are, it is true, daily reminded by "men of wisdom" that these terms of character are the rungs of the ladder, which leads directly to real success.

The young man who starts out in life with the determination to forge great success from his possibilities, and depends solely upon the application of prudence, perseverance, honesty and the like for support, will no doubt meet with the approbation of his fond parents and anxious friends, but his chances of eventually securing high success in any particular line are by no means assured. These worthy and highly commendable elements of character and conduct are of great value as details, but the men who to-day command our respectful business admiration, did not build their present standing upon these conditional factors.

To practically test the matter place yourself, if possible, for a moment in the position of one of these self-made and highly successful business men.

Suppose then that you require a faithful clerk, and that "John Smith" applies for the coveted position.

If "John Smith" can prove that he is prudent, persevering and honest, and the like, and is able to attend to the details of the labor required, he will no doubt secure the position. Now, on the other hand, suppose that you require a working partner in your large and successful schemes, will a man of the caliber of "John Smith," the faithful and honest clerk, be your selection? According to a somewhat popular idea he naturally would be, but a little observation will show the contrary to be the actual result in large business life. The very burden of details which make "John Smith" invaluable as a trusted clerk rendered him unfit for the higher position.

Seemingly this proposition is in conflict with the fascinating—how fascinating—story of the boy, who having faithfully run errands in a bank and refused the temptation to steal

was gradually promoted to the presidency of the great institution.

Some presidents of banks and railroads, some owners of national mercantile concerns, some great manufacturers, were one and all, in their boyhood, poor and obscure, and presumably faithful to the little tedious duties which formed their daily tasks; but it was not the fact that they faithfully performed these duties which primarily led to their present high success. The real cause of their conspicuous success lies in the fact that, understanding the motives which underlie all successes, they were thereby able and willing to leave the tedious though necessary details of affairs to faithful subordinates.

In fact, one of the chief factors is their discretion in selecting men of a subordinate character who are faithful to details, thus preventing competition from within. Details are the spokes of the wheels—the support of the whole—but motive is the tire which binds them in a single group and turns them to success. The highly successful men of to-day, with rare exceptions, commenced life on an entirely different line than that in which they are now engaged. They mastered the motives of success, and then simply harnessed the opportunity to the motive and rapidly won the race.

The fact that a loved President of the United States rose to the highest office in American politics from the humble station in life found on a "tow path" is no real encouragement to those who now walk that path; it is simply the example of the result which any man may achieve, in some line, who realizes the difference between the motives of success and the details of that success. Such a man, if health permits, can no more help being highly successful in what he undertakes than can water resist the force of gravitation, which is one of the "motives" of nature.

Such a man can change from one business to another at will and while in partial personal ignorance of the details of the particular business engaged in, will make a decided success of the venture.

The instinct of success is very keen in men of his class, and an opportunity, or danger, is seen and appreciated and its relative value determined long before its passing effects are even apparent to the average man. We daily meet men who have been successful in small matters at a loss to know how to take a step further, and their unconscious ignorance of the governing motives of high success leads them to the conclusion that "luck" is a prime element of further progress, and, acting on this erroneous belief, they take a few steps "in the dark," and invariably lose what little success they have already achieved.

Other men reach a certain point of small success, and finding that they can go no further in that line, come to the conclusion that the opportunity lies in another direc-

tion, and leaving their present surety step out into a different field of labor, and by prudence, perseverance and honesty again reach a small success, only to find themselves once more blocked in their further efforts to a higher plane of success—they have simply reached their limit.

The man who understands and can apply the motives of success will succeed in any line, or, failing to secure sufficient success in that line, will be able to turn his faculties to greater use in some other line where the possibilities are wider—plenty of room at the top.

In short, the man who views the detailed results of success is the man who will succeed to a limited point—the point which determines the value of his efforts, while the man who secures high and growing success is the man who knows how to apply the general motives of success, and is thereby able to leave the working out of the details to "the other man."

If you do not wish, therefore, to be "the other man," study the motives rather than the results of business success.—D. T. Mallet in Business.

### DOES IT PAY?

"Selling goods at cost," is a sign we often run across, not only in our own, but other cities. Doubtless those merchants have an idea that all customers are "blasted fools." Still it matters not to them so long as they can get a sufficient number of the "blasted fools" to give them a thriving business. No man can sell goods at cost and stay in business, and he knows it. If he sells an inferior for a superior article he is a liar, and such a man should be frowned down by every respectable man in the place.

But all merchants are not as bad as this. They want to attract trade and to do so resort to methods that are not honorable, and convey to the public a false impression, and the man who will deceive the public in business matters will do the same things with his friends, his family, his state and his country.

A merchant when he buys a lot of goods has the undoubted right to sell those goods at any price he sees fit, provided the manufacturer has not stipulated with him that he shall not sell them for less than the established retail price.

But take a case where no stipulation is made, but a well established retail price. Say it is a dollar article. The merchant advertises it for 68 cents, just what it cost him. Now, what has he gained by it? Nothing, except to deprive not only himself of profit, but his brother merchant as well. It's a dog in the manger policy.

There is business enough in the city for merchants that will give them a fair living profit, and the man that is such a consummate hog as to want it all and resort to these despicable methods to get it, wants to be forced by the other merchants combining and giving him so much of his own medicine as will make him not only sick but kill him.

Severe remedies are needed in severe cases, and this is one of the cases. Whatever article such a man puts up, drop under him two cents. The loss divided among all the combination will be trifling compared with the man's loss who first started such a foolish thing.—Ex.

**STORAGE—Bond or Free**

Warehouse Receipts Issued.

**CASH ADVANCES MADE ON ALL KINDS OF MERCHANDISE.**

**WILLIAM HARDER,**

Successor to J. M. Davison & Co.,  
54 and 56 Wellington Street East.

**FEARMAN'S  
FAMOUS  
ENGLISH  
BREAKFAST  
BACON**

Mild, Sweet,  
Delicious Relish.

OUR CONSTANT AIM TO MAKE IT  
THE FINEST IN THE WORLD.

**YOUR STOCK**

Is not complete

without a full line of

**Munn's  
Boneless  
Codfish.**

There is no nicer or choicer material packed  
anywhere.

Be sure and send your orders for this ECO-  
NOMICAL and CONVENIENT article of food.

Packed in 2 lb. bricks.

Assorted Boxes 5 lb., 10 lb., 20 lb. and 40 lbs.

We have also on hand

Thick Codfish Steak,  
packed in 100 lb. Boxes.

**BUY THE BEST.**

STEWART MUNN & CO.,  
22 St. John St., Montreal.

**TO THE TRADE**

—IN—

**Canned Goods.**

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

Faithfully yours,

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

**PICKLING VINEGAR.**



**T. A. LYTLE & CO.,**

Bonded Manufacturers.

124--128 RICHMOND ST. W.,

**TORONTO.**

**Todhunter, Mitchell & Co.**

—DIRECT IMPORTERS OF—

**HIGH GRADE COFFEES,**

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

Grocers draw trade by selling their FAVORITE EXOELSIOR BLEND.

**RELIABLE ROASTING BY PATENTED PROCESS.**

**:: TORONTO.**



**THOS. LAWRY & SON,**

**PORK PACKERS AND LARD REFINERS.**

Curers of the Celebrated L. & S." and Imperial  
brands of Smoked Meats.

**PURE LARD A SPECIALTY.**

**Hamilton, Ont.**



**Merchants--Don't be Misled.**

With cheap machines. Write us before you purchase anything in this line.

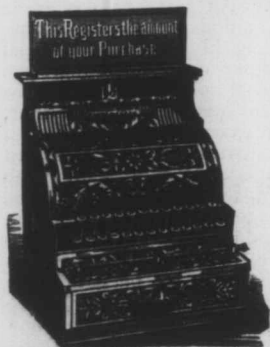
We manufacture cash registers only. Over 224 different kinds, ranging

in prices from \$25 upwards. The systems we offer are perfect

and covered by over 64 patents. Over 38,000 National Cash

Registers in use; and monthly output exceeds 1,000. Write

us for catalogues and circulars. It will pay you.



OFFICES:

MONTREAL, P. Q.

HALIFAX, N. S.

WINNIPEG, MAN.

**THE NATIONAL CASH REGISTER CO.,**

**J. A. Banfield, Manager.**

**63 King St. W., Toronto.**



# STERLING SMOKING

Low Priced.

Reliable.

Sterling Value.

Every Caddy

Guaranteed.

Empire Tobacco Co.,

MONTREAL.

### MONTREAL TRADE CHAT.

Mr. Victor Fruteau, grocer has been appointed Justice of The Peace for this district.

Jos. Lafortune grocer, 312 Pault St., had to pay \$20 for driving faster than the law allows.

J. B. Rousseau, the Three Rivers grocer, was in town last week buying goods. He says trade in that town is fair.

Thos. Frasier, the Bluery street retail grocer, reports trade fair. He is sorry that he has to move on account of the widening of the street.

Mr. F. W. Fuller, manager for Messrs. C. H. Fletcher & Co., biscuit manufacturers, was in town last week and reports trade good in their line.

The retail Grocers' Association hold a regular meeting on March 8th next, to adopt changes in by-laws, also to talk over the licence question.

Mr. John T. McBride, of McBride, Harris & Co., Montreal, is in the city, and will remain here during the week, stopping at the Brevoort House.—N. Y. Bulletin.

The new building committee of the Board of Trade is as follows: Messrs. E. B. Green-shields, chairman; H. M. Allan, J. A. Cantlie, C. H. Gould, and C. P. Hebert.

Mr. J. M. Fortier, the cigar manufacturer, who was confined to his residence through illness since last December, has recovered, and has gone on a trip to Florida with Mrs. Fortier.

Messrs. W. A. Craven & Co., brush manufacturers have assigned. Total liabilities \$3,704. The principal creditors are Messrs. Taylor Scott & Co., Toronto, Mr. J. A. Craven and W. A. Craven.

So much are the members of the Chamber of Commerce engrossed over politics that they cannot find time to attend the meetings of that association. A meeting was called for last Friday but it had to be adjourned through want of a quorum.

Messrs. Gauchier & Fellemosse, wholesale grocers, dissolved partnership, the dissolution to take place from the first of April next. Mr. Gauchier will carry on the grocery business, while Mr. Fellemosse will take the produce branch.

The election of the board of examiners by the council of the Board of Trade, resulted in the following gentlemen being appointed: Wheat and other grain: A. G. McBean, Auguste Girard, Hugh McLennan, Robert Peddie, Adam G. Thompson. Leather and raw hides: B. Shaw, Thomas Ecroyd, Z. Lapiere, F. C. A. McIndoe, John Stephens. Beef and pork: James Allen, R. Finlay, Peter Laing, Stewart Munn, T. S. Vipond. Pickled fish and fish oil: John Baird, Charles Chaput, R. Fairbanks, R. Peyton McLea, T. S. Vipond. Potashes and pearl-ashes: Chas. H. Cunningham, Henry Debell, John E. Kirkpatrick, James C. Sinton,

D. T. Tees. Butter: A. McK. Cowie, F. McKergo, D. A. McPherson, Thos. Shaw, Geo. Wait. Finance committee: President and treasurer of the board and Edgar Judge.

About noon Saturday an alarm of fire was sounded in consequence of an outbreak being discovered in the rear of the premises occupied by Mr. Sarrasin, a grocer on Roy St. On the firemen arriving they were not a little surprised to find the flames had arisen about what was apparently an illicit still, which presented all appearance of being in full working order. The owner of the store was not to be found when enquired after. The Department of Inland Revenue was notified.

The following shows the value of Groceries and Provisions entered at the Port of Montreal for the month of January, against the same month last year:

	1891.	1892.
Grain .....	\$ 19,631	\$45,567
Flour .....	3,106	3,732
Meal .....	125	464
Rice, ect. ....	1,032	3,069
Candles .....	313	991
Chicory .....	223	753
Coffee .....	1,250	143
Fish .....	11,735	14,214
Fruit, dried .....	20,378	14,759
Fruit, green .....	22,642	18,648
Hops .....	5,164	6,569
Prov'ns, Bacon, Hams, etc.	4,132	4,252
Salt .....	—	—
Soap .....	4,592	2,855
Spices .....	3,717	1,644
Starch .....	446	601
Spirits .....	17,622	22,991
Wine, gals. ....	10,980	10,549
Wine, sparkling .....	7,650	6,399
Sugar .....	333	250
Syrups .....	974	—
Melado .....	153,350	—
Glucose and syrups .....	—	265
Molasses .....	15,027	11,861
Teas .....	410	316
Tobacco and cigars .....	8,253	11,386
Ales, beer, porter, etc. .	1,941	1,009

### FIGURING ON SMALL MARGINS.

Manufacturers of staple goods are satisfied now with very small profits. The contracts taken for large quantities to be delivered months ahead, and in some places covering an entire year, at prices which would seem to barely realize cost, show that manufacturers are disposed to forego all chances of an upward turn in values. Offers are known to have been made by manufacturers of their entire year's output at a slight advance over cost, based upon an inspection of their books. An instance has come under our observation in which a manufacturer controlling his own raw material has offered another concern in the same line his surplus production of raw material at actual cost for a fixed time, based upon an examination of the cost sheets by a disinterested party. Concern No. 2 had been figuring on an addition to the works covering this point, but the scheme was quickly abandoned on receipt of such an offer. This condition of affairs indicates almost a revolution. Matters have been shaping for it for a long time, but only within the past few months has their full force been felt. The requirements of the country are now more than met in almost every line of production, and it will take a very heavy increase in consumption to bring the demand up to anything like the supply. Manufacturers are losing hope that this will soon occur, hence their willingness to take such contracts as are above set forth.—Iron Age.



Home-made Catsup, Quarts.  
Do. Pints.  
Do. ½ Pints.  
Chili Sauce, Pints.  
Do. ½ Pints.

**TRY THEM!**  
**T. A. Snider**  
**Preserve Co.,**

CINCINNATI, OHIO.

Prepared from Fresh Ripe Tomatoes  
without fermentation.

Canadian Agents:  
WRIGHT & COPP, 40 Wellington St. E., Toronto.



Tomato Soup.  
Chicken.  
Mock Turtle.  
Chicken Gumbo.  
Ox Tail.  
Consomme.  
Bouillon.  
Mulligatawny.  
Cream of Corn, Pea, Celery, Asparagus.

Beef.  
Pea.  
Printanier.  
Julienne.  
Vermicelli.  
Noodle.  
Vegetable.



**TO RETAILERS.**

Kent bottled pickles are just as represented, a full 20 oz. bottle carefully packed with selected stock prepared with the greatest care. They will please wherever introduced and pay you a handsome profit. Ask your wholesale grocer for them or write direct to

The KENT CANNING AND PICKLING CO.,  
Chatham, - Ont.

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

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

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

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

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

Hams, Breakfast Bacon Rolls.

**GANONG BROS.,**  
ST. STEPHEN, N.B.

MANUFACTURERS OF THE



**CHOCOLATES.**

There is no other Blacking for sale in Canada equal to  
**P. G. FRENCH BLACKING.**

If you have not already compared it with others, send to us for a sample—Try it—You will be convinced.

**PURE GOLD MANUFACTURING CO.,**

31 Front Street East, Toronto.

**Condensed Mince Meat.**

Delicious Mince Pies  
every day in the  
year.

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

Sells at all seasons.

Will not ferment in  
warm weather.



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

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



**FRY'S**  
**PURE**  
**COCOA.**

Samples will be forwarded on application to

**ARTHUR P. TIPPET & CO.,**

Agents for Ontario and Northwest,

1 Wellington Street East, Toronto.



Mr. Fred Hughes, of Caverhill, Rose, Hughes & Co., is at the Capital on a business trip.

Mr. Kirton, grocer, Petrolia, Ont., announces that he is retiring from business, and his stock must be sold by the 10th of March.

Mr. James Craig, of Trenton, favored THE GROCER with a call while in the city at the beginning of the week. Mr. Craig is one of the tasteful shopkeepers of the country.

Mr. James A. McClive who started business on Bellwoods Ave., last September, is doing well. He served his apprenticeship in Ayr and Glasgow. Natives of Ayrshire will remember the house with which he first began—Wm. Logan, the China Tea Mart.

Mr. Wm. Mackenzie has severed his connection with the Deseronto Flour Mill, and is now representing the Canadian agency of the Vacume Oil Co. Mr. Mackenzie had made himself very popular in town, and will be greatly missed among his acquaintances.

Messrs. Glass Bros. & Co. of London and Pattersburg, Ont., issue a handsome and handy illustrated catalogue, of which a copy has been received at this office. All the excellent wares made at this firm's works are grouped in their proper classes with all information necessary for business, except prices, given in detail. The illustrations are very full and clear.

Burglars are still busy in Montreal. The latest sufferers are Messrs. Murphy Bros., grocers, 509 St. James street. Thieves entered their place on Tuesday night or early Wednesday morning and forced the till open, expecting, no doubt, a goodly find, but were sold, as the money, with the exception of a few coppers, had been taken out before closing the store. As it was, all they took was a bottle of liquor.

In its supplementary number, the Winnipeg Commercial discharges well its duty to the western part of Canada in the account it gives of the material resources and economical progress of the provinces and districts beyond Lake Superior. A separate review is given of each of the leading industries and trades of that part of the country. The whole number cannot but be interesting to business men and people who wish to know more of Canada and the North-West. In interesting these it benefits the region it speaks for.

Mr. W. P. Clay, Galt, who carries on a cheese factory as well as a large retail grocery business is deeply interested in the butter question. He says the Canadian dairy butter is not as good as it was twenty-

five years ago. He agrees with the opinion expressed to him recently by an old Dumfries farmer that there are too many pianos, organs and sewing machines now. The farmers' daughters are not following in the footsteps of their good old mothers, many of whom made butter that could not be beaten by the best creamery of the present day.

A South Staffordshire magistrate in convicting a Wolverhampton grocer, the other day, of an offence under the Weights and Measures Act, said it was just as great a fraud, trade custom or not for a grocer to include the paper wrapper in the weight of the article sold, in the case of sugar, as it was for a butcher to cheat his customers by putting a piece of fat under the scalepan.

Messrs. Bryson, Graham & Co., Ottawa, have added yet another business to their already mammoth establishment by buying out Messrs. S. Ashfield & Co., the crockery and glass men. It is only a short time ago since an addition was made to their premises, but their business has grown, and is growing so fast that it became absolutely needful to take in more accommodation and this was met by the purchase mentioned. In retiring Messrs. Ashfield & Co. are naturally thankful for that liberal patronage which enabled them to attain such a high degree of prosperity and feel that they are not stating too much in saying that Bryson, Grayham & Co.'s well known enterprise will fully maintain, may even exceed, any efforts of theirs to make it the popular crockery mart of the city.

Our esteemed contemporary LePrix Courant has the following hearty and ungrudging words to say of us in its last issue: We have received the very welcome visit at our office of Messrs. G. Hector Clemes and A. J. Ritchie, who represent the J. B. McLean Publishing Co., of Toronto, that is to say the house which publishes THE CANADIAN GROCER, HARDWARE, BOOKS AND NOTIONS and THE DRY GOODS REVIEW, four special journals which ought to be familiar to our readers. Mr. Clemes, who is the traveller of the company, is visiting at this moment Montreal and the provinces, and we hope that he will be well received by our friends. It is indisputable that the journals which he represents are at the head of publications of this class in Ontario: THE CANADIAN GROCER above all having a considerable circulation in all parts of the country.

The joint committee of the Hamilton Ministerial Association, Women's Christian Association, and Women's Christian Temperance Union, co-operating in the matter of early closing, met on Saturday afternoon in the rooms of the Y.M.C.A. Ald. Mould reported that his committee had not succeeded in getting much encouragement from the grocers. They did not think the reform would be practicable in his business while so many of their customers continued to

send in their orders late on Saturday night. The report from the ladies' committee, after visiting the dry goods houses, was much more encouraging, as a large majority of the dry goods men were quite ready to fall in with the change, provided it was made binding on all. In accordance with this statement the ladies' committee were asked to circulate a petition to the Council for such a by-law as the Ontario statute provided for, in the department of dry goods, clothing, gentlemen's furnishings, boots and shoes, and merchant tailors, the hour named being nine o'clock. Many of the storekeepers would have preferred an earlier hour, but to secure the widest concurrence the latter hour was agreed upon. It was also agreed that a communication on the subject should be addressed to the Retail Grocers' Association.

### MONEY-MAKING -- MONEY-SAVING

Some men have the money-getting, others the money-saving faculty; few have both. Those endowed with the former in its plentitude, and who exercise it to the utmost, often become rich while indulging in all expensive luxuries which sumptuous taste can suggest; but the colossal figures of finance, the giant "bank-note world," by whose side the half-million and million fellows are merely respectable dwarfs, are generally rigid economists in their personal expenditures, and some people are discourteous enough to call them "screws."

Upon the whole, it is much easier to make money than to save, and although we would not advise any to be miserly, it is certain the part of wisdom and prudence to set aside a considerable portion of a large income as a provision for the future, and so to invest this reserve fund so as to place it, if possible, beyond the reach of all the ordinary contingencies of business. It is a pleasant thing, during one of these financial cyclones which every now and then make shipwreck of innumerable fortunes, to feel that one has an anchor to windward that will not drag. Therefore, while you are making money, save it; and as you save it, put it where no momentary convulsion can bring your "nobles to ninepence."—Ex.



### "CAIRN'S" HOME MADE MARMALADE.

Used by Her Majesty, The Queen.

A small supply of this delicious breakfast preserve has just arrived per S. S. "Corean," and can be had from Caverhill, Rose, Hughes & Co., Montreal, and Smith & Keighley, Toronto.

**BLAIKLOCK BROS.,**  
MONTREAL  
General Agents for Canada.

TORONTO AGENTS:  
**WRIGHT & COPP,**  
40 Wellington St. East, Toronto

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REINHARDT & CO.,  
**SALVADOR LAGER**  
 IS THE VERY BEST.  
 TORONTO.  
**ONCE MORE**

VICTORIA, B. C.  
 STAR MFG. CO., London :  
 GENTLEMEN,—Please send us 20 cases  
 Star Fire Lighter as a starter.  
 Yours, etc.,  
 T. & K.  
 Send for free sample of this fast selling  
 article.

A large number of Grocers handle  
**ROYAL DANDELION COFFEE**  
 MADE BY  
**Ellis & Keighley,**  
 TORONTO.

**CORN BROOMS.**

Fine Carpet Brooms.  
 Made of Extra Selected Fine Green Carpet  
 Brush. Handles Striped and Varnished.  
 Standard House Brooms  
 Made of Straight Green Brush—Carefully  
 Selected and Free of Seed.  
 Varnished Handles.  
 Kitchen Brooms.  
 Made of Straight Red-Tipped Brush, Free  
 of Seed. Varnished Handles.  
 Factory Brooms.  
 Made of Sound Brush. For use in Fac-  
 tories, Mills, Warehouses, Ships, Breweries,  
 Railways, etc.

MANUFACTURED BY  
**CHAS. BOECKH & SONS,**  
**TORONTO, ONT.**

Price List Mailed on application.



**B. R. Nelles,**  
 GRIMSBY, ONT.

Packer and Preserver of the Cele-  
 brated **BEAVER Brand Canned**  
 Goods, Evaporated Apples.

**JAMS and JELLIES**  
 IN GLASS AND PAILS.  
 Wholesale Only.



Gold Medal, Jamaica Exhibition.  
**Quality Up.**  
**Price Down.**

This applies to all our goods, especially  
**Jams, Jellies, Mince Meat,**  
**Catsup and Soup.**

Every Tin, Jar and Bottle new, fresh and pure.

EXCELLS in flavor and style of package. Highest awards  
 of Honor received at St. John's Exhibition, Sept. (1891).

**Delhi Fruit and Vegetable Co.,**  
 FACTORIES : DELHI AND NIAGARA.

**E. BROWN & SON'S**

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

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



### TORONTO MARKETS.

TORONTO, Feb. 25, 1892.  
GROCERIES.

Measured by the activity in the shipping departments of the houses along the street, the work of the travellers does not show up very imposingly. They are doing their best, however, and have all the advantage that easy prices can give them. But wants are slow to unfold. Grocers limit their purchases to the capacity of just the passing needs. That is one of the effects of the shorter terms that have held for the past year and more. Prices are offset by terms. Traders are almost forced to buy often rather than in large quantities. Hence there is not such feverish eagerness as there used to be to get goods when they are low. This tends to prolong and deepen the general dulness of trade, however, and the trader is benefited by the slowness of recovery which non-speculative buying causes. There would moreover be more buying, if the trade did not generally depend upon the dulness lasting and the depression sinking further. Sugar is being left alone to some extent because it is expected that prices will be manipulated as much as ever for the purpose of catching general business. There has been less buying of dried fruit than in the corresponding part of former years, and for this low prices are to blame. Tea is fairly active. Canned goods are in as good demand as they usually are at this season. Payments are fairly satisfactory.

#### CANNED GOODS.

The steady regular demand for corn, peas, and tomatoes keeps up. A decidedly upward cast in prices does not bring forth orders more freely than when quotations were lower and easier. The value of the goods becomes more strongly confirmed with the close of each week. The moderateness of retail prices, and the staple character of the stock are bringing canned vegetables out of the class of quasi luxuries into that of necessities, thereby enlarging the consumptive demand. This makes a comparison of the quality of the past year's and of the previous year's pack an unsatisfactory basis upon which to calculate. Whether the pack of '91 was equal to, greater than or less than the pack of '90 is not the question; the question is, is it equal to the demand that the increased consumptive power of '91-'92 can maintain? Just now vegetables are firm in round assorted lots at \$1.05 to \$1.10. There is some slight activity in fruits, which have not figured largely in trade up to the present. Bartlett pears quote at \$1.75, sugar pears at \$1.50. Damson blue plums are \$1.65 to \$1.90. In canned salmon and lobster the volume of business is small. It is expected to pick up somewhat after the opening of

Lent. Crown lobster is easier at \$2.25. Sardines are also becoming more interesting as Lent approaches.

#### COFFEE.

The business in coffee has not developed or declined, but continues at the quiet rate that it has kept throughout the past part of the year. No notable transactions are to be reported. Prices are firmer in Rios but no higher. Fine grades do not abound. Rios are from 18c. up, Mochas and Javas from 27c. up.

#### DRIED FRUIT.

The one line that is firm in price is prunes. Importations have been unusually light. In other years a much larger stock has been got into store by the middle of February than has yet come to hand. Nor did exporters' agents here do so large a business for delivery at any time as they commonly do. The demand on German and North European, as well as English account was very large. That made up for the decline in the United States demand. In England it was expected that dried and evaporated apples would displace prunes to a greater extent than they now promise to do. Casks are unchanged at 5 to 5½c., and cases at 6¼ to 7½c., according to grade. The bulk of the stock is of the Sphinx brand. Valencia raisins are very dull from 5c. up for off-stalk. Currants are steady and unchanged at from 5½c. up.

#### NUTS.

Prices Current give about all the information to be gleaned just now from the nut market. Nuts are in stock and for sale, but the buyers' except for confectioners' and fancy bakers' purposes, are few and never want large quantities.

#### RICE AND SPICES.

A very small trade is all that is done in rice. Prices are steady from 3½c. up. All spices are very quiet.

#### SUGAR.

The lowering of the price of granulated certainly did not cause any headlong precipitation in the demand. It seemed to be taken for granted that as the jobbers were so anxious to get prices down they might be trusted to keep them there, so that no haste would be necessary for retailers to get the full benefit of the reduction. Granulated sugar is offered freely at 4½c., but does not go freely, that is to say, it is not in wide request for wants beyond those of the present. Though jobbers do not speak of the sugar trade as a desirable one in the present circumstances, and say what appears to be true enough—that the less of it there is done the better, reports of offers made below 4½c. are well authenticated, a car load of granulated at 4.35 having been offered since our last report. Nor is there entire unanimity among wholesalers to make a larger profit on yellows than they did, in order to counter-balance the loss of profit on granulated. While the majority do not quote below 3½c., there are some quoting at 3.55c. The latter do not feel disposed to co-operated with those who were most urgent for the suspension of the list, and reason that it is as well that the fullest use should be made of the freedom which that step secured. This means that the balance of profit is not to be redressed by an addition to the price that was paid for yellow before the list was given up. The intrinsic position of sugar is far from weak however, as the value of raw is still ruled by the belief that the yield will be on the short side. The plan of selling yellow along with granulated is now being varied by houses who sell tea along with granulat-

ed. A trader who takes a certain proportion of tea along with his granulated, can now get the latter at 4¼c.

Willet & Gray's Sugar Trade Journal New York, says:

Raws—The same conditions noted last week remained during the present week. Refiners accepted all offerings on the basis of quotations, but declined all offers at any advance. An advance in raws is no doubt hindered and delayed by the unsatisfactory condition of the refined market, which is caused by overproduction. But as this overproduction is cutting at a rapid rate into the Cuba crop, which is the only West India crop available, the sugar position has a great deal more strength in it than appears

## SPECIAL

VALUE IN

Lemons and Oranges,  
Spanish Onions,  
Prunes, Dates,  
Nuts. &c.

### CLEMES BROS. TORONTO.

#### - New Prunes -

In Cases and Hhds.

P. C. LARKIN & Co.,  
25 FRONT ST. E.  
TORONTO.



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

EVERY CAN WARRANTED.

## J. H. TODD & SON,

Victoria, B.C., Owners.

AGENTS, Stanway & Bayley, Toronto.  
Agents for Ontario

" W. S. Goodhugh & Co., Montreal.  
" Grant, Horn & Bucknall, Winnipeg.




# We have Reduced Prices and Increased Discounts.


## NOTICE TO RETAILERS.

PRICE LIST

SUBJECT TO CHANGE WITHOUT NOTICE.

  
LILY WHITE.  
COLD  
WATER  
RICE.

First Quality White Laundry—  
3 lb. cartoons, boxes 36 lb. each. 4¼c  
Barrels, 175 lbs ..... 4½c  
Half Barrels, 100 lbs ..... 4¼c  
Lily White Gloss, 6 lb. boxes, 8 in. crate 6c  
Brantford Gloss, 1 lb. cartoons ..... 6½c  
Lily White Gloss, 1 lb. cartoons ..... 6c  
Canada Laundry, boxes 40 lbs ..... 3¾c

  
BRANTFORD  
LAUNDRY  
STARCHES.  
CHALLENGE  
CORN.

Culinary Starch.  
Pure Prepared Corn, 1 lb. packages . 6¾c  
Challenge Brand Corn, 1 lb. packages 6c  
Brantford Cold Water Rice, 1 lb. car-  
toons ..... 8¼c

Ten boxes and upwards freight prepaid to  
any point in Ontario or Quebec.  
Discounts 15 per cent on 10-box lots. Dis-  
counts 17½ per cent. on 40-box lots.  
Terms—30 days nett.  
Orders will be filled direct from factory or  
through any wholesale house if preferred.

THE BRITISH AMERICA STARCH CO., Ltd., Brantford, Ont.

LONDON STONWARE POTTERY WORKS.

BEST VALUE.

Butter Pots, or Crocks.  
MILK PANS, &c.,

7¾ Cents per Gallon.

Quality and Finish still unexcelled. Write for what you want and send  
for fully Illustrated Descriptive Catalogue and Prices.

GLASS BROS. & CO.,  
LONDON, ONT.

## MARKETS—Continued.

on the surface. It is quite possible that before April 15 the excess of the Cuba crop, even on the highest estimates made, will have passed into the United States. The crops of other West Indies are late and only beginning to be available for March shipment. They are all reported in excellent condition and prospects. While it is quite certain that we will need, say 100,000 tons from Europe, yet the disposition of the West India planters to be satisfied with fair profits, and the absence of all speculation on this side, will tend to keep our sources of supply at a lower parity than Europe, except at occasional periods, at which times portions of our requirements from Europe will come forward. The parity of the United States and United Kingdom markets is coming more closely together, judging from the offerings of some Javas of 97° test, at a cost of 3.52c against 3.44c for centrifugals 96°. Muscovado sugars are extremely scarce and much wanted by refiners, but there will be few available until next month.

Cuba—Many persons still look for 900,000 tons crop in Cuba, but in partial confirmation of our lower estimates it is reported that some "centrals" have lost valuable time in idleness by the lack of transportation facilities for the cane from long distances by railways, and receipts at shipping points are behind last year's. The exports in January from six principal ports were 60,316 tons, against 34,320 tons in January, 1891, and stocks on February 1, in some ports, were 59,790 tons, against 92,556 tons February 1, 1891.

Latest notable facts affecting sugar—Stocks in all the principal countries 13,127 tons more than last year. About 200,000 tons less sugar available from the beet sugar countries. Cuba crop 25,000 to 50,000 tons in excess of last year. West India crops all larger than last year's, but later. A refined sugar market that gives no profit to refiners. Our deductions are that the situation is favorable for an advance of  $\frac{1}{8}$  to  $\frac{1}{4}$ c. in refined, without any change in raws, and that eventually raws will advance also.

## SYRUP AND MOLASSES.

Some demand has cropped up for syrups, the very low prices of which could not fail to develop business. The trade is still limited however. Grades at about  $2\frac{1}{4}$ c. per lb. are in fair request, and cheaper descriptions are also selling.

Molasses inactive. Prices are unchanged from 35c. up for West Indian, and from 30c. up for New Orleans.

## TEAS.

A satisfactory demand continues to be heard from the retailers, whose orders for small parcels come forward quite as well as they did a week ago. Mediums are preferred, and the invoices from 18 to 28c. pre-

Tell your customers to

USE

**SURPRISE**

Soap

It saves money.

on wash day.

The St. Croix Soap Mfg Co.,

Branches:

St. Stephen, N. B.

MONTREAL: 17 St. Nicholas St.

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

ponderate. Supplies held here are still large, and prices show no upward tendency.

There has been more enquiry for Indian teas during the past week than for some time past. From London there has not been much of interest to chronicle during the week. The sales have gone off steadily, and no quotable change in prices has taken place since last week. Common, undesirable teas, of which a good many have been offered, have been sold at about previous ruling rates. Fine teas with point or thickness continue to receive attention, and some good liquoring Darjeelings have met with keen competition, and realized full prices. A rather quiet feeling has prevailed this week on the whole, and reports from the country point to business being a little duller.

## PETROLEUM

The volume of trade is smaller than that of a week ago. Prices are steady at from 15c. up.

The Petrolia Advertiser reports: Petrolia crude \$1.29 per bbl.; Oil Springs crude \$1.29 $\frac{1}{2}$ . The oil market has continued to attract little or no particular attention to either buyers or sellers the past week, with the exception of a few odd dealers in crude oil at the same figure as last quotation, \$1.29. There seems at present also no external force at work and prices sag along at about the above mentioned figure. The refined oil market is in a pretty bad state and to make the position, if it were possible, worse, it is on the cards that another refinery will be built at Oil Springs. There has been a feeling on the part of the larger refiners to cut prices to as fine a figure as possible.

## MARKET NOTES.

Messrs. F. F. Dalley & Co. have added one more size, No. 5, to their Spanish Blacking. It sells at \$8 per gross. They have also changed the box in which their celebrated blacking is put up, the new package being a particularly handsome one.

Downward the course of starch quotations take their way. Last week's Prices Current showed the reductions made by the St. Lawrence and the Edwardsburg Companies. This week's show the reduction made by the British America Starch Co. Every move on the one side evokes a responsive throb on the other. Just now the trade and cash discounts of the British America Co. are 15 per cent. on 10 box lots, and 17 $\frac{1}{2}$  per cent. on 40 box lots. The other two companies give a trade discount of 10 per cent., and a cash discount of 3 per cent. on lots of one box and upwards. The probability is that the Edwardsburg Co. and the St. Lawrence Co. will soon make another change. Wants are still kept well in hand by the trade, as there is a chance of lower prices.

## BUTTER AND CHEESE.

There is the same extensive demand for good butter, which is a very scarce article. In default of it fairly good is more acceptable than it has been for a long time, and fairly good is not by any means plentiful. Cases

WE ARE BUYING  
**Dried Apples.**  
SEND SAMPLES  
AND QUOTATIONS.

ESTABLISHED 1866.  
**STANWAY & BAYLEY,**  
BROKERS  
AND  
GENERAL COMMISSION MERCHANTS.  
44 FRONT ST. EAST, TORONTO.

WE ARE BUYING  
**Evaporated Apples**  
SEND SAMPLES  
AND QUOTATIONS.

## How to Make 140 per cent. on your purchase!

### Will you gain the Prizes offered below?

In order that you may give the greatest satisfaction to your customers, we have adopted the more modern idea of putting up "Barm" Yeast in such quantities that you may get it oftener and fresher, viz. in

#### 50 CENT BOXES.

Thus, one box contains 24 packages at 5 cents ..... \$1 20  
Cost of box ..... 0 50

70c. gain on 50c., or 140 per cent. profit.

#### *What do your customers gain by buying "Barm" Yeast?*

- 1st. — They can always rely upon it being fresh, because you buy in 50 cent boxes.
- 2nd. — They get 20 per cent. more Yeast, because each package contains 6 of the largest cakes in the market, and not 5.
- 3rd. — "Barm" Yeast contains no injurious chemicals, and works like magic, making the most wholesome and delicious bread.
- 4th. — Bread made from it does not dry out quickly, but with care keeps nice and moist.

#### *What do you gain by handling "Barm" Yeast?*

- 1st. — You have the most reliable Yeast, all goods being thoroughly tested before leaving the Factory.
- 2nd. — "Barm" Yeast has extraordinary keeping qualities and retains its strength longer than any other Yeast known.
- 3rd. — You need only buy in 50 cent. boxes.
- 4th. — You get \$2.40 for every dollar invested.
- 5th. — You have the satisfaction of pleasing your customers, by giving them 20 per cent. more value for their money.

#### *Prizes in Solid Cash.*

We offer:—

To the First 10 Grocers who sell 20 of our 50 cent boxes ..... \$10.00 each.  
" Second " " " " " ..... 5.00 "

The Prize Money is deposited with *The Canadian Grocer*, a Trade journal circulating among the Grocers and General Storekeepers of the Dominion, and the successful merchants will be paid by the proprietors of that paper on receipt of satisfactory proof of their having sold 20 boxes to their customers.

Each box contains a coupon, and when you sell your 20th box send coupons to *The Canadian Grocer*.

The names of merchants winning prizes will be announced in *The Canadian Grocer*.


Every Wholesale Dealer in Canada has our 50 cent boxes. Order from your Wholesale Grocer or his traveller.

OFFICE OF

*The "Barm" Yeast Manufacturing Co.*

35 WELLINGTON ST. EAST. TORONTO

TORONTO, February 23rd, 1892.

 We also put up One Dollar Boxes, containing twenty-four 10c. packages of thirteen cakes each.

**McWilliam & Everist,**

Offer the following at lowest market prices: Two cars Florida Oranges, all sizes; Two cars Fancy Messina Lemons; also Valencia Oranges, 714's and 420's, all free from frost.

Write for quotations before ordering elsewhere.

GRAPES, DATES, FIGS, NUTS,  
ONIONS, ETC.

25 and 27 Church St.,

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**WM. HOOD & CO.,**

Importers and Manufacturers of



TRADE MARK.

Coffees,  
Spices,  
Mustards,  
Cream of  
Tartar,  
Baking  
Powders,  
Flavoring  
Extracts,  
Etc.

48 & 50 LOMBARD ST., TORONTO.

**THOMPSON & CO.,**

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**Robertson, Thompson & Co.,**

Wholesale Commission Merchants,

Grain, Flour, Feed, Canned Goods,  
Sugars, etc.

185 NOTRE DAME ST., EAST,

P.O. Box 615. WINNIPEG, MAN.

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All kinds of produce handled. Consignments  
Solicited. Prompt sales and quick returns.



All kinds of produce handled. Consignments  
solicited. Carriers supplied.

Arrived Ex "Scottish Prince," Car Fancy  
Messina Lemons. Half Car Choice Palermo  
Lemons. Car Choice Palermo Oranges.

Ex "Parisian," 100 cases Jumbo, 720 Va-  
lencia Oranges; 200 cases ordinary, 420 Va-  
lencia Oranges.

Direct from Florida, Two cars Fancy  
Florida Fruit, all sizes, Porter Bros. pack,  
good keepers and shew no waste.

**J. Cleghorn & Son,**

94 Yonge St., TORONTO.

**J. F. YOUNG & CO.,**

PRODUCE AND COMMISSION MERCHANTS

74 Front St. E., Toronto.

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

We Furnish Egg Cases. Try Us.

**T. W. CLARK & CO.,**

General Commission and Provision Mer-  
chants and Wholesale Dealers in  
Dairy Products.

Consignments solicited and business transacted  
for Eastern Canada Merchants.

Established 1886.

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References: Bank of British Columbia.

**WILLIAM RYAN,  
PORK PACKER**

70 and 72 FRONT ST. EAST,  
Toronto, Ont.

NEW CURING HAMS,  
BACON, PORK,  
NEW PURE LARD.

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

For Choice full flavor goods send us a  
Sample order.

Jas. Park & Son,

Toronto, Ontario.

**Traveller wants Situation.**

WANTED—A SITUATION AS TRA-  
veller for Provision House for New  
Brunswick and Nova Scotia. Apply care J,  
this office.

**The Ontario Produce Co'y.**

Produce Brokers and Commission Agents,

70 COLBORNE STREET, TORONTO,

Solicit consignments of

TUB, LARGE and POUND ROLL

BUTTER. EGGS.

ONIONS. HONEY. APPLES.

CHEESE.

Egg Carriers Supplied.

Telephone 2557.

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TEAS, COFFEES, FRUITS, SUGARS, ETC

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TORONTO, ONT.

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**THOMPSON & KING,**

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and Mercantile Agents,

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Storage. Correspondence Solicited.

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Provision Merchant,

88 COLBORNE STREET, TORONTO.

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

PATENT EGG CARRIERS SUPPLIED.

Good Prices paid for Good Dairy Butter.

**JAS. DICKSON & CO.,**

26 WEST MARKET STREET,

Provision and Commission Merchants.

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

**Reesor & Rogers,**

Produce and Commission Merchants

Solicit consignments of Country Produce  
from Storekeepers.

71 Colborne St., Toronto.

Telephone 2291.

**McLAREN'S**



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

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

## MARKETS—Continued

of large rolls come forward more freely than they did a week ago. They are worth from 17 to 19c. as a rule, though there are qualities which have to be sold for less. Choice dairy tubs are worth as high as 21c., ranging from that down to 19c. They are still in very meagre supply, while the demand keeps up both for better volume and quality than are yet coming in. Medium tubs are good property these days, 15 to 17c. being easily obtained for as many as offer. Low grades are in better request on account of the stiffness of lard. They appear to find outlet eastward through other mediums than this market. Creamery is slower of sale from 20 to 24c.

Cheese jobs out at 12 to 12½c., and in round lots does not sell below 11½c. There is summer cheese in stock at 9½ to 10½c.

## COUNTRY PRODUCE

APPLES—Good stock brings \$2 to \$2.50. The demand is active. Buyers are still picking up lots for the British market.

BEANS—The price has declined to \$1 and \$1.15 for cars, which are more freely offered and less readily sold than they were when prices were higher. Out of store lots are \$1.20 to \$1.35.

CRANBERRIES—The demand from this out is not apt to be brisk, so that the dullness is not likely to be dispelled. Prices are \$6 to \$7. Softer weather is telling on prices and will soon tell on the fruit.

DRIED APPLES—The market has little spirit in it. Prices are 4 to 4¼c. for round lots, and 4½ to 4¾c. for ordinary parcels.

EVAPORATED APPLES—Prices do not show signs of easing but the market is dull. A few sales at from 7½ to 8½c. are reported.

EGGS—Easier prices are following heavier receipts. Fresh eggs quote at 19 to 20c., with a rapidly diminishing probability that even these figures will hold for more than a few days. Warmer weather favors production.

HIDES—The market is sluggish. Green are quiet at 4½c. for No. 1 cows'. Cured are steady at 5c.

HONEY—The prices do not fluctuate, a steady basis of dullness underlying the market. Extracted is 8 to 10c., sections are 14 to 16c.

HOPS—No revival in the demand has taken place, though holders continue sanguine as to the value of their stock. The range is 17 to 24c. Quality and quantity modify the difference between these extremes.

ONIONS—The price has stiffened since last week. Barrels are \$2.50 to \$3.

POTATOES—It takes good potatoes to bring 35c. by the carload. Out of store prices are .45 to 50c.

SEEDS—Though the usual export trade of the season has all but closed, there is some probability that more activity will spring up in consequence of higher prices in the United States. Trade is quiet yet, neither buyers nor sellers manifesting much interest in the market. Alsike is \$5.50 to \$6.50, red clover \$5.50 to \$5.75, timothy \$1.25 to \$1.50.

SKINS—Good sheepskins are \$1.15 to \$1.25. Calfskins are rather dull at 5 to 7c.

TALLOW—Refined is 5½ to 6c., rough 2c.

WOOL—The price and condition of the market are unchanged, 18c. being paid reluctantly.

## DRESSED HOGS AND PROVISIONS.

The price of hogs has eased. A few cars have been bought outside at \$6, with 11c. and in some cases 13c. freight, making the price \$6.11 to \$6.13 laid down here. The offerings were light throughout the week. Products continue firm.

BACON—Long clear is now mostly 8c., though for round lots 7¾c. still holds. In smoked bacon, heavy bellies are 10c., medium are 10½c., and boneless are 11c. Backs are 10c. Rolls are 8¾c.

HAMS—New smoked are 10½ to 11c. with increasing strength. Pickled are a cent lower.

LARD—All holders are now asking 10c. for both pails and tubs, as the supply is not excessive and the demand is good.

BARREL PORK—The price of old United States mess is steady at \$13.50 to \$14, and new Canadian is \$15. Short cut is \$16 to \$16.50.

FRESH MEATS—The supply increases as Lent, the period of limited consumption, approaches. For beef the prices are, forequarters 4½ to 8½c., hindquarters 7½ to 8c.; lamb is 8 to 9c., mutton 7 to 8c., veal 8 to 9½c.

## GREEN FRUIT.

Lemons are selling well, the weather favoring shipping, and the prevalence of colds and the grip, though greatly moderated, maintaining the consumption unusually well for the time of year. Though some stock was chilled on its way from the primary market north, little of it reached here, the bulk of the arrivals being in good condition. The prices are \$3.50 to \$4.50 for Palermos and Messinas. Oranges are fairly active. Floridas are somewhat wasty still. They are \$2.65 to \$3.25. Valencias are \$3.75 in round lots, and \$4 to \$4.25 in smaller parcels. Bananas are \$1.50 to \$3. Pineapples are \$3 per doz.

## FISH AND OYSTERS.

The inward movement in fish has been good during the past week, and a considerable stock of herring and other sea fish has been accumulated in anticipation of the increased Lenten demand. Prices are firm and the tendency will undoubtedly be towards a rise, but it may not take place for a week or even two weeks. Oysters are not so brisk as usual, but a considerable trade is being done, at steady prices.

## SALT.

The uncertain weather has seemed to cause an increased demand for salt, and six carloads, including two of barrels, have been sold here. Prices remain firm but stocks are small. The trade in small quantities has been very fair at steady prices.

## MONTREAL MARKETS.

MONTREAL, Feb. 25, 1892.

The wholesale trade here report business quiet, and travellers are not doing as well as expected. The feature of the week has been the dissolution of the Wholesale Guild owing to causes referred to in our last issue, this is likely to lead to some lively developments because the majority of the wholesale grocery trade now that they have a free hand, are determined to make the kickers sick. The first move has already been taken in this direction by a cut on granulated of ¼ of a cent per pound, and it is the avowed intention.

(Continued on page 20.)

## FLOUR AND FEED.

## TORONTO.

A better feeling in the flour market had been aroused by an advance in the price of raw material, and some business succeeded, but the demand flagged again, inquiries taking the place of orders, and the inquiries were below millers' prices. Hence the market has sagged back again into its former sluggish state. Millers are not weakened in their views of the value of their product, and the inquiries do not depress prices. Feeds are quiet and generally featureless.

FLOUR—City millers' and dealers' prices are: Manitoba patents, \$5.20; strong bakers', \$4.85; Ontario patents, \$4.40; straight roller, \$4.75; extra, \$4.10 to \$4.15; low grades, per bag, \$1.25 to \$1.75.

Car prices are: Toronto freights—Manitoba patents, \$5.15 to \$5.20; Manitoba strong bakers' \$4.75 to \$4.85; Ontario patents, \$4.50 to \$4.90; straight roller, \$3.95 to \$4.00; extra, \$3.80 to \$3.85; low grades, per bag, \$1.25 to \$1.75.

MEAL—Oatmeal is quiet at \$3.80, which includes granulated, rolled, and rolled oats. Cornmeal is \$3.80 to \$4.

BUCKWHEAT FLOUR—is steady at \$4.50 per barrel.

FEED—Bran is easier at \$14 to \$15, shorts at \$15 to \$16, mixed feed is unchanged at \$23 to \$25, cracked corn \$1.20, feeding corn 50 to 52c., oats 33 to 33½c.

HAY—A better demand exists, but the price is unchanged at \$11.50 to \$12 for No. 1 timothy, and \$10 to \$10.50 for mixed.

STRAW—is quieter at \$6 to \$6.50.

## MONTREAL.

The flour market has shown some improvement during the week, and holders speak more hopefully under the influence of some export enquiries and demand from outside points around here. Business for export has resulted aggregating 15,000 sacks high and low grades, mostly on Glasgow account, while some fair business has been in patents and strong bakers' for home account. We quote: Patent spring, \$5 to \$5.20; Patent winter, \$5 to \$5.10; straight roller, \$4.50 to \$4.65; extra, \$4.20 to \$4.25; superfine, \$4 to \$4.10; city strong bakers', \$5; strong bakers', \$4.75 to \$4.90.

The demand for oatmeal is small, the market ruling dull and easy at unchanged prices. The stocks in store show a decrease of 34 barrels compared with a year ago, and an increase of 2,889 barrels compared with a year ago. Standard, per bag, \$2.10 to \$2.20; granulated, \$2.10 to \$2.20; rolled, \$2.10 to \$2.20.

Feed is quiet and without change. We quote bran \$16 to \$17; shorts, \$18 to \$19, and moullie \$25.

## ST. JOHN, N. B.

Flour seems to have touched bottom prices, as the last few days the market has stiffened some, and seems likely to hold firm, it is quoted from 10 to 15c. per bbl. higher than last week.

The millers here, who claim to have been selling cornmeal at a loss for some time, have combined to regulate the price which is now about 10c. per bbl. higher than last quoted, and as corn is higher we do not look for lower prices, \$2.85 to \$2.95 are the selling figures.

Oatmeal is without change either in price or quantity.

These Times Call for Economy.



"Home Industry."

The McDonald Patent BRUSHES are the most durable and economical. They are well built for the work they have to perform, having been on the market for 8 years they have become a staple line, the sensible style recommend them to the purchaser on sight.

Our Whisks and Brooms are the best value in the market. We guarantee satisfaction on all orders. Write for figures.

**CANADA PATENT BRUSH CO.,**  
WINDSOR, ONT.

**WALTER THOMSON**  
**MITCHELL, ONT.**

**GENERAL GRAIN DEALER.**

Manufacturer of all kinds of  
Oatmeal, Split Peas, Cornmeal,  
Pot Barley, etc.

Quotations by Wire or Letter.

"Beaver Mills" Flour.

The best for family use  
Write for samples.

**T. H. TAYLOR & CO.,**  
Manufacturers, Chatham.

**ROLLED OATS.**

Customers report that our Rolled Oats contain less dust, less dirt, are better kiln dried and of larger flake than the common oatmeals. Write for samples and prices.

**ARCHIBALD BROS., INGERSOLL, ONT.**

**HARRY T. DEVINE & CO.,**  
FLOUR, FEED AND PRODUCE MERCHANTS.

Sole Agents for Vancouver, New Westminster and District for **LEITCH BROS.'**  
**CELEBRATED OAK LAKE MANITOBA FLOUR.**

City Office and Store : 130 Condova St.  
Wharves, No. 1 and 2 : False Creek,  
Westminster Avenue,  
**VANCOUVER, B.C.**

**Dominion Mills,**  
LONDON, ONT.

HEADQUARTERS FOR

**OATMEAL**

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

Write for Samples and Prices.

**GARTLEY & THOMSON,**  
303 to 311 Talbot St.

OUR SPECIALTIES.

Stone Ground Flour, Graham Flour, Cracked Wheat, Buckwheat Flour, Chop Feed.

Mention THE GROCER.  
**J. & R. ROBSON,**  
Brantford, Ont.

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

**- - MILLERS - -**  
(Hungarian Process)

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**BRANDON ROLLER MILLS,**  
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—MANUFACTURERS OF—  
Hungarian, Patent, Strong Bakers

**- - FLOUR - -**

Also Oatmeal, Rolled Oats, Rolled Oatmeal Granulated and Standard.

Dealers in all kinds of grain and feed.

**ALEXANDER, KELLY & CO'Y,**  
PROPRIETORS

**EMBRO**  
**OATMEAL**  
**MILLS.**

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

A CHOICE QUALITY OF

Roller, Standard and Granulated

**Oatmeal**

IN BARRELS, HALF BARRELS OR BAGS.

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



**FLOUR** High Patents, Bakers and Low Grades.  
Split Peas, Pot Barley and Corn Meal.  
Feed of all kinds.  
**E. D. TILLSON, TILSONBURG, ONT.**



## MONTREAL Markets continued

tion of the trade to meet every reduction of the kicking firm by a still greater one. Other lines show no feature worthy of special comment.

## SUGAR.

Since our last there has been some interesting developments in sugar just as we predicted. As everyone expected the combine has dissolved for the time being and it is now a case of war to the knife with the firm who kicked in the first place. From all accounts we are going to have a pretty lively time of it for every wholesale firm in the city say they are going to make them sick or know the reason why. In fact the battle has already commenced for granulated is selling at 4½c by all the firms except the single firm who first left the combine and it is the avowed intention of the majority to meet every cut of theirs with a further one. It will be seen therefore that the indications point to a very lively time on granulated. No change in yellows is anticipated which rule as before and it is unlikely that the fight will touch that grade at all. We quote the old basis of 3½ to 4½c according to grade the outside basis for bright stock.

## MOLASSES AND SYRUPS.

Syrups and molasses are still dull and unchanged in price. Barbadoes bring 35c., while the American product sells at 27 to 28c. Syrups are quoted at 25 to 28c.; for medium bright 30 to 35c.; for choice amber 40 to 45c.

## TEAS.

There has been quite a little excitement in the tea market during the last few days, especially in connection with Japans the stock in all grades being pretty well picked up. Japans worth 20c. and upward are in good demand, and there is a good enquiry for Indian and Ceylon teas.

## COFFEES.

There is nothing new in coffees since our last. Prices rule firm with some fair turn-overs on a basis of 18 to 20c. in Rios and Jamaicas.

## RICE.

Rice remains quiet and dull, and in the absence of business, prices are nominal.

## DRIED FRUIT.

The dried fruit market has shown more activity and values as a consequence are steadier. Prime Valencia raisins are moving at 5c., and 4¾c. is now the inside figure for business, some under grade stock moving at that price. Currants are in better demand this week and there is a good trade doing at 5 to 5½c. Prunes have a fair jobbing movement at 5½ to 6c. for Bosnais. Figs are steady and unchanged at 10c., and dates at 5c. We quote prime Valencias 5c.; currants at 5 to 5½c. for Patras, and 6 to 7c. for Vostizzas in cases; Bosnia prunes, 5½ to 6c.; figs 10c.; and dates 5c. per lb.

## NUTS.

Nuts remain the same as noted last week with a fair jobbing business. We quote:—Almonds Tarragona 14 to 15c.; Almonds, Ivica 14 to 15c.; Almonds, common 10 to 11c.; Almonds, hardshell 07 to 08c.; Walnuts, Grenoble, new 12 to 12½c.; Walnuts, French 10 to 10½c.; Coronuts per 100 \$4.50 to \$5; Filberts 9 to 10c.; Pecans 16 to 17c.; Peanuts 07 to 10c.

## CANNED GOODS.

There is nothing doing in canned goods outside a small jobbing trade. The only thing in which there is an actual scarcity is peas. Tomatoes are plentiful. One dealer

has tried in vain to place 2,000 cases at \$1, but did not succeed. Dealers say that advices from the west, state that stocks are heavy. The prospects are, that the field of packers will be smaller next year and a correspondingly smaller pack. In this case, the surplus of 1891 pack may prove good stock.

## GREEN FRUIT.

In green fruit there is a quiet business doing on the basis quoted a week ago, and there is no special feature to note. We quote Valencia oranges at \$3.50 to \$3.75; Floridas \$2.75 to \$3.25, and bitter \$3.50 to \$4. Lemons \$2.50 to \$3.

## APPLES.

There is no change in apples which job out quietly at unchanged prices. We quote \$2.50 to \$3.00. A considerable quantity of stock was damaged by the fire recently in Chisholms warehouse, this no doubt will be disposed of at some concession. Dried and evaporated remain unchanged at 5 to 6c. for the former and 8 to 9c. for the latter.

## HOPS.

There is nothing doing in hops, the stocks on spot are much larger than they were, as growers have been sending in their holdings more freely. This however had no effect on prices for the goods are held as high as ever, and as the brewers claim to be well supplied there is nothing to induce business. Pressed hops remain steady at 16c. with a fair jobbing trade.

## FISH.

In fish trade is still disappointing, and although there has been some call in the west for some staple lines the improvement is not marked. We quote: Herring, No. 1, per bbl., \$5.25 to \$5.30; lake trout, per half bbl., \$4.25 to \$4.50; sea trout, per bbl., \$9.00 to \$9.50; codfish, green, No. 1, per bbl., \$5 to \$5.25; do. No. 2, per bbl., \$4.50 to \$4.75; codfish, dried, per bbl., \$5 to \$5.05; salmon, B.C., per bbl., \$13 to \$13.50; do., Nfld., No. 1, per tee, \$22.50 to \$23; do. do., No. 2, per tee, \$21 to \$21.50; do. do., No. 3, per tee, \$20 to \$20.50.

## PROVISIONS.

The local provisions have been dull but steady. Pork continues in small supply, which has restricted business, for the demand has been fair. Lard and smoked meats are without change. We quote:—Canadian short cut, per brl. \$16.50 to \$17.00; mess pork, western, per brl. \$16.00 to \$16.50; short cut, western, per brl. \$17 to \$17.25; hams, city cured, per lb. 10½c. to 11c.; lard, Canadian, in pails, 8¾c. to 9c.; bacon per lb. 9c. to 10c.; lard, com. refined, per lb. 7¼ to 8c.

## BUTTER AND CHEESE.

The season is practically over in cheese, and there is nothing to note, except that some 8,000 to 9,000 boxes were moved last week at 11¼ to 12c. This practically cleans out stocks here, and it is doubtful if an order for a couple thousand boxes strictly finest could now be filled.

Butter jobs along quietly, the only change being somewhat freer offerings of creamery but there is quotable alterations. We quote: Finest creamery 24 to 24½c.; finest Townships 18 to 20c.; Morrisburg and Brockville 18 to 19c.; finest Western 16½ to 17¼c.

## EGGS.

The egg market is quiet. Montreal limed are steady at 14 to 15c., but there is a considerable quantity of discolored stock which went through the late fire, offering at 11 to 12c. The eastern American hold up well to the great advantage of this market, as many of the western eggs now going to New York and Boston would under ordinary circumstances

come to Montreal to compete with local stocks. Shipments are still being made from here to Boston.

## GRAIN.

The grain market was dull and uninteresting to-day. The stocks in store show a decrease of 11,958 wheat, 10,776 peas, and an increase of 23,184 oats, 9,258 barley and 1,241 rye compared with a week ago. Compared with a year ago there is an increase of 129,230 wheat, 196,684 peas, 21,489 barley, and a decrease of 10,733 corn, and 1,931 rye. We quote:—No. 2 hard Manitoba \$1.03 to \$1.04; No. 3, do., 97c; No. 2 Northern, \$1.04; peas, 73 to 74c. per 66 pounds; oats, 32c. to 34c. per 34 pounds; corn, 72c. duty paid; feed barley, 45 to 46c.; good malting do., 60 to 63c.

A. H. BADGEBOW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar  
Manufacturing Co.,

79 and 81 Jarvis St., Toronto.

Highest award, Toronto Exhibition.

A LARGE NUMBER OF GROCERS  
HANDLE

ROYAL  
DANDELION  
COFFEE.

Made by

ELLIS &amp; KEIGHLEY,

TORONTO.

Wanted to Exchange

A block of four brick stores in Strathroy, for a stock of groceries or general goods, in a good town. The rents from the block pay eight per cent. interest.

Address E.. This Office.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

**DAVIDSON & HAY**  
 Wholesale Grocers,  
 36 Yonge Street,  
**TORONTO.**

"Glover Leaf" Lobsters and Salmon in  
 Flat tins.

These goods are the finest quality of the  
 kind packed.

Also full lines of all canned goods. Close  
 quotations to the trade on application to

**Sloan & Crowther**  
 WHOLESALE GROCERS,  
 19 Front St. E., Toronto.

**FISH**  
 Codfish Skinned and Boned  
 In Cases of 100 lbs.

CODFISH in quintals.

Nova Scotia Turkey boxes 25 lbs.  
 Munn's Boneless Cod, 2 lb. blocks.  
 Boneless Fish, boxes 25 lbs.  
 Prime Salt Water Herrings in barrels  
 and hlf. barrels.

**STUART, HARVEY & CO.**  
 HAMILTON.

Mail Orders carefully attended to.

ESTABLISHED 1851.  
 WE OFFER  
**GOOD BRIGHT SYRUP**  
**25c. PER GALLON.**  
 Samples furnished on demand.  
 Write for our prices of granulated and  
 yellow sugars.  
**N. QUINTAL & FILS,**  
 WHOLESALE GROCERS,  
 274 St. Paul Street,  
 MONTREAL.

**WARREN BROS. & BOOMER,**  
 Wholesale Grocers.  
 —  
 35 and 37 Front St. East,  
**TORONTO, ONT.**

**EDWARD**  
**ADAMS & CO.**  
 ESTABLISHED 1846.  
 Wholesale Grocers and Importers of  
**TEAS,**  
**SUGARS,**  
**COFFEES,**  
**TOBACCOS.**  
 95 & 97 Dundas St., London, Ont.

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

WESTERN ONTARIO AGENTS FOR  
 Cherry's Irish Mustard, X.D.S.F.  
 This is superior to any other grade in the  
 market. Try it.

**First Arrival!**  
**CAIRN'S**  
 NEW SEASON'S  
 Home Made  
 Marmalade.  
**SMITH & KEIGHLEY**  
 WHOLESALE GROCERS,  
 9 Front St. E., Toronto

**Thos. KINNEAR & Co**  
 Wholesale Grocers,  
**TORONTO.**  
 -: JAPAN TEAS :-  
 We are offering special values  
 to retail at 25c., 35c., 40c.  
 Drop a postal card for samples.  
 49 Front Street East,

WE HAVE  
**REMOVED**  
 to our new warehouse  
 Nos. 59, 61, 63 Front St. E.,  
 Cor. Church.  
**J. W. LANG & CO.,**  
 WHOLESALE GROCERS,  
**TORONTO.**

**Special Line**  
 Eugene Verniers'  
 French Canned Peas.  
**"MOYENS"**  
 Send for Quotation.  
**PERKINS, INCE & Co.,**

**J. F. EB.** **HUGH BLAIN.**  
 EVAPORATED  
**CALIFORNIA FRUITS**  
 Apricots. Prunes.  
 Peaches. Pears.  
 LIMA BEANS--Bags 65 lbs.  
**EBY, BLAIN & Co.,**  
 Wholesale Grocers,  
 FRONT AND SCOTT STS. **TORONTO.**



## HALIFAX MARKET QUOTATIONS.

(Wholesale Selling Rates.)

HALIFAX, Feb. 24, 1892.

**BREADSTUFFS**—Markets are a little better. The English markets are improving and so are the Canadian. Cornmeal is a little lower.

Manitoba highest grade patents, \$5.75 to 6.00; High grade patents, \$5.10 to 5.20; Good 90 per cent Patents, \$4.90 to 5.00; Straight grade, \$0.00 to 4.80; Good seconds, \$0.00 to 4.40; Graham flour, \$4.60 to 4.75; Oatmeal, \$4.35 to 4.40; Rolled wheat, \$5.55; Wheat bran per ton, \$20.00 to \$21.00; Middlings, \$00.00 to \$23.50; Shorts, \$00.00 to \$22.50; Moulee, \$24.00 to \$28.50; Split Peas \$0.00 to \$4.10; White beans per bushel, \$1.50 to 1.53; Pot Barley per bbl, \$3.90 to \$4.50; Canadian oats, choice quality, 43c. to 45c.; P. E. I. oats 41 to 45c; Hay, \$13 to \$14.

**SUGAR**—Business in the local market continues disappointingly dull, the demand being entirely of a jobbing character and slow at that.

Cutloaf, 5½c.; Granulated, 4½. to 4¾c.; Circle A, 4½c.; White extra C, 4¾c.; Standard, 3¾c. to 3¾c; Extra Yellow C, 3½c.; Yellow C, 3½ to 3¾c.

**MOLASSES**.—Barbados 35c.; Demerara 35 to 38c.; Diamond N. 48c.; Porto Rico 34 to 35c.; Trinidad 33 to 34c.; Antigua 33 to 34c.

**FISH**—It is very difficult to say anything about fish in the present dull and lifeless state of trade. There has not been a single feature of interest developed for many weeks, and even the near approach of Lent promises no increase of liveliness, as it is expected that the prevalence of "la grippe" will bring about a relaxation of the rules that usually govern that period so that a fish diet will not be the necessity that it usually is.

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

ST. JOHN, N.B., Feb. 24, 1892.

The slight improvement noticed last week did not broaden out as much as was hoped for, and as the snow is rapidly disappearing cannot look for much expansion of trade for several weeks.

**BUTTER**—still continues scarce. Nice lots are readily disposed off. The price is about the same as last quoted.

**EGGS**—are in better demand for strictly fresh, with prices steady at 16 to 18c.

**CHEESE**—the market seems quite bare of cheese as only a few dealers have any stock and they are asking 12c.

**CANNED GOODS**—are not moving as freely as holders would wish for, as all the retailers are pretty well stocked.

## THE MODERN COMMERCIAL TRAVELLER.

The Sample Case gives the following extracts from a sermon delivered before the C. T. A., at Hutchinson, Kansas, by the Rev. A. F. Irwin, last month, and is well worth a careful persual:

"He is a comparatively modern invention, differing in many respects and to his advantage, from the old-time itinerant merchant. He is an outgrowth of the strong competition of modern commercial life. Some one has said that our modern inventions are simply the enlarging or elongating our common

faculties or organs. The telegraph is the extension of the fingers by nerves of wire, so that we write 100, 500, or 5,000 miles away from us. The telephone is the extension of our voice tones to somebody's ears so as to eliminate space. The bicycle is the lengthening of the legs so that we step ten feet instead of two.

The telescope stretches our vision from five miles to five million miles. And the great modern army of travelling men extend the office of the various firms, corporations, mercantile and manufacturing establishments represented, beyond the confines of some dark, dingy, mysterious corner in a great brick building, to the counter of every customer, bringing the brain, the heart, the social atmosphere of the office into vital touch with the personal of every customer.

The jobber is able at once to communicate with a great many distributors. The social influence of the office is carried everywhere, and the character and business methods of its customers observed by keen, practical business men.

The position of the commercial traveller holds between the jobber and the customer requires rare qualifications and peculiar tact. He often represents large interests. In the closest competition he speaks, thinks and acts for the home office. In emergencies he decides for it. He signs contracts that bind it and makes promises which it keeps inviolate. Socially he makes friends for his house, or repels men from it. The office may employ untried or irresponsible men at the desk, or behind the counter, where they can be supervised, but not upon the road without great risk. A machine can work in the house where it can be regulated, but not for the house. He who takes the road to success must be a man, in the highest sense a man, Manly, generous, sociable, shrewd and reliable. I am glad that the travelling man has set a high standard for his own profession. One of our own papers, The Sample Case, in an article on "The Science of Salesmanship," emphasizes the following as the important qualifications:

1. Brain, viz., a good, healthy, well-balanced brain.

2. Moral, viz., moral character and force. It requires brains, good and quick judgment, and all this in a constitution of healthy, happy temperament.

There must not only be a comprehensive knowledge of the line of goods handled, and those kindred to them, but there must be also a keen, ready insight into human nature. There are no two men alike. One is jovial and hearty; another is quiet and dignified, and must be handled very respectfully and with circumspection; a third likes to chat and can not not be hurried, while his neighbor is nervous and quick and anxious to get through.

Here is one who waits for the social cigar or drink before he talks business, and another who would consider such a proposition

an insult. These things the travelling man must read as by instinct. Quick and accurate must be his judgment of men. The other qualification is moral. For permanent success there is nothing more important than true, manly sincerity. He deals with sharp, shrewd business men who are accomplished in detecting counterfeits, and recognize and appreciate the ring of a genuine man. This moral quality must not be assumed, but real. When the buyer is assured that he deals with a true man who is above artifice and low trickery, who deals in candor and honesty, he will appreciate both the man and the firm he represents. A yielding to anything irregular or dishonest in order to secure a large order, even though it be suggested and encouraged by an unscrupulous buyer, will only secure temporary success, and will be a permanent detriment both to the salesman and the house he represents.

The first qualification—brains—makes the successful and brilliant commercial traveller; add to this the second qualification—a good moral character—and you have the travelling man who wears, and whose commercial value to his house is increased the longer he remains upon a route.

The reputation that a man thus makes is his business capital and it has a high commercial value in the market.

We find, therefore, that the successful commercial traveller has the traits of character, mental, moral and social, that will secure his success in this life. He will be able to look out for himself here, but the Apostle James makes bold to intimate that he may be tempted to forget or under-estimate the life to come. A young man came to Jesus. He was influential, successful, moral, and was asked for a policy that would ensure him eternal life when he died. Jesus says to him: "One thing thou lackest." He was unwilling to follow Christ. He wanted his own way more than eternal life, and he went away with a deeper shadow than ever upon him. Even the ideal man needs the forgiveness of God, the religion of Jesus, the Christ, to round out his life and perfect it.

## PURE WISDOM.

The Collector assort's and labels the following nuggets:

You might as well expect to catch a basket of fish with one worm as to expect great results from a single trial advertisement.—Confucius.

It is not the lawyer who talks the loudest that oftenest gets frosting on his cake.—Aristotle.

Many lawyers who "do not handle collections" would like to do so if they could. At least, they look as much.—Ramesus II.

Don't make the mistake of thinking that "there is plenty of room at the top" when it is a case of plenty of rum at the top, so far as you are concerned.—Solomon.

Don't think that because I fiddled when Rome was burning that you can whittle, play

"seven up," and run for office, and keep up a good paying law business all at the same time.—Nero.

Don't monkey with the judge or get funny with the jury. Both are loaded.—Dante.

The wind bloweth where it listeth, but no matter that don't give you the privilege.—St. Patrick.

If any part of a lawyer's work in your estimation is "dirty work"—collecting for instance—quit it. No man ever handled dirt for any length of time but come away spotted.—Alexander Severus.

Don't ever try to answer the questions which you answered when you were admitted to the bar. It will only show how high and out of reach your brains roost, and how much a man may forget and yet be allowed to live.—Agamemnon.

In 1376 Jack Cade's men beheaded all the lawyers they could find. History repeats itself. No telling when it may occur again.—Herr Most.

"Was not all the knowledge of the Egyptians writ in mystic symbols?" Unquestionably, but that is no excuse for a lawyer writing "see the pale martyr in a sheet of fire" with such a poor scrawl that it was read "see the pale martyr with his shirt on fire." There ought to be a limit to this thing.—Jerry Simpson.

**A STORY OF GREELEY'S OFFICE BOY**

Amos Cummings tells how a faithful body guard of Horace Greeley once kept Vice-President Wilson out of his room. The story, after detailing how several New York politicians were disposed of, continues:

"A few minutes later Vice-President Wilson came in. He had been travelling a good deal, and his form was covered with the grimest linen duster I ever saw. He slammed down his old carpet bag on the floor and said, 'I want to see Mr. Greeley.'

"'Git out!' thundered Ben, 'the old man's busy.'

"'Well, can't you take my name?' asked the vice-president.

"'I guess I'll have to do it; but you stand right here and don't move or you'll ketch it.'

"Ben went into Greeley's room, and I heard a hot dialogue going on for a little while, then the office boy reappeared and looked at Wilson with supreme disgust.

"'Jest as I thought; he don't want to see you,' declared Ben. 'Now, git out.'

"I pacified Ben and he went in to tell Mr. Greeley who wanted to see him. The great editor listened to what I had to say and then shouted: 'Tell the vice-president to walk right in. The fool of a boy said that there was an old bum named Wilson loafing around outside who wanted to see me.'—Washington Post.

**TO GROCERS.**

**SIMCOE CANNING COY'S**

Goods are warranted first-class.

**PUSH THEM.**

Order through your wholesale House.

**STEEL, HAYTER & CO.,**  
Importers of  
**INDIAN TEAS**

Direct from their estates in Assam.

New Season's Teas are now arriving.

PROPRIETORS OF THE WELL-KNOWN

**"MONSOON" BRAND.**

Samples and Quotations on application.

**11 & 13 Front St. E. Toronto.**

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

**BRUNNER, MOND & CO.,**  
LTD.,  
Northwich, England.

**CRESCENT BRAND.**



Manufacturers of

**BICARBONATE OF SODA,**

REFINED AND RECRYSTALLIZED.

The Purest and Cheapest in the Market.

**SODA CRYSTALS**

OF THE FINEST QUALITY,

In 1-2 and 3 Cwt. Drums,  
and  
400 lb. Casks-Net Weights.

Orders for direct importation from  
the Wholesale Trade only.

**WINN & HOLLAND,**  
MONTREAL,  
Sole Agents for the Dominion of Canada.

**JOSEPH CARMAN,**  
Commission and Manufacturer's Agent.  
**GRAIN SHIPPER.**

P.O. Box 1014. Winnipeg, Man.  
We are open to receive a few first-class agencies.  
Good connection wholesale and retail.  
Correspondence invited

**CORTICELLI**  
SPOOL SILKS & TWISTS,  
EMBROIDERIES & FANCY SILKS.

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

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



Order a box from your wholesale; you and your customers will be pleased with it. Put up in 50c. box containing 45 packages. Sells 2c. a package or 3 for 5c

**GOODS THAT ARE A SUCCESS**

**ADAMS' PEPSIN** Tutti-Frutti.  
**ADAMS' MONTE CRISTO**  
CHEWING GUMS.

Sold by all Wholesale Grocers.

For Illustrated Catalogue and banner signs for your windows, address

**ADAMS & SONS' CO.,**  
11 and 13 Jarvis Street, Toronto.



**ORDER**  
**IVORY BAR**  
**SOAP**



## SALES MADE OR PENDING.

The stock of dry goods and groceries of the estate of C. Koellu, Kingsville, Ont., has been sold.

The general stock of Mr. Collins, of Kingsville, Ont., has been sold to Messrs. Allan & Adams, of Essex, for 69 cents on the dollar.

John McIntosh & Co., insolvent crockery merchants of Toronto, have been unable to obtain a compromise, and their stock is advertised for sale by tender.

Two dry goods stocks were sold by Mr. J. W. Jones, auctioneer, on Friday 12th, at London, Ont. A. J. Wilson's, of Chatham, amounting to \$10,338, was bought by Mr. John Robinson, of the same place, for 60 cents on the dollar. Mr. Cole, of Ridgetown, bought S. A. Pennock's \$2,833 stock in Holstein at 62½ cents on the dollar.

## PARTNERSHIPS FORMED AND DISSOLVED.

Robillard & Rorier, grocers, Montreal, Que., have dissolved.

George Grey, grocer, Alviston, Ont., has been succeeded by McKay & Grey.

Neve Bros. general merchants, L'Orignal, Ont., have dissolved partnership, Reginald Neve continuing.

C. A. Cawker, son of C. M. Cawker who has been in business in Bowmanville over a quarter of a century, and Archie Tait who has been with J. Milne and J. Milne & Co. over eleven years, have gone into partnership and will carry on a grocery and provision store, under the firm name of Tait and Cawker.

## REMOVALS AND DEATHS.

S. K. Colquhoun, Winlaw, Man., has removed his general stock to Cainsboro.

## FIRES.

Ira. J. Cramer, general merchant, Aultsville, Ont., has been burnt out.

Cummins Burke, and A. D. Cormier, general merchants, Buctouche, Que., have been burnt out.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

R. H. Campbell, grocer, Halifax, N.S., has assigned.

James Scott & Co., grocers, Halifax, N.S., have assigned.

Wm. Spear, general merchant, Edmundston, N.B., has assigned.

Charles Rickner, fruit merchant, Montreal, Que., has assigned.

L. A. Mongenais, general merchant, Ryand, Que., has assigned.

Joseph McPherson, general merchant, North Sydney, N.S., has assigned.

Fred Fuller, grocer, London West, Ont., has assigned to Alfred Robinson.

Geo. C. Fraleck, fruit dealer, Picton, Ont., has assigned to James Gillespie.

E. A. Morrissy, general merchant, Mission City, B.C., has assigned to A. W. Draper, Vancouver.

John Sowerby, general merchant, Belhaven, Ont., has assigned to T. J. Woodcock, Newmarket.

T. A. Curry, general merchant, Red Bay, Ont., has assigned in trust to W. J. Ferguson, Wiarton.

R. S. Gallagher, fruiter, Toronto, Ont., has assigned and his stock is advertised, for sale by auction.

Joseph Gonee & Co., wholesale fruit merchants, Toronto, Ont., have assigned to Geo. Edwards.

C. H. L. Keep, general merchant, Brooklyn, N.S., has assigned, and his stock is advertised for sale by tender.

Sinclair & Co., crockery dealers, 239 Bank street, Ottawa, assigned on Friday last to Mr. P. Larmonth for the benefit of his creditors. The liabilities and assets are both light.

## SOMETHING FOR NOTHING.

Ever since Cleopatra shocked the ancient world by dissolving that pearl—which was certainly hers to do with what she liked—says Mabel S. Clarke, in the Boston Globe, the eyes of even school children have dilated with horror at the thought of such extravagance. Sheer waste and no return! In these days some enterprising showman could exhibit the wonderful and unique solution and make a fortune from it.

What if that rich old Roman did adorn the fish in his pond with ear rings? Surely any satisfaction he may have obtained was sufficient income? But no! the modern, and particularly the American, speculator, demands a return, and that substantial, for every outlay. "With what measure ye mete it shall be measured to you" is a law thoroughly appreciated, and persistently applied.

Just as some good American citizens feel quite proud of an infraction of their country's laws, as in smuggling, so the majority of mankind delight in infringing the above named moral law by receiving that for which they give inadequate return or none at all. Their version or perversion of the law runs: "Let us have measured unto us more than we mete to others." In other words, "Let us do our best to get something for nothing."

The desire runs throughout life from boyhood to manhood. It begins with playing for "keeps," and does not end when the man has obtained the much sought office reputed to be a sinecure.

The small boy enjoys the collecting of business cards, his father setting him the example in the row of calendars that adorn his desk. If any payment were required the

boy's collection would be of the smallest, and the father would find that one calendar would answer his purpose quite well enough.

Why do the advertising pages of the Sunday papers receive equal attention with those of purely literary character? What is it that crowds the shops of a Monday morning, so that one endangers life and limb in purchasing a handkerchief? Bargains, to be sure; and those which purport to offer the maximum value for the minimum price are the most sought.

"Fire and smoke" sales, the dubious charm of lotteries and the fascinating uncertainty in the purchase of unclaimed and unopened express packages that may contain goods worth many times the price paid—these all come in the same category.

A huckster passed through one of Boston's streets last week shouting, in tones of Tamango-like power, if not sweetness: "Orrn-ges! Orrn-ges! Fifteen fra quatr!" A half dozen of the golden globes rolled off the wagon, noticed, if at all, only by the dejected horse, who appreciated the loss of even a few ounces of his burden. The stray oranges were not very large or attractive, especially after they were daubed with splashes of mud. But, unprepossessing as they were, they had the charm of cheapness to a lady who spied them from a window. As the wagon turned the corner sallied forth and filled her basket, smiling complacently the while, because she had obtained "something for nothing."

Free lectures and free concerts, not to mention free lunches, are always well patronized. No matter if a man knows that they are not so free as they seem, the fascination is upon him and he yields. The spirit of freedom has mastered him, as it filled our fathers in '76!—New England Grocer.

## BUSINESS CHANCES.

GROCERY BUSINESS FOR SALE; ONE OF the best stands in Toronto. Average net profit, \$200 per month. A. B. H., care GROCER. 22

HONEY-COMB OR EXTRACTED—WE ARE handling large quantities, and supplying grocers in all parts of the Dominion. Gould & Co., Brantford, Ont., Bee Keepers' Supplies.

TO MANUFACTURERS.—THE OWNER OF A patent of an article needed by every farmer, would like to have some large house undertake its manufacture upon a royalty plan. Patented and selling very rapidly in the U. S. Address H. S. Baker, Room 7, 17 Jordan Chambers, Toronto, Ont. 10

A large number of Grocers handle  
**ROYAL DANDELION COFFEE**  
 MADE BY  
**ELLIS & KEIGHLEY,**  
 TORONTO.

# An Easy Way to Make 150 Dollars.

In order to make the merits of "BARM" Yeast more widely known, and place it speedily on the market, we offer the following prizes in

## SOLID CASH

- 1st. 150 Dollars to the first wholesale traveller who sells 500 boxes.
- 2nd. 100 " " second " " " " " "
- 3rd. 50 " " third " " " " " "
- 4th. 10 " to every traveller who sells 100 boxes during March and April.

NOTE.—These boxes must be sold in the regular way to your retail customers.

This money should be easily earned for the following reasons :

- 1st—The Yeast is put up in 50 cent boxes, containing 2 dozen of the largest 5 cent packages on the market. You have therefore only to sell 250 dollars worth to get the prize.
- 2nd—The retailer makes 70 cents on his purchase of 50 cents, or 140 per cent. profit, being 60 per cent. more than he makes by selling any other yeast.
- 3rd—Each package contains 6 large cakes, at least 20 per cent. more yeast than the package of other makers, a great saving to the consumer.
- 4th—"Barm" Yeast is of exceptional merit, only requiring a trial to be appreciated, and we guarantee all goods to be thoroughly tested before leaving the factory.

The money has been deposited with the **CANADIAN GROCER**. We refer you to the proprietors of that paper, who will pay the amounts to the winners when satisfactory evidence of sales is furnished to them.

**The "Barm" Yeast Manufacturing Co., 35 Wellington St. East, Toronto.**



**REDUCED  
COST TO  
BUYERS.**

TORONTO BRANCH:  
29 FRONT ST. WEST.

Our "No. 1 Telegraph" matches are now packed in Woodboard Caddies, thus reducing the weight of the 10 gross case to about 60 lbs. but without reducing the quantity, size or quality. These caddies are printed in assorted colors and make a handsome display. The trade should send their orders at once. Consumers will buy no other matches.

### EXPERIENCES OF AN OLD GROCERY CLERK.

The vast difference between the experience of the grocery clerk of to-day and his predecessor of 35 years ago has prompted the writer to give the rising generation of grocers an idea of how business was conducted in the fifties.

In the year 1856 I found myself on a month's trial in a large retail grocery house, the magnitude of which may be imagined from the fact that the staff consisted of 12 counter-men, whose duties were constantly taken up with either waiting on customers or preparing for market days. The first duty assigned me was the cash desk, and although it might appear an easy task, it moreover had its cares and embarrassments when it is considered that \$5,000 per week was the usual takings. Things worked along smoothly till the trial month was over, and my young mind was all aglow in my new position and I began to build castles in the air, but I found they were like "clouds without water." The month having expired the next thing in order was to have my apprenticeship papers signed, which was done in due conformity to law. The Governor, as we designated "the boss," agreeing that the business should be taught me in all its details, which portion of the contract he faithfully carried out, as we will subsequently see.

A month or two passed over when a new cash boy appeared and it then dawned upon my mind that the practical part of the business was about to commence, and so it was, when the Governor said "William, I want to introduce you to a new field of usefulness.

Step No. 2, as I shall call it, was the sugar cellar. The sugars in those days consisted of Porto Rico, Jamaica, Barbadoes, etc., etc., in their raw state, which had to be prepared by grinding and mixing to meet the several prices for retail trade. No refined sugars, with the exception of lump sugar, which came to us in tilters of about 35 lbs. each, were then in the market. Some idea of the amount of labor may be imagined when 15 or 20 hogsheads had to be ground, mixed and re-ground to produce the necessary color and quality to meet demands.

The hogsheads being emptied they were carefully scraped out and submitted to the Governor for inspection, and it is needless to say the scraping process had to be effectually done. Whether the writer had become an adept at hogshead scraping or a mixer and grinder of unusual ability I know not, but my stay among the saccharine matter was of some length.

Step No. 3 brings me into the warehouse, where my duties consisted of roasting and grinding coffee and chicory by hand, mixing and blending teas of all kinds. This department, while very laborious, was of great benefit to me in after life.

It next fell to my lot to take entire charge

of the spice department, where all spices after having been sifted and freed from dust, &c., were ground by hand-mill, the law relating to adulteration being very strict. The general routine of warehouse work might weary the reader, but it might be well to refer to the fruit department.

Valencia raisins were imported in boxes of about 30 lbs. each, on the stalk, which, when broken up in bags, were sifted and hand-packed for market.

Currants were imported in barrels and butts, the latter a huge package weighing about two tons, which, being stripped of the wood, resembled somewhat the base of the Statue of Liberty. To break up a butt of currants and pass them through a hand-mill with brushes was a task not to be forgotten. After about two years of this drudgery and acquiring a practical knowledge of mixing, breaking, roasting, grinding, scraping, and other duties alluded to, I was then brought to the counter.

It might be well here to say that "the Governor," although a thorough business man, had some peculiar ideas, and had he lived in this enlightened age would be termed a crank of the first water.

I remember once a young man making application for a position, who had got himself up regardless of expense, finger ring, chain, scarf pin and gold-headed cane being among the things that attracted the eye of the Governor, who after making inquiries as to his previous occupation and references, suggested to the young man to call again and be careful to leave the jewelry, &c., behind and he might enter his application. The young man returned later, modestly and decently attired, and succeeded in finding employment. Years after he came to this country and has since retired on a competency.

My experiences at the counter lasted about a year, at the end of which time, my apprenticeship having expired, I removed to London and entered the employ of a wholesale grocer, in order to learn the wholesale business. Here my first work was in the office, and after acquiring a thorough knowledge of the routine of this department of the business, I was put at work to learn how to taste teas and accurately judge of their values. A portion of the basement of the building had been fitted up as a tea sampling room, with a spirit lamp, scales, cups, etc., and here, surrounded with samples of nearly every kind of tea in the market, I spent many days in acquiring the necessary knowledge to constitute me an expert buyer and seller of the leaf. My salary at this period was very small, being only £50 a year, equal to about \$5.00 a week in American money, but upon completing my education in the tea-tasting line, a position was offered me by another firm at £120 per annum, and I started on the road to sell teas for my new employers with a high reputation for skill in

detecting the differences between teas of all kinds and grades.

This brief sketch of the experiences of an English grocery clerk in acquiring the requisite knowledge of his avocation is not offered as possessing exceptional interest, except so far as it may show how thorough was the instruction given to beginners in the grocery business across the water in the fifties, in which respect there appears to be a great difference to-day.—W. G. in Merchants' Review.

### 'TIS BRANTFORD STARCH.

(Advertisement.)

"Ah, Tam! ah Tam! thou'lt get thy farin'!  
In hell they'll roast thee like a herrin'!"  
"Tam O'Shanter."

What is this rumbling sound we hear  
Of gathering forces far and near?  
Who hath this agitation willed,  
And called anathemas from the Guild?  
'Tis Brantford Starch!

Why do the men of Cornwall stand  
With blanched face and palsied hand,  
And curse so deep the horrid fate  
Which wrests from them their fame to date?  
'Tis Brantford Starch!

Why does the doughty Archie curse  
The dismal thing they call a hearse,  
In which they say he is riding back  
For lack of means to hire a hack?  
'Tis Brantford Starch!

Why does friend Edgar show such spite  
And write with all his little might,  
To all his friends both far and near  
To help him choke the foe they fear?  
'Tis Brantford Starch!

What is it that doth shake the trade  
And make each grocery man afraid  
To buy, lest he may pay too dear,  
The fall in prices being near?  
'Tis Brantford Starch!

What is it that doth make Rome howl  
And cause the Guild to fight and growl,  
And harbor naughty vengeful feelings  
Towards the firm who love fair dealings?  
'Tis Brantford Starch!

### THE STOVE IN THE VILLAGESTORE.

When the twilight had deepened to darkness  
They gathered from far and near,  
Old farmers who plodded the distance  
As pilgrims their shrines to reserve;  
At the shabby old store at the "corners"  
They met and entered the door,  
For the Mecca of these old cronies  
Was the stove in the old village store.  
It was guiltless of beauty or polish,  
And its door was unskillfully hung,  
But they made a glad circle around it,  
And the genial warmth loosened each tongue;  
And they talked of the crops and the weather,  
Twin subjects to gossip most dear,  
And the smoke from their pipes, as it blended,  
Gave a tinge to the whole atmosphere.  
Full many the tales they related,  
And wondrous the yarns that they spun,  
And doubtful the facts that they stated,  
And harmless the wit and the fun;  
But if ever discussion grew heated  
It was all without tumult or din,  
And they gave their respectful attention  
When a customer chanced to come in.  
When the evening was spent and the hour  
For the time of their parting had come,  
They rapped from their pipes the warm ashes  
And reluctantly started for home,  
Agreeing to meet on the morrow  
When the day with its labors was o'er,  
For the Mecca of all the old cronies  
Was the stove in the old village store.  
—New York World.



A Food that is eminently

**The Great Strength-Giver**

Should be SOUGHT AFTER by those seeking to attain

**PHYSICAL DEVELOPEMENT**

and good powers of

**ENDURANCE.**

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

**TORONTO.**

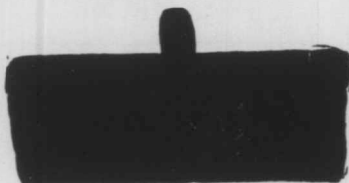
AGENTS FOR

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

The British America Starch Co., Brantford.

**THE Oakville Basket Co.,**

MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

**Oakville, Ont.**



Send for Price List of our various brands of chewing gum.

**G. T. HEISEL,**

38-38 Lombard St. TORONTO.

A large number of Grocers handle

**ROYAL DANDELION COFFEE**

MADE BY **ELLIS & KEIGHLEY,**  
Toronto.

**The Norton Manufacturing Co.,**

E. P. Breckenridge, Toledo, Pres. C. C. Warren, New York, Sec.-Treas.  
Edwin Norton, Chicago, Vice-Pres. W. C. Breckenridge, Resident-Manager.

MANUFACTURERS OF

**TIN CANS**

By Automatic Machinery.

FRUIT, PAINT, LARD, BAKING POWDER, FISH AND LOBSTER CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

**HAMILTON, - ONT.**

**THE CANADIAN GROCER PRICES CURRENT.**

TORONTO, Feb. 25, 1892.

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

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

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

**BAKING POWDER.**



Cleveland's Superior Baking Powder in tin cans, per dozen net.

- 10 cent tins ..... 1 00
- 1/4 lb. " ..... 1 50
- 6 oz. " ..... 2 20
- 1/2 lb. " ..... 2 80
- 12 oz. " ..... 4 25
- 1 lb. " ..... 5 50
- 5 lbs. " ..... 25 50



WHITE STAR. per doz

- 4oz tins, 3 doz in case 0 75
- 12 " 2 doz in case 1 40
- 5lb " 1 9 00
- 5oz glass jars, 2 1/2 doz in case ..... 1 10
- 10 oz glass jars, 2 doz in case ..... 2 00
- Bulk, per lb ..... 0 15



PRICE'S CREAM BAKING POWDER. doz. in case Price p. doz

- Dunn's No. 1, in tins ..... 2 00
- " 2, in tins ..... 75
- Cook's Gem, in 1 lb pkgs ..... \$1 75
- " 7 oz ..... 85
- " 9 oz ..... 40
- " 5 lb tins ..... 65
- " bulk, per lb ..... 12

- Dime cans, 4 ..... \$0 95
- 4 oz " 3 ..... 1 40
- 6 " " 3 ..... 2 00
- 8 " " 3 ..... 2 60
- 12 " " 1 to 4 ..... 3 90
- 16 " " 1 to 3 ..... 5 00
- 2 1/2 lbs " 1 or 1 ..... 12 00
- 4 " " 1 or 1 ..... 18 25
- 5 " " 1 or 1 ..... 23 75
- 10 " " 1 ..... 44 00

Per doz.

**BISCUITS.**

TORONTO BISCUIT AND CONFECTIONERY CO.

- Abernethy ..... 8 1/2
- Arrowroot ..... \$0 11
- Butter ..... 0 6
- " 3 lbs ..... 0 20
- Cabin ..... 0 7 1/2
- Cottage ..... 0 8 1/2
- Digestive ..... 0 10
- Daisy Wafer ..... 0 16
- Garibaldi ..... 0 10
- Gingerbread ..... 0 11
- Ginger Nuts ..... 0 10
- Graham Wafer ..... 0 09
- Lemon ..... 0 10
- Milk ..... 0 09
- Nic Nac ..... 0 12
- Oyster ..... 0 06
- People's Mixed ..... 10 1/2
- Pic Nic ..... 0 09
- Prairie ..... 0 08 1/2
- Rich Mixed ..... 0 14
- School Cake ..... 0 11 1/2
- Soda ..... 0 06
- " 3 lb ..... 0 20
- Sultana ..... 0 11
- Tea ..... 0 11
- Tid Bits ..... 0 09 1/2
- Variety ..... 0 11
- Village ..... 0 07 1/2
- Wine ..... 0 08 1/2

**BLACKING.**

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

**BLACK LEAD.**

Reckitt's Black Lead, per box... 1 15  
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz.; or 1/4 gro., 4 oz.

TELLIER, ROTHWELL & CO'S.

Royal Black Lead, per gross..... \$1 80

F. F. DALLEY & CO.

Silver Star Stove Paste..... 9 00  
Packed in fancy wood boxes, each box contains 3 doz.

**BLUE.**

Reckitt's Pure Blue, per gross. 2 10

TELLIER, ROTHWELL & CO'S.

Parisian Square Blue, per lb. 13 to 14c

**CORN BROOMS.**

CHAS. BOECKH & SONS, per doz

- X Carpet, 4 strings, net ..... \$3 60
- " 2 " 4 " " ..... 3 20
- " 3 " 3 " " ..... 2 95
- 10 1/2 XXX Hurl 4 " " ..... 2 90
- 1X " 4 " " ..... 2 60
- 2X Parlor 4 " " ..... 2 55
- " 3 " 3 " " ..... 2 25
- " 4 " 3 " " ..... 1 85
- " 5 " 2 " " ..... 1 50
- Warehouse 4 " " ..... 3 25
- Ship 4 " " ..... 4 00
- 1 Cable 2 wire bands, net..... 3 25
- " 3 " " ..... 4 00

**CANNED GOODS.**

- Apples, 3's ..... \$1 00 \$1 10
- " gallons ..... 2 25 2 50
- Blackberries, 2 ..... 2 00 2 25
- Blueberries, 2 ..... 1 10 1 25
- Beans, 2 ..... 1 00
- Corn, 2's ..... 1 05 1 10
- " Special Brands ..... 1 30 1 60
- Cherries, red pitted, 2's .. 2 25 2 40
- Peas, 2's ..... 1 10 1 15
- Pears, Bartlett, 2's ..... 1 75
- " Sugar, 2's ..... 1 50
- Pineapple, Baltimore ..... 2 40 2 50
- " Bahama ..... 2 90 3 00
- Peaches, 2's ..... 2 10 2 25
- " 3's ..... 3 00 3 50
- " Pie, 3's ..... 1 60 1 65
- Plums, Cr Gages, 2's ..... 1 75 2 00
- " Lombard ..... 1 75 2 00
- " Damson Blue ..... 1 65 1 90

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

Are manufacturing their Choice Standard Brands of Tobaccos from Pure Virginia and Kentucky Leafs.

<b>CUT PLUG SMOKING :</b> <b>GOLD FLAKE. HAND MADE.</b> <b>OLD FLAG. UNCLE SAM.</b> <b>WIG WAG</b>	<b>FINE CUT CHEWING :</b> <b>GOLDEN THREAD. GLOBE.</b> <b>HIGH COURT. JERSEY LILY.</b> <b>VICTORIA.</b>
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**A. Smith & Co., Cigar Manufacturers, London,** having purchased the Stock and Plant of the above company will continue to manufacture the above first class tobaccos.

## Prices Current, Continued—

Pumpkins, 3's	0 90	1 00
gallons	3 00	3 25
Raspberries, 2's	2 25	2 40
Strawberries, choice 2's	2 25	2 40
Succotash, 2's	1 50	1 65
Tomatoes, 3's	1 05	1 10
Finnan haddies	1 50	1 50
Lobster, Clover Leaf	2 25	2 25
" Crown	2 10	2 10
" Other brands	1 90	2 10
Mackerel	1 00	1 10
Salmon, Horseshoe, falls	1 40	1 40
" Hats	1 70	1 70
" white	1 10	1 25
Sardines Albert, 1/2's tins	11 1/2	11 1/2
" 1/2's	18	18
" Martiny, 1/2's	10 10 1/2	10 10 1/2
" Other brands, 9 1/2	11 16 17	11 16 17
" P & C, 1/2's tins	23 25	23 25
" 1/2's	33 36	33 36
Sardines Amer, 1/2's	6 1/2	8
" 1/2's	9 11	9 11

## CANNED MEATS.

Comp. Corn Beef 1 lb cans	\$1 50	\$1 65
" " 2 " "	2 55	2 70
" " 4 " "	4 80	5 00
" " 6 " "	8 00	8 25
" " 14 " "	17 50	18 50
Minced Collops, 2 lb cans	2 60	2 60
Roast Beef	1 50	1 50
" " 2 " "	2 60	2 75
" " 4 " "	4 25	4 25
Par Ox Tongue, 2 1/2 "	8 00	8 00
Ox Tongue	7 85	8 00
Lunch Tongue	1 " "	3 25
" " 2 " "	6 00	6 25
" " 2 " "	2 75	2 80
English Brawn	2 " "	2 50
Cam. Sausage	1 " "	4 00
" " 2 " "	1 35	1 35
Soups, assorted	1 " "	2 25
" " 2 " "	1 80	1 80
Soups & Bouilli	2 " "	4 50
Potted Chicken, Turkey, or Game, 6 oz cans	1 60	1 60
Potted Ham, Tongue or Beef, 6 oz cans	1 35	1 35
Devilled Tongue or Ham, 1/2 lb cans	1 40	1 40
Devilled Chicken or Turkey, 1/2 lb cans	2 25	2 25
Sandwich Ham or Tongue, 1/2 lb cans	1 50	1 50
Ham, Chicken and Tongue, 1/2 lb cans	1 75	1 75

## CHEWING GUM.

ADAMS & SONS.	
To Retailers	
Tutti Frutti, 36 5c bars	\$1 20
Monte Cristo, new 180 (with brilliant stone ring)	1 30
Sappota	1 50
Sweet Fern	2 30
Red Rose	1 15
Magic Trick	1 15
Oolah	1 15
Fuzzle Gum	1 15
Bo-Kay (new)	1 00
Mexican Fruit, 36 5c. bars	1 20

## C. T. HEISEL.

To retailers per box	
Red Jacket	115 pieces. 0 75
Royal Fruit	36 5c. pkgs. 1 20
Digestive	120 pieces. 0 80
Largest Heart	150 " 1 00
Globe picture	150 " 1 00
C. R. SOMERVILLE.	
Mexican Fruit, 36-5c. Bars	1 20
Pepsin (Dyspepsia), 30-5c. Bars	0 70
Sweet Sugar Cane	150 pieces 1 00
Celery	100 " 0 70
Lalla Rookh (all flavors) 100 "	1 00
Jingle Bell	150 " 1 00
Cracker	150 " 1 00
O-Don't-O	144 " 1 00
Little Jap.	100 " 0 70
Dude Prize	144 " 1 00
Clock Gum comprising, 500 pieces Gum (assorted flavors), and 1 "Little Lord Fauntleroy" clock (guaranteed.)	3 75

## CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO.S.

Chocolate—	
French, 1/2's	.6 and 12 lbs. 0 30
Caracas, 1/2's	.6 and 12 lbs. 0 35
Premium, 1/2's	.6 and 12 lbs. 0 30
Sante, 1/2's	.6 and 12 lbs. 0 26
Diamond, 1/2's	.6 and 12 lbs. 0 24
Sticks, gross boxes, each	1 00
Cocoa, Homeopat'c, 1/2's, 8 & 14 lb 30	
" Pearl	" " 25
" London Pearl 12 & 18 "	22
" Rock	" " 30
" Bulk, in bxs.	18

BENS DORP'S ROYAL DUTCH COCOA.

1/2 lb. cans, per doz	\$2 40
1 " " "	4 50
1 " " "	8 50

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.)	
Mott's Broma	per lb \$0 30
Mott's Prepared Cocoa	28
Mott's Homeopat'c Cocoa (1/2's)	32
Mott's Breakfast Cocoa	35
Mott's Breakf. Cocoa (in tins)	40
Mott's No. 1 Chocolate	30
Mott's Breakfast Chocolate	28
Mott's Caracas Chocolate	40
Mott's Diamond Chocolate	22
Mott's French-Can. Chocolate	20
Mott's Navy or Cooking Choc.	26
Mott's Cocoa Nibbs	30
Mott's Cocoa Shells	5
Mott's Vanilla Chocolate stick	22 & 24
Mott's Confec. Chocolate	22c-40
Mott's Sweet Choc. Liquors	21c-30

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	
Hygienic, 1, 1/2, 1 lb. boxes	70, 75
Ice-land Moss 1/2 lb in 12 lb boxes	35
Soluble (bulk) 15 & 30 lb bxs	18, 20
Soluble (tins) 15 & 30 lb bxs	20
Cocoa Nibs, any quantity	30, 35
Cocoa Shells, any quantity	05
Cocoa Essence, per doz	1 40

## Chocolates—

Mexican, 1/2, 1/2 in 10 lb bxs	8c
Queen's Dessert, "	40
Vanilla, "	35
Sweet Caracas, "	32
Chocolate Powder, 15, 30 lb bxs	25
Chocolate Sticks, per gross	00
Pure Caracas (plain) 1/2, 1/2 lbs	40
Royal Navy (sweet)	30
Confectioners', in 10 lb cakes	30
Chocolate Creams, in 3 lb bxs	30
Chocolate Parisien, in 6 lb bxs	30

WALTER, BAKER & CO.'S.

Chocolate—	
Pre'm No. 1, bxs. 12 & 25 lbs each	40
Baker's Vanilla in bxs 12 lbs each	52
Caracas Sweet bxs 6 lbs each, 12 lbs in case	53
Eagle, sweet & spiced, bxs 12 lbs each	33
Vanilla Tablets, 416 in box, 24 bxs in case, per box	3 6
Spanish Tablets, 100 in box, 12 bxs in case	3 00

German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes, 12 lbs each	25
Grocers' Style, in cases 24 boxes, 6 lbs each	25
48 Fingers to the lb., in cases 12 bxs 12 lbs each	25
48 Fingers to the lb., in cases 24 bxs 6 lbs each	25
Cocoa—	
Pure Prepared boxes, 12 lbs each	40
Cracked, boxes, 20 lbs each, 1 lb and assorted papers	32
Cracked, in bxs 12 lbs., each, 1/2 lb. papers	32
Cracked, in bags, 6, 10 & 25 lbs each	32
Cocoa and shells, 12s and 25s	30

Breakfast Cocoa—	
In bxs, 6 & 12 lbs., each, 1/2 lb. tins	45
In boxes, 12 lbs., each, 1 lb. tins, decorated canisters	45

Broma—	
In boxes, 12 lbs., each, 1/2 lb. tins	40

GIBSON & GIBSON'S per lb	
Sydney Gibson's Cocoa, 1/2's	0 30
Dr. Clarke's Cocoa, 1/2's and 1/2's, 5 tins	0 45
Soluble Cocoa bulk in boxes	0 18
Prepared do " "	0 22
Sydney Gibson's Chocolate, 1/2's and 1/2's	0 30
Gibson's Rock do 1/2's	0 28
Dr. Clarke's do 1/2's	0 30
Confectioners' Pure Chocolate 10 lb. blocks	0 30
Vanilla choc. sticks, per gross	1 0c
do do per doz	12 25
Gibson's Icina, 1 lb (24 lbs in case) do do 1/2 lb	1 25

Packed, chocolate, pink or white assorted, or if required, any kind separate.	
CLOTHES PINS.	
5 gross, per box	0 75
4 gross, "	0 85
6 gross, "	1 20

## CHAS. BECKH & SONS, per box

5 gross, single & 10 box lots	0 75	0 80
Star, 4 doz. in package	0 85	
" " 6 " "	1 25	
" " 4 " " cotton bags	0 90	

## COFFEE.

GREEN		c. per lb
Mocha	28, 33	
Old Government Java	27, 32	
Bio	17, 20	
Plantation Ceylon	29, 31	
Porto Rico	24, 26	
Guatemala	22, 23	
Jamaica	24, 28	
Maracaibo	24, 28	

WHOLE ROASTED OR PURE GROUND		ELLIS & KEIGHLEY'S
c. per lb		
Java	33, 34	
Java and Mocha	34, 36	
Plantation Ceylon	35	

Arabian Mocha		c. per lb
Santos	28, 28	
English Breakfast	16, 24	
Royal Dandelion in 1 lb tins	26	

TODHUNTER, MITCHELL & CO.'S	
Excelsior Blend	33
Our Own	31
Laguayra	23
Mocha and Java	32, 33
Java, Standard	33
Old Government	30, 32
Arabian Mocha	36
Santos	28

J. W. COWAN & CO.	
Standard Java in sealed tins, 25 and 50 lbs.	30
Standard Imperial in sealed tins, 25 and 50 lbs.	32
Standard Blend in sealed tins, 25 and 50 lbs.	33
Ground, in tins, 5, 10, 15 and 25 lbs	20 30
Say's Parisien, in 1/2 and 1 lb tins	30

## DRUGS AND CHEMICALS.

Alum	lb \$0 02	\$0 03
Blue Vitriol	0 06	0 07
Brimstone	0 03	0 03 1/2
Borax	0 12	0 14
Camphor	0 65	0 75
Carbolic Acid	0 30	0 70
Castor Oil	0 10	0 11
Cream Tartar	0 30	0 31
Epsom Salts	0 01	0 02
Paris Green	0 15	0 17
Extract Logwood, bulk boxes	0 13	1 14
Gentian	0 15	0 17
Glycerine, per lb	0 17	0 20
Hellebore	0 16	0 17
Iodine	5 50	6 00
Insect Powder	0 30	0 35
Saltpetre	0 08	0 09
Soda Bicarb, per keg	2 50	2 75
Sal Soda	1 00	1 25
Madder	0 12	1 00

**Cleveland's Baking Powder** yields best profit to the grocer, and is of such a superior quality that a customer gained is always retained.

Prices current, continued—

DURABLE PAILS AND TUBS

WM. CANE & SONS, MANUFACTURING CO  
NEWMARKET.

Per doz.	
Steel hoops, painted and grain'd	2 90
Brass hoops, oiled and varnish.	3 25
No 1 tubs.....	9 50
No 2 ".....	8 50
No 3 ".....	7 50

EXTRACTS.

Dalley's Fine Gold, No. 8, p. doz.	\$0 75
" " " " 1 1/2 oz.	1 25
" " " " 2, 2 oz.	1 75
" " " " 3, 3 oz.	2 00

FIRE LIGHTER.

"Star" Fire Lighter, per gross	\$1 70
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FLUID BEEF.

JOHNSTON'S, MONTREAL.

per doz	
Cases, No. 1, 2 oz tins	\$2 75
" " " " 4 oz tins	4 50
" " " " 8 oz tins	8 00
" " " " 1 lb tins	12 60
" " " " 2 lb tins	25 00

FRUITS.

FOREIGN.

	c. per lb
Currants, Provincial, bbls.	5 6
" " " " cases	6 6
" Filistras, bbls	6 6
" " " " cases	6 6
" Patras, bbls.	6 7
" " " " cases	7 7 1/2
" Vostizzas, cases.	7 9 1/2
" " " " cases	8 1/2
" 5-crown Excelsior (cases)	9 10
" " " " case	9 1/2
Dates, Persian, boxes,	5 6
Figs, Elemes, 1 doz., per box	9
" " " " 10 lb boxes	11 1/2
" " " " 20-lb	12 1/2
" " " " Seven-Crown	16 1/2
Prunes, Bosnia, casks	5 5 1/2
" " " " cases, new	6 1/2
Raisins, Valencia, offstalk	3 4
" " " " New offstalk	5 6
Selected.....	7 8
Layers.....	7 8
Raisins, Sultanas.....	9 13
" " " " Elemes	.....
" " " " Malaga:	.....
London layers.....	2 25
Loose muscatels.....	2 20
Imperial cabinets.....	2 75
Connoisseur clusters.....	3 50
Extra dessert ".....	4 25
" " " " qrs.	1 25
Royal clusters.....	5 00
Fancy Vega boxes.....	6 75
Black baskets.....	3 50
" " " " qrs.....	1 10
Blue.....	4 00
Fine Dehesas.....	5 40
" " " " qrs.....	1 80

Lemons, Messinas.....	3 50	4 50
" " " " Palermo.....	3 50	4 50
Oranges, Floridas.....	2 60	3 25
Valencias.....	3 75	4 25

DOMESTIC.

Apples, Dried, per lb.....	0 04	0 05
do Evaporated.....	0 07	0 08

FISH.

Oysters, per gallon.....	1 25	1 30
" " select, per gallon	1 60	1 70
Pickarel.....per lb	.....	0 06
Pike.....do	0 04 1/2	.....
White fish.....do	0 07 1/2	.....
Manitoba White fish do	0 08	.....
Salmon Trout.....do	0 07	0 08
Lake herring.....do	0 04	.....
Pickled and Salt Fish:	.....	.....
Labrador herring, p.bbl	6 00	6 25
Shore herring.....	5 00	5 00
Salmon trout, per 1/2 bbl	5 50	5 50
White Fish, 1/2 bbl.....	5 50	5 75
Dried Fish:	.....	.....
Codfish, per quintal.....	5 25	5 75
" " cases.....	5 00	5 50
Boneless fish.....per lb	.....	0 04 1/2
Boneless cod.....	0 06 1/2	0 08
Smoked Fish:	.....	.....
Finnan Haddies, per lb	0 07 1/2	0 08 1/2
Bloaters.....per box	1 00	2 25
Digby herring.....	0 15	.....
Sea Fish: Haddock per lb	0 05	.....
Cod.....	0 07 1/2	.....
R.C. salmon.....	0 13	.....
Market Cod.....	0 04 1/2	.....
Flounders.....	0 05	.....
Smelts.....	0 05	0 07
Mackerel.....	0 05	0 09

GRAIN.

Wheat, Fall, No. 2.....	0 93	0 94
" " " " Red Winter, No 2	0 93	0 94
Wheat, Spring, No 2.....	0 92	0 93
" " " " Man Hard, No 1.....	1 02	1 03
" " " " No 2.....	1 00	.....
" " " " No 3.....	0 93	.....
Oats, No 2, per 34 lbs	32 1/2	33 1/2
Barley, No 1, per 48 lbs.	56	57
" " " " No 2 extra.....	51	52
" " " " No 3.....	48	49
Rye.....	83	85
Peas.....	62	63
Corn.....	50	52

HAY & STRAW.

Hay, Pressed, "on track	11 50	12 00
Straw Pressed,"	6 00	6 50

HARDWARE, PAINTS AND

OILS.

CUT NAILS, from Toronto	.....	.....
50 to 60 dy basis.....	2 30	.....
40 dy.....	2 35	.....
30 dy.....	2 40	.....
20, 15 and 12 dy.....	2 45	.....
10 dy.....	2 50	.....
8 and 9 dy.....	2 55	.....
6 and 7 dy.....	2 70	.....
5 dy.....	2 90	.....
4 dy A P.....	2 90	.....
3 dy A P.....	3 30	.....
4 dy C P.....	2 80	.....
3 dy C P.....	3 20	.....

HORSE NAILS:

"C" 60 and 5 per cent. from list.	.....	.....
HORSE SHOES:	.....	.....
From Toronto, per keg	3 70	.....

SCREWS: Wood—

Flat head iron 7 1/2 p.c. dis	.....	.....
Round " " " 7 1/2 p.c. dis.	.....	.....
Flat head brass 7 1/2 p.c. dis.	.....	.....
Round head brass 7 1/2 p.c.	.....	.....

WINDOW GLASS: [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.]

1st break (25 in and under).....	1 40
2nd " (26 to 40 inches).....	1 55
3rd " (41 to 50 " ).....	3 40
4th " (51 to 60 " ).....	3 70
5th " (61 to 70 " ).....	4 00

ROPE: Manila.....	0 12 1/2
Sisal.....	0 10 1/2
New Zealand.....	0 08 1/2

AXES: Per box, \$6 to \$12.

SHOT: Canadian, dis. 7 1/4 per cent.

HINGES: Heavy T and strap .....	0 4 1/2	0 5
" " Screw, hook & strap.....	0 3 1/2	0 4 1/2

WHITE LEAD: Pure Ass'n guarantee ground in oil.	.....	.....
25 lb. irons.....per lb	5 1/2	5 1/2
No. 1.....	5	5
No. 2.....	4 1/2	4 1/2
No. 3.....	4	4

TURPENTINE: Selected packages, per gal	0 54	0 55
LINSEED OIL per gal, raw	0 56	0 58
" " " " Boiled, per gal.....	0 59	0 61
GLUE: Common, per lb	0 10	0 11

INDURATED FIBRE WARE.

1/2 pail, 6 qt.....	\$4 00
Star Standard, 12 qt.....	4 50
Milk, 14 qt.....	5 50
Round botomed fire pail, 14 qt.	5 50
Tuba, No. 1.....	15 50
" " " " No. 2.....	13 25
" " " " No. 3.....	11 00
Nests of 3.....	3 40
Keelers No. 1.....	10 00
" " " " No. 2.....	9 00
" " " " No. 3.....	8 00
" " " " No. 4.....	7 00
Milk pans.....	3 25
Wash Basins, flat bottoms.....	3 25
" " " " round.....	3 50
Handy dish.....	3 75
Water Closet Tanks.....	18 00

JAMS AND JELLIES.

DELHI CANNING

Jams assorted, extra fine, 1's.	2 35
Jellies, extra fine 1's.....	2 25

TORONTO BISCUIT & CONFECTIONERY CO

Per lb

Jams, absolutely pure—apple.....	30 06
Family.....	0 07
Black and Red currant, Rasp berry, Strawberry, Peach and Gooseberry per lb.....	0 12
Plum.....	0 10
Jellies—pure—all kinds.....	0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.	.....
Marmalade—orange.....	0 12

LARD.

"FAIRBANK'S" REFINED COMPOUND.

In Butter Tubs.....	0 08 1/2
Fancy ".....	0 09
3-hoop pails.....	0 09
60 lb. cases of 3 lb., 5 lb., and 10 lb. tins, per lb.....	0 10

LICORICE.

YOUNG & SMYLLIE'S LIST.

5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box	1 25
" Ringed" 5 lb boxes, per lb.....	0 40
"Acme" Pellets, 5 lb cans, per can	2 00
"Acme" Pellets, Fancy boxes (30s) per box.....	1 50
"Acme" Pellets, Fancy paper boxes, per box (40s).....	1 25
Tar Licorice and Tolu Wafers, 5 lb cans per can.....	2 00
Licorice Lozenges, 5 lb glass jars.....	1 75
Licorice Lozenges 5 lb cans.....	1 50
"Purity" Licorice, 200 sticks " 100 ".....	0 72 1/2
Imitation Calabria, 5 lb bxs per lb.....	0 25

MINCE MEAT.

BRYANT, GIBSON & CO.—TORONTO.  
Mince Meat, 1/2 gal glass jars, \$9 50  
Ditto 25 and 40 lb pails, per lb. 12 1/4 c

J. H. WETHEY'S—ST. CATHARINES

Condensed, per gross, net.... \$12 00

MUSTARD.

ELLIS & REIGHLEY'S. cts

Durham, Fine, in 1/2 and 1 lb tins per lb.....	25
" " Fine, in 1 lb jars.....	29
" " Fine, in 4 lb jars.....	70
" " Ex Sup. in bulk, per lb	30
" " Superior, in bulk, p. lb	20
" " Fine, " " "	15

COLMAN'S AND KEEN'S'

In 4 lb jars.....	75
In 1 lb jars.....	25
D. S. F., in tins, per lb.....	41
" " in 1/2 lb tins.....	42
" " in 1/4 lb tins, per lb.....	44
D. F. in 1/2 lb tins, per lb.....	26
" " in 1/4 lb tins, per lb.....	28

NUTS.

per lb

Almonds, Ivica.....	14 15
" " Tarragona.....	13 15
" " Fornigotta.....	13 14
Almonds, Shelled Valencias	28 30
" " " " Jordan.....	40 45
" " " " Canary.....	28 30
Brazil.....	10 12 1/2
Cocoanuts, per 100.....	6 00
Filberts, Sicily.....	10 1/2
Pecans.....	11 15
Peanuts, roasted.....	11 13
" " green.....	9 10
Walnuts, Grenoble.....	14 15
" " " " Bordeaux.....	10 11
" " " " Naples, cases.....	.....
" " Marbots.....	12 13
" " " " Chilis.....	12 13

# BUTTER CRACKERS.

LOOSE, OR IN 3 POUND BOXES.

They are very nice for Lunch, Tea, etc. Plain, Fresh, Crisp, easily digested. Retail, 25c. per Box.

Put up in Cases of 12 and 24. TRY THEM.

## THE TORONTO BISCUIT AND CONFECTIONERY CO.,

7 Front St. East, Toronto.

Telephone 528.

GENO. W. BOOTH,  
HENRY C. FORTIER,  
CHARLES J. PETER.



Prices current, continued.

**"OUR NATIONAL FOODS."**

	pkg.	doz
Desiccated Wheat.....	4 lb.	\$2 25
" Rolled Oats.....	4 "	2 25
Snow Flake Barley.....	3 "	2 25
Desiccated Rolled Wheat.....	3 "	2 25
Buckwheat Flour, S. R.....	5 "	2 25
Prepared Pea Flour.....	2 1/2 "	2 00
Baravens Milk Food.....	1 "	2 50
Patent Prepared Barley 1.....	1 "	2 50
Patent Prepared Groats 1.....	1 "	3 00
Gluten Flour.....	4 lb.	3 00
Farina, very choice.....	1 1/4 lb.	1 40

**PETROLEUM.**

	Imp. gal.	
F. O. B. Toronto.....		\$0 15
Canadian.....		0 17
Carbon Safety.....	0 27	0 18
Canadian Water White.....	0 20	0 22
Amer'n Prime White.....	0 23	0 23
" Water White.....	0 24	0 25
Petroleum.....	0 27	0 00

**PICKLES & SAUCES.**

BRYANT, GIBSON & CO'S. TORONTO

**PICKLES.**

John Bull, mixed in bulk.....	\$0 45
" Chow Pickle, in bulk.....	0 50
" mixed and Chow Chow.....	1 90
" mixed and Chow Chow.....	2 15
John Bull, mixed and Chow.....	3 40
John Bull, mixed and Chow.....	1 90
Chow, 16 gal.....	2 20
Horse Radish, bottles, per doz.....	2 20

**SAUCES.**

John Bull, kegs, per gal.....	1 25
" 1/2 pt bottles, per doz.....	1 00
" 1/4 pt bottles, per doz.....	1 00
(according to quantity) 90c. to.....	1 75
Devonshire Relish, kegs per gal.....	1 25
" 1/2 pt bottles.....	1 25
Niagara Tomato, kegs, per gal.....	1 25
" Reputed pts.....	2 25
Raspberry Vinegar, per doz.....	2 25
Raspberry Syrup and Vinegar.....	2 25
Terry's Candied Peels.....	c. p. peel
Lemon, 7 lb. boxes.....	
Orange, ".....	
Citron, ".....	

LEA & PERRIN'S. per doz.

Worcester Sauce, 1/2 pts.....	\$3 60	\$3 75
" pints.....	6 25	6 50

LAZENBY & SONS

	Per doz
Pickles, all kinds, pints.....	3 25
" " quarts.....	6 00
Harvey Sauce—genuine—hlf. pts.....	3
Mushroom Catsup.....	2 25
Anchovy Sauce.....	3 25

**PRODUCE.**

**DAIRY.**

	Per lb
Butter, creamery, rolls.....	\$0 25
" tub.....	0 24
" dairy, tubs, choice.....	0 15
" " medium.....	0 12
" low grades to com.....	0 10
Butter, pound rolls.....	0 17
" large rolls.....	0 15
" store crocks.....	0 15
Cheese.....	0 11 1/2

**COUNTRY**

Eggs, fresh, per doz.....	0 18	0 20
" limer.....	0 14	0 15
Beans.....	1 15	1 30
Onions, per bbl.....	2 50	
Potatoes, per bag.....	0 35	0 50
Hops, 1890 crop.....	0 11	0 13
" 1891.....	0 18	0 25
Honey, extracted.....	0 07	0 08
" section.....	0 12	0 16

**PROVISIONS.**

Bacon, long clear, p lb.....	0 08
Pork, mess, p. bbl.....	13 50
" short cut.....	16 00
Hams, smoked, per lb.....	0 10 1/2
" pickled.....	0 09 1/2
Bellies.....	0 10
Rolls.....	0 08 1/2
Backs.....	0 10 1/2
Lard, Canadian, per lb.....	0 05 1/2
Hogs.....	5 00
Tallow, refined, per lb.....	0 05
" rough.....	0 02

**RICE, ETC.**

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

**SPICES.**

**GROUND.**

	Per lb.
Pepper, black, pure.....	\$0 12 1/2
" fine to superior.....	10 15
" white, pure.....	20 28
" fine to choice.....	20 25
Ginger, Jamaica, pure.....	25 27
" African.....	18
Cassia, fine to pure.....	18 25
Cloves.....	14 25
Allspice, choice to pure.....	12 15
Cayenne.....	30 35
Nutmegs, ".....	75 1 20
Mace, ".....	1 00 1 25
Mixed Spice, choice to pure.....	30 35
Cream of Tartar, fine to pure.....	25 37

**STARCH.**

EDWARDSBURG STARCH CO. LIMITED, MONTREAL. c. per lb.

No. 1 White, 4 lb cartons.....	4 1/2
Canada Laundry.....	3 1/2
Silver Gloss, crates, 6 lb. boxes.....	6
Silver Gloss, 1 lb chromos.....	6
Satin, Starch 1 lb chromos.....	6 1/2
No 1 White, barrels & halves.....	4 1/2
Benson's Canada Prepared Corn.....	6
Canada Corn.....	6
Rice Starch, 1 lb.....	8 1/2

**BRITISH AMERICA STARCH CO BRANTFORD.**

1st quality white, 3 lb. cartons.....	4 1/2
Lily White gloss, crates.....	6
Brantford gloss, 1 lb.....	6 1/2
Lily White gloss, 1 lb chromo.....	6
Canada Laundry, Boxes.....	3 1/2
Pure Prepared corn.....	6
Challenge Corn.....	6
Rice Starch, fancy cartons.....	8 1/2
" cubes.....	7

**KINGSFORDS OSWEGO STARCH.**

**Pure Starch—**

40-lb boxes, 1, 2 and 4 lb pack'g's.....	8
36-lb " 3 lb. packages.....	8
12-lb ".....	8 1/2
38 to 45-lb boxes.....	8

**Silver Gloss Starch—**

40-lb boxes, 1, 2 and 4 lb pack'g's.....	9
40-lb " 1 lb. package.....	9 1/2
40-lb " 1/2 lb.....	10
40-lb " assorted 1/2 and 1 lbs.....	9 1/2
6-lb " sliding covers.....	9 1/2
38 to 45 lb boxes.....	9

**Oswego Corn Starch—for Puddings, Custards, etc.—**

40-lb boxes, 1 lb packages.....	8 1/2
20-lb ".....	8 1/2

**ST. LAWRENCE STARCH CO'S**

**Culinary Starches—**

St. Lawrence corn starch.....	6 1/2
Durham corn starch.....	6

**Laundry Starches—**

No. 1, White, 4 lb. Cartons.....	4 1/2
" " Bbls.....	4 1/2
" " Kegs.....	4 1/2
Canada Laundry.....	3 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers.....	6
Ivory Gloss, fancy picture, 1 lb packs.....	6
Patent Starch, fancy picture, 1 lb. cartons.....	6 1/2
Ivory Starch in cases of 40 packages.....	\$3 00

**SUGAR.** c. per lb

Granulated, cane 15 bbls or over.....	4 1/2
Paris Lump, bbls and 100 lb. bxs.....	5 1/2
" " 50 lb. boxes.....	5 1/2
Extra Ground, bbls.....	5 1/2
" " less than a bbl.....	5 1/2
Powdered, bbls.....	4 1/2
" less than a bbl.....	4 1/2
Extra bright refined.....	4 1/2
Bright Yellow.....	4 1/2
Medium.....	4 1/2
Brown.....	3 50

# KINGSFORD'S

# OSWEGO

# STARCH



PURE AND SILVER GLOSS CORN STARCH

FOR THE LAUNDRY FOR THE TABLE

THE STANDARD OF EXCELLENCE ABSOLUTELY PURE

FOR SALE BY ALL LEADING JOBBERS IN CANADA

T. KINGSFORD & SON.

OSWEGO, N.Y.

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(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,  
TORONTO

## HEALTH IS WEALTH.



Health seekers travel far to mountains, lakes, seas and springs, but of all the famous waters to thoroughly cleanse the body of health-destrorying impurities, to make the joints supple and make the muscles and frame firm, and cause one to feel fresh life trickling through the veins, give me St. Leon Mineral Water. — I. Bliss, Compton, P. Q.

For particulars apply  
St. Leon Mineral Water Co., Ltd.,  
Head Office, 101 1/4 King St. W. Toronto.  
BRANCH—Tidy's Flower Depot, 184 Yonge St.

## To DRESS WINDOWS it takes panes

Catches with the Public. Catches New Trade. Catches You as an Advertiser "Do You Catch On!" This is a book, 300 PAGES, that serves as a guide to dress your windows, of 250 pages and 150 illustrations, devoted to every line of business. Price, Post Paid, \$1.50.  
GIVEN AWAY FREE. To every purchaser a Twenty-Five page illustrated novelty pamphlet devoted to store windows and decorating.  
HARRY HARMAN, P. O. Box 113, Louisville, Ky.

## We Please Them All!

We deduct from prices the cost of traveling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery, Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry, and a great variety of Show Case Goods. Send for catalogue.  
THE SUPPLY CO., Niagara Falls, Ont.

Prices current, continued—

SALT.	
Bbl salt, car lots	1 20
Coarse, car lots, F.O.B.	0 70
" small lots	0 85
Dairy, car lots, F.O.B.	1 25
" small lots	1 50
" quarter-sacks	0 45
Common, fine car lots	0 80
" small lots	0 95
Rock salt, per ton	15 00
Liverpool coarse	0 75

SYRUPS AND MOLASSES.	
SYRUPS.	
D	24 24
M	24 24
B	24 24
V.B.	24 24
E.V.B.	24 24
E. Superior	24 3
XX	24 3
XXX	24 3
MOLASSES.	
Trinidad, in puncheons	0 35
" bbls	0 38
" 1/2 bbls	0 40
New Orleans, in bbls	0 30
Porto Rico, hds	0 38
" barrels	0 42
" 1/2 barrels	0 44

SOAP.	
Ivory Bar, 1 lb. bars	per lb 5 1/2
Do. 2, 6-16 and 3 lb bars	" 5
Primrose, 4 lb bars, wax W	" 4 1/2
" 1	" 4 1/2
John A. cake, wax W, per doz	42
Mayflower, cake	42
Gem, 3 lb bars per lb	3 1/2
" 13 oz, 1 and 2 lb. bars	3 1/2
Queen's Laundry, per bar	5 1/2
Pride of Kitchen, per box	2 75
Sapolio, 1 gross boxes	3 25
" per gross, net cash	12 00
MORSE'S SOAPS.	
Mikado (wrapped)	Per lb 0 04
Eclipse	0 04
Stanley Bar	0 04
Defiance	0 04
Toronto, 12 oz.	Per doz 0 50
Ruby, 10 oz	" 0 30
Monster, 8 oz	" 0 24
Detroit, 14 oz	" 0 48
Lily White	" 0 30
Everyday	" 0 30
Queen City, 14 oz	" 0 72

MOTTLED IN 5 BOX LOTS, 100 BARS.	
Mottled in 5 box lots, 100 bars	5 00
" 60 bars	3 00
Floater (boxes free)	6 50
Electric	2 75
Hard Water Electric	2 50
Royal Laundry	3 25
Octagon	4 00
Per doz	
Royal Magnum	0 25
" 25 doz per box	0 20
Anchor, Assorted	0 10
" Castile	0 50
Morse's Assorted	0 45
Morse's Rose	0 45
" Windsor	0 45
" Castile	0 45
Bouquet, paper and wood	0 80
Prize Magnum, White Castile	0 72
" Honey	0 72
" Glycerine	0 72
" Oatmeal	0 72
Per box	
Sweet Briar	0 85
Extra Perfume	0 55
Old Brown Windsor Squares	0 30

White Lavender	1 00
White Castile Bars	0 85
White Oatmeal	0 85
Persian Boquet, paper	2 50
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood	0 40
Hellotrope paper	1 50
Barnation	0 60
Boca Boquet	0 60
Cocoa Castile	0 40
Arcadian	0 45
New Arcadian, per gross	4 25
Ocean Boquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 00
Magnolia	1 20
Oatmeal	0 85
Unscented Glycerine	0 90
Grey Oatmeal	0 60
Plain Honey	0 70
Plain Glycerine	0 70
Plain Windsor	0 70
Fine Bouquet	1 00
Morse's Toilet Balls	0 80
Turkish Bath	0 60
Infants' Delight	1 20

PEAS.	
CHINA GREENS.	
Gunpowder—	per lb
Cases, extra firsts	42 50
Half chests, ordinary firsts	22 38
Young Hyson—	
Cases, sifted, extra firsts	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts	22 38
" seconds	17 19
" thirds	15 17
" common	11 14
PING SUEYS.	
Young Hyson—	
Half chests, firsts	28 32
" seconds	16 19
Half Boxes, firsts	28 32
" seconds	16 19
JAPAN.	
Half Chests—	
Choicest	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	19 20
Good common	16 18
Common	12 15
Nagasaki, 1/2 chests Pekoe	15 22
" Oolong	14 15
" Gunpowder	16 19
" Siftings	5 9

TOBACCO AND CIGARS.	
British Consols, 4's; bright twist,	67c
" 5's; Twin Gold Bar, 8's	64
Ingots, rough and ready, 7's	64
Laurel, 8's	57
Brier, 7's	55
Index, 7's	50
Honeyuckle, 7's	58
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette and Lovely, 12's	50
Prince of Wales, in caddies	51
" in 75 lb boxes	51
Bright Smoking Plug Myrtle, T & B, 3's	60

Lily, 7's	55
Diamond Solace, 12's	50
Mvrtle Cut Smoking, 1 lb tins	70
" 1 lb pg, 6 lb boxes	70
" 5 lb boxes	70
GLOBE TOBACCO COMPANY.	
CUT SMOKING TOBACCO.	
The Old Flag, 1/2 lb. in 5 lb boxes	70c
" 1 lb. Fancy Tins	70c
" 1 lb. 5 lb boxes	41c
" 1-5, 6 lb boxes	70c
" 1-10, 5	80c
" 1 fancy tins	70c
" 1	41c
" 1 glass jars	77c
Hand Made, 1-5, 6 lb boxes	65c
" 1 6	68c
" 1 fancy tins	68c
" 1	40c
" 1 glass jars	75c

GRANULATED SMOKING TOBACCO:	
Uncle Tom, 1-5, 6 lb boxes	45c
" 1-10, 6 lb	45c
LONG CUT SMOKING TOBACCO.	
Wig Wag, 1/2, 6 lb boxes	41c
" 1-5, 6 lb	43c
" 1-10, 6 lb	45c
FINE CUT CHEWING TOBACCO.	
Golden Thread, 5 & 10 lb pails	95c
Globe, -	90c
Victoria, -	75c
High Court, -	70c
Jersey Lilly, -	65c
Golden Thread 16 " Foil in, 1-1/2 gro boxes, per gross	9 05
Solace 1-16 " Foil in 1/2 gro. boxes, per gross	6 05
CIGARS—S. DAVIS & SONS, Montreal.	
Sizes.	Per M
Maere E' Hijo, Lord Landsdown	\$60 00
" Panetelas	60 00
" Bouquet	60 00
" Perfectos	85 00
" Longfellow	85 00
" Reina Victoria	80 00
" Pins	55 00
El Padre, Reina Victoria	55 00
" Reina Vict., Especial	50 00
" Conchas de Regalia	50 00
" Bouquet	55 00
" Pins	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
" Queens	29 00
Cigarettes, all Tobacco—	
Cable	7 00
El Padre	11 00
Mauricio	15 00

DOMINION CUT TOBACCO WORKS, MONTREAL.	
CIGARETTES.	
Athlete	Per M \$7 50
Puritan	6 25
Sultans	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
The Holder	3 85
Hyde Park	10 50
CUT TOBACCOES.	
Puritan, tenths, 5 lb boxes	74
Old Chum, ninths, 5 lb box	71
Old Virgin, 1-10 lb pkg., 10 lb boxes	62
Gold Block, ninths, 5 lb boxes	73
CIGARETTE TOBACCO.	
B. C. N. 1, 1-10, 5 lb boxes	88
Puritan, 1-10, 5 lb boxes	85
Athlete, per lb	1 15
Hyde Park	10 50

VINEGAR.	
A. HAAZ & CO.	
XX, W.W.	0 21
XXX, W.W.	0 25
Honey Dew	0 30
Pickling	0 30
Maltng	0 45
THE BADGEROW DIXON VINEGAR CO.	
French Bordeaux	per gal 0 34
Tarragona	" 0 32
Triple	" 0 30
Fruit Vinegar	" 0 27
Pickling	" 0 28
XXX	" 0 25
Extra XX	" 0 22
XX	" 0 20
X	" 0 16
Cider Vinegar	0 16 to 0 25
Honey Vinegar	0 25
Eng. Malt Vinegar	0 50 to 0 60
Bottled Malt Vinegar, qts.	2 00
Methylated Spirits	2 00 to 2 25

WOODEN WARE, per doz.	
Pails, 2 hoop, clear	No. 1. \$1 70
" 3	" 1 90
Pails, 2 hoops, clear	No. 2. \$1 60
" 3	" 1 80
" 3 painted	" 1 80
Tubs, No. 0	9 50
" 1	8 00
" 2	7 00
" 3	6 00
Washboards, Globe	\$1 90
" Water Witch	1 40
" Northern Queen	2 25
" Planet	1 70
" Waverly	1 60
" X X	1 50
" X	1 30
" Single Crescent	1 85
" Double	2 75
" Jubilee	2 25
" Globe Improved	1 90
" Quick and Easy	1 80
" World	1 75
" Rattler	1 30
per case.	
Matches, 5 case lots. Single cases	
Parlor	1 70 \$1 75
Telephone	3 90 4 00
Telegraph	4 10 4 20
Safety	4 30 4 30
French	3 50 3 75
Railroad (10 gro. in case)	
" Single case and under 5c	\$4 00
" 5 cases and under 10 cases	3 90
" Steamship (10 gro. in case)	
" Single case and under 5c	3 80
" 5 cases and under 10 cases	3 70
per doz.	
Mops and Handles, comb.	1 25
Butter tubs	\$1 60 \$3 20
Butter Bowls, crates ast'd	3 60

WASHING COMPOUND.	
Housekeeper's Quick-Washing Compound	
Washing per case	
5c pkgs 100 in case	3 50
10c " 60 in case	4 00
YEAST.	
BARM MFG. CO.	
3 doz. 5c. packages, in boxes	1 00
3 doz. 10c.	1 95
1 1/2 " 10c. and 3 doz. 5c. packages in assorted boxes	2 00

BREADMAKER'S	
per box	
5c packages, 36 in box	1 00
2c " 45 in box	0 50

— THE —  
**ST. LAWRENCE SUGAR REFINING CO'S**  
**GRANULATED**  
**AND YELLOWS**  
**AND SYRUPS**  
**ARE PURE.**

**: NO BLUEING :**

Material whatsoever is used in the manufacture of  
**OUR GRANULATED.**

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

Offer for sale all grades of REFINED SUGARS and SYRUPS of the well-known brand of

*Redpath*

**CERTIFICATES OF STRENGTH AND PURITY.**

OFFICE OF THE PUBLIC ANALYST,

MONTREAL, September 9th, 1887.

*To the Canada Sugar Refining Co., Montreal:*

GENTLEMEN,—I have personally taken samples from a large stock of your Granulated Sugar, "REDPATH" brand, and carefully tested them by the Polariscope, and I find these samples to be as near to absolute purity as can be obtained by any process of Sugar-Refining.

The test by the Polariscope showed in yesterday's yield 99.90 per cent. of Pure Cane Sugar, which may be considered commercially as ABSOLUTELY PURE SUGAR.

JOHN BAKER EDWARDS, P.L.D., D.C.L., F.C.S.,

*Public Analyst for the District of Montreal, and Professor of Chemistry.*

CHEMICAL LABORATORY, MEDICAL FACULTY, MCGILL UNIVERSITY.

MONTREAL, September 9th, 1887.

*To the Canada Sugar Refining Company:*

GENTLEMEN,—I have taken and tested a sample of your "EXTRA GRANULATED" Sugar, and find that it yielded 99.88 per cent. of Pure Sugar. It is practically as pure and good a Sugar as can be manufactured.

Yours truly,

G. P. GIRDWOOD,

# THE CANADIAN GROCER



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



## BAR-LOCK TYPE WRITER.

The Best Machine on the Market.

Secures visible writing, permanent alignment, automatic paper feed and ribbon reverse, great speed and manifold power, with easy manipulation and control of machine, etc.

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AGENT FOR  
**TORONTO AND WESTERN ONTARIO,**  
TELEPHONE 181.  
71 Adelaide St. E., Toronto.

## Chivèrs' Carpet Soap

For cleansing and restoring carpets. Warranted to take out grease or ink, and restore the colors. Likewise in all woolen fabrics

## Chivèrs' Disinfectant Cloth Soap

Will clean all kinds of cloth, removing grease, ink, etc., restoring the colors like new. For price, etc., address

**J. H. WALKER,**  
Alma, Ont.

## The British Columbia Fruit Canning and Coffee Co'y, Lt'd.

**VANCOUVER, B.C.**

Importers and Manufacturers of  
COFFEES, SPICES, MUSTARDS,  
CREAM TARTAR, BAKING POWDER, &c.  
FLAVORING EXTRACTS,  
CANDIED PEELS,  
JAMS, JELLIES, MARMALADES and  
CANNED FRUITS

## It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publication issued in the interests of their profession. They must do so to keep up with the times.

The same applies to grocers and general merchants. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A doctor reads much that he already knows, so does a lawyer. So does a number of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively grocery and general store paper is **THE CANADIAN GROCER** issued weekly, subscription price \$2.00 per year.

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## GROCER PUB. CO.,

6 Wellington St. W., Toronto.

## TRAVELLERS' GUIDE

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**LELAND HOTEL**  
Corner Hastings and Granville Streets, one block from Railway Station and Steamship dock.  
**Vancouver, B.C.**  
INSLEY & EDWARDS, Proprietors.

**THE SANITARIUM**  
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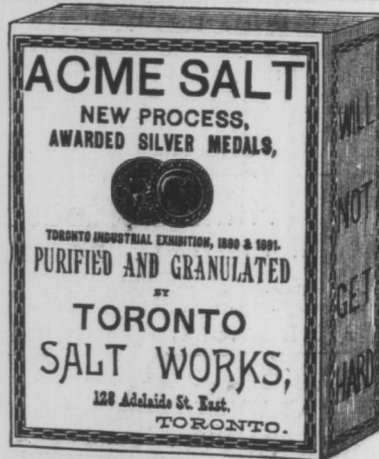
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