

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

THE CANADIAN GROCER
 & GENERAL STOREKEEPER

PUBLISHED WEEKLY
 \$200 PER YEAR

VOL. VII.

TORONTO, MARCH 3, 1893.

No. 9

Manufacturers by Special Warrant
 To Her Majesty THE QUEEN

COLMAN'S MUSTARD

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

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS
 INTERNATIONAL HEALTH EXHIBITION LONDON 1884

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

TO THE COURT OF HOLLAND AND THE KING OF ITALY
 PURVEYORS TO HER HIGHNESS THE PRINCESS OF WALES

1878
 CROSS OF THE LEGION OF HONOUR

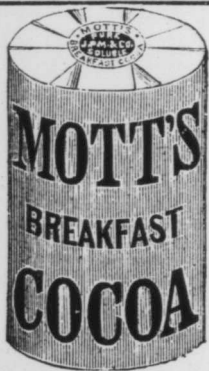
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 WHOLESALE GROCER
 —FOR—
 RAILROAD AND STEAMSHIP
MATCHES

GUARANTEED
 Second to None.

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

PURE



SOLUBLE

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

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

Dont fail to handle

THE CELEBRATED IMPORTED

MENIER'S CHOCOLATE

ANNUAL SALES EXCEED 33 MILLION LBS.

TO HAVE IT ADVERTISED
 FREE & FREELY

IN YOUR OWN NAME AMONGST
 YOUR CUSTOMERS WRITE TO:
 G. ALFRED GHOULLOU AGENT MONTREAL.

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

FINE GOODS OUR SPECIALTY

MUNGO CIGARS, EXCEPTIONALLY FINE.

MADRE E' HIJO (7 SIZES)

EL PADRE AND CABLE.

THE CANADIAN GROCER

The McKay Milling Co., Ltd.,

OTTAWA,

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

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

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

MUNN'S FAMOUS BONELESS CODFISH.

NEW and GENUINE.
NOW ARRIVING.

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

MUNN'S BONELESS CODFISH.

Packed in 100 lb. Boxes, Whole Fish.

Delightful thick Codfish Steak.

Orders can be filled at short notice after this.

STEWART, MUNN & CO., Montreal.

THE CANADA MEAT PACKING CO.,

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BEEF AND PORK PACKERS,

Curers of the Celebrated C.M.P Brand of Smoked Meat, Sugar cured
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Compressed Corned Beef. Ox and Lunch Tongue
Pure Lard a Specialty.

WRITE FOR QUOTATIONS.

FRESH FISH - - : : Splendid Stock

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

Orders Promptly Filled.
D. W. PORT & CO.,
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Condensed Mince Meat.

Delicious Mince Pies
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Handled by retailer
as shell or counter
goods. No waste.
Gives general satis-
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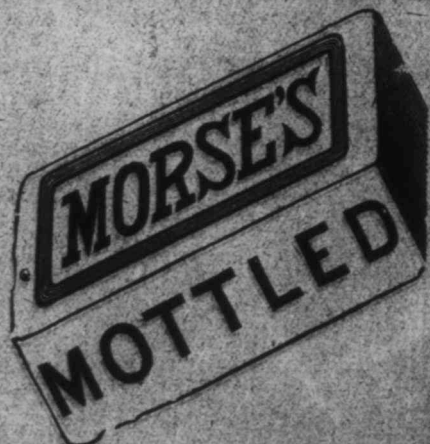
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The best and cheapest
Mince Meat on
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Our Stock of Spices, Coffees, Extracts and Baking Powders . . . Is Complete . . .

French Mustard, Catsup and Fruit Relish. The finest
goods on the market. Try a Case.

GORMAN, ECKERT & Co. - London,
Ont.

The New Era Pattern



AS the year 1893 marks a new era in the Glass Trade, with its improved facilities for producing better and cheaper goods than heretofore, and being always on the alert studying the requirements of our customers and the growing demand for cheaper, yet serviceable goods, we have much pleasure in offering our patrons

= THE NEW ERA GLASS =

at prices that speak for themselves the best value in the market.

For the convenience of ordering a sample lot, thus avoiding over-stocking, we have had "THE NEW ERA GLASS" put up in small assorted cases (no extra charge for package) containing thirty-nine pieces as follows:

- $\frac{1}{4}$ Doz. Large Table Sets (Sugar, Butter, Cream and Spoon-Holder).
- $\frac{1}{2}$ " Half-Gallon Pitchers.
- $\frac{3}{4}$ " Fruit Bowls. High Foot.
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Each of these articles can be sold retail at 25 cents, and is an honest bargain at this figure.

Your customers want these goods and you cannot do without them if you want to keep abreast with the times, so don't let your neighbors get ahead of you but order at once, the goods will sell themselves. If you cannot order ten cases now, send for a sample package: we know you will soon want more.

JAMES A. SKINNER & CO.,

TORONTO:

IMPORTERS

VANCOUVER, B.C.:

54-56 Wellington St. W.

Hastings St.

New Goods constantly arriving. All enquiries and mail orders promptly attended to.

TELEPHONE 2898.

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

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

F. W. FEARMAN,
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FRY'S
 Pure Concentrated
COCOA.

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

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

The highest grade of Pure Cocoa manufactured.
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GENERAL AGENT

... AND ...

BROKER

CONSIGNMENTS SOLICITED.

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GROCCERS!

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

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

Imperial, Extra Fine.

Victoria, Fine.

Standard, Select.

Leader, Tipped.

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

CURLING BROOMS ON BAMBOO HANDLES OUR SPECIALTY.

Our best grades have separate Paper Cover on each Broom.

SEND FOR NEW PRICE LIST.

CHAS. BOECKH & SONS
 Manufacturers, TORONTO.



Pleases ...
 Everybody



Sold only in Cans by the Live
 Wholesale and Retail
 Trade

and Manufactured by

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

COFFEE

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

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SPICE

67 Pearl Street, New York

THE HUNGERFORD CO.

MACHINERY

EDDY'S MATCHES

INDURATED FIBRE WARE.

TO THE... THERE IS A GREAT SAVING IN FREIGHT & STORAGE.

EDDY CAN TELL YOU WOODEN WARE WASHBOARDS.

PAPER

TEA TOILET TISSUE WRAPPING

Factories :--Hull, Que.

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No. 9

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

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

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Excessive taxation seems to be the bane of Montreal merchants. The Province of Quebec is in the position of a stock company whose finances have become so depleted that repeated calls have to be made on the shareholders in order to keep the concern afloat. The Quebec Government finds itself at the moment with a \$300,000 shortage staring it in the face, and in order to provide for this it recently made a further call upon the business men of the Province in the shape of what is commonly termed a new tax. Under the prevailing condition of small margins the increased tax was bad enough, but when it is imagined that there is not an equal distribution of the burden it is made still more irksome. This is just how it is with the Montreal merchants. And it is their Quebec confreres who they claim are not bearing an equal share. If there is one thing more than another against which the ordinary everyday man revolts it is the carrying of more than his share of a burden. Of course if his partner in the undertaking happens to be decrepit or—well, his girl—it may be different. But that is an exception. It is the rule that is now being considered. And then the specific gravity of a financial burden is greater than that of any other kind. The Montreal men have held meetings, and some of them have affirmed by all that was earthly that they would

not pay the tax. But inexorable governments in search of money are not put off in this way; and so the better plan of sending a deputation to interview the Government at Quebec was decided upon. This deputation visited the provincial capital last week and urged Premier Taillon and Treasurer Hall to put them on an equal footing with the merchants of Quebec city as regards the new taxes. As far as the alleged anomaly between the merchants of the two cities was concerned Mr. Hall inferred that its presence was not apparent to him, and as for the taxes there was no alternative but for the Government to impose them, as the shortage of \$300,000 must be provided for. These taxes would consequently have to be paid, under protest if necessary. About all the solace that the deputation could get was an acknowledgement from the premier that the tax was too high, and that an effort would be made to lighten it another year.

Under the provisions of the reciprocity treaty between Canada and France, our canned lobsters will be admitted into that country free during the coming season. France is one of our best customers for lobsters, and the prospect of the larger trade which the removal of the duty tend will to stimulate is naturally a source of satisfaction to canners. At present she is our third largest customer for canned lobsters. Last year she took 776,520 pounds valued at \$134,944. The previous year the figures were 328,126 and \$59,946 respectively. Great Britain is our largest with 4,994,695 pounds valued at \$807,814 and the United States comes next with 4,253,016 pounds valued at \$680,477. Germany stands fourth, but she only took 113,160 pounds valued at \$17,915. The total lobster export to all countries for the year ending June 30,

1892, was 10,219,868 pounds valued at \$1,655,062. Compared with the totals of the previous year this is a decrease of 1,780,868 in weight and of \$96,688 in value, but this is more than accounted for by the falling off in the exports to the United States, that country having taken from us over \$2,600,000 worth less. Great Britain on the other hand took nearly half a million pounds more, and France, as already noted, increased her purchases appreciably. With a freer market in France and a growing trade with Great Britain, the prospects of the Canadian lobster canner are anything but dark.

An editorial which appeared in THE GROCER some three weeks ago regarding the advance in soap appears to have been much to the taste of certain trade journals. Anyhow a number of them reproduced it, but few of them deigned to give credit, and among the transgressors noticed is the Dominion Grocer.

Because the Quebec Legislature has struck lager beer from the list of beverages accounted as intoxicants it is no guarantee that the man who imbibes too freely of the liquid will not become inebriated. Of course it is the Ontario man we have in our mind at the moment. Environment may make all the difference in the world. And then lager beer in Quebec and lager beer in Ontario may be two different things.

An exchange offers some advice regarding "the nicest and most convenient way of serving watermelon." What Torontonians at the moment want to know most is how to serve up the water without the melon.

The list of foods and liquids that we are allowed to eat and drink in their natural

state is gradually becoming more limited. Those of us who live in Toronto are enjoined to cook city water at least seven minutes, on pain of contracting typhoid fever or some other equally dreaded disease. And people everywhere—that is in civilized countries—are urged to boil their milk because of the terrible tuberculosis germ that may be lurking therein. The London Lancet has just added another article to the list of goods that should be cooked before eating. And, strange to say, said article is nothing else than butter. The Lancet says that according to recent researches there were contained in one gramme of butter (as much as would go on the point of a knife) 2,465,555 micro-organisms from the centre of the pat, and as many as 47,250,000 on the outside. Just imagine taking into the system several millions of these microbes! But what the eye doesn't see the heart won't grieve over. There is that much satisfaction about it, anyhow. And then, too, the aforesaid experiment was probably made in Europe. "In fact," continues our authority, "in some cases it is tolerably certain that the number of organisms swallowed with a moderately large piece of bread and butter may exceed that of the whole population of Europe. Butter that had been kept in a refrigerator was also examined and showed a marked reduction in the number of bacteria (a pointer here for grocers who desire to keep their customers healthy) and the same result was also obtained by the addition of common salt. Samples of artificial butter, curiously enough, were invariably found to be much poorer in bacteria than ordinary butter; thus while the smallest number found in one gramme was 747,059, in real butter considerably over two million microbes was the minimum. Bacilli are evidently as partial to good butter as we mortals. Two varieties of bacilli were isolated and described, and inasmuch as they were found to be constantly present in butter it is thought they were probably specific micro-organisms of a non-pathogenic character, or, to put it in ordinary lay parlance, microbes of a character that may not create disease. "But," concludes the Lancet, "at any rate, it seems clear that butter as well as milk is capable of carrying and fostering organisms, and on this account it behooves us, under certain circumstances, to melt our butter to boiling point in addition to boiling the milk." Melted butter! Whew! It may be all right on fish, but on bread it is quite

another thing. This generation hasn't been raised that way. Try it on the next.

* * *

While on the bacilli line it might be just as well to mention that recent experiments in Europe have demonstrated that the cholera bacillus does not live beyond three hours in Pilsener, Patzenhofer or Munich beer, two hours in Berlin white beer, and five minutes in white wine, fifteen minutes in red wine and twenty minutes in cider. In boiled milk it succumbed in the tenth day. Coffee and tea infusions proved fatal in from two to four hours. The bacillus flourished in chocolate.

* * *

There are signs that the Ice King will soon release the firm grasp he has had on nature. The sun is getting stronger, the days longer, and somebody claims to have even seen the first spring robin. To the live grocer these things are a reminder that the period is swinging around when he should overhaul and take an inventory of his stock. During the winter months many articles have probably accumulated that it is not at all desirable that he should carry over. Some of them he is aware would spoil, and then he does not forget that every dollar's worth of goods carried over means just so much dormant capital. Losses from perishable goods or dormant capital are not to be cultivated at any time; in these days of keen competition they are to be studiously avoided. There are some people who are always to be caught with the bait of bargains. The wide awake grocer knows this, so he gathers together the odds and ends, and aided by a little judicious advertising, rapidly works off the undesirable stock. He is thus left with proportionally more money wherewith to secure new goods and additional space wherein to place them.

* * *

A well dressed window is something that every grocer or general merchant should aim at maintaining at all times and at all seasons. At the period when spring is evolving from the departing winter this is most desirable. In some stores winter appears to have put the goods in the window asleep as well as nature in the fields, forests and gardens. The time devoted to arranging the store window is never misspent. An attractive window catches nearly everybody. In spite of what anyone may say to the contrary, we are all more or less of an æsthetic turn of mind, and it is the pretty things that please

us. This characteristic is not confined to dress, architecture, painting, etc., but it includes the arrangement and display of goods in stores. This is seen in the way in which people gather day after day around the windows of certain merchants in particularly the larger towns and cities. These stores are known to practically every person in the respective towns who goes shopping. Some of them may not even know the name of the merchant who runs it, but they know the location of the store; and the ladies talk about it during their little tete-a-tetes. All this means so much advertising; and a business man needs all the advertising he can get these days.

* * *

A number of Halifax business men are asking the Dominion Government for an appropriation of \$10,000 for the development of the Canada-West India trade. In pursuance of this they have sent a copy of a pamphlet to each member of the House. If their desire is granted they promise as a result an increased trade between the two countries within the next two and a half years equal to \$2,500,000 annually, presuming that freight and the fiscal policy of Canada are favorable to a development of the trade. To secure the West India market has long been the ambition of Canada, but it has not been until during the last few years that anything really practical in the way of attempting to acquire it has been done. It will be remembered that the Minister of Finance made a trip to that part of the world two or three years ago with that end in view. Much fruit is yet to be seen as a result of this trip. The Jamaica exhibition did a good deal towards bringing about the desired state of affairs. The Canadian food products opened the eyes of the people of Jamaica, many of them, they confessed, were superior to what they were in the habit of getting from other sources. And the fact that Canada and the West Indies owed allegiance to the same flag was a further incentive for the two peoples to trade with each other. Unfortunately for Canada the United States got into the West Indian market to all intents and purposes before we had much more than thought of it. In addition to this Uncle Sam is not only a larger customer, but, and what is even more advantageous, he has better facilities for carrying on the trade. Between the boats running out of the ports of the respective countries there has heretofore been practically no

comparisons. So bad has the Canadian service been that but few even of our own people patronized it either when they wanted to visit the West Indies themselves or desired to send freight. Then the inadequacy of the postal and telegraphic services between Canada and the islands was another serious drawback. Notwithstanding these untoward circumstances, however, Canadians are not disheartened, as is evidenced at the moment by the action of the Halifax merchants. As a result of the agitation the prospects are brightening. A better class of steamers are getting into the trade, and the volume of business is enlarging. Manufacturers, canners, lumbermen, millers are particularly interested in the matter, and all that is wanted in order to secure a larger share of the West India market is perseverance and care in selecting goods and in shipping them. Last year there was an appreciable increase in the sale of flour to the islands, but unfortunately, through the carelessness of our own millers, who probably forgot that they were not shipping to a lot of savages, neglected to follow the instructions that Commissioner Brown was so particular to give them. As a result a cloud has been cast upon the good name that Canadian flour earned at the exhibition. Climatic influences and how to cope with them are among the chief things that exporters to tropical countries should always consider.

A UNIQUE COFFEE-CHICORY TIN.

Mixed food products are not objectionable to a good many as long as the fact is known and the ingredients are not unhealthy. It is when the foreign substance has been surreptitiously put in with a view to cheapening the cost that the consumer protests. There are some people who prefer a little admixture of the foreign. Coffee drinkers, for instance, like a little chicory with their favorite beverage, but at the same time some even of these would object to the mixture being palmed off upon them for the pure article. People want what they pay for.

It is said that necessity is the mother of invention. At the moment we have before us an evidence of the truthfulness of this. The English retail grocers, it seems, have been having a rather hard time of it lately steering clear of the courts regarding the sale of mixed coffees, there having been no fixed standard for the legal admixture of coffee and chicory. But in the midst of the emergency a London firm has issued a one pound tin containing, in separate compartments, a half pound each of coffee and chicory, the contents and weight being plainly

stated on the label, thus securing the trade against any risk of legal proceedings. The tin, judging by the advertisement before us, is neat and attractive, and something like it would, we should fancy, take well on this market.

A DEAL IN TALLOW.

Tallow has been attracting considerable attention of late in Montreal provision trade circles, and the dealing in it during the past few weeks makes it look as though a speculative deal was being worked. The demand for it has been so brisk of late that prices have advanced considerably, and stock which could be bought a fortnight ago for 2c. could not be touched to-day for 4c., while rendered stock has advanced from 5 to 7½c. during the same time. The latter is perhaps an extreme figure, as one house in Montreal claims to have disposed of about three tons recently at 7c. One large soap manufacturer is said to be picking up all the tallow he can find, having already secured a very large stock which he considers as "gilt edge" property. No definite reason is apparent on the surface for the activity and advance, and the general assumption is that it is a purely speculative move, for if there is any special news to affect the market it is being kept pretty dark by those who know anything about it. One reason advanced is that one of the large railroad corporations is substituting tallow for crude oil for lubricating purposes. The public cable on Monday week reported stocks in Liverpool exhausted, 36s. being a nominal quotation. It may be also that the firmness in seal and lard oil may have something to do with the state of affairs, but the principals in the deal, as we have said, are not giving out any particulars.

A HEAVY HERRING MARKET.

Owing to the strict observance of Lent enjoined by the Roman Catholic hierarchy this season the fish market in Montreal has been a remarkably active and firm one, and the fish dealers have been recouping themselves for the two previous bad seasons due to the prevalence of "the grippe." An exception has to be made, however, in the case of pickled herring, which is the single sore spot of the market. Dealers say there are fully 2,000 barrels in Montreal on which the holders stand to lose a pile of money. Some of this stock was held a short time ago for \$5.25 on spot in Montreal, but holders now would be glad to sell at \$3.80, some of the stock being very unreliable. The secret of the peculiar situation of this line of fish seems to be the imposition of a heavy duty in the French West India Islands which made it unprofitable for Halifax dealers to ship to those markets, the result being that an important outlet was shut off. The only available market therefore was Western Canada and the American markets, and of

course a much larger supply was diverted in this direction from the cause above mentioned, receipts increasing from week to week until Montreal dealers could not make out where all the fish were coming from and frequent telegrams from Halifax correspondents offering car lots at \$3.90 to \$4.00, only added to their curiosity. Briefly some 8,000 to 10,000 bbls. of herring which should have gone south from Halifax came here, and at last the facts coming out prices fell off very rapidly. The very low prices however has greatly increased the consumption so that there has been more herring turned over in Montreal this season than ever before owing to the special circumstances under comment. Whether the demand will prove sufficient to absorb all the stock remains to be seen, but at present the herring market is very easy.

STOCKS OF TALLOW IN LONDON.

The position of tallow, writes a correspondent of the Grocers' Chronicle deserves particular attention at the present time, owing to the lowness of stocks. On December 31st, there were only 4,544 casks in London warehouses, compared with 8,396 casks at the end of 1891. Taking the total quantity in London, Liverpool, Antwerp, Havre, and Paris, the figures were 3,233 tons, against 7,936 tons on December 31st, 1890, and 15,581 tons on December 31st, 1890. The chief reduction in the stocks has taken place during the last quarter of 1892, for on August 31st. there were 17,437 casks warehoused in London. To the scarcity of home supplies both here and on the continent may be attributed the great demand for colonial produce, which has so reduced stocks. The 4,439 casks offered at public sale in London up to Friday last have been readily sold at advanced rates. In September, "fine colonial mutton" was selling at 26s. 6d. and "beef" at 25s. per cwt. At the end of December both descriptions were quoted 2s. higher, but since that the best "mutton" has fetched 31s. per cwt. and "beef" 29s. Other descriptions have also participated in the improvement. Not since March, 1891, have London stocks been so low as at present.

CONSUMPTION OF CANNED GOODS.

The fact that all canned vegetables have met with ready sale the past season is doubtless influencing the establishment of canneries throughout the country, says Interstate Grocer. The consumption of canned goods has enormously increased, and it is doubtful if all the new factories being established will be able to increase production sufficiently to meet the demand next season. Prices have advanced heavily this season on canned corn and tomatoes, the great staples, and jobbers do not think that supplies will be sufficient to go round even at the higher prices, and, in spite of the fact that last year's output was the largest ever produced.

CHATS WITH BUSINESS MEN.

Coming down Jarvis street the other morning—I occasionally get down town mornings—I fell into conversation with Mr. H. W. Cuff regarding the all-absorbing topic—the weather. Now Mr. Cuff ranks among the pioneer business men of the city, and consequently has seen a good many winters. After the usual salutations, he remarked, with something almost akin to a sigh: "Well, there was a time when I was delighted to see such winters as this; but not now. My memory carries me back forty years, and I don't remember a winter during that time when we had so much snow and such continuous hard weather. I think it was in the winter of '51, when, however, we had a terrible lot of snow. To give you an idea: In King street, after the snow had been shoveled from the sidewalks and into the middle of the road, we actually could not see the people walking on the other side of the street from where we happened to be standing, so high were the intervening snow banks. And when we sat in an upstairs window the sleighs passing by seemed to be almost on a level with us—as they rose and fell in the gullies and hills that had been formed. I can tell you there were lots of flooded cellars that spring, but nobody thought of suing the city for damages in those days. Probably it was because the City Council was too poor to pay damages," he concluded, as he pulled his cap closer down over his ears and dodged across King street in front of a trolley car.

"This fellow who is going around selling new maple sugar tried to work his little game on me," said an east end grocer to me the other night; "but he wasn't smart enough to catch me. I am too old a bird for that. My early days were spent on a farm, and I knew that new maple syrup could not be obtained in February. When I asked him how it was possible to get new maple sugar now, he remarked in an off-handed manner, 'Oh, we had a few very mild days up in our county, causing the sap to run, and we took advantage of it, don't you see. How much would you like?' he said, turning the line of conversation. I told him I didn't want any of his trash, and furthermore that if he didn't get out pretty quick that I would kick him out. He got."

"That puts me in mind of an experience I had in Port Perry," remarked a bye stander. "I was walking down the principal street a few years ago in the month of January, when in one of the store windows I saw the words: 'New maple syrup for sale here.' My curiosity was awakened and so I entered the store and asked for ten cents' worth. 'We are just out, sir,' replied the little urchin who was minding the store, 'but if you'll

wait a few minutes we will have some. We're just making it and it is nearly ready.'"

A clerk in a down town grocery store recently sold a woman a large quantity of saltpetre washing soda. The woman's wash did not turn out as well as usual that week; in fact it turned out anything but well. The next week she had the same experience. After the third attempt it dawned upon her that something might be wrong with the washing soda. When the discovery was made there was an irate woman and an apologetic clerk. It is dangerous to mention salt petre or washing soda to that clerk, for a strong man is he and brave, even though an indignant woman did humiliate him before his compeers behind the counter.

BYSTANDER.

THE FIRST PRICE-CUTTER.

It is a curious fact, for a fact it appears to be, says Tobacco, that the art of cutting prices is an imported luxury.

Many years ago it appears to have been comparatively unknown in the trade of this country, and at that time, when business was conducted upon steady, old-fashioned conservative lines, it would not have been considered respectable for any man to deliberately undersell his neighbors in the barefaced way practiced by some individuals at the present time, whose conscience must be as hardened as the hide of a rhinoceros.

When the first cutting store (for it was called a store in distinction to the regular respectable shop) was introduced into the English trade, long credits were given as a matter of course by tradesmen to any one who asked for them, and a man who paid cash for his supplies paid the retailer just as heavy a profit as the man who paid once in three years.

A dealer in Regent street, London, about 1870, issued placards and circulars stating that he had seen the injustice of this practice, and that he intended henceforth to discriminate in favor of his cash customers, allowing them a discount of 10 to 15 per cent. He put his head into a hornet's nest, for his credit customers insisted on paying the new cash price instead of liquidating their long standing bill, and the poor man became insolvent from sheer pressure of dead capital sunk in his business according to old fashioned orthodox methods.

He should have collected his outstanding accounts before inaugurating any departure.

Dating from this, the large co-operative associations began to be formed, admitting the public as shareholders and subscribers, and the prices at these stores were cut down to a cash basis in contradistinction to the old scale of large profits and long credits. The success of these institutions is now a trade proverb, and it is stated by our older merchants that it was owing to the success of these institutions that cutting was first imported into the United States.

A PRODUCT OF VENEZUELA.

"Caracas chocolate," as the product of all Venezuela is called, writes a Caracas correspondent in the Philadelphia Record, is certainly the best in the world, and the best of it comes from Chuao plantation, belonging to the University of Caracas, which derives a fine revenue from its annual output of 2,000 pounds, or thereabouts. The whole country exports some 75,000 pounds a year. Strange to say, chocolate costs more here, where it is grown and manufactured, than in New York city, for the simple reason that very little, if any, of the genuine article is sold in the latter market. You may buy what is said to be "Caracas chocolate" in New York for fifty cents a pound, while here, at the factories, before any duties or costs of transportation have been added, it sells for 65 cents a pound. The best cocoa beans cost 40 cents a pound on the plantation; but American manufacturers have a way of increasing the weight of the beans and correspondingly reducing their value by a process of "simple addition"—of that cheap, heavy and harmless substance known as pipe clay. It weighs about five times as much as cocoa and does not materially change the taste of the beverage—for those who do not know the difference. To learn what chocolate really is, one should drink it where it grows, amid surroundings in accord; in a Caracas patio, for example, reclining in a hammock, half intoxicated by the odor of orange flowers and orchids, and served by some dark-eyed, round armed Dolores, Panchita or Mercedes. It constitutes the universal desayuno, taken immediately on arising, with a bit of crusty bread to sustain one's inner man until the noonday almuerzo. The Venezuelan producer dries his cocoa beans thoroughly in the sun, then ships them in gunny sacks to market. The manufacturer grinds them into a fine gray powder that looks like Graham flour, mixes them with plenty of papelon (native sugar), and flavors the compound with the juice of the vanilla bean. It is then boiled again, poured into moulds, and when hardened in the chocolate of commerce.

HOW TO INSURE SUCCESS.

An English journal gives the following directions for insuring success in business:

Buy cheaply,
Pay smartly,
Cry loudly,
Sell quickly,
Cash only.

"Buy cheaply," that is, in the best market.

"Pay smartly," and take your discount.

"Cry loudly," that is, advertise well.

"Sell quickly," at a fair profit.

"Cash only," and save bad debts.

An advance in paper bags is expected in the United States.

IT IS NOT CREDITED.

Reports have been wired to some sections of the country claiming a failure of the Ecuadorian coffee and cocoa crops, but the trade here heard nothing of importance from that locality, and think the story is simply a revival of very old "news." The cocoa crop of 1891 was 150,000 quintals, or 46 per cent. less than that of 1890. This reduced the exports by at least 35 per cent. and has also, of course, affected the import trade, the general prosperity of the country, and the revenue of the Government. The rice crop was also a failure, not enough being produced for home consumption. This want was supplied by Peru and India. Sugar was a better crop, and some was exported to Central America, but little being sent to England, which had taken the greater part of the surplus of 1890. The cultivation of coffee is not extensive, and methods of growers are unsatisfactory, but there is a general tendency toward improvement and plenty of land available for the industry.—N. Y. Bulletin

A QUESTION OF PACKAGES.

The style of package has a great deal to do with the sale of most classes of goods, remarks the Winnipeg Commercial. Manufacturers who do an extensive trade well understand this. In undertaking to cater for a new market, the first move of the manufacturer should be to learn the style of package required for that market. Neglect of this point frequently leads to failure and loss, where a little regard for the peculiarities of the market would have brought about success. Superior products are sometimes passed over, and an inferior article taken, simply because the style of package does not suit the requirements of the market. The manufacturer who would do an extensive and widely distributed trade in package goods, must, therefore, study the peculiar requirements of each market.

Even in our own country there is a wide difference in the requirements of various markets, in the matter of style of package of some of our most staple goods. To show this we do not require to go beyond the leading commodity of flour. Beginning at the extreme east, we find that the trade demands that flour shall be put up in barrels. Millers who do a maritime province trade understand this. Coming east to Montreal the trade calls for 140 pound sacks principally. Toronto and west requires 140 pound sacks, and a considerable number of 98 pounds sacks. In Winnipeg the trade takes 98 and 49 pound sacks. In British Columbia, the Victoria market calls for 49 pound sacks, but they must be in jute only, whereas the usual rule is to make 98 pound sacks of jute, and 49 and 24 pound sacks of cotton. On the mainland of British Columbia the 49 pound sack is what is wanted also, but, un-

like Victoria, a cotton sack only is wanted. This shows some of the peculiarities of our own market in such a staple commodity as the staff of life. Manufacturers in other lines of goods have also to provide for similar conditions. When it comes to the export flour trade still further styles of packages have to be provided. The export trade is usually done in jute sacks, and the British market requires 280 and 140 pound sacks. A barrel of flour is always net weight but a sack is always gross weight.

VIEWING THE RICE SITUATION.

Commenting upon the rice situation, the Louisiana Planter says: "When we come to look into this matter we find that Louisiana cleaned rice is not unusually cheap, and that it is rough rice alone that is selling at such distressingly low figures, the margin between rough and clean rice being greater than during similar periods of depression some years back. There is evidently an excessive margin of profit in milling rice, considering the present difference between the prices of rough and clean rice, and this can be remedied by the encouragement of the proposed new rice mills in various parts of the state. Increased competition in milling would increase the price of rough rice or lower the price of cleaned rice, either of which results would benefit the rice planter by excluding all competing foreign rices."

CANNED FRUITS IN THE WEST.

The O'Kell & Morriss Fruit Canning Co. held its annual meeting in Victoria, B.C., last week, and it was stated that the financial statement showed a profit of 25 per cent. on six months' operations. Ten per cent. of this was paid in dividends and 15 per cent. carried forward to reserve fund. Considering all the difficulties surrounding the fruit canning business in B. C.—the dearness of labor, lack of fruit of the right varieties, the limited market, etc., etc.—this seems to be rather remarkable.

Out of the directors' report the following extracts are taken:

"One of the first problems we have had to devote attention to has been to find a market for our products. Our principal sales so far have been in Victoria and Nanaimo, but we find that every year some \$15,000 worth of jams and jellies are imported for consumption in Victoria alone. We shall use our utmost exertions to develop the local market, and intend to go all down the line to Winnipeg, the Northwest districts not adapted for fruit culture offering a fine field for the distribution of our products. As we are the only manufacturers of orange marmalade in Canada, we expect to sell it from the Pacific coast through to the Atlantic.

"But we have another important branch which should be carefully developed, and that is the putting up of whole fruits in cans with very rich syrup. California has had

this trade principally in the past, for she sends to England every year about 140,000 cases and receives back some \$700,000. Anxious to build up an export as well as home trade, we sent four small cases, each containing six cans, to four large buyers in England. They were whole fruits put up in cans and we have received flattering notices concerning them from the greatest market in the world."—Winnipeg Commercial.

CANNED GOODS GOSSIP.

The Delhi Canning Co. intend putting up a silo to cure the pea vines and corn husks, at a cost of \$800. Formerly this refuse has gone to waste.

The Strathroy Canning and Preserving Company recently sold ten carloads of their goods to a Canadian firm for shipment to Britain. The amount of the transaction figured up to \$10,400, which pretty well clears out the stock put up last season. The balance will be held to supply the trade in the neighborhood.

A London report, February 11th, says: "Canned lobsters are difficult to find, even at the high quotations ruling. Oysters are both scarcer and dearer, and are now worth from 3s 6d to 5s 6d per case. The demand for salmon is by no means brisk, yet holders confess to have unbounded confidence in the article. California canned fruits are of slow sale, arrivals of last season's pack were entirely worked off, and to promote business, rather easier terms have in some instances been accepted, especially for apricots at 6s to 6s 6d per dozen tins. American apple rings are in good request at stiffer prices, and ordinary to fine quality have fetched 48s to 55s, with choice up to 60s. The boom in American tinned meats continues to extend itself.

The Lulu Island Canning Co., have dissolved partnership. B. J. Short, and J. J. Crane have retired. Geo. S. Dutcher will continue under the old style.

The scarcity of canned asparagus is becoming more pronounced, in New York, and former "asking" prices are not "inside" figures. Sales have been made to the jobbing trade at \$3.65 to \$3.75 for whole and \$2.75 for tips.

The latest in the way of estimates of stocks of California raisins is 25 carloads for the Fresno district and 50 car loads for the entire Pacific Coast, or about 25 per cent of the quantity held there a year ago. New York holdings are put down at about 80 carloads, against 125 or more at the corresponding period last year.

Prime red Alaska salmon commands \$1.17½ on spot and up to \$1.20 is realized for choice brands. It is understood that "outside" as well as Association brands will be closely controlled the coming season. Indications at present are that the entire 1893 pack will not exceed 600,000 cases.—N. Y. Bulletin.

GROCCERS' ADOPT PROFIT SHARING.

Sharing profits with employees on the part of the employers is not a new idea. In one form or another it has been practised for some considerable time. But the more recent phase of the system is that which includes all the employees of an establishment. When a salesman is engaged on a salary and commission basis, that is profit-sharing; and when a department manager is given an interest, not in the business, but in the profits, that is a direct example of profit-sharing which has been practised for years. But recently—that is, within the last score of years—many prominent firms throughout the country have adopted a system whereby all of their employees are given an interest in the business in the shape of a share of its profits. Beginning with the present year, several retail houses have adopted the system, notably two large concerns in Chicago, whereby every employee, from the cash boys and girls, to the department managers, are to have a sum at the end of each year in addition to their wages, which sum is dependent both on their individual efforts and on the success of the business as a whole.

The first class to adopt profit-sharing were the manufacturers, and almost without exception those who have taken this course are loud in their praise of the system. They claim that it is the best preventative of strikes known; that it insures good conduct, prevents hands quitting on slightest pretexts, since by so doing they forfeit their share of the division to be made at the end of the year, and gradually attracts to the factory the best, most reliable and steady hands. The same facts are reported by those who have tried the system among jobbers and retailers.

Among the latter class there are many ways in which the system is applied. But whatever the system it is usual to allow only those who have been connected with the establishment for a certain length of time to share in the profits, and good conduct is also essential. One method pursued is to take a portion of the total profit, which sum is an easily ascertained percentage of the total wages paid to employees, and then allot to each a percentage in addition to his salary for the year. Another is to pay to the clerks a percentage on the sales for each; and sometimes the two are combined, since the system based on the sales alone would not offer an inducement to employees of a large retail establishment other than clerks behind the counter; a manifest injustice to many employees. That the system is a success there can be little doubt, and its more enthusiastic advocates claim that but a few years will elapse before it will be generally adopted, and that in this adoption will be found a solution of many of our present labor troubles. While this may be too rosy a view, the favorable results that have attended its adoption in many parts of the country, and in all lines of trade should incline all merchants to view it favorably. That it increases the willingness and content of the employees must be certain, while it is asserted by those who have tried profit-sharing for a considerable term of years, that the business is made more profitable there-

by. With such testimony from nearly all who have tested the principle there can be little doubt of its finding a recognition more and more general. If its adoption depended upon philanthropic motives it wouldn't stand "a ghost of a show" in this practical business age, but as it pays, the probabilities are all in its favor. It is the far-seeing merchant who takes advantage of it—the man who can do a little "philosophizing."—Commercial Enquirer.

THE CALIFORNIA PRUNES CROP.

Last season's crop of California prunes yielded a return of about 18,000,000 to 20,000,000 pounds, or a quantity say about one-third less than the previous year. It has been said in the past that the outturn of California fruits could always be depended upon, that the annual results would always be one way, viz., onward and upward, this claim being based upon the uniform character of the weather on the coast, and the perfect system of irrigation that would always insure sufficient moisture to the soil to provide nourishment for the growing crops. This theory has now been upset, as results show that there is as much uncertainty as to the harvest in that section as in any other portions of the country or world. During the maturing season last year the fruit was seriously affected by the prevalence of an exceedingly dry atmosphere, together with other unfavorable weather conditions, with the result as aforesaid. Singular to relate, the crops of other countries were similarly affected, that of France being much smaller than usual, and the products of Bohemia, Bosnia and Serbia less than the anticipations that were entertained at the opening of the season. During the summer months of last year when negotiations began to be opened for fall shipments of the California product, growers and packers, observing the prospects for the fruit, placed what was then regarded very extravagant ideas upon contracts. Eastern and western buyers were informed of the condition of the growing fruit, but they accepted the information tendered in the light of a scare, and declined to be led into what they regarded as a scheme to bull the market for big returns. The season advanced, and the tune from the coast continued of a doleful character, so to convince themselves of the true situation, several of the leading houses of this city, Boston, Philadelphia and Chicago, sent representatives out to inspect the field, with the result of a full confirmation of the reports previously forwarded by the local authorities. Though the grounds for the full figures then asked were generally acknowledged, yet there was a hesitancy manifested to plunge deeply into contracts, as reliable information was lacking from the growing sections of Europe, and nothing positive was known regarding the probable opening prices of French, Turkish, etc. The season progressed, and the California packers, as a rule, held their ground. Contracts were occasionally made at the prices demanded, but buyers made their purchases with an inward protest, being unable to see their way clear for a profitable turn upon the goods they were contracting for. When France began cabling fancy quotations, and was seemingly indiffer-

ent to orders from this side, followed by extreme values for the Turkish and Bohemian crops, it became evident that the article prunes were to be accepted this year in the light of a comparative luxury. Those who purchased California began to change their ideas, and from believing themselves victims, they reversed their charges of folly to congratulations that they were able to secure the goods they did upon so reasonable a basis. During the winter season thus far there has been no consumptive demand that has appeared of a general character, yet the stock has gone out to a very liberal extent, as evidenced by the small supplies that are held in the various markets. Certainly this market is very lightly supplied, and Chicago and other points are not credited with holding any considerable quantity. Reports from the Pacific Coast state that the available quantity there is indeed small, as the fruit has been distributed and consumed by the people of that section, a very considerable portion going up the coast to Oregon markets, the crop of the latter state the past year having been sufficient to supply a very small percentage of the requirements. To sum the situation up we may say that though quotations of the several varieties of domestic and imported goods sound high as compared with previous years, the trade will undoubtedly find that they will be compelled to meet materially higher figures for the fruit before the spring season has far advanced.—N. Y. Bulletin.

FOOD ADULTERATION.

The bread we eat is no doubt sound when bought at the shops of bakers doing a large trade, but there is a certain quality of flour which deteriorates more and more. This is what an English contemporary has to say on the subject. The improved (?) system of grinding the corn in cylinders heats the flour before it is ready for kneading; the ovens are heated too rapidly, and there is the practice of using damaged corn, which is most reprehensible. In the golden age our forefathers were content to use water for the purpose of strengthening the milk; now it is adulterated with rice flour and pounded bullocks' and calves' brains, and slightly sweetened with a saccharine substance. Used as a substitute for butter, even margarine is often adulterated, and is simply some fatty substance colored with carrot juice and flavored with essence of nuts, and having only the appearance of sound margarine. Not only is chicory usually mixed with ground coffee, but there is an artificial berry manufactured and sold as coffee to a great extent. Frozen meat is taking the place of fresh meat; and any quantity of wine is sent into the market as claret and Burgundy which has not a single drop of grape juice in it. Many brewers have learned to dispense with barley, and several kinds of mineral waters are nothing more than river water disguised by the use of chemicals. A quantity of alcohol is distilled from some kind of wood, and even from coal; and olive oil is adulterated with rancid oil. No doubt there are numerous staples of food which are unadulterated by dealers who are scrupulous and honest, but they are becoming scarcer every day.

BOARDS OF TRADE.

The London Board of Trade will tender a banquet to C. P. R. officials on the completion of the new passenger station there.

The following were the officers elected at the sixth annual meeting of the Lindsay Board of Trade: President Mr. John Kennedy; Vice President, Mr. F. C. Taylor; Sec'y Treas., Mr. J. D. McMurchy; council—Messrs E. Flood, R. Sylvester, A. F. D. MacGachen, G. W. Beall, J. H. Sootheran, D. Ray, J. B. Knowlson and Col. Deacon. Messrs. Kennedy, Taylor, Deacon, MacGachen, and Sam Hughes M. P., were appointed a railway committee.

Kaslo is attempting to form a Board of Trade to aid in developing local industries.

The Owen Sound Board of Trade has elected these officers: President, Jas. McLauchlan, of the firm of James McLauchlan & Sons, by acclamation; vice-president, B. Allen; secretary-treasurer, James H. Rutherford; council, S. J. Parker, C. Eaton, J. C. Patterson, M. Kennedy, W. B. Stephens, John Wright, S. Lloyd, William Kough. After the appointment of arbitrators the question of the new fishery regulations were introduced and after some little discussion was referred to the council to take action.

A GOOD SUGGESTION.

The Baltimore correspondent of the Chicago Grocers' Criterion says:

"Tis a great pity that a large industry like that of canned goods cannot be put upon a solid footing, like provisions, grain, etc. It is impossible to know either here or elsewhere. Several have tried to get the statistics, and one has made special effort to do so, and to give it to the trade, but he is often duped by the packers. In a short season when prices are good, country packers like to magnify their importance by doing the same to their output. City packers count in their product all they sell, though most of it may have been purchased and counted at least once before. Brokers often report the sale of so many thousand cases, when in reality they have merely resold several times the same lot. The output of corn, so far as can be estimated, is almost equal to that of tomatoes, and is a more certain crop. There are three or four gentlemen in this market, whom experience would qualify—if they put their heads together—to make a nearer accurate estimate of a pack, than can be made from so-called packers' reports. The reports for 1892 would give an average for each packer in Maryland (counting them as 250), of corn about 3,000 cases, and of tomatoes about 4,000 cases. Rather small when it is well known that some of the city packers can a hundred thousand cases of tomatoes, and several as many as thirty and fifty thousand. Iowa's pack of corn is reported as only about a third of a million cases, when it is well known that three or

four of her houses have a greater capacity than that. It is time to stop guessing, and one of the most important things for the next national convention of canners to consider should be the means of accurately ascertaining and compiling the new output each year of canned goods, of each kind, as well as of knowing the quantities carried over."

THE EVOLUTION OF FRUIT.

Many of our best fruits and vegetables are the result of carefully cultivating wild plants of the same general character, says an exchange, and adds that the nectarine is a variety of the peach, and the latter a development of the almond. The shaddock, citron, orange and lemon are products of the common wild lime; celery is a development of smallage; filberts of hazelnuts; the plum tree has its origin in the sloe; apples of every kind are developments of the common wild crab; asparagus was originally an insignificant marine plant, and the marine Brassica oleracea, a leafy seaweed, is the original of cabbage, cauliflower, savory, kale and half a dozen allied plants.

CHINA FLAVORED WITH VANILLA.

A few have it that vanilla, used as a flavoring, is intoxicating, but those are only the people whom a piece of underdone steak makes tipsy, and to whom green vegetables give all kinds of complaints. On some parts of the continent a small piece of vanilla is put into the teapot together with the tea.

But there is yet a daintier way of taking your vanilla flavor with your tea, and this "raffine" manner is English and not continental, says the New York Tribune.

When the tea or coffee service is being made, vanilla flavor is added to the china when it is in the potter's hands, and thus it is baked into every article of the set.

Whenever afterward the tea things get hot as they are being used they exhale a faint aroma of vanilla which, to the fastidious, may be preferable to the actual infusion into beverages of a piece of the square stem of the aromatic vanilla plant.

THE LEAD LINING OF A TEA CHEST

It is often said that tea chests are lined with tinfoil, but just as there is no lead in a lead pencil, so there is no tin in this tinfoil. The thin lining consists of lead, and is said to be the purest lead that can be found. Among the countless undeveloped resources of the Celestial empire is a supply of lead which would yield millions annually if properly worked, and from the inexhaustible supply the Chinese take what they need for making linings for tea chests. The lead is melted in small vessels and poured out while hot.

Before it has time to cool it is pressed into a sort of mold, and when enough

squares have been produced they are soldered together, and the sheet thus formed is placed in the chest as a lining. Then the top layer of lead is soldered on, and all possibility of the tea losing strength on the voyage is at an end. The lead is so pure and the solder used is so fine that the lining of an empty chest is worth more than the chest itself, and is in great demand for making the best quality of solder.—St. Louis Globe Democrat.

SOLDIERS CARRY COLD TEA.

Universal experience teaches us that tea exhilarates without intoxicating, stimulates the circulation, excites the brain to increased activity, promotes wakefulness, and banishes the sense of weariness.

It also deadens the sensation of hunger and increase the power of fasting. It will cool the body when hot and warm it when cold.

In tropical countries it has been found to be a most valuable restorative when taken by soldiers on long and fatiguing marches.

Lord Wolseley, who is a great advocate for tea as a beverage on which to do hard work, gave orders that the water bottles of the soldiers whom he led on the two famous and exhausting expeditions of the Red river, and up the Nile to Khartoum, should be filled with cold tea, and he is convinced that, whereas alcohol induces fatigue, tea will give power to endure and overcome it.—The Hospital.

ANCIENT SUGAR REFINING.

The modern system of sugar refining with improved machinery and an expensive plant, when compared with the methods of the ancients, presents a striking contrast, remarks Winnipeg Commercial. The early mode of making white loaf sugar is simple. And travellers in eastern countries occasionally witness sugar making in a primitive and economical way, that might be worth a trial by the maple sugar manufacturers of Canada. When the syrup is cleansed, boiled, and cooled to an extent that it is ready to mould into black or brown cakes, instead of emptying the molten sugar into cold pans, it is poured on little pan-shaped hills of fresh earth, covering them to the depth of one or two inches, after which the sugar is dried and caked on the hills under the rays of the sun, and what would have been very brown sugar by the maple sugar method, becomes almost as white as the best loaf when the earth side of the thick cake is scraped off.

The approach of the maple sugar season suggests this information; and should a manufacturer desire to try the experiment of making white sugar in this way, all that will be necessary is to take a compliment of fresh earth the size of a potato or corn hill, and flatten it out to the depth of six inches, and pour a thin layer of the molten sugar on the hill top as described, and let it dry in the sun. On the south coast of Spain this ancient method still obtains at Denia, where refuse pickings from raisins furnish the syrup to make loaf sugar in the open air on the ancient plan.

CRITIQUES ON ISSUE FEB. 24.

Yes, long hours! How little we city men know of the delusion and snare connected with the charms of keeping the average country store. The only time I have any desire to keep country store is when it is raining cats and dogs. Then the insane desire comes over me for the liberty to put my feet on top of the stove, smoke all day and incidentally argue politics or anything else handy. The eight hour movement can't move too quickly in the direction of store-keepers anywhere.

Indian teas are crowding the China fellows very much and very properly. It is a wise idea however not to lose sight of the charm attached to many of the heathens' productions.

Discussing the important points of want of principles in every day life and also the law of garnishee and its faults in mongrel Irish will not improve their chances of beneficent alteration. This complaint about garnishee is well taken, as most of us know by experience. As to the others mentioned, so long as men are human I suppose, just so long will they try to buy in the cheapest and sell in the dearest market. Their conscience not troubling them, they ought, as in the case of using phosphate powder, to feel some stomach inconvenience, which, while not profitable to the storekeeper, is surely satisfactory.

Those articles on chemistry and food and canned goods are very cleverly put together and worthy of all study possible.

That Unionville man who wants uniformly sized packages ought to want uniformly weighed sugar. Experience shows that sugars vary as much as fifty pounds in a barrel, some varieties being much heavier than others. I am afraid that very much of a kick will bring the greatest calamity we could have—viz., bags; so let well enough alone.

In 1869 hard sugar was worth about 12 to 13 cents wholesale, not 16 cents; otherwise that "Study on Sugar," with some alterations, is interesting.

Grocers may with profit and satisfaction adopt the idea of the Dry Goods Inventory by using an invoice book, into which every invoice should be entered. By means of a simple index different goods may be entered by themselves, so that at the end of the year after taking stock you can easily see which goods are falling off, and the reverse.

Yes, the rich have much to answer for in

that, having the money, they temporise and exasperate in paying their just bills.

I liked that article on consolidation of interests between wholesaler and retailer. A good joint dinner for the trade once a year would do much to perfect that good feeling which, after all, is so necessary to complete and mutual understanding between traders.

STRAIGHT MOVING.

BUYERS AND SELLERS IN TOWN.

C. E. Colson, Montreal, is here on his semi-annual tour for Crosse & Blackwell, London, England. If the appearance of the gentleman is any criterion of the business, it must be very prosperous.

Not many country buyers have been in town during the week. They are deferring their visits till the millinery openings, when accompanied by their pretty milliners they are expected to swoop down in strong force. Messrs. W. H. Smiley, of Sterling, and Mr. Notter, of Notter & Scott, Owen Sound, are among the outside merchants who have been touring the wholesale trade the last few days.

W. J. Zoeger of Newton, Ont., was on the street last week.

THE McCONNELL TROUBLE.

The stock and book debts of Michael McConnell, the insolvent wholesale wine and spirit merchant of this city, has been sold to Henry S. Mara at 60 cents on the dollar. The statement presented at a meeting held a few days ago made this showing:—The statement of assets was as follows: Unincumbered assets, \$28,900; thirty large parcels of property, all mortgaged, in which there is a nominal surplus over mortgages of \$33,000. The liabilities outside the mortgages and direct claims are \$18,666; indirect claims, \$15,416; secured claims, \$6,488; contingents, \$4,812; preferred, \$1,043. These figures show that the assets are some thousands above the liabilities if the assets can be realized on to fair advantage.

INDIAN TEAS IN CANADA.

THE GROCER of last week, in referring to the extraordinary increase in the consumption of Indian and Ceylon teas in England, said that probably much the same result could be shown on the Canadian market. This week we have obtained figures substantiating this statement.

In 1890 the consumption of Indian and Ceylon teas in Canada was 15,570 half chests, while last year it was 28,056 half chests, almost double what it was two years ago.

The consumption of these teas in Canada has been heretofore practically confined to the cities and to the larger towns, Japans having been the favorite in the country districts. Now, however, they becoming well known in the places where they were at one

time almost strangers, hence the rapidly increasing consumption of Indian and Ceylon teas in this country. Promising indeed is the outlook for these teas in Canada.

BACK AT THE LUMBER CAMPS.

Mr. John D. Hay of Davidson & Hay has just returned from a three weeks' tour of the lumber camps north. "The outlook," said he to THE GROCER, "is bright, and a good deal of lumber is being got out notwithstanding that the unusual deepness of the snow is interfering considerably with operations. There is a good deal of sickness in the camps this winter, partly owing, I presume, to the severe weather. One of the most common complaints is what they call German measles, while what seems to be a sort of catarrh is giving them a good deal of trouble," concluded the gallant major as he whirled around on his chair and resumed his neglected correspondence.

UP THE NORTHERN.

W. Green, an old Montreal boy and a resident for many years of Thornbury, has commenced business in that town in the store lately occupied by J. F. Gibson. Mr. Green understands the general business, also the wants of the people in and around Thornbury, having been in the employ of D. Long & Bro. for nearly seven years. He was also with our friend, J. E. Hutton, for about the same length of time. We wish brother Green a prosperous voyage on the sea of commerce.

J. S. Boddy, of Boddy Bros., Bradford, has fears for good snipe shooting the coming season on the marsh, the winter having been very severe on small birds. J. & Bro. have been a target of low prices for people in and around Bradford, and patrons of above firm don't grumble about them shooting.

Hunter & Co., of Gravenhurst, had the snap of the season on sale for past two weeks. Customers claim that 3 lbs. of H. & Co.'s ginger nuts for 25c. is cheaper than paying doctors bills. They are hot and warm up the little folks.

Deputy Reeve Caldwell, of Barrie, the popular proprietor of the "palace grocery house," has been booming Chase & Sandborne's seal coffee and milk during the cold snap, to the delight of the patrons of the Queen's hotel and others. D.

A committee testified before the committee investigating the Whiskey Trust that the adulteration and sale of imitation goods were on the increase and caused a large loss to the government. The imitation goods paid an internal revenue tax of about ninety cents a gallon. The imported paid about \$2 a gallon. The production of rye and Bourbon was greatly decreased last year. Rye decreased 1,004,949 gallons and Bourbon 913,618 gallons. The increase in spurious goods increased accordingly.

The Best Obtainable

That is what you will say if you examine our fine line of **Oolong Tea** just to hand. Do you handle these Teas? If so send for sample. Have fine lines of Japans to offer at 12 1/2, 15 and 28 cents, extra value. We are offering the above at a small margin, and each line is a bargain.

LUCAS, STEELE & BRISTOL, Wholesale Grocers **Hamilton, Ont.**

A steadily increasing Trade is the best evidence that our Standard Lines of Teas

Mallawalla, Dalukola
Imperial Congou and Russian Congou

Give entire satisfaction

Mallawalla is packed in 1/2 and 1 lb. packages, 50 lb. cases. Dalukola and Imperial Congou and Russian Congou are bulk (not package) teas, and put up in 80 and 100 lb. metal lined cases.

If you are desirous of extending your Tea trade order a sample package and watch the result. We have a perfect system of advertising and guarantee satisfaction. Try it and be convinced.

A full assortment of "WANZER SOAPS" in Stock

W. H. GILLARD & CO WHOLESALE GROCERS **Hamilton, Ont.**

ALL LOVERS OF A REALLY GOOD CUP OF TEA

Have

CAUGHT



ON

To

RAM LAL'S. Wholesale Agents, **JAMES TURNER & CO.,** Hamilton.

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

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

STANDARD BLENDED TEAS.

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

STEEL, HAYTER & CO.

11 AND 13 FRONT ST. EAST

Growers' and Importers, Toronto.



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

Apples and turnips are being sent from Whitby to St. Louis, Mo., in heated cars.

The stock of sugar in four Ports of the United Kingdom is 77,000 tons against 94,000 tons the same time last year.

California almonds are now an important factor in the trade. California is producing a larger variety than any other country.

A bill is to be brought before the House of Commons, Ottawa, prohibiting the catching of frogs.

The raisin crop of California in 1892 is officially announced at 42,000,000 lbs. The imports of foreign raisins into the United States last year were 23,564,679 lbs.

Fruit growers in southwestern Michigan say that the recent cold weather has not damaged the peach buds as yet, and there are fair prospects of a large crop this year.

A Chicago court has decided that rebates cannot be legally withheld from buyers because the latter have failed to observe a contract prohibiting the purchase of competing goods.

The Fraser shows signs of breaking up. The steamer Princess Louise has made one trip as far up as the river was open and is expected up again to-day. There is a big accumulation of freight waiting transit to the Island.

The eighth annual supplement of the Winnipeg Commercial is to hand. It is creditable in appearance and the information it gives its readers is interesting and valuable, as in fact is the characteristic of every issue of the Commercial.

According to the Shipping List, an organization entitled the National Fruit Association, with a capital of \$3,000,000, is being formed for the purpose of controlling the marketing of California fruits, and an office has been opened at Sacramento.

An attractive catalogue is lying on our desk. It is issued by the seed house of John S. Pearce & Co., London, Ont., and in its seventy odd pages is much that is of interest to those who either handle or use seeds.

Stocks of sugar at the principal European ports during January were raised about 6,500 tons, as compared with 11,600 tons in the same period last year, making the total 77,000 tons, which shows the smaller relative surplus of 20,000 tons. The visible supply of the world on Feb. 1 was 183,500 tons,

showing a decrease of 5,000 tons for the month; last year the total was 163,500 tons.

A St. Louis wholesale grocery firm has a female drummer on the road, a young lady who is reported to be successful in making sales. There are several good travelling saleswomen employed in New York, but not in the grocery trade.

Kindred is the feeling that exists between the members of the Newark Retail Grocers' Association. Recently one of their members was killed on the Pennsylvania railway, and now the association is seeking to recover \$25,000 from the railway.

The wholesale destruction of coffee plants in Ceylon by an insect some years ago has given a great impetus to the raising of tea. In 1875 only a hundred acres in Ceylon were devoted to tea raising; to-day the number is 250,000. The export of tea in 1891 was 68,000,000 pounds.

A new law in the State of Maine prohibits the packing of sardines by the "snip" process, and requires the removal of the head and entrails of the fish with a knife. The effect will be, it is thought, to retard the opening of the packing season for domestic sardines and restrict the volume of the pack.

The Ontario Fruit Growers' Association is asking the Government to amend the General Inspection Act so as to allow the lowering of the standard of first and second grade apples. The fruit growers claim that the Act at present fixes the standard so high as to be practically unworkable and there is no profit for them in consequence.

Certain varieties of the oyster are very sensitive to extreme cold, and the recent severe frost so seriously threatened the 20,000,000 oysters stored for the winter in the ponds at Hayling Island that for several days a steam engine was employed to keep the ponds thawed and supplied with water, and large coal and coke fires were kept burning night and day upon the banks.

The newly-formed Alaska salmon combine is composed of thirty-eight canneries, and the capital of the concern is said to be 5,000,000. The object will be not only to regulate and control the output, but to advertise salmon so as to increase the consumption of it, and thoroughly introduce it as an article of staple food.

The Southern Wholesale Grocers' Association has issued a circular calling for co-operation on the part of the wholesale grocers of other sections in stopping the sale of goods to retailers by manufacturers at wholesale prices, and the payment of commissions to the salesmen for "pushing" certain brands of goods.

According to statistics collected by Editor Barrett, of the American Grocer, 1,200,000 cases of corn were canned in the Western States during the past season, including 500,000 cases in Illinois and 250,000 cases in Iowa. Only 40,000 cases remained unsold

on December 1st. The same authority places the Western pack of tomatoes at 350,000 cases, with but 20,000 cases left in canner's hands.

It is generally understood that the Grand Trunk Railway Company are about to make considerable improvements in the manner of handling the enormous fruit traffic which the company has in Toronto. It is said the old freight-shed at the foot of Yonge street is to be taken down and a commodious fruit market erected thereon, with facilities for conducting all the fruit trade of the city.

The Toronto City Travellers' Association held an interesting meeting in Richmond Hall Friday night. Among the items of business transacted was the striking of a committee to secure a suitable place for the annual summer excursion. Business first and pleasure afterwards is the characteristic of the average "commercial," and so the balance of the evening, after business was finished, was spent in songs, readings and some enjoyable selections from the bagpipes. Mr. J. Sharp, Mr. R. M. Corrie and Mr. J. Owen were the artists.

The retail grocers of Missouri are making a very decided effort to have the state garnishment laws so amended as to give them a better opportunity for collecting their accounts. Petitions have been circulated widely throughout the state, and every effort has been made to convince the legislative bodies of the state that the grocers are in dead earnest in this matter. These signed petitions were recently poured into both houses in session at Jefferson City, and the general impression is that the measure stands a good chance of ultimately being adopted by the state.

Reports by mail from Havana have the following on the tobacco crop: Growers have already commenced to cut the tobacco leaf in the Remedios district, and it is generally anticipated that owing to the persistent drought there will be a decrease of 50 per cent. in the yield of the fields sown early in the season, whereas the crop of those planted last will be rather large and of excellent quality. The prospects for the next



"CAIRN'S"

**HOME-MADE
MARMALADE**

New Season's Make now Ready
for Shipment

Blaklock Bros. GENERAL AGENTS
MONTREAL

WRIGHT & COPP, Toronto Agents

Look Here!

Butter salted with Diamond Crystal Salt also took Grand Sweep Stakes at Belvidere Ill., in 1891.

Office of
THE DIAMOND CRYSTAL SALT CO.

ST. CLAIR, MICH., Feb. 17, 1893

At the National Butter and Cheese Makers Association Convention held at Dubuque, Ia., February, 7th, 8th, 9th and 10th, 1893, the Grand Sweep Stake Prize for the Best Butter in the show was awarded to Jefferson Colvin, Colvin Park, Ill., and he used Diamond Crystal Salt. The score was as follows:

Flavor	- - - - -	47
Grain	- - - - -	25
Color	- - - - -	10
Salt	- - - - -	10
General Appearance	- - - - -	5
Total	- - - - -	97

Over 300 Competitors in the Contest, from all the Dairy Sections in both Eastern and Western States, and butter salted with Genesee, Warsaw, Kansas, Athton, Higgins and all the Dairy Salts known in this country; the biggest show of this kind ever held. The Greatest victory on record for a Dairy Salt.

H. P. Eckardt & Co. WHOLESALE GROCERS **Toronto,** Selling Agents for **DIAMOND CRYSTAL SALT**

FOOD FOR INVALIDS



STERILIZED.

Doctors recommend it for the sick as it is

Easily Digested.
A PERFECT FOOD.

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

AMES TURNER & CO
Hamilton, Ont.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

304, 306 St. Paul St.,
143, 145 Commissioners St.

MONTREAL, CANADA.

WE OFFER TO THE TRADE - - - -

- American Syrup in barrels.
- Canadian Syrup in barrels, half barrels, kegs and pails.
- Choice Barbadoes Molasses in puncheons, barrels and half barrels.
- Fine Labrador Herrings, Dried and Green Cod Fish, Etc., Etc.

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS **Montreal**

{ Lenten Season. }

- Barrels and Half Barrels Labrador Herrings.
- Barrels and Half Barrels B. C. Salmon.
- Boxes Boneless Codfish.
- Kegs Lochfyne Herrings.
- Crates Scotch Ting.

CAVERHILL, ROSE, HUGHES & CO.

. . MONTREAL . .

2000 PAILS
2 and 3 gals.

Pure Sugar Syrup

- "WHITE CLOVER" -

REGEN, WHITE & CO. - - - - **Montreal.**

crop continue so far highly favorable in the Vuelta and Partido regions; some rain, however, is now needed for the yield of fillers, which will be more or less abundant according to the whims of temperature.

The backwardness of the season for vegetables in the South seems to be very cheering to handlers of the canned products, since it practically extends the season for consumption of the canned product at least 30 days.—N. Y. Bulletin.

The banking house of J. T. Owen & Co., Ailsa Craig, have suspended payment. The suspension was brought about, it is said, by the Shipley failure a week ago. Deposits to the amount of \$10,000 are said to be in Owen & Co's hands, and a run on them was made, with the result stated.

The employees of Park, Blackwell & Co., St. Lawrence market, held their annual assembly in McKay's hall, corner King and Sherbourne streets, Thursday night. Mr. James Park, sen., Mr. C. S. Blackwell and Mr. Andrew Park gave speeches. Songs were given by Mr. and Mrs. Hayden, Mr. Hollingsworth, Mr. Owens and several others. For the success of the evening's enjoyment much praise is due the committee, Messrs. C. Hollingsworth, S. Smith, G. Fitzgerald A. Owens and A. Thompson.

A man named Jackson keeps a little store in the outskirts of a small Texas town. He has a little of everything in his store, but his strong card is putting up bundles in a compact shape. One day a well-known citizen bought a pound of coffee. "I'll bet," said Jackson, "that I can put a pound of coffee in a smaller package than any other man in this town." "I believe it," was the reply, "for I know you can put a quart of whiskey in a smaller bottle than any man I ever saw."—Texas Siftings.

Grocer—What the Sam Hill are you idling for! Don't you see that man waiting for his dollar's worth of potatoes? Clerk (righteously indignant)—How can I wait on him while you're using the quart measure?—Chicago Tribune.



TO YOU IT IS

PROFITABLE and a
QUICK SELLER.

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

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man.

A SALESMAN OF GOOD ADDRESS.

The carefully prepared and timely advertisement has been aptly described as an all-accomplished salesman, who goes about his business with unlimited patience, and with a stock and variety of information that charms by its freshness and extent; one who is welcomed in the banker's office, the merchant's store and the study of the student, and is moreover welcomed by the cultivated woman at the family fireside. Very naturally the value of this very valuable agency depends on the number whom he addresses who have ready money and are willing to spend it to satisfy their wants, and, perhaps, gratify their tastes. The sole office of this most useful of all missionaries is to do his master's will, and both introduce him and commend him and his wares to as wide an audience as possible. Sometimes he describes his master's wares, their quality, and names their prices, or tells you the mark by which they are distinguished from all others of their class; all these are very valuable services. He is, moreover the herald of new inventions, the latest fads in fashions, and invariably the first to notify you of where you can get special bargains in almost everything you need. Multiply this office a hundred thousand-fold, and ask yourself whether, as manufacturer of any article, with trade-mark, or a retail seller of anything required by the people at large, you can dispense with his services, or make money without them. Remember, he has made the fortunes of thousands, he has taken men and women from obscurity and endowed them, as it were, with his magical virtues, making them rich, popular and respected ornaments of society.—B. C. Commercial Journal.

PRICES IN 1866 AND 1893.

It may be interesting to many of our younger grocers to know that twenty-seven years ago the prices of groceries differed very materially from the prices governing the same articles to-day. On a recent visit to Oneida we had a pleasant chat with Mr. Theodore Carter, the leading grocer of Oneida, who engaged in the grocery business in that village in the year 1866 says the editor of American Grocer.

Mr. Carter has saved every bill of goods he ever purchased, and from a long statement we find at that time that he paid for Porto Rico molasses 84 cents a gallon; coffee sugar, 15½ cents; cut loaf, 17¾ cents. Gunpowder tea at that time cost him \$1.60 a pound; pepper, 34 cents, while he had to pay 65 cents a pound for cotton twine. Cranberries cost him \$24 a barrel.

From a newspaper advertisement we find that at that time apples were selling for \$2.50 a bushel; potatoes sold at \$1.75 a bushel; crate of peaches brought \$8, while lemons sold for \$1 a dozen; flour brought \$4.50 a sack, while a can of tomatoes sold

for 40 cents and canned corn sold for 50 cents. Mr. Carter at that time paid the government \$50 as a tax for doing business.

It will readily be seen from the above quotations what goods cost those days. The wage-earner is earning at the present time proportionately as much as then, and yet he can purchase now nearly three times the amount of goods that he did then; while the grocer finds that while prices have decreased, expenses in many cases have increased, and he is not making the money he formerly did. The above will furnish food for reflection, and cause the thoughtful man to consider how he can decrease his expenses in the handling and giving credit.

A MIGHTY HAUL OF SALMON.

A salmon fisher and packer from Alaska told a fellow patient in a New York hospital the other day a story of what is perhaps the greatest single salmon haul on record. The company to which the narrator belongs has its headquarters at San Francisco, and sends each year to one of the Alaska rivers a schooner bearing sixty men, all of whom are busied in making tin salmon cans during the voyage. The point at which the camp was made last season is 300 miles from the nearest post office. The season lasts from May to October, and the pack of the particular company on that particular river was 1,500,000 pound cans.

On the day of the great salmon haul enormous schools of salmon were discovered in a reach in the river. The stream was guarded at three points with traps, and the fish were driven towards three great nets. The school was so thick presently that it was difficult to run a boat through the enclosed pool. Great fish leaped out of the water and struck the oars from the hands of the rowers. At length the haul was made, and at least 75,000 fish were drawn ashore. Two-thirds of the fish were liberated, as it was impossible to cure more than the 25,000 that were saved. The fish averaged nearly eight pounds each.

The salmon pack of this concern goes chiefly to Europe, and is sold especially to British workmen. The fact that there is a demand for a delicacy of this sort among English mechanics leads the narrator of this story to believe that the workmen of the British Isles are better paid than the Americans suppose.

The salmon syndicate of the northwest, the State of Oregon and the United States Government are all busied in encouraging the Pacific Coast salmon. The syndicate alone turns loose into the rivers of Oregon 50,000,000 salmon annually, and as the industrious salmon lays 900 eggs to every pound of her weight the prospect of the fish seems good. Throughout the whole Pacific northwest the salmon is about the cheapest fish going, and is not esteemed a delicacy. The Alaskan salmon fishermen still make a mystery of the salmon though its habits have been pretty well cleared up by scientific investigation. According to popular belief nobody knows what the salmon feeds upon. It is also firmly held that the salmon returns to its hatching place but once, at the age of five years, for the purpose of spawning, and then goes back to the sea, there to die, or at all events never again to visit the river of its birth.—New York Sun.

J. F. EBY.

HUGH BLAIN.

To The Trade: _____

In taking up increased space this week we beg to thank our friends and customers for their numerous favorable notices of our goods advertised, and to assure them that every article advertised by us is as represented, either equal to any in the market or the premier of its kind. **We strive** at all times to secure such articles as are worthy on their own merits of being advertised and sold and profitable to our customers. We are all in the business for the money there is in it, and it is to our interest to sell **Good Articles** and such as are profitable to our friends. **What pays you, pays us. Watch our Advertisements it will pay you.**

“Reindeer” (CONDENSED COFFEES

Are known from the ATLANTIC to the PACIFIC



Their unqualified merits have secured to them the trade of every first-class merchant. If you have not handled any send us a trial order. **Don't be without them.**

EBY, **B**LAIN & **C**O. **W**HOLESALE **G**ROCERS **T**oronto, Ont.

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Canadian Grocers

Attention

We can meet your needs with a first-class article of

Tobacco

The best grocers all over the Dominion are selling our goods, send for sample caddies of different brands.

EMPIRE
TOBACCO
Co.

MONTREAL

DRY GOODS.

House trade in this city has been brisker than usual on account of the millinery openings. Buyers from all parts of Canada have visited the markets and some very large parcels have been bought. All classes of spring goods have been in strong demand.

The millinery houses are scenes of unusual brilliancy. The trimmings for spring are of many and bright colors, and hence the displays rival the finest July flower shows. Bright colors seem to have permeated every class of goods. Buying has been brisk and substantial. There has been a freedom about the placing of orders which denotes very light stocks in retail stores and a strong confidence in prospects for spring trade.

The past week has been marked by a very small influx of money. Payments are very indifferent. The amounts due were not large, nor were they well met. Very little advantage was taken of cash discounts. This tightness of money is due partly to a very meagre trade in country districts on account of bad roads. Houses whose trade is mostly with such districts have felt the stricture more than others. Still, dealers are not fearing March 4th.

A novelty shown on the market is a new celluloid collar and tie combined. The tie is simply an extension of each end of the collar which overlaps and forms an imitation bow tie.

Most of the woollen buyers are back from Great Britain and are full of ideas for fall trade. Mr. O'Hara, of Gordon, Mackay & Co., and Mr. Johnston, of Wyld, Grasset & Darling, have just returned. Mr. Auld, of W. R. Brock & Co., returned over a week ago. Mr. Begg, of John Macdonald & Co., has not yet returned.

NOTES.

W. R. Brock & Co. made an extra display on the dates of the millinery openings. The haberdashery department under the control of Mr. Smallpiece was especially well decorated. The stock was very full and displayed to great advantage. Lace curtains were hung in various places; spring parasols hung half opened in prominent positions; long rows of new style suspenders were displayed to advantage; and spring neckwear in great profusion was very noticeable. Their exhibit of embroideries, art silks, spring underwear, ribbon, umbrellas and parasols was worthy of the reputation of the house.

During the coming summer ladies' belts will be greatly worn, owing to the popularity of the blouse. Gordon, Mackay & Co. show ranges from 85c. up, in plain leather, embossed leather and perforated leather; also silk and lustre.

A special line of lace curtains 3½ yds. in length and in new designs, that can be retailed at 80 cents and \$1, are being shown by

W. R. Brock & Co. The sale of these is very rapid.

For summer wear Gordon, Mackay & Co. show an exceptionally low line of ladies' vests, unbleached, with long sleeves, which they can sell at a price enabling a purchaser to retail at a quarter. They claim to lead the trade in these goods.

In Hermsdorf's absolutely stainless black hosiery, W. R. Brock & Co. are showing several special lines. One number called D. O. with fashioned foot can be retailed with a good margin at 15 cents per pair. Another called Buster, they claim, leads the market, being the lowest line of full-fashioned goods imported. This line can be retailed three pairs for 50 cents.

A special shipment of laces is being passed into stock by Wyld Grasset & Darling. They are the balance of a manufacturer's stock and will be sold at about half regular price. They include cream, natural and two-tone Pointe D'Irelandes and Guipures.

Tambor embroidered lap robes are shown in abundance by John Macdonald & Co., they having bought up a manufacturer's stock of these. They are also showing an extensive line of fancy linen lap robes; they run in the lowest grades to retail at 50c., and also in other qualities. Their stock of overalls is very complete, embracing all the different kinds, such as jeans, cottonades, pointed moles, denims and duck. A fine lot of men's cashmere and cashmere and silk vests are shown. These goods have been very successful in the hands of the travellers. Their stock of umbrellas includes lines from \$4.50 to \$48 per dozen, and includes many special features, such as elastic frames, double ribs, sixteen-ribbed, Titania tubes, and many novelties in handles.

Mr. J. W. O'Hara, woollen buyer for Gordon, Mackay & Co., has returned from his European purchasing trip and reports having placed some very special contracts on staple lines, fancies and novelties. He has treated the samples with unusual care and patience, and his customers may look for a range of woollen samples for next season of unusual merit and excellence.

W. R. Brock & Co. are showing some six-quarter Scotch suitings in hopsacks, twills, checks and stripes, in new fawn and drab shades, which are among the neatest things on the market. Their new tints in spring overcoatings in cheviot-finish, worsteds and West of England venetians, include silver greys, blue greys, blue and black mixes and slates, as well as the staple colorings. They have a very large assortment of black and blue serges, British and Canadian, rough and smooth surface, large and small twills and small fancy effects in all makes.

In the silk and dress goods department John Macdonald & Co. made an extra display this week for the millinery openings. Silks in surahs, tartans, Bengalines, pongors and other laces were shown in great range. Their stock of ribbons in staples was the largest in the trade if appearances were not deceiving. Their stock of laces has met with much appreciation from the trade in all lines. The movement has been extra large. Embroideries are shown in great profusion, and they claim to be offering special value in carton lots and in regular Swiss and Cambric goods. In dress goods their range is very complete; in shot effects, shot lustres, and other fancy effects they show some very taking varieties.

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

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

**FOR DAIRY
BUTTER
OR DRESSED
POULTRY**

Write or Wire

**PARSONS
PRODUCE CO.**

WINNIPEG—MANITOBA

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

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

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

NOTICE

The British Columbia Fruit Canning and
Coffee Co'y, Lt'd.
VANCOUVER, B.C.

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

Besides their regular brands of Ground Coffee,
now so favorably known, they quote:
Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest
quality.

EPPS'S COCOA

1/2 lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:
C. E. Colson, Montreal

**LAURENCE GIBB
Provision Merchant,
83 COLBORNE STREET, TORONTO**

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc
PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Meglaughlin, Marshall & Co.,
Wholesale Provision Merchants,
3 and 4 Corn Exchange,
**Manchester,
England.**

Also at
Liverpool and Glasgow.

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

W. GIBBINS & CO.,
Commission and
Manufacturers' Agent,
WINNIPEG, MAN.

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

JAS. DICKSON & CO.,
26 WEST MARKET STREET,
Provision and Commission Merchants.

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

Eggs are lower at 25c. to day; Butter is scarce
and firm at 20 to 24c. for good to choice; Dried
Apples 5 to 5 1/2c.; Green Apples 1.00 to \$2.00;
Beans 1.30 to \$1.50 per bush.; Potatoes 90c. to
\$1.00 per bag; Honey 5 to 8c.

Consignments of Above
Solicited.

J. F. Young & Co.

[Produce Commission Only,
**74 FRONT ST., EAST
.. TORONTO ..**

PARK, BLACKWELL & CO.
(Limited.)
— SUCCESSORS TO —
**JAS. PARK & SON,
TORONTO.**

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

Write for Price List.

**PUT
TEXAS BALSAM
IN STOCK**

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

C. F. SEGSWORTH,
8 Wellington St. East,
Toronto.

Sample 25c. postpaid.

S. K. MOYER,
Commission Merchant

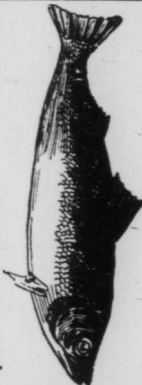
And dealer in foreign and
domestic fruits, fish,
poultry, etc.

SPECIALTIES DURING LENT

Oysters, Manitoba White
Fish, Salmon Trout, Had-
dock, Steak Cod, Market Cod,
Sea Herring, Finnan Haddie
and Labrador Herring.

ORDERS SOLICITED

76 Colborne St., Toronto, Ont.



GEORGE MCWILLIAM.

FRANK EVERIST.

MCWILLIAM & EVERIST

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

FIGS, DATES, NUTS,

ALMERIA GRAPES, Etc.,

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

J. Cleghorn & Son,

94 Yonge St., TORONTO.

Fancy Florida Oranges--

Car arriving weekly.

Car Messina Lemons--

Just arrived.

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

**WILLIAM RYAN,
PORK PACKER**

Toronto, Ont.

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

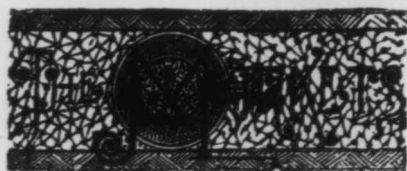
WRITE FOR PRICES.

McLAREN'S

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



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



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

TORONTO MARKETS.

TORONTO, March 2, 1893.
GROCERIES.

Nothing particularly new seems to have developed during the week. Outside canned goods the market is quiet, but a healthy feeling prevails. Sugars continue firm and syrups are stronger. Coffees remain much about the same as a week ago, and fruits are without change. Firmness still characterizes the tea market, and demand is active.

COFFEES.

Local demand continues moderate and it is the general opinion that should there be any advance on present prices there will follow a falling off in consumption. Rios are quoted here at 21 to 22c. and stocks are low, good grades being very scarce. Options in Rios took an easier turn outside last week, but prices have since recovered and they are now higher than before.

DRIED FRUIT.

Currants continue to attract the most attention, the movement being freer than in any other kind of dried fruit. There are not many Valencia raisins moving here; prices are unchanged, but they are firmer in New York. Prunes are in moderate demand at from 8c. up. Dates are selling in small quantities at 5½c. up.

RICE AND SPICES.

Spices are in good demand at unchanged prices. Rice is quoted as before and demand is light.

SUGAR.

A moderate business only is being done, and the situation appears to be as sharp as ever. Refiners will not contract for one day ahead, and the agent of one refinery refused to even submit an offer for 1,000 barrels at 1-16c. less than the quotable price. Outside markets are also steady.

SYRUPS AND MOLASSES.

Syrups are scarce and higher, refiners having advanced prices at least ¼c. during the week. Local demand is good. Molasses is in fair demand at unchanged prices.

TEAS.

Demand continues fairly active at firm prices. The situation has not materially changed during the week. The retail trade is buying more largely of low grade Japans, Assams and Ceylons than for some time. A few of the better grades of Ceylons are offering from England, but medium grades are very scarce. The market seems to be in better shape than for five years past, and with the consumption increasing and stocks low it looks as if there will be further advances.

MARKET NOTES.

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

Prunes are held higher in New York.

Smith & Keighley are offering a nice bright raw sugar at 3½c.

Eggs are retailing in Halifax at from 35 cents to 37 cents a dozen.

Diamond Baking Powders will now be found in the list of Prices Current.

T. Kinnear & Co. are offering special bargains in Japan teas at from 17 to 19c.

A local flour and feed man offered to exchange a car of wheat for one of bran a few days ago.

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

The trade here have received an engraving showing a partial view of Crosse & Blackwell's very handsome new factory Charing Cross Road, London, W. C.

The Trust, unable to force its effort to make customers take 50 per cent granulated in bags some time ago, rescinded the order. Now the bags have piled up into a surplus accumulation, and any one who will handle that style of package can do so 1-16c less than regular rates on standard grade.—N.Y. Bulletin.

BUTTER AND CHEESE.

Receipts of butter are larger and there is more disposition to sell. There is still a good deal of creamery butter being held here on speculative account, and as the quantity has sadly deteriorated it is likely to be held, particularly if the present prices are persisted in. Good creamery butter will sell well at 23 to 25c. for tubs, while extra choice brings 26 to 27c. Good dairy and bakers butter are in good demand, and supplies are about equal to the demand; large rolls sell at 18 to 20c., and dairy tubs are taken at 20 to 21c., and pastry at 15 to 17c.

Cheese continues in fairly good demand at firm prices, but there is considerable difference in values. Stocks held here are still light.

PETROLEUM.

The Petrolea Advertiser in its weekly report says: Reports of development from all parts of the territory the past month show marked changes in comparison with previous months. There has been a large decrease in the number of wells completed, and consequently of new production. There are several reasons that have caused the above, the most prominent one, of course, being the unsettled state of the oil business throughout Canada in consequence of anticipated tariff changes, which, of course, has made a difference in the amount of new work under way and projected by parties holding leases of land here and outside property owners. And then again, the extremely cold weather has affected operations to a larger extent. Crude remains firm at \$1.18½ for Petrolia oil, with a shade better for Oil Springs. Activity in refined oil continues, and the manufacturer to-day is really put on his metal if ever he was. The market to-day may be said to be very sympathetic, each refiner watching the other and

manifesting, as a rule, a disposition to await the course of events rather than make any rash contracts ahead for future delivery. It is believed here among those who should be posted in these matters that there are not very heavy stocks of refined oil in the Eastern markets, and hence the manufacturer is not as eager, taking the general view of the situation into consideration, to grant the dealer any the best of it for the future. We hear that there has been some cutting in prices lately. Just exactly what were the causes operating to induce offerings of small lots of oil at prices lower than those generally demanded in a fairly firm market is of course more or less a matter of conjecture.

Following are the latest quotations at Toronto:—Canada refined oil, 13½ to 14c; carbon safety, 17½ to 18c; Canada water white, 19c; American water white, 21 to 22c; photogene, 25c.

COUNTRY PRODUCE.

BEANS—Scarce and firm with demand good at \$1.40 to \$1.50 for the good article.

DRIED APPLES—The market is a little firmer, but there is not much doing; 5¼ to 5½c. are the ruling prices.

EVAPORATED APPLES—There is a much stronger feeling in the market, but there is not much movement. Car lots are in demand, but for jobbing account there is not much request, green fruit being too plentiful and cheap. Prices are 8½c. higher at 9c.

EGGS—Supplies are becoming more plentiful and prices are easy at 25 to 26c. No large lots are moving, purchases made merely being for immediate requirements.

HONEY—Market remains much about the same as for some weeks; while clover, if it could be had, would sell well, but dark, which is plentiful, is not wanted. While clover, in sections, is quoted at 15c. and dark at 10c., extracted runs from 5 to 8c.

DRESSED POULTRY—Scarce and wanted. Prices unchanged. Chickens are quoted at 65 to 75c. a pair, ducks 85c. to \$1 a pair, turkeys at 14c. a pound, and geese at 9 to 10c. a pound.

POTATOES—The market is at the moment in a good healthy condition. Car lots have changed hands during the week at 80 to 82c. on track here. A good deal of trouble is experienced in getting cars. The ruling prices out of store are 90 to 95c.

ONIONS—Dull and unchanged at \$2 to \$2.25 per barrel.

HOPS—The market is quiet, the brewers managing to get along with what they have on hand; prices steady. A nice little lot of 92's offered at 19¼c., but we do not hear of any sales being effected at that figure.

HOGS AND PROVISIONS.

The market for dressed hogs is weak and lower. A good many car lots are offering, but transactions are few. Packers here are picking up market hogs at \$17 to \$17.40 per cwt.; \$8.25 seems to be the highest price that they are willing to pay for car lots this week, although dealers have paid \$8.55 to arrive. All hog products are in good demand. Lard is quoted slightly higher, and there is not much offering.

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

HAMS—In good demand and firm at 13 to 13½c.

LARD—Pure Canadian is 13c. in tubs and 13½c. in pails. Compound 10½ to 11c.



IT SPEAKS VOLUMES

For the good quality of "KENT" Pickles, when we state that, without the aid of travelling salesmen, the output last year was by far the greatest in the history of the Company Quality does it. Uniformity holds the trade when once secured. Do you handle them?

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

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

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

Fish Wholesale lots only.
FRESH, CURED AND FROZEN fish, of all kinds, from first hands, LOWEST PRICES.
L. H. DOBBIN, - MONTREAL.

BEAVER BRAND PICKLES

Best Value in Canada
Send for Quotations

T.A. Lytle & Co. VINEGAR MFRS. Toronto

UNDERSTAND THEIR BUSINESS

A. CAMPBELL, Esq., TORONTO, Dec. 15th, 1892.
TORONTO, ONT.

MY DEAR SIR:-
I think it only fair, to let you know, that at a Dinner party at my house the other day, we had some of your Canned Peas, and that their was a general expression of opinion amongst the eight people present, that these Peas were far superior to any of the French Peas obtainable in Canada. It is quite evident that the Lakeport Preserving Co. understand their business, and how best to preserve fruit and vegetables.
Yours sincerely,
A. WHITE,
D. G. F. A., G. T. Ry.

The Imperial Rubber Stamp Works

Rubber Stamps, Stencils, Branding Irons, Seals, etc.
Estimates given. Orders by mail promptly attended to.
102 ADELAIDE ST. WEST, - - - TORONTO.

SITUATION WANTED. MARATIME PROVINCES.

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

MAPLE PRODUCTS.

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

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

Boy Brand Corn

DAILEY'S

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

Boy Brand Tomatoes

HAVE YOU TRIED OUR Epicure Corn and Sifted Select Peas

If not, send for Sample Order.

Leading Grocers

Say there is nothing like them in the market. We are busy duplicating orders every day, they sell themselves.

Send for our Book—20 Receipts for preparing Epicure Corn—Mailed Free.



THE DELHI CANNING CO.
FACTORIES: Delhi, Ont., and Niagara-on-the-Lake.

MARKETS—Continued

BAREL PORK—U. S. heavy mess is \$22.50. Canadian short cut \$22. Canadian heavy mess \$20 to \$21.

DRESSED MEATS—Beef forees are 4½ to 5½c., hindquarters 7 to 8½c., veal 6½ to 8c., mutton 7 to 8c., lamb 8c. to 8½c.

GREEN FRUIT.

There has been no material change during the week. Oranges are active and firm, while lemons on the other hand are quiet but unchanged. There is not much doing in bananas, and the season is about over for grapes and cranberries. Mandarine and Tangerine oranges are about out of the market. We quote Valencia oranges at \$4.50 to \$4.75 per case, Jamaicas \$2.50 to \$2.75 per box, Floridas \$3 to \$3.50 per box, Palermos \$2.50 per box; lemons \$3 to \$3.50 for choice and \$3.75 to \$4 for fancy; bananas \$1.75 to \$2.50; pineapples 20 to 30c., Malaga grapes \$8 to \$9, fancy cranberries \$10 per barrel, common \$1 per basket; apples, \$1.25 to \$1.75 for market stock and \$2.50 to \$3 per barrel for fancy.

FISH AND OYSTERS.

The demand for fish has continued good and better than usual, notwithstanding that prices are higher. While the demand is general, the smaller varieties, such as lake and sea herring and whitefish are the most sought after. The market is almost cleaned out of sea herring, and the few there are to be had are selling at \$2.85 to \$3. There have been a few ciscoes on the market during the week, and they have found a ready sale at \$1.50 per hundred. The market is pretty well cleaned out of smelts. A few flounders are on the market and they are selling at 5c. Oysters are dull and unchanged. We quote: 7 to 7½c. for trout and ordinary whitefish, 7½c. for Manitoba whitefish, 4½c. per lb. or \$3 per hundred for frozen Lake herring, 10c. for mackerel, 13c. for B.C. frozen salmon, and 17c. for fresh ditto, 5 to 7c. for smelts, 5 to 5½c. for haddock, 4 to 4½c. for market cod, 7c. for steak cod, 5c. for flounders, 6½c. for skinned and boned codfish, \$3 per half bbl. for Labrador herring, \$2.75 per half bbl. for shore herring, 11 to 12½c. for Digby herring, 4c. for boneless fish, 7 to 8c. for boneless cod, 7c. for pike, 7c. for pickerel; oysters, \$1.50 for stds., and \$2 selects.

HIDES, SKINS, WOOL, TALLOW.

SKINS—There are not a great many coming in and prices are unchanged at \$1.25 to \$1.40 for shipskins, and at 5 to 7c. for calf-skins.

HIDES—Demand continues fair and prices steady, car lots of cured are moving at 5½c. We quote No. 1 green cows' 4½c., cured 5½ to 5¾c.

TALLOW—Continues in active demand, with offerings light. Prices are ½c. higher, dealers paying 7 to 7½c. and selling at 7¾ to 8c.

WOOL—Not much to note, very little moving and prices are unchanged. There will

SURPRISE SOAP

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

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

The St. Croix Soap Mfg Co.,

St. Stephen, N.B.,

Branches:

MONTREAL: 17 St. Nicholas St.

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

WINNIPEG: E. W. Ashley.

be no blanket wools on this market till the new clip comes in. Fleece is nominal at 18 to 19c. Pulled is selling moderately well at 22 to 23c. for supers and at 26 to 27 for extra.

SEEDS

Red clover is somewhat easier in sympathy with the further decline in the United States market, prices here being from 35c. to 5c. lower than a week ago at \$8.50 to \$8.90. A week or so of fine weather would undoubtedly have a stimulating effect on the market. There is not much timothy offering and the demand is light prices are unchanged at \$1.50 to \$2.25. Alsike quiet and unchanged at \$5.50 to \$6.60.

MONTREAL MARKETS.

MONTREAL, March 2, 1893.

GROCERIES.

There has been no great stir in groceries, although a moderate movement is reported in refined sugar at steady prices. The tea market holds as firm as ever, and there have been further calls for Japan on American account which further reduces the stocks here. The strength in coffees and spices continues notable, in fact, all lines, from sugar down to fish are strong, so that it does not seem as though holders would gain anything by deferring their purchases; rather the reverse, in fact. In the main, however, they show indifference, and take

(Continued on page 22.)

CANNED GOODS.

TORONTO.

The situation continues to gather strength. Demand for canned tomatoes continues active and while quotations are unchanged, one leading house is holding prices 10c. a dozen higher. No shipments are reported this week to the United States, although the Lakeport cannery is at the moment engaged in consigning a round lot to Liverpool. Corn is in good demand and stocks are getting light. The market has a firmer feeling, and sales were made last week to a local buyer at 90c. An active enquiry is reported for peas at from 85c. to \$1. Beans are moving well at steady prices. Canned fruits are in active demand and stocks are getting lighter. Canned salmon is also in good shape, and little or nothing is expected to be in stock when the new pack arrives. Some houses at the moment are cleaned out of packages of both trout and white fish, and Buffalo is reported to have absorbed everything on this side. There is the usual seasonable demand for sardines.

MONTREAL.

The canned goods trade is very quiet at the moment. Some of the large houses are said to be selling staple lines considerably below quotations but the movement generally is small.

ST. JOHN, N.B.

Canned goods are moving freely and some lines are said to be scarce, gal. apples are quoted at \$2.25 to \$2.40; corn sells at 90c. to \$1.05; peas 90c. to \$1.05; tomatoes 90c. to \$1.; salmon \$1.60 to \$1.75; lobsters \$6.75 to \$7.25 per case.

TORONTO, Feb. 17, '93.

WE—PAYING—ARE

5c.
F. O. B.

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

WE ARE

BUYING

DRIED APPLES

Address

STANWAY & BAYLEY

42 FRONT ST., EAST, TORONTO.

--TERMS--

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

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

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

WE AIM AT—
THE BEST FRUITS
 - AND -
 Lowest Possible Price.
CLEMES BROS.
 Phone. 1788 **TORONTO**



DANIEL G. TRENCH & Co.,
 CHICAGO, ILL.
 CANNING FACTORY OUTFITTERS.
 GENERAL AGENTS FOR
SPRAGUE MFG. CO., FARNHAM, N. Y.
 CANNING MACHINERY OF ALL KINDS.

We have now about sold out and our Goods are in the hands of wholesalers.

Ask for them, and if you cannot get them, we will supply you with a small order.

The STRATHROY CANNING AND PRESERVING CO., Ltd.

The Norton Manufacturing Co.

E. P. Breckenridge, President. C. C. Warren, Secretary.
 Edwin Norton, Vice-Pres. W. C. Breckenridge, Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish, and Seamless Lobster

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

PURE CONFECTIONERY, FINEST BISCUITS.

Manufactured by

J. McLAUGHLAN & SONS,
 OWEN SOUND, ONT.

SEEDS - Everything for the Farm and Garden

Red, Alsike, White, Lucerne and other Clovers, Timothy Seed, Grasses, Flax Seed and Meal, Oil Cake, Etc.

Trade Lists and quotations on application, Country Merchants having anything in our line to sell, will please send samples and advices. Correspondence Solicited.

THE STEELE, BRIGGS, MARCON SEED CO., LTD. TORONTO, ONT.

WANTED—Choice Dutch Setts and Shallot Onions

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

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

GILLARD'S Specialties

High Class, English Made,

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

"JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed, An excellent food for Infants. We make only the one quality—**THE BEST.** Buy only the **JERSEY BRAND** for all purposes. Sold by Grocers, Outfitters and others.

MANUFACTURED BY
FORREST CANNING CO'Y,
 HALIFAX, N.S.
STANWAY & BAYLEY, Agents, Toronto.

W. A. Carson. R. B. Morden. J. Anning.

BELLEVILLE CANNING CO.

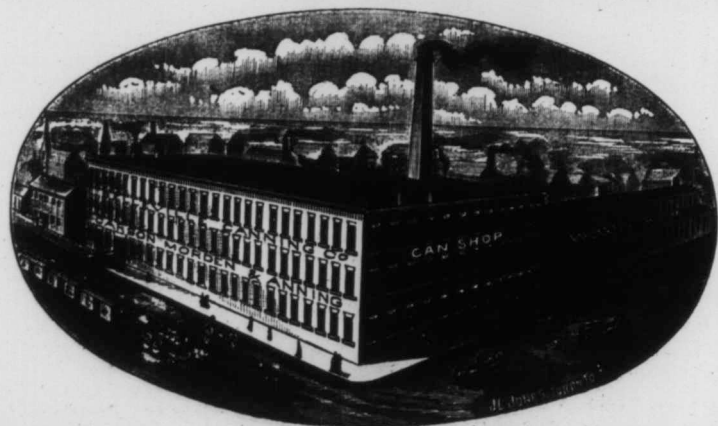
PACKERS OF THE

"Queen Brand"
 Fruits and Vegetables.

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

FIRST-CLASS GOODS.

We respectfully ask the trade to recommend this brand to their customers:



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MONTREAL Markets Continued.

supplies sparingly, but this may be due to the high freights ruling rather than any disinclination about buying. Payments seem to be favorable on the whole.

SUGARS.

No marked change has occurred in raw sugar. There has been no cost and freight business during the week, refiners here not being anxious. Advices from the Philippines state that stocks are completely exhausted, Hong Kong and Australian refiners having been heavy buyers. A shortage is reported in Cuba also. In refined stock there is no special change, a fair business moving at steady prices. Yellows are quoted at 3 1-2c. to 3 7-8c. and granulated 4 5-8c.

SYRUPS.

Grocers report an active demand for syrups, the consumption being large owing to the high prices both of lard and butter. Supplies are small, one refinery at least being completely out of stock. Refiners say that 22c. per gallon is about their idea of value. Molasses is moving fairly well in small lots at 34 1-2c. to 35c.

TEA.

The market has been quiet during the past week in Japan teas. There is still an enquiry for low grades on American account, and lots have been placed at 12 1-2c. to 14c. Medium to good have changed hands at 16c. to 18c., and fine at 19c. to 21c., with finest 25c. to 31c. Advices state that blacks are very firm in England, and importers have experienced great difficulty in securing goods on which offers have been made.

COFFEES.

The coffee market maintains its firm tone, and higher prices are looked for. We quote Jamaica, 19 to 20c.; Maracalbo, 21 to 22c.; Rio, 19 to 21c.; Java, 25c. to 27c.; and Mocha, 25 to 28c. These figures are only possible on straight wholesale lots, business in a jobbing way necessitating an advance on these prices.

Spices are in fair demand at the advance sale sales of black pepper in lots transpiring at 8 to 9c., and Pimento 6 1-2c.

DRIED FRUIT.

The market for Valencia raisins has been quiet, although holders are exceedingly firm as offerings of common stock have ceased to be pressed on the market. We quote Valencia off-stalk 4 1-2c. to 4 7-8 according to brand; layers, 6c. to 6 1-4c. Currants are quiet at 5c. to 5 3-4c. as to package.

NUTS.

Nuts are quiet and unchanged. We quote Pecans 11 to 12 1/2c., Terragona almonds, 10 1/2c., Grenoble walnuts 13 1/2 to 14 1/2c., filberts 10 to 10 1/2c., Ivica 14 1/2c., Brazil 15c., marbots 12 1/2c., cocoa nuts \$3.50 to \$4.50 per bag of 100 for old, new \$5 to \$5.50.

RICE.

A very good movement is reported in rice, and prices rule firm, as reports from primary markets indicate higher values. A recent report says: "Madras is in a state of famine. There is a large demand in China for the commoner kinds of Saigon and Siam. The Burmah harvest was proceeding satisfactorily, and steamers are busy loading except at Akyab, where rice is being taken at high prices for the Madras coast." Local quota-

tions are: Standard \$3.85; choice, \$4; Japans, \$4.25; Louisiana, \$5.25, and Carolina \$7.50.

FISH.

The fish market is in a very satisfactory condition, the demand being good, and the supply of herring has been worked down to a sounder basis. We quote:—Haddock, 4 to 4 1/2c., cod 4c., lake trout 7c., white fish 7 to 7 1/2c., pickerel or dore 8c.; dried cod, \$5.50; No. 1 green cod, \$7; Labrador salmon, \$13 to \$14; No. 2 mackerel, \$12 per brl.; do. \$7 per half brl.; C.B. and N. S. herring, \$4.75 to \$5 per brl.; tommy cods, \$1.75 to \$2.00 per brl.; fresh herring, \$2.00 to \$2.50 per hundred; haddies, 7 1/2 to 8c.; Yarmouth bloaters, \$1.00 to \$1.25; frozen mackerel, 8 1/2 to 9c.; smelts, 4 to 5c.

APPLES.

The apple market is dull, with a few sales in a jobbing way at \$2.50 to \$3.

ASHES.

The ash market is firm at \$4.25 to \$4.35 for pots. Pearls nominal at \$5.20.

HOPS.

There is nothing doing in hops, holders asking 20c. for Canadian.

BEANS.

Beans rule steady and quiet at \$1.35 to \$1.56 for picked, and ordinary \$1 to \$1.20.

POTATOES.

Car lots of potatoes have changed hands at \$1.06. The quality continues disappointing and receipts run light.

EGGS.

The egg market rules easier, as receipts of fresh stock are more liberal. The stock of limed is exhausted, but some lots of American stock are on their way here, and will cost 29c. laid down here, which in the present state of the market means a loss to the holder. We quote 30c. for fresh stock.

BUTTER AND CHEESE.

The cheese market is quiet and unchanged. There is very little stock here, and what there is is held firm by holders at 11 1/2 to 11 3/4c.

Butter rules steady and is fairly active in a jobbing way for all grades. Choice parcels of creamery sell at 23c. and over, while Townships dairy is scarce and firmly held at quotations: Choice fall creamery, 23 to 24c.; creamery seconds, 21 to 22c.; Townships dairy, 21 to 23c.; Morrisburg and Brockville, 20 to 22c.; Kamouraska stock, 19 to 20c.; Western rolls, 18 1/2 to 20c.

PROVISIONS.

Provisions remain very quiet, but smoked meats are receiving some attention. Pork is neglected. The market holds very firm, however. We quote the following quotation: Canadian short cut pork, per brl. \$23 to \$24; Canada mess pork, per brl. \$23 to \$24.00; Hams, city cured, per lb. 13c. to 14c. Lard, Canadian in pails, 12 1/2 to 13 1/2c.; Bacon, per lb., 12 to 13c.; Lard, com. refined, per lb., 10 1/2 to 12c.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., March 2, 1893.

The week has been uneventful in the grocery line, prices have ruled steady and trade quiet, though a little more activity is noticed the last few days, as orders are coming in for spring trade. Sugars are firm. Oatmeal is quoted higher. Flour is steady. Molasses is somewhat easier. Collections are slow.

Sugars—Holders of stocks are firm in price, though buyers do not seem inclined to

take more than for immediate wants. Quotations are granulated 4 1/2 to 4 3/4c., yellows 3 1/2 to 3 3/4c., extra C 3 1/4 to 4c.

Molasses—The market is some easier, and as crop prospects are good prices will likely rule low for some time. Barbadoes is selling at 31 to 33c., Porto Rico 31 to 33c., and Antigua 29 to 30c.

Provisions—Mess pork is selling at \$21.50 to \$23, as to quality. Smoked hams are selling at 14 to 15c.; do. rolls at 12 to 13 1/2c. Lard, compound, 12 to 12 1/2c.; pure, 13 to 14c. Tallow, 6c.

POINTS FOR CLERKS.

It was the saying of a wise man, long ago, that everything has two handles, by one of which it can be easily carried, while by the other it cannot be. This suggestive phrase might be often brought to mind by the perplexing problems which arise in the life of every young man and by the ways in which they must be met. A writer in the Golden Rule says that it might not take a sage to discover the truth and utter it, but a wise man indeed would he be who would always know just how to apply it.

A very unenviable gift it is that leads one always to take things by the wrong handle, and there is always opportunity for exercising it if one chooses to do so. When the sun is not shining, it is easy to notice the gloom; when the sun is shining, it is just as easy to complain that the light hurts the eyes. When a cloud is turned with the silver side out, no one can deny that it is only a cloud, after all. But skill in detecting the right handle, however it may be hidden, may become, also, almost a positive instinct; and there are just as many opportunities for exercising that. If the flower is bitter, it is delightful to have the bee's secret for finding honey in it somewhere. If one has only nettles to depend on, it is a fine thing to have the talent of the cook that boasted of the number of dishes that he could make from a nettle top. Happiness in life turns largely on the ability to take things by the right handle.

Men, as well as things, have two handles. It is possible always to stroke them the wrong way. An argument can be begun by stating either the points of agreement or the points of disagreement, by arousing antagonism or by conciliating prejudices. One may approach the other with a black flag or with a flag of truce; and the flag can be seen farther off than can its bearer. Much is said about "reaching" people, but it makes a great difference what one reaches with. Setting out on the most excellent of errands, with the best of intentions, is not enough. Success in winning men lies largely in the tact that grasps the right handle.

Discouragement over frequent failures in good causes might lead one to question whether success for him is possible; but a large part of education consists of training in recognizing the right handles, and in this training even failure has its part. There are two handles; if you have tried the wrong one first, take the other.

FLOUR AND FEED.

TORONTO.

Dulness is the predominating feature of the flour market. The feed market however is firm with demand good; bran is wanted on track at \$15.50 with \$16 asked and in ton lots it is quoted \$1 higher at \$17.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.50; strong bakers' \$4 to \$4.10; white wheat patents, \$4.25; straight roller, \$3.40; low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.35 to \$3.85.

Car prices are: Toronto freights—Manitoba patents, \$4.40 to \$4.50; Manitoba strong bakers' \$3.90 to \$4.10; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.15 to \$3.20; extra, \$3.10; low grades, per bag, \$1.10 to \$1.25.

MEAL.—Oatmeal is \$4.00. to \$4.25 Cornmeal is \$3.50.

FEED.—Bran (ton lots) \$17, ditto (on track) \$15.50 to \$16., shorts (ton lots) \$18; mixed feed \$22, feeding corn 57 to 58c., oats 34 to 35c.

HAY.—Baled timothy, demand is good and supply fair at \$9.25 to \$9.50.

STRAW.—Plentiful and demand limited, at \$5.50 to \$6.

MONTREAL.

The flour market is dull and unchanged, buyers only taking enough to meet immediate requirements and wholesale prices are more or less nominal. We quote:—Winter wheat \$4.00 to \$4.25; spring patents \$4.25 to \$4.50; straight rollers \$3.55 to \$3.75; extra \$3.20 to \$3.25; superfine \$2.60 to \$2.90; city strong bakers' \$4.15; strong bakers' \$3.90 to \$4.00.

ST. JOHN'S N. B.

Flour.—Market steady and prices are held firm. Manitoba is quoted at \$5.20 to \$5.25 high grade Ontario, \$4.35 to \$4.45; medium patents, \$4.15 to \$4.30.

Oatmeal.—Very firm in price and likely to advance is quoted \$4.30 to \$4.35.

Cornmeal.—Not much movement, market steady, price \$2.70 to \$2.80.

Feed.—Very firm, late advices are reported higher, is selling here at \$22.50 to \$23.50 per ton.

The pure INDIAN TEA of
KEMBLE & CO.,
Calcutta, India,

Is "Second to None" for Purity, Strength, and Flavor. TRY IT.

A. DAVIDSON, Canadian Representative.
48 Front St. East, Toronto.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

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

The Western Milling Company
(Limited.)

REGINA, ASSA.

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

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

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

Correspondence Solicited.

Embro
Oatmeal
Mills

D. R. ROSS, EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

R. M. PINCOMBE.

W. W. SUTHERLAND.

STRATHROY OATMEAL AND CORNMEAL MILLS.

Pincombe & Sutherland,

STRATHROY, ONTARIO.

Manufacture by the latest improved process

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

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

OATMEAL

Dominion Mills,
LONDON.
Excelsior Mills,
MITCHELL.

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

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

BRANDON ROLLER MILLS.

Brandon, Man.

—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers

-- FLOUR --

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

ALEXANDER, KELLY & CO'Y,
PROPRIETORS

N. WENGER & BROS.,
AYTON, ONT.

-- MILLERS --
(Hungarian Process)

BRANDS:
KLEBER, MAY BLOSSOM.

AGENTS:
J. L. SMITH & SON, - Montreal.
EPHRAIM ERB, - Halifax.



GREEN AND BLACK TEAS.

It is not my intention to enter into an account of the different processes of manufacturing black and green teas, but to find a reason for their chemical differences. By green tea I do not mean the highly colored article which is sold in this country, but the pure green teas of the Northern tea-growing districts of China, to the Namuna teas of India, very little of which, if any, are ever seen here.

To those who may not be acquainted with the term "Namuna" used in the above sentence, I wish to offer a few words of explanation. The word "Namuna" means in Hindustani "sample," and its application to the peculiar description of teas which now go by this name happened in the following manner:—A planter sent to England some boxes of this tea ticketed "Namuna," and the London brokers being unacquainted with the meaning of the term, have always since applied the name "Namuna" to this class of tea. They are made from the unfremented leaf, as is the case with Oolongs and Greens. The leaf is generally of a dark olive-green, though some incline to a greyish-black tinge. The liquor is very pale and slim looking, but its quality is stronger by far than ordinary Pekoe (Indian or Ceylon); in flavor, it is between a Flowery Pekoe and a green tea, quite distinct from Flowery Pekoe, possessing something of the rasping catching of the green tea class, with the flavor a little refined. The out-turn is generally green, sometimes with a brownish leaves mixed. These teas are often called "Indian Oolongs" or "Indian Mandami Pekoes." They are chiefly produced in the Darjeeling and Kumaon districts. The indigenous plant of India is unsuited for the production of Namunas, nor is the hybrid suitable, but the pure Chinese plants which have been transplanted to India make fine Namunas, and with this variety of the tea bush are the estates of Darjeeling and Kumaon chiefly planted the original, having been brought there by Messrs. Bruce and Fortune in "Fifties." These teas are invaluable for blending purposes.

I may also state that the finer grades of Formosa Oolongs are really green teas, and they are often spoken of in the trade as "a black tea with a green tea flavor." It is a curious fact that the tea bushes grown in the colder and higher altitudes produce the finest green teas. The word green, to the Chinese and tea growers of India, has no reference to color, but means "immature," "not of full growth," and is used in somewhat the same sense as we say "green corn."

The characteristic differences between green and black teas—the difference of color and flavor, and the effect produced on some constitutions by green tea, such as nervous irritability, sleeplessness, etc., which are distinct from those produced by black teas

are so marked that they need no comment, but they possess peculiar chemical properties which have always been attributed to the effect of high heat in the process of manufacture.

From whence do these distinguishing peculiarities arise, and what are they to be attributed? It is found that many medical herbs, principally those of a nitrogenous nature, such as atrophebelladonna, hyoscyamus-niger, etc., when brought in fresh and cool by the grower or collector, dry a bright green color, but if they had been delayed in transit, or remain in a confined state for any length of time, they become heated from a species of spontaneous fermentation, and when loosened and spread open remit vapors and are sensibly warm to the hand. When such plants are dried, the whole of the green color is found to have been destroyed, and a red-brown, and sometimes a blackish brown, result is obtained. When a clear infusion of such leaves is evaporated to dryness, it is not all indissolved by water, but there is left a quantity of brown oxidized extractive matter, which is denominated apotheng. A similar result is obtained by the evaporation of a clear infusion of black tea. The same action takes place in the infusions of other vegetable substances when exposed to the oxidizing influence of the atmosphere. They become darkened on the surface. This gradually spreads through the solution, and on evaporation an oxidized extractive matter remains which is insoluble in water. If green tea is wetted and redried with exposure to the air, it will be found to be nearly as dark in color to ordinary black tea. The conclusion then is, that the peculiar characteristics and chemical differences which distinguish black tea from green tea are to be attributed to a species of heating or fermentation, accompanied with oxidation by exposure to the air, and not to being submitted to a higher temperature in the process of manufacture, as has generally been thought. Those who have seen tea manufactured, I think, will agree that this is the rational result of the process. For the purpose of black tea the leaves are allowed to remain in bulk exposed to the air for some little time before being fired; whereas, for green tea, the freshly picked leaves are fired at once, without delay, at a high temperature, fired and rolled again and again, assisted sometimes by a fanning operation to drive off the moisture, and always with brisk agitation until the drying is completed. It is during this firing that the green powder is added that produces the green color of the so-called green teas sold in the European and American markets, about one pound of coloring matter being required for every hundred pounds of tea leaves. That the color of black tea is not owing to the fire is evident from the following facts:—When the leaves are dried in the sun the same color is obtained, and on the other side, if roasted by fire, without the process of fermentation or withering, and then finished in the Poy-long, a kind of green tea is produced.—Robert O. Fielding in American Grocer.

THE BANANA MARKET.

The New Orleans Picayune gives the following table of banana imports into the United States and Canada for each of the last two years. The figures show that the city near the mouths of the Mississippi leads all the rest, with New York a good second, Philadelphia racing with Boston for the honor of third place on the list, and Baltimore doing but about a third part as much as either of the two:

	1892.	1891.	Increase.
New Orleans	4,483,351	3,735,841	747,510
New York	3,715,625	3,567,768	147,857
Philadelphia	1,818,328	1,019,234	799,094
Boston	1,840,519	1,710,005	130,514
Baltimore	625,077	609,668	15,409
Savannah	190,000	73,209	116,791
Mobile	150,000	130,000	20,000
Montreal	30,019	.....	30,019
Galveston	3,000	92,515	*.....
Tampa	.....	48,000	*.....

Total..... 12,855,919 10,986,240 2,007,194

*Decrease—Galveston, 89,515; Tampa, 48,000.

The total increase of about 18 per cent for last year is astonishing in view of the fact that fear of cholera tended to reduce the consumption of the fruit, and it is cited as a reason why the imports at New Orleans were not much larger as some cargoes which would otherwise have gone to that port went to Philadelphia. The wonder grows when we consider that the figures given above represent bunches, each of which contains from 70 to 150 bananas. A hundred for each would be a very moderate estimate, but gives more than one and a quarter billions of bananas for consumption in the United States last year, or nearly twenty per head for all the men, women and children in the country. As many do not touch the fruit from one year to another, and many others touch it but occasionally, there must be great numbers with whom the banana may also be described as a regular article of diet during several months in each year. It is used by them not simply as a relish but as a nourishing food, which it is well known to be. In the tropical countries where it grows most abundantly it constitutes a large part of the food of the people, and the nourishment is very great. The plant is so prolific that according to Humboldt the same area that produces 1,000 pounds of potatoes will produce 44,000 pounds of bananas, and a surface bearing wheat enough to feed one man will grow enough bananas to feed twenty-five. The principal sources of banana imports to the United States are Jamaica, Honduras, and Baracoa.—Ex.

H. P. Eckhardt & Co. have just received another shipment of Mortin's kippered herrings.

Perkins, Ince & Co. are offering Malaga raisins, in good condition, at \$1.50 to \$2.50, according to quality.

H. P. Eckhardt & Co. are offering a consignment of Eleme figs packed in one and two-lb. boxes, full weights, at 7½c. for the ones and 18c. per box for the twos; quality the best.



Specially Adapted for Lenten Season,
Containing no Meat Extracts.

WRIGHT & COPP,

DOMINION AGENTS, TORONTO.

ESTABLISHED 1851.

WE OFFER:

200 BARRELS
No. 1 Labrador Herrings

At \$4.45

Write us for other Prices of Groceries.

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

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

WESTERN ONTARIO AGENTS FOR THE

Irish Mustard.

Cherry's DUBLIN Mustard is guaranteed absolutely PURE, and sold cheaper than the compound. Send for Prices.

SPECIAL TEA SALE



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

Don't fail to get our Prices and Samples

J. W. LANG & CO. 59, 61 and 63 FRONT ST., E. Cor. Church

SEASONABLE GOODS

"Clover Leaf" Salmon, flat tins.
"Royal" Lobsters, XXX.
Pure Codfish, 1lb. rolls in 5lb. boxes, 12 in Crate.
Also Prime Herrings in barrels and Halves.

SLOAN & CROWTHER,

WHOLESALE GROCERS,
19 Front St. E., Toronto.

.. TEAS ..

Japans, Medium Grades,
Best Value in Market.
ALSO
Darjeelings and Ceylons,
Specially Selected for Blending Purposes.

WARREN BROS. & BOOMER,

35 and 37 Front St. East,
TORONTO, - ONT.

—: : We are offering : :—

EXCELLENT VALUE

IN **Raw Sugars,**
Syrups and Molasses.



Smith and Keighley

9 Front St. E., Toronto.

TEAS - -

— ❖ — A SPECIALTY.

PERKINS, INCE & Co.,

41-43 Front St. East,
TORONTO.

JOHN BURGESS & SON

SAUCE AND PICKLE

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

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

Lord Byron's "Beppo," VIII.

EDWARD ADAMS & CO.

Importers of Teas

—AND—

Wholesale Grocers

LONDON, ONT.

FOR LENT.

FRESH ARRIVALS --

Barrels No. 1 Labrador Herrings.
Half Barrels No. 1 Labrador Herrings,
Barrels No. 1 Shore Herrings,
Quintals Cod Fish,
Pure Cod Fish, 1 lb. Blocks,
Pure Cod Fish, 2 lb. Blocks,
Boneless Cod Fish, 40 lb. Boxes.
Scaled Herrings.

Write us for Prices, or see our Travellers before buying.

T. KINNEAR & CO.,
TORONTO.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

PUSHING THE TEA TRADE.

There is no department in a grocer's business that needs to be more carefully looked after and intelligently worked than his tea trade. It is assailed from all quarters. Proprietary packet teas have made such serious inroads upon it that some grocers question the wisdom of stocking such goods. Great advertising houses have found the parcels post system so convenient that they have attracted even family trade to their own centres in the great cities, while the multiplication of agencies and canvassers in the rural districts have in that way attracted the tea trade from its legitimate channel—the grocer's shop. Worse, however, than these attacks is the outrageously misleading statements made by some of the largest advertisers who appeal to the public for support. Their advertisements deserve epithets more forcible than parliamentary, and have exerted a bad influence on the public mind. Passing over a form of announcement which we dealt with some months ago,—"the finest tea the world produces 1s. 6d. per lb.," when fine Pekoes were fetching 2s. 5d. per lb. in the public sale—we notice that to-day finest Ceylon tea is advertised to the public by one well-known house at 2s. per lb., whilst a reference to our market reports will show that this week Ceylon tea has been fetching prices which, with duty, make the price in public sale pence more per pound than that at which alleged finest tea is offered at retail. In the face of such statements it is not surprising to learn that some of the trade organizations are crying out for some way of stopping such advertisements, at any rate of producing a counterblast which they desire shall be more effective than the famous one King James promulgated against tobacco. Which is the best way to produce such an effect if, of course, a debatable question which should be very carefully considered before action is decided on, as we think it will be found that some retail grocers have been imitating the bad example set in the advertisements complained of. Not long ago we saw a handbill issued by a grocer in which he offered to give 24 ounces of finest Ceylon tea for 1s. 10d. Nor is this an isolated case. We have many times noticed very extravagant statements about tea, and prices in the windows of grocers who ought to have known better. Therefore it is important that we should see that this much complained of practice is cured at home before invoking the gods to smite and utterly destroy our outside foes. And this craze of trying to persuade the public not to pay more than eighteen pence per pound for tea is the more unreasonable because there is really a good demand for "a cup of tea," the cultivation of which should prove profitable. Those who have made the experiment say that when a high-class tea has been put before their customers it has been readily taken up, and though of course in poorer neighborhoods the cheapest article finds favor, the better classes are willing to pay fair price for a good article. And this proves what we have before held, that if a grocer gives care and study to his tea trade, learning the peculiar tastes of his own district, he cannot fail to do better for his clients, and enlarge his tea trade when he provides a suitable blend, than can

the great advertising houses who manifestly cannot put on the market an article suitable for all districts. And it is just at this point that the prospects of the grocers' tea trade may be said to look hopeful. Let a grocer master for himself the art of tea tasting and tea blending, then study the tastes of his neighborhood, and give his customers a good article for their money, and we believe his tea trade will be almost invulnerable to the attacks of the outside firms whose advertising misstatements we all so much deplore.—Grocers' Chronicle.

PECAN CULTURE IN TEXAS.

As this branch of fruit industry has had very little attention paid to it, from the fact that it is a nut that is hardly known outside of the United States, and very little known of it outside of the States of Louisiana, Mississippi and Texas, where it grows in its natural state, I will endeavor to give an outline of my success and failure. This nut bids fair to outrival the English walnut, as it has a superior flavor and will withstand the reverses of the season better. The tree thrives best on alluvial valley lands. My orchard, which consists of nearly 600 acres, has 16,000 from 1 to four-year-old trees. I can safely say that the four-year-old trees will come into bearing in another five years.

They have in this section of Brown County, bordering on Pecan Bayou, been known to have begun bearing at from 7 to 8 years old. Very few embark in the enterprise from the fact that it takes so long for them to come into bearing. But this can be obviated by cultivating the land in corn and cotton until the trees begin bearing. And then it ought to be put into some orchard grass, which will if cut off before the nuts begin to fall, almost defray the cost of gathering. Now this gathering can be done by machinery on the order of street-sweepers, so that the nuts, when they begin to fall, which they do when the first heavy frost opens the burs, can be swept and thus be gathered off the ground. The trees will produce from one to fifteen bushels of nuts, according to age. There is a tree in our neighborhood which began bearing at 8 years, and at 16 it produced ten bushels; now the tree is 19 years old, and produced last year eleven bushels, for which the owner got \$8 per bushel. I paid him three years ago \$5 per bushel or \$50 for the product of his tree. Now right in this connection let me state I have no nuts or trees for sale, now will I have any nuts from my orchard for market for four or five years. As the supply of nuts is scarce, I may assert that if there were 1,000 more orchards planted, as large as mine, during the coming year, the better it would be for the grower of the nuts, as then they would be better known, and the supply would be great enough to create a demand. I have known Pecans to sell at \$1 per bushel years ago, but to-day choice nuts command from \$4 to \$5. Now figure the profit of an acre of nine-year-old trees, which will produce a bushel to the tree; that, at \$4 per bushel, would be \$108, as it takes twenty-seven trees to the acre, forty feet each way. Now, as I said before, the cost would be nominal for gathering, so that \$8 would be more than enough to pay all expenses, which would leave a net profit of \$100 per acre

for the first year. Now, when the tree is 18 years old, and produces ten bushels to the tree, that will give \$40 per tree, or \$1,080 to the acre. Now deduct the cost of gathering, \$80, which would leave a net profit of \$1,000 per acre. But say just half of that, \$500; now what investment can beat that? The editor of one of our Texan papers, after seeing my place, commented on it by stating that he would rather have my pecan farm than any national bank. First, because the returns would be greater, and secondly, the owner would have a clear conscience. Now, to plant an orchard one must begin by having the choicest nuts, as they will always command the highest market price, and be in demand when scrubby pecans will hardly bring any value.

My advice to those starting is to plant the seed and not young trees, for they are hardier, and will withstand the reverses of the seasons better. Plant the nuts three in a hill and about 6 inches in the ground, then thin out to one and then protect from the ravages of rabbits and other rodents by crated boxes made of cypress wood tarred at the bottom.

Do not plant alfalfa or small grain between the rows. I lost the first year I planted nearly my entire crop of trees from rabbits, which are very fond of the young sprouts. To protect the trees from these ravages I put yellow pine stakes around them, but this was detrimental in that as soon as they began to rot at the bottom they harbored the wood house, which made its way to the nut and thus injured the tree. I then made crates out of cypress wood, and tarred bottom, and from that day to this I have not been bothered with the wood house or rabbit. After consulting the Agricultural Department I put 100 acres in alfalfa, clearing the ground around each tree about four feet, but I soon saw that would not do, for the alfalfa grew so thick and absorbed all the moisture that it killed out a good portion of the trees, and last year I cut up that 100 acres of alfalfa and the trees that are now set out on that patch are thriving and doing well. The balance of the trees, where corn and cotton have been planted, made rapid growth, some measuring from six to eight feet. It is true that all things have their disadvantages and enemies, and with the pecan the above enumerated pests are all I have to contend with. In some sections the squirrel will unearth the nuts before they come up, but we do not have them in this vicinity, nor field rats. It is important that these crates should be cleaned out every year, as rubbish and dirt from the plow accumulate so that it will breed insects and grass will grow within the boxes. The ground naturally forms a high place as the ploughs plough to the tree. This year I am beginning to plough from the trees, which will be quite an advantage to them.

Now, as to insects, the pecan tree has only three that I know of; the first two are in advantage, the third can easily be eradicated. They are as follows: First the bud worm, which deposits its eggs in the bud early in the spring, thus injuring the bud early in which it has been deposited. But this is nature's pruner and has a partial advantage, and can be got rid of by spraying the tree with Paris green. Second, the saw beetle comes along and saws off a twig here and there, which is no disadvantage. To get rid of them, burn the twigs that they saw off, as they deposit eggs on the same. Then the third insect is a caterpillar, which forms a web of eight

to 12 inches long, deposits eggs in same, which can be burned out by applying a torchlight. They have never done any damage anywhere that I have heard of. Now, when the trees get to be three or four feet high, carefully tie some corn against the boxes. Do this every year and burn the old shucks so that it will keep from breeding insects. These are the only disadvantages I know of, except the complaint that in sections they don't bear any more than once in three years. That is probably caused from the excessive rains washing off the pollen so that it does not come in contact with the stamens and thus fructify.

Plant an ear of corn by itself and you will see nothing but a nubbin. This applies to all plants whose pollen is wanted.

In this section which I have been living in for nearly ten years, I can safely say that we have never had a failure, although at seasons they do not bear as much as others.

I would not advise persons planting where the water stands on the ground for two or three days, as it is liable to drown out the trees.

The California orange groves have been the ideal of fruit-growers for profit. But a pecan grove, I venture to say, will be more profitable to its owner, from the fact that the commission man gets most of the profit out of oranges, as they cannot be kept any length of time, and when they come into bearing they come all at once, thus glutting the market. But not so with pecans, for if the market glutted they could be held for three or four years, and consequently the commission merchant could not regulate the market so as to get the cream out of the business. And now I will close with the following extract, and leave the reader to see what a profitable field is now open for the enterprise:

"Rivera produced in English walnuts alone, within a radius of three miles, \$80,000, netting \$200 to \$500 per acre. In August, 1890, the Horticultural Commissioners in Los Angeles county counted the orange, lemon, olive, English walnut, in orchards and nurseries, over 10,000,000 trees, this in only one county. A 12-year old orange grove in Panama valley earned a net profit of \$936 per acre, the groves of English walnuts and almonds from \$300 to \$500 per acre. All this on higher priced land than ours, and with higher wages than we pay. These are large profits, but they do not equal what Texas pecans can be made to earn by cultivation.—F. A. Swinden, in Brownwood, Texas, Bulletin.

A CARELESS YOUTH.

The doctor, the author, the farmer and I were talking of travel in far foreign lands, the most entrancing topic of conversation on earth, and the doctor told this story: In the Spanish American countries, it is customary for servants and young people to go about in the hot weather almost literally naked, although they usually wear hats on account of the glaring sun.

One day a Costa Rica grocer sent his boy to deliver some goods purchased by a family newly arrived from a more inclement latitude. The boy was wearing a sore toe and a brunette smile. When he returned he brought the grocer a note, vigorously objecting to his attire, or lack of it.

"Caramba!" said the grocer sternly. "You young villain, don't you ever go to that house again without putting on your hat."—Ex.

STICK TO HIGH-CLASS GOODS.

A prominent grocer in a great city—let us assume Washington, D.C.—sold a line of high-grade goods which carried a well-advertised label. His customers were pleased, no complaints came, and his trade in the article increased. There came along a persuasive salesman from a competing house and offered a similar line in equally attractive style, but at much lower prices. The assertion was made that the goods were of equal, if not better quality. The grocer yielded to the temptation, and bought a line of the new goods. Weeks rolled along, and his trade in the article did not grow, but still there were no complaints lodged against the article noted. It soon came to notice, however, that the account of one of his best customers—let us imagine the White House—had come to a standstill. No complaints from that quarter, but simply no more orders. Investigation proved that the favorite customer had received some of the newer goods, and, finding the quality inferior to that formerly provided, simply stopped the account, evidently believing that the grocer lacked reliability—the one element necessary to build up and retain a first-class trade.

Did it pay to yield to temptation and leave a reliable line of goods for an untried line?

Another grocer in—let us say Peekskill—built up a paying trade in the George Washington brand of flour from the mill, and which brand was his individual property. It was uniform in grade, always gave satisfaction, being like F. A. Ferris & Co.'s meats, "A little higher in price, but—!" A glub-tongued agent of another mill induced this Peekskill grocer to buy fifty barrels of another brand, guaranteeing it equally as good as the George Washington, and fifty cents per barrel less. The grocer took the bait, was hooked, and landed. The flour was put under the grocer's private brand and distributed. Nearly every barrel came back, and in a month the reputation of the flour was so damaged that the brand had to be discontinued, and the labor of years in building it up sacrificed.

Did it pay to yield to temptation and leave a reliable line of goods for an untried line?

The above items of everyday history could be duplicated indefinitely. Grocers build up a trade on favorite brands of canned goods, baking powder, flavoring extracts, certain varieties of coffee, grades of tea, special or other brands of fine soaps, high grade flour, etc., and then risk the work and expense of years by trying some new competing brand, simply because of a lower price. There are other considerations than lower cost that are lost sight of, and which have a greater money-making power than is lodged in untried goods or inferior goods at lower prices. A grocer must live up to the standard of his best customers or else he cannot suit a first-class trade. He must be epicure enough to determine for himself which is the best article; be prepared to say which line of soups show the best seasoning or flavor, the best consistency and slightness; which brands of meat are the finest in texture and flavor; which canned peaches can be relied on for uniformity and excellence of syrup,

flavor and appearance; which canned peas are the most uniform in size, color, and are the most tender and of the sweetest flavor. When convinced that the best is in stock, and the trade is satisfied and steadily grows, stick to that brand and let price be the last criticism.

Said a prominent merchant: "I always buy R. & R.'s peaches, and willingly pay more for them than any other sort, because I am certain there is no variability in quality—it's always the same, year in and year out." When customers talk like that, what good reason can be assigned for trying experiments with a satisfied trade?—American Grocer.



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

THE car of Java Coffee bought last June, came in Tuesday, the 21st, inst., this with what we had in stock makes twelve tons of Java Coffee now in our warehouse

The Snow Drift Co.
BRANTFORD

GENERAL STOCK OF MERCHANDISE
AND BUILDING FOR SALE

At a bargain. Stock well assorted; about \$3,000. Business established 10 years. Annual turnover about \$15,000. Opposition trifling. Situated in one of the finest sections of Ontario. Terms easy. Apply,

t.f. EDITOR, THE GROCER.

**COWAN'S
COCOAS AND
CHOCOLATES**

Are Standard, and sold by
all grocers.

PISCATORIAL HISTORY.

This is the season when fish receives more attention than during any part of the year, and a little history regarding it may prove interesting. The information is gathered from a pamphlet recently issued by Leggett & Co., New York, a brief notice of which has already appeared in THE GROCER.

Among the ancients, fisheries were carried on extensively from a very early period, and formed a valuable branch of industry. Byzantine, a modern Constantinople, and Sinope on the Black Sea were especially valuable for their fisheries, and fishermen on the Mediterranean pursued their prey, not only on the coast, but in the open sea, making long voyages, and often passing the pillars of Hercules. The fisheries of Egypt, although justly celebrated, were restricted to the smaller confines of inland bodies of water, since the Egyptians regarded the sea with peculiar abhorrence. On the ninth day of the first month every Egyptian was obliged to eat a fried fish before the door of his house, except the priests, who burned instead of eat the fish. The revenues arising from the fisheries of Lake Moeris were given to the Queen of Egypt for pin money, and are stated to have amounted to something like \$400,000 annually.

The Hebrews recognized fish as one of the divisions of the animal kingdom.

The Mosaic law pronounced unclean such fish as were devoid of fins and scales. The Hebrews doubtless became familiar with the remarkable fecundity of fish while in Egypt, where the abundance of fish on the Nile, the lakes and the canals rendered it one of the staple commodities of food. The destruction of the fish was on this account a most serious visitation to the Egyptians.

The most usual method of catching fish was by using the net. Angling was a favorite pursuit of the wealthy in Egypt and was followed by the poor who could not afford a net. The requisites were a hook and line.

The development of the fisheries during the middle ages was greatly promoted by the demand for fish that was created by the fasts of the Church, but the discovery at the end of the 15th century of Newfoundland, and its fisheries, which, to this day surpass all others in magnitude and value, gave a greater impulse to the business.

In 1548 Parliament to encourage the fisheries, passed an act laying heavy penalties on persons convicted of eating flesh on fish days. In 1563 another act was passed providing that "for the maintenance of shipping, the increase of fishermen and marines, and for the sparing of the fresh victuals of the realm, it shall not be lawful for anyone to eat flesh on Wednesdays and Saturdays, unless under the forfeiture of £3 for each offence."

In 1660 Charles II. issued a proclamation for the strict observance of Lent, assigning as one reason, the good it produces in the employment of fishermen. In the same year Parliament passed an act

remitting the duty on salt used in curing fish, and exempting all fishing materials from customs and excise.

Among other European nations the Dutch for centuries took the lead in the fisheries, and the herring fishery was one of the chief sources of their wealth. There is also a productive cod fishery carried on upon the Dogger bank which lies between Holland and England. The Norway cod fisheries are extremely valuable, and are carried on chiefly from the province of Finmark. There is also a salmon fishery carried on in the rivers of Norway. The inland fisheries of Russia are among the most productive in the world. The waters of China abound in fish, and it is said that one-eighth of the people of that empire derive their food from the water.

In addition to its sea fisheries the river and lake fisheries of the United States are of great importance. There are valuable shad fisheries on the Connecticut, Ohio and Potomac, and other rivers falling into the Atlantic. The great lakes, Erie, Huron and Superior, abound in white fish, which is the chief object of pursuit, though trout and pickerel are caught in large numbers. The fisheries of the Pacific coast are also important, and the rivers of that region abound in salmon of the finest quality as well as many other species of fish. The number of living species of fish may be set down at 10,000, of which more than 6,000 are described in ichthyology.

They are described as vertebrated animals, breathing through the medium of water by means of gills, cold blooded, they are little sensitive to changes of temperature, and the sexes care nothing for each other. There is not a color of the rainbow which may not be seen in the bands, spots, or scales of fishes. Their beauty, therefore, as well as their utility as food, early drew attention to these inhabitants of the water. Many tribes of men obtain their principal nourishment from the sea. Countless numbers of cod, mackerel, herring, and other migrating fishes give employment to thousands of men, and prove important items of national wealth.

When we consider that more than two-thirds of the surface of the globe is covered by sea, and that a large part of the continents is occupied by lakes, rivers and marshes, we may understand the importance of this class of animals in the economy of nature.

Norwegian history shows that Mackerel was an article of commerce as early as the year 600, and how many thousand years before that no one knows.

The history of the Irish fishery for mackerel as followed on that coast by English, Dutch, French and Spanish fishermen, dates back over 600 years, and how long before this can only be a matter of conjecture.

As salt and its curative qualities were known to the ancients, the use of salt fish probably dates back to the first inhabitants.

A large proportion of the fish caught off the coast of Ireland, Norway and France are shipped to this market, while England and the provinces also consign a great many. The Norwegian fish are of good quality, while the bulk of the Irish mackerel show lack of care in handling, due to the fact that the fish, as a rule, lie too long before being cured. If the curers of Irish mackerel would exercise more care in packing, and leave out all soft fish, the goods would compare favorably with our native shore fish.

As early as 1652 the mackerel fisheries

were carried on here in a small way by small boats off our shores, and there is no record of anything in that line until 1809, when the business increased, and our vessels began to catch them in the Gulf of St. Lawrence, and for ten years from 1809 to 1819, the total catch was only 18,000 barrels. In 1819 the catch amounted to over 100,000 barrels, and continued to grow until 1831, when there were packed in New England about 550,000 barrels, an amount which has never been reached in any one year since. From that time, for some cause which cannot be satisfactorily explained, the catch has gradually decreased.

The method of catching mackerel in former years was by hook and line from the deck of the vessel, each vessel carrying a crew of about twelve men, but in 1870 the purse seine or net was employed, and has continued in use up to the present time. In the past year the number of vessels employed in the United States was over 200, with a crew of 3,500 men, and representing a value of several million dollars.

The earliest mention of the herring fishery dates from A.D. 709.

The eastern coast of Scotland is the chief seat of the herring fishery, the annual production of which is computed at 700,000 barrels, worth several millions of dollars. Thousands of barrels of herring are also shipped to this market from Holland, Norway, Newfoundland and Labrador. The latter fish in point of flavor and quality being the finest of any.

Sardines are abundant in the Mediterranean and the Bay of Biscay, and are also found in the Atlantic ocean, although not so far north as England.

But a portion of the little fish that are sold as sardines are entitled to the name. Sprats, herrings and pilchards, all inferior in delicacy to the true sardine, are imposed upon the consumer under false colors. They are excellent and valuable articles of food, but they are not sardines. The excellence of so-called sardines depends first upon the genuineness of the fish itself; and next, upon the quality of the oil in which it is preserved. Pure olive oil is an essential; with any other the delicate flavor of the fish is destroyed. Adulterated and inferior oil is used to a great extent in the preservation of sardines, and a rank and coarse flavor results. The buyer should always select brands whose reputation is a guarantee of quality.

As early as 1504 the French fishermen were the pioneers in the cod fisheries of the western Atlantic, and within twenty-five years after the discovery of America by Columbus there were fifty vessels sailing from France, Spain and Portugal, engaged in the cod fisheries on the banks of Newfoundland, and as early as 1577 the French had no less than 150 vessels employed in this business. The fish were made hard dry cured, and most of the product was shipped direct from here to Bilbao, Spain, for a great many years. Eventually other fishing banks were discovered nearer home, and as the country grew the fishing increased, and now our catch is mostly used in home markets. About 1820 the "Georges Banks" were discovered, and on these grounds are caught the finest codfish found on the North American continent.

These fisheries have been carried on continually since then up to the present time, and they are gradually being worked out, the catch being less each year.

The principal grounds for the trawl or bank cod are known as the Grand Banks of Newfoundland.

These banks have been fished over for

JUST ARRIVED - -

Sphinx and Atlas Prunes,
Sheet Gelatine, pound packages,
Brooks' Monkey Brand Soap,
Bell, Pollitz & Co's Salad Oil, Gallon Tins,
Wanzer's Pure Soaps.

DAVIDSON & HAY,

36 Yonge St., TORONTO.



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

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

... PREPARED BY ... FOR SALE BY ALL WHOLESALE GROCERS

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

WRIGHT & COPP, Ontario Agents. Toronto

L. H. DOBBIN, Montreal, Quebec Agent.

BURNHAM'S CLAM BOUILLON.

IT IS A GREAT SUCCESS.

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

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

R. H. HOWARD & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.

BATTY AND CO'S

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

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



Are of the . . .
Finest Quality
and
Guaranteed .
Pure

123 and 125 Finsbury Pavement, London, England.

WRIGHT & COPP, Dominion Agents Toronto

more than three centuries, and have seldom failed to furnish an abundance of codfish. They are fished over by French and Canadian fishermen and by the fleet from the United States not engaged in the shore fisheries. In 1892 there were 559 vessels employed in the cod fisheries in the United States, employing about 9,000 men. The total catch of codfish for that year was about 600,000 quintals.

THE SARDINE CATCH.

It was confidently predicted last year that the catch and pack of sardines on the French coast would be one of the smallest on record, with the probabilities very strongly in favor of high prices for this popular fish. During nearly the entire fishing season the reports of the catch were of the most gloomy character, the advices constantly received from the packers being that the fish were not to be found on the coast in the usual number, and that an actual scarcity threatened. The prospects were indeed so unfavorable that French packers hesitate to name firm prices at which they would contract for fall delivery, while on the other hand our importers were rather reluctant to open negotiations for a line that promised a high cost, when the chances were against getting back a corresponding increase in the value from consumers. As the season progressed, however, it became evident that Portuguese packers were doing much better than usual, as the offerings from that locality began to increase, and gradually the fears of the scarcity were dispelled. Purchases were made there of quantities for forward delivery upon about the same basis of values current the previous year, and subsequently with an improvement in the take on the French coast, the market finally assumed its normal condition, and the threatened material advance in the goods was not realized. The French fish are in every way superior to those taken off the Portuguese coast. The former are usually secured at a time when the fish are of a more desirable size, and, being taken within a very short distance of shore, the catch is handled quickly, retaining their flavor and sweetness, whereas the Portuguese fishermen are compelled to put well out to sea, and it is often found necessary to salt the fish to insure the keeping quality until the catch can be placed into the hands of packers. For several years past the French pack has shown a gradual falling off, the habits of the fish there having changed in a manner similar to the mackerel upon our own coast. Observing the drift of affairs, and the fact that more southern waters have been invaded by the sardine, many French packers have been compelled by the force of circumstances to remove their plants to Portugal, hence the industry there has increased to a remarkable extent, and will undoubtedly continue to grow in the future. Previous to the enactment of the McKinley law the goods packed in Portugal were put up under French labels and sold as such, but now the cases come branded as a product of the country in which they are packed, and discriminating buyers are placed in a position to obtain either the French or Portuguese as their trade requirements suggest. Importers find that the consumers of this country are running upon a better class of stock. When

they want sardines they will not be satisfied with herring or other varieties of fish that are put up under the name of sardines, and when they desire a prime quality of oil, the substance that some packers in this country and Europe venture upon is promptly detected, and turned down as unfit for educated palates. The stock of sardines in this market today is fair, though not excessive. Prices appear to be well established upon a firm basis, and the indications point to a maintenance of same.—N.Y. Bulletin.

THE BUSINESS MAN'S MEMORY.

Such are the demands on the business man's memory that an easy way of cultivating it is a good thing to know, and if one tried and not found wanting, so much the better, says a contemporary. This description answers exactly to a mode of assisting the memory adopted by a good many railway postal clerks, who are engaged in a capacity rendering it highly desirable that they should know perfectly the routes on which post offices are located. The way they accomplish this apparently irksome and arduous task is probably as simple and as good a way as can be. It proceeds on the principle of the relation of ideas. But by means that, unlike some systems of mnemonics, are sufficient in themselves, without the intrusion of a medium foreign to the matter to be remembered.

A few words will make the plan plain enough. The clerk provides himself with cards, on each of which he writes on one side the name of an office, and on the other side of the same card, the name of the route by which that office is reached. Having accomplished this in as many instances as may be necessary, the clerk reads the back and front of each card with care. The next time he proceeds to do the same thing, he finds out to his great satisfaction, that the name of the office suggests the route in probably the majority of cases, if he is dealing with say fifty or sixty. It is not long before he knows all that he is wanting to know of places and connections concerning the entire area of the territory he is interested in serving with mail. Surprising examples are cited of the proficient use of this easy mode of assisting the memory, which commends itself to the judgment promptly, and without particular examination. Proofs of its great value are easily citable, and will become numerous as its efficiency shall be better known and more extensively tested, as surely will be the case. A postal railroad clerk learned the whole State of Ohio in four days, separating the mail without an error the fourth day after his adoption of the use of the cards, in the manner described, as an assistant to his memory. The mention of the railroad suggests that much might be done in training the memory, while travelling on the cars; and this, we submit, might be a better way of spending the time than looking out of the window, or reading the blinding type of the average newspaper, a continuous strain to which at least a partial let up would be a real advantage. Large writing on both sides of a supply of cards, that on the one side indicating the subject, and that on the other what is sought to be remembered relating to the subject, which make no serious demand on the strength of the eyesight, would, we feel sure,

prove to be an interesting occupation, and would infallibly yield results not only gratifying in a high degree, but of substantial and permanent value.

CANNING IN THE SOUTH.

The numerous canning factories being erected throughout the whole of West Tennessee will, says Industrial South, to a great extent wean the farmer from producing cotton. To illustrate, factories of from 10,000 to 20,000 capacity are being erected at Milan, Jackson, McKenzie, Sharon, Union City, and other places. Over 1,000 acres will be set aside for truck farming in Gibson county alone, and the same will probably prove true as regards the other localities. The people have at last learned that to realize from their products they must market them nearer home. A leading truck farmer will undertake this season to cultivate celery on a large scale—that which has hitherto been imported from Michigan. He claims that from experiment he finds that this vegetable can be grown in Tennessee, and a quality equally as fine as the northern product. Many farmers from Iowa and Illinois have moved to West Tennessee in the last few months and purchased farms to engage in truck farming—an industry which will eventually solve the cotton question and convert the country from mortgage and poverty to peace and prosperity.

SUGAR FROM COTTON SEED.

The Louisiana Planter says that a process has been discovered for extracting sugar from cottonseed meal, and though the details of this process have not been disclosed, it is said that the product obtained is of a very superior quality, being fifteen times sweeter than cane sugar and twenty times more so than sugar made from beets. It cannot, however, enter into competition as an article of commerce with ordinary sugar, owing to its peculiar tendency to ferment and sour. This peculiarity may be due to some chemical conditions of its extraction, and a German chemist is at present engaged on a series of experiments with a view of discovering some means of neutralizing this tendency.

ADVANTAGES OF A STORAGE EGG.

I am
a cold storage egg
and for extermination beg
I with others at a restaurant
was boiled, but sad to say we
turned out to be spoiled; so they
cut us o'er the lettuce, and the board-
ers now regret us; then they put us
into the hash, mixed us in with
other trash. The boarders looked
awry when we showed up
next in the pie, which in spite of
various kickin' was imposed
on them as chicken; then
into the soup we got, which
we hoped would close our
lot; but even that was
boiled to grease
where they left
us to take our
ease.
—Kansas City Times.

GENUINE CREAMERY BUTTER

In lots of 5 tubs and upwards, price 24½ cts. per lb., cash; single tubs 50 lbs. each, will be shipped as samples on receipt of \$12.50.

JACKSON & HALLETT EXPORTERS OF CREAMERY BUTTER
GUELPH, ONT

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the **MOST SALABLE CONFECTION** in the market, try **BALA LICO-RICE**. We are Headquarters for Fine Chocolates, Creams, Swiss Fruits and One Cent Goods, Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

75 Front Street East, - - TORONTO.

KOFF NO MORE.

WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to Orators and Vocalists. R. & T. W. stamped on each drop. Try them.

CRESCENT BRAND.



BRUNNER, MOND & CO., Ltd.,

NORTHWICH, ENGLAND,

MANUFACTURERS OF

BICARBONATE of SODA

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

—■■■■■ SODA CRYSTALS ■■■■■—

Of the Finest Quality, in 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.

LIGHTBOUND, RALSTON & CO.

MONTREAL

- ⌘ Japan Teas 13c. and up.
- ⌘ Japan Nibs 12½c. and up.
- ⌘ Ceylons, Indians, China Congous

A COMPLETE ASSORTMENT

**Sugars, Syrups, Molasses, Canned Goods,
Fish, Fruit, Vegetables,**

Write for Samples and Quotations.

BUSINESS CHANGES.**SALES MADE OR PENDING.**

The clothing stock of H. J. Goldstein, Montreal, has been sold at 40½c. on the dollar.

The general stock of Ducharme & Noel, Capeton, Que., has been sold at 52 cents on the dollar.

The grocery business of J. F. Copland, of King street east, has passed into the hands of Mr. Robert Peters.

FIRES.

The wholesale fruit store of J. F. Wood & Co., Sarnia, has been damaged by fire.

Fair's grocery store, King street, Cobourg, was damaged by fire Saturday night to the extent of \$3,000.

The frame grocery store and brick dwelling of W. Dyer, Belmont, Ont., has been destroyed by fire. The loss is heavy.

The flour mill and one storehouse of Wenger & Bros., of Ayton, was destroyed by fire Saturday night. The mill had a capacity of 200 barrels per day and was full of wheat and flour. Loss \$40,000; insurance \$18,000.

It has just been learned that Turner, Beeton & Co.'s cannery, in Varness, B. C., near the Skeena River, has been destroyed by fire. The value of the property destroyed is estimated at \$40,000, covered by an insurance of \$34,600.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Joseph Fortier, fruit dealer, Magog, has assigned to J. P. Royer.

H. Lee, liquor dealer, Vancouver, B. C., has assigned to C. H. Robson.

Mrs. A. Lenoir, shoe dealer, Montreal, has assigned to Charles Desmarteau.

Samuel Leggatt, grocer, Nelles' Corners, has assigned to David Blackley.

R. W. Wright, general storekeeper, Palmerston, is offering to compromise at 25c. on the dollar.

George Hutchinson & Sons, general storekeepers, Alliston, have called a meeting of their creditors.

R. W. Wright, general storekeeper, Palmerston, has made his creditors an offer of 50c. on the dollar.

J. & N. Dow, general storekeepers, Port Daniel, Que., are offering to compromise with their creditors.

The assignment of W. McKenzie, general dealer, Port Rowan, has been transferred to C. B. Armstrong, London.

Bean, Peliz & Bean, variety store, Hariston, are offering to compromise with their creditors at 50c. on the dollar, cash.

J. W. McDonald, of Carleton Place; Alex. Gibson, of Kilwau; G. W. Bell, of Vars, Ont., all general merchants, have assigned.

George Hutchinson & Sons, general merchants, of Alliston, are said to be financially

embarrassed and they are conferring with their creditors.

G. L. Lemiere & Frere, general merchants of Drummondville, Que., have persuaded their creditors to accept 40c. on the dollar in lieu of 100c.

Pierre Drapeau, a general storekeeper at Sherbrooke, has assigned, and Joseph Fortier a Magog grocer has been compelled to follow his example.

General storekeeping has not proved profitable to Robert McIntyre, of Courtright, and he has handed over his stock to the care of M. A. Saunders.

R. Douglass a St. John, N. B., grocer, has been asked to assign, and D. S. Duplisir, general storekeeper, Fracey Station, N. B., has already done so.

A. O. Belodean, general merchant, Kingsley Falls, Que., has compromised at 50c. on the dollar; and D. Thibault, in the same line of business at St. Phillippe de Very, has got 60 cents on the dollar knocked off his account.

J. O. Brunet, general dealer, of St. Come, Que., is offering to compromise at 40c. on the dollar; Lebee & Co., in the same line of business at Ste. Flavie, want their creditors to accept 5c. less than this sum; while W. Hyman & Sons, of St. Grene, are merely reported to be asking for a composition.

At a meeting of Chown & Yarco's creditors, held in Mitchell, the liabilities of the firm were shown to be about \$2,200; those of Mr. Chown in the neighborhood of \$4,400, and Mr. Yarco's \$450. Assets \$2,200. Mr. Yarco offered 60 cents on the dollar for the estate, but it was refused, and orders given to sell it by public auction.

The customer—Let me have a couple of boxes of strawberries. The dealer—Er—did you wish to write a check for them?—Chicago News Record.

Visitor—Are you going to be a shoe merchant, like your father? Johnny—Naw. I'm going into some business where I can afford to give my little boy a dime whenever he wants it.

SITUATIONS VACANT.

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

BUSINESS CHANCES.

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

A GROCERY BUSINESS FOR SALE IN THE town of Chatham; a choice business stand, good opening for an experienced, live man with some capital. John McClary, London, Ont. 10

TO RENT—A STORE AND DWELLING, with a small stock of boots and shoes for sale. W. S. H., care GROCER. 12

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

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

SITUATION WANTED.

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

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

TRAVELLER:—WANTED, BY A YOUNG man who can furnish the best of reference as to character and ability, a position as traveller for wholesale groceries, or for any special line. Would go to Europe, Asia, Africa, or Australia, but is better acquainted with the trade of the Maritime Provinces. Address "M" P. O. Box 301, Halifax, N. S. 10

Strange & Co.

**WHOLESALE COMMISSION
AND MANUFACTURERS' AGENTS
WINNIPEG, MAN.**

Correspondence and Agencies Solicited.
We are open for a first class Canned Goods Agency.

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

**Dominion Clothes Pin**

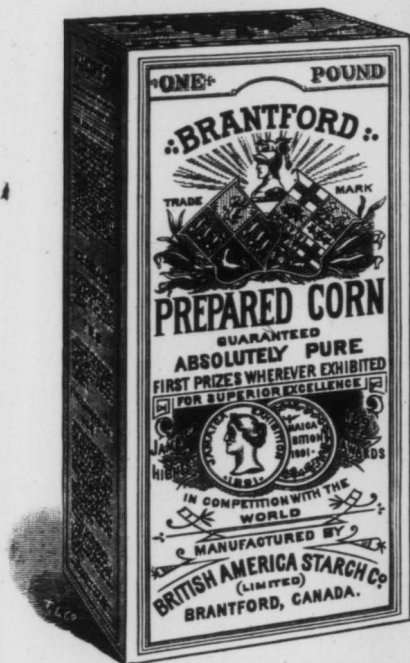
They are the Best.
Send for Prices in Case Lots.

**C. C. BROWN,
DANVILLE, QUE.**

It Pays to
keep a
Stock of

PERRIN'S COUGH DROPS

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



Brantford Starches

REVISED PRICE LIST

Subject to Change Without Notice.

LAUNDRY STARCHES.

FIRST QUALITY WHITE LAUNDRY
 3 lbs. Cartoons, Boxes, 36 lbs, 4 cts.
 " Brls., 175 " 3 3/4 "
 " Kegs, 100 " 3 3/4 "

CANADA
 LAUNDRY, Boxes, 40 " 3 3/4 "

BRANTFORD GLOSS:
 1 lb. Fancy Boxes, Cases, 36 " 5 3/4 "

LILY WHITE GLOSS:
 1 lb. Fancy Cartoons, Cases, 36 " 5 3/4 "
 6 lb. Draw lid Boxes, 8 in
 Crate, - - - - - 48 " 5 3/4 "

BRANTFORD COLD WATER
 RICE STARCH:
 1 lb. Fancy Boxes, Cases, 28 " 8 "

CULINARY STARCH.

No. 1 PURE Prepared Corn:
 1 lb. Packages, Boxes, 40 lbs. 6 "

CHALLENGE Prepared Corn:
 1 lb. Packages, Boxes, 40 " 5 3/4 "

Ten-Box Lots, assorted, Delivered at any Railway Station
 in Ontario or Quebec.

DISCOUNT OF 2 1/2% ALLOWED ON 40 BOXES
 OR MORE.

TERMS--30 DAYS NETT.

BRITISH AMERICAN
 STARCH CO.,
 LIMITED,

Brantford, Ontario.

E. LAZENBY & SON

LONDON, ENGLAND.

EVERY ARTICLE prepared by us is ENTIRELY UNADULTERATED and our labels are affixed to the CHOICEST DESCRIPTION OF GOODS only.

Our goods can be obtained from leading houses everywhere.

SOLE MANUFACTURERS OF

LAZENBY'S HARVEY SAUCE.

A. P. TIPPET & CO., Agents for Canada: Toronto and St. John.

CHAS. SOUTHWELL & CO., LONDON, ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.

SPECIALTY IN CLEAR JELLY MARMALADES

"Scotch Home Made," } Made from Seville Oranges.
 "Perfection." }
 "Lemon Jelly Marmalade," "Messina Lemons."
 PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

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

FULL PRICE LIST ON APPLICATION.

WORKS: DOCKHEAD, LONDON, ENGLAND.

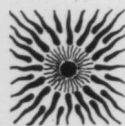


Crosse &

Blackwell

CELEBRATED FOR

Jams,
 Pickles,
 Sauces,
 Potted Meats,
 Table Delicacies.



—SOLD BY—

All Grocers in Canada

- Tutti Frutti Cash Box. -



This Cash Box is made of the best japanned material, and is strongly put together with filled edges and locked by an A No. 1 tumbler lock.

You should have one! You will find you can make good use of it. You make two dollars profit out of the gum it contains, so that you get the Cash Box practically free. Send for circular.

Adams' & Sons Co., 11 and 13 Jarvis St., TORONTO, ONT.

WELL I NEVER SAW ITS EQUAL JUST 5 MINUTES FROM START TO FINISH WITHOUT DIRT OR MIXING AND A BEAUTIFUL POLISH.

SILVER STAR STOVE POLISH

BLACK BRILLIANT BEAUTIFUL

This polish entirely supercedes all others, being a paste all ready for use, produces a jet black enamel gloss with but half the labor.

Sold every-where.

F. F. DALLEY CO. OF HAMILTON LTD

E. BROWN & SON'S

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

BOOT PREPARATIONS
SOLD EVERYWHERE.



MELTONIAN BLACKING
(As used in the Royal Household)
Renders the Boots soft, durable and waterproof.



MELTONIAN CREAM
(white or black)
For Renovating all kinds of Glace Kid Boots and Shoes.



ROYAL LUTETIAN CREAM
The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.



NONPAREIL DE GUICHE
Parisian Polish
For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

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

OUR TRAVELLERS

Are now on the road with an elegant line of Biscuits and Confectionery.

We are this year introducing many specialties. Ask to see them, or write direct to the house for samples.

Wm. Paterson & Son
BRANTFORD.

By Royal Warrant, Manufacturers To Her Majesty, The Queen.
THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.

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

Nixey's Black NO DUST Lead

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

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

"SILVER MOONLIGHT PLUMBAGO" STOVE POLISH.

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

Use only for Laundry Purposes, producing the best results.

NIXEY'S "SOHO SQUARE" BLUE

THE PUREST—BEST—NO SEDIMENT. ONLY HALF THE USUAL QUANTITY REQUIRED.

Eight 1-oz. squares in Box for 6d. Of all Grocers and Oilmen; or write to 19, SOHO SQUARE, LONDON, ENGLAND.

For Knives, Forks, Brass and Steel Work, &c., &c. Won't Wear the Blades like others.

"INVICTA" KNIFE POLISH.

OF ALL STOREKEEPERS EVERYWHERE. Wholesale: W. G. NIXEY, London, England.

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

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English Biscuits

All Grocers should keep a supply of Genuine English Biscuits

MANUFACTURED BY

HUNTLEY & PALMERS

Biscuit Manufacturers to Her Majesty the Queen, Etc.



Reading AND London England

FOR WHICH THERE IS AN EVER INCREASING DEMAND

HUNTLEY & PALMERS have obtained the highest awards given to any English House for Biscuits at all the leading Exhibitions since 1851, and at the Paris Exhibition in 1878 they were awarded the "Grand Prix," the only Grand Prize given to the Biscuit Trade and the highest distinction the Exhibition could confer. The following being the terms of the award:

"Unrivalled House known throughout the world for its enormous production and for the excellent quality of its Manufactures.

For Price List and Terms Apply to:

HUNTLEY & PALMERS, Reading, and 162 Fenchurch St., London, E.C., England.

or to their Representative

MR. EDWARD VALPY, 28 Radee Street, New York.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, March 2, 1893.

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

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

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

BAKING POWDER.

PURE GOLD, per doz	
5 lb. cans, 1 doz. in case	19 80
4 lb. cans, 1 doz. in case	16 00
2 1/2 lb. cans, 1 and 2 doz in case	10 50
16 oz. cans, 1, 2 and 4 doz. in case	4 60
12 oz. cans, 2 and 4 doz. in case	3 70
8 oz. cans, 2 and 4 doz. in case	2 40
6 oz. cans, 2 and 4 doz. in case	1 90
4 oz. cans, 4 and 6 doz in case	1 25

Dunn's No. 1, in tins	2 00
" " " " " "	75
Cook's Gem, in 1 lb pkgs	\$1 75
" " " " " "	85
" " " " " "	40
" " " " " "	40
" " " " " "	65
bulk, per lb.	15

Empire, 5 dozen 4 oz cans	\$0 75
" " " " " "	1 15
" " " " " "	9 00
" " " " " "	9 00
bulk, per lb.	15

COOK'S FRIEND, (in Paper Packages.) Per doz	
Size 1, in 2 and 4 doz boxes	\$2 40
" " 10, in 4 doz boxes	2 10
" " 2, in 6 " "	80
" " 12, in 6 " "	45
" " 3, in 4 " "	45
Pound tins, 3 oz in case	3 00
12 oz tins, 3 oz in case	2 40
5 oz tins, 4 " "	1 10
5 lb tins, 1/2 " "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
" " " " " "	1 30
" " " " " "	1 90
" " " " " "	2 20
" " " " " "	9 60

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

DIAMOND BAKING POWDER.	
1/2 lb. tins, 4 doz cases	0 67 1/2
1 lb. " " " "	1 17
1 lb. " " " "	1 98

BISCUITS.	
TORONTO BISCUIT AND CONFECTIONERY CO.	
Abernethy	8 1/2
Arrowroot	\$0 10 1/2
Butter	0 6
" " 3 lbs	0 80
Cabin	0 7 1/2
Cottage	0 8 1/2

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

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

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

P. G. FRENCH DRESSING (LADIES.)	
For ladies' and children's boots and shoes.	
per doz	
No. 7, 1 or 2 doz. in box	\$2 00
No. 4	1 25

P. G. FRENCH BLACKING.	
per gross	
No. 4	\$1 00
No. 6	4 50
No. 8	7 25
No. 10	25

BLU.	
Reckitt's Pure Blue, per gross	2 10
NIXEY'S	
Soho Square in 8 lb. boxes, of 16x6d. boxes, London	6s 0d
Soho Square in 8 lb. boxes, of 16x6d. boxes, Canada	\$2 25

CORN BROOMS.	
CHAS. BOECKH & SONS, per doz	
X Carpet, 4 strings, net	\$3 60
" " " " " "	3 20
" " " " " "	2 00
XXX Hurl 4	2 90
1X " " " "	2 65
2X Parlor 4	2 50
3 " " " "	2 25
4 " " " "	1 85
5 " " " "	1 50
Warehoused	3 25
Ship 4	4 00
1 Cable 2 wire bands, net	3 25
2 " " " "	4 00

Canada	
London	

Jelly Wafers = Erie Biscuits =

Our new Biscuits. Ask our travellers to show samples, they are great sellers. Our Sodas still continue to be the best made.

Toronto Biscuit and Confectionery Co.

7 Front Street East

Prices current, continued—

J. W. COWAN & CO.

Standard Java in sealed tins, 25 and 50 lbs.	80
Standard Imperial in sealed tins, 25 and 50 lbs.	32
Standard Blend in sealed tins, 25 and 50 lbs.	35
Ground, in tins, 5, 10, 15 and 25 lbs.	30 38
Say's Parisien, in 1/4 and 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 50
Castor Oil		0 07 1/2	0 08
Cream Tartar		0 25	0 30
Epsom Salts		0 01 1/2	0 02
Paris Green		0 15	0 17
Extract Logwood, bulk		0 13	0 14
" " boxes		0 15	0 17
Gentian		0 10	0 13
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 1/2	0 09
Soda Bicarb, per keg		2 50	2 75
Sol Soda		1 00	1 25
Madder		0 12 1/2	....

DURABLE PAILS AND TUBS

WM. CANE & SONS, MANUFACTURING CO	
NEWMARKET.	
Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish.	3 25
No 1 tubs	9 50
No 2 "	9 50
No 3 "	7 50

EXTRACTS.

Dalley's Fine Gold, No. 8, p. doz.	\$0 75
" " " " 1 1/2 oz.	1 25
" " " " 2 1/2 oz.	1 75
" " " " 3 1/2 oz.	2 00
(SEELY'S FLAVORING) per doz	
Concentrated, 2 oz. full measure	1 75
4 oz.	3 00
In Lemon, Vanilla and Assorted Flavors. Less 10 per cent. discount on gross quantities or more.	

FLUID BEEF.

JOHNSTON'S, MONTREAL	
Cases, No. 1, 2 oz tins	
No. 2, 4 oz tins	4 50 5 00
No. 3, 8 oz tins	8 00 8 75
No. 4, 1 lb tins	12 80 14 25
No. 5, 2 lb tins	25 00 27 00

FRUITS.

FOREIGN.	
Currants, Provincial, bbls.	5 1/2
" " " " bbls	6
" " " " bbls	5 1/2
" " " " bbls	6 1/2

Currants, Patras, bbls	5 1/2
" " " " 1/2 bbls	6
" " " " cases	7 7
" " " " Vostizzas, cases	7 1/2 9
" " " " 5-crown Excelsior (cases)	8 1/2 10
Dates, Persian, boxes	5 6 1/2
Figs, Eleme, 1 doz., per box	11 11 1/2
" " 10 lb boxes	11 12
" " 30 lb bxs. 7 crown	15 16
Prunes, Bosnia, cases	4 1/2 5 1/2
" " cases, new	8 1/2 9
Raisins, Valencia, off talk	3 4 1/2
" " old	7 7 1/2
Selected Layers	7 1/2 8 1/2
Raisins, Sultanas	6 1/2 10
" " Eleme	....
" " Malaga	....
London layers	2 25 2 50
Loose muscatels	....
Imperial cabinets	....
Connoisseur clusters	4 00 4 50
Extra dessert	4 50
" " qrs.	....
Royal clusters	....
Fancy Vega boxes	....
Black baskets	2 60 3 80
" " qrs	....
Blue	....
Fine Dehesas	....
" " qrs	....
Lemons	3 00 3 50
Oranges, Jamaica	2 75 3 00
" " Valencias	4 50
" " Floridas	3 00 3 50
" " Seedlings	....
" " Navels	....

DOMESTIC

Apples, Dried, per lb.	0 05 1/2 0 05 1/2
do Evaporated	0 07 1/2 0 08

FISH.

Oysters, per gallon	1 50
" select, per gallon	2 00
Pickered	0 07
Pike	0 07
White fish	0 07
Manitoba White fish	0 07
Salmon Trout	0 07
Salmon Trout	0 07
Lake herring	3 00
Pickled and Salt Fish:	
Labrador herring, p. bbl	6 00 6 25
Shore herring	5 00
Salmon trout, per 1/2 bbl	....
White Fish, 1/2 bbl	....
Dried Fish:	
Codfish, per quintal	5 25 5 75
" cases	6 00 6 50
Boneless fish	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	1 00 2 25
Digby herring	0 12 0 15
Sea Fish: Haddock per lb	0 05 0 05 1/2
Cod	0 05 0 07
B.C. salmon	0 13
Market Cod	0 05
Frozen Sea Herrings	2 65 3 00

GRAIN.

Wheat, White	0 65 0 68
" Red Winter	0 66 0 67
" Goose	0 60 0 61
Wheat, Spring, No 2	0 64 0 65
" Man Hard No 1	0 86 0 87
" " No 2	0 83 0 84
" " No 3	0 75 0 76

Oats, No 2, per 34 lbs	34 35
Barley, No 1, per 48 lbs.	45
" " No 2 extra	40
" " No 3	36 39
Rye	55
Peas	57 58
Corn	00 00

HAY & STRAW.

Hay, Pressed, "on track	9 25 9 50
Straw Pressed, "	5 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, 18 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
4 dy	2 90
3 dy A P	3 30
4 dy C P	3 80
3 dy C P	3 90

HORSE NAILS:	
" " 60 and 5 per cent. from list.	

HORSE SHOES:	
From Toronto, per keg	3 65

SCREWS: Wood—	
Flat head iron 77 1/2 p.c. dis	
Round " " 72 1/2 p.c. dis.	
Flat head brass 75 p.c. dis	
Round head brass 70 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 35
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	
5 dy A P	0 11 1/2
Sisal	0 09 1/2
New Zealand	0 08 1/2

AXES: Per box, \$6 to \$12.	
SHOT: Canadian, dis. 12 1/2 per cent.	
HINGES: Heavy T and strap	0 04 1/2 0 05 1/2
" " Screw, hook & strap	0 03 1/2 0 04 1/2

WHITE LEAD: Pure Ass'n guarantee ground in oil.	
25 lb. irons	per lb
No. 1	....
No. 2	....
No. 3	....
TURPENTINE Selected packages, per gal	
.....	0 53 0 55
LINED OIL: per gal, raw	
Boiled, per gal	0 59 0 61
.....	0 62 0 64
GLUE: Common, per lb	
.....	0 10 0 11

INDURATED FIBRE WARE.

1/2 pall, 6 qt	\$4 00
Star Standard, 12 qt	4 50
Milk, 14 qt	5 50
Round bottomed fire pall, 14 qt.	5 50

Tubs, No. 1	15 50
" " 2	13 25
" " 3	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" " 2	9 00
" " 3	8 00
" " 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" " round	3 50
Handy dish	3 75
Water Closet Tanks	18 00

JAMS AND JELLIES.

DELHI CANNING CO	
Jams assorted, extra fine, 1's	2 25
Jellies, extra fine 1's	2 25
TORONTO BISCUIT & CONFECTIONERY CO	
Per lb	
Jams, absolutely pure—apple	\$0 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 25 lb. pails.	
Marmalade—orange	0 12

KNIFE POLISH.

NIXEY'S	
"Cervus" boxes of 1 doz.	
6d London 5s., Canada	\$2 00
"Cervus" boxes of 1 doz.	
1s London 10s., Canada	\$4 00

LICORICE.

YOUNG & SMYLIE'S LIST.	
5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box	1 25 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, 300 sticks	1 45
" " " 100 "	0 72 1/2
Imitation Calabria, 5 lb bxs	
1 lb	0 25

MINCE MEAT.

J. H. WETHEY'S—ST. CATHARINES	
Condensed, per gross, net	\$12 00

MUSTARD.

ELLIS & KEIGHTLY'S. cts	
Durham, Fine, in 1/2 and 1 lb tins	25
" " per lb	22
" " Fine, in 1 lb jars	70
" " Fine, in 4 lb jars	30
" " Ex Sup. in bulk, per lb	20
" " Superior in bulk, p. lb	15
" " Fine	15

CHERRY'S IRISH

Pure in 1 lb. tins	0 40
Pure in 1/2 lb. tins	0 42
Pure in 1/4 lb. tins	0 44

Prices current, continued.

NUTS.		per lb
Almonds, Ivica	13 14	
" Tarragona	15 16	
" Formigetta	12 14	
Almonds, Shelled Valencias	28 32	
" " Jordan	45 50	
" " Canary	28 30	
Brazil	11 12 1/2	
Cocoanuts	5 6	
Filberts, Sicily	9 10	
Pecans	11 15	
Peanuts, roasted	10 12	
" green	9 10	
Walnuts, Grenoble	15 16	
" Bordeaux	10 11	
" Naples, cases	12 13	
" Marbots	12 13	
" Chilis	12 13	

PETROLEUM.		
to 10 bbl lots, Toronto	Imp. gal.	
Canadian	0 14	\$0 15
Carbon Safety	0 17	0 18
Canadian Water White	0 20	0 22
Amer'n Prime White	0 23	0 25
" Water White	0 24	0 25
Photogene	0 27	0 00

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.		
THE T. A. SNIDER PRESERVE CO., CINCINNATI.		
Wright & Copp, Toronto, Agents,		
Home Made Tomato Catsup	qts	6 00
" "	pts	3 50
" "	1/2 pts	2 00
Chili Sauce	pts	4 50
" "	1/2 pts	3 25
SOUPS (in 3 lb cans).		
Tomato		3 50
Fancy—Chicken, Mock Turtle, Cream of Corn, Pea, Celery, Asparagus		4 50
Fancy—Chicken Gumbo, Or Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne Vermicelli, Vegetable		4 25
LEA & FERRIN'S	per doz	
Worcester Sauce, 1 pts.	\$3 50	\$5 75
" " 1/2 pints	6 25	6 50

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

PRODUCE.		
DAIRY.		
Butter, creamery, tubs	\$0 23	\$0 25
" dairy, tubs, choice	0 19	0 20
" " medium	0 15	0 17
" low grades to com	0 13	0 15
Butter, pound rolls	0 20	0 22
" large rolls	0 18	0 20
" store crocks	0 18	0 20
Cheese	19	0 19 1/2

COUNTRY		
Eggs, fresh, per doz.	0 28	0 30
" limed	0 23	0 24
Beans	1 25	1 50
Onions, per bbl.	1 00	2 25
Potatoes, per bag.	90	95
Hops, 1891 crop	0 13	0 15
" 1892 "	0 17	0 20
Honey, extracted	0 05	0 08
" section	0 12	0 14

PROVISIONS.		
Bacon, long clear, p lb.	10 1/2	0 11
Pork, mess, p. bbl.	.....	0 21
" short cut	23 00	23 00
Hams, smoked, per lb.	.....	0 13 1/2
" pickled	.....	0 12
Bellies	.....	0 14
Rolls	0 10 1/2	0 11
Backs	.....	0 13
Lard, pure, per lb.	0 13	0 13 1/2
Compound	0 10	0 10 1/2
Tallow, refined, per lb.	0 06 1/2	0 07
" rough	.....	0 02

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

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

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

BRITISH AMERICA STARCH CO BRANTFORD.	
1st quality white, in kegs and bris	3 1/2
1st quality white, 3 lb. cartons	4
Lily White gloss, crates and cases	6 1/2
Brantford gloss, 1 lb.	5 1/2
Canada Laundry, Boxes	5 1/2
Pure Prepared corn	5 1/2
Challenge Corn	5 1/2

KINGSFORD'S 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 " 1/2 lb. package	9 1/2
40-lb " 1/4 lb. " "	10
40-lb " assorted 1/2 and 1/4 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	7
Durham corn starch	6 1/2

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

SUGAR.		e. per lb
Granulated	.....	4 1/2
Paris Lump, bbls and 100 lb. bxs	.....	5 1/2
" 50 lb. boxes	.....	5 1/2
Extra Ground, bbls	.....	6 1/2
" less than a bbl	.....	6
Powdered, bbls	.....	5 1/2
" less than a bbl	.....	5 1/2
Extra bright refined	.....	4 1/2
Bright Yellow	.....	3 1/2
Medium	.....	3 1/2
Brown	.....	3 1/2

SALT.		
Bbl salt, car lots	.....	1 00
Coarse, car lots, F.O.B.	.....	0 65
" small lots	0 85	0 90
Dairy, car lots, F.O.B.	.....	1 00
" small lots	.....	1 25
" quarter-sacks	.....	0 40
Common, fine car lots	.....	0 75
" small lots	.....	0 95
Rock salt, per ton	.....	12 00
Liverpool coarse	.....	0 75

HIGGINS' EUREKA SALT.		
F.O.B. Montreal—	Per Sack.	
Full sacks, 22 1/2 lbs.	.....	2 30
Quarter sacks, 56 lbs	.....	0 58
Sacks con'g 16-14 lb. p'kts.	.....	2 76
F.O.B. Toronto—		
Full sacks, 22 1/2 lbs.	.....	2 60
Quarter sacks, 56 lbs.	.....	0 67 1/2
Sacks con'g 16-14 lb. p'kts.	.....	3 00

SYRUPS AND MOLASSES.		
SYRUPS.		
	Per lb.	
D	.....	2 1/2
M	.....	2 1/2
B	.....	2 1/2

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

AGENTS FOR
The St. Lawrence Sugar Refining Co.,
MONTREAL.

Nourishment versus Stimulants - -
Extracts of Beef Stimulates only
Johnston's Fluid Beef nourishes thoroughly
Stimulants make you feel good temporarily
Nourishment does you good permanently
Which would you choose to give you Strength,
Johnston's Fluid Beef or Extracts of Beef.
- - The Johnston Fluid Beef Co.

Kingsford's Oswego
STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL" FOR THE TABLE.

"Silver Gloss" Kingsford's
(Others so-called are imitations of our brand.)
Pure Starch. Corn Starch.

FOR SALE BY ALL LEADING
JOBBER'S IN CANADA.

T. KINGSFORD & SON
OSWEGO, N.Y.

PU
Wh
Prices curr
V.B.
E.V.B.
E. Superi
XX
XXX
Crown ...
Trinidad
Do. 2,
New Orle
Porto Ri
" "
Ivory F
Do. 2,
Primro
John J
Mayflo
Gem, 31
" 18
Queen
Fried o
Sunshi
Mikad
Eclips
Stanle
Defian
Toron
Ruby,
Monst
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Lily V
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Queen
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Oris
Pur
Heli
Car
Ros
Coc
Arc
Nev
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Bar
Par
Ma
Oat



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

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

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

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

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

Manufactured Exclusively by

YOUNG & SMYLIE,

BROOKLYN, NEW YORK.

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Prices current, continued—

Table listing various goods like V.B., E.V.B., E. Superior, XX, XXX, Crown, etc. with prices per gal.

Table listing MOLASSES, Trinidad, New Orleans, etc. with prices per gal.

Table listing SOAP, Ivory Bar, Do. 2, 6-16 and 3 lb bars, etc.

Table listing John A. cake, wax W. per doz, Gem, 3 lb bars per lb, etc.

Table listing MORSE'S SOAPS, Mikado (wrapped), Eclipse, Stanley Bar, etc.

Table listing Mottled in 5 box lots, 100 bars, Floater (boxes free), Electric, etc.

Table listing Royal Magnum, Anchor, Assorted, Castile, Morse's Assorted, etc.

Table listing Bouquet, paper and wood, Prize Magnum, White Castile, Honey, Glycerine, Oatmeal, etc.

Table listing Unscented Glycerine, Grey Oatmeal, Plain Honey, etc.

Table listing TEAS, CHINA GREENS, Gunpowder, Cases, etc.

Table listing PING SUEYS, Young Hyson, Half chests, etc.

Table listing JAPAN, Half Chests, Choice, Finest, etc.

Table listing CONGOU, Darjeelings, Assam Pekoes, etc.

Table listing CEYLON, Broken Pekoes, Pekoes, etc.

Table listing TOBACCO AND CIGARS, British Consols, 4's; bright twist, etc.

Table listing EMPIRE TOBACCO COMPANY, CUT SMOKING, Golden Plug, etc.

Table listing PLUG SMOKING, Golden Plug, Uncle John, etc.

Table listing FANCY SWEET CHEWING, Good Luck, spun roll, etc.

Table listing BLACK SWEET CHEWING, Star, Narrow, 12s. Butts, etc.

Table listing CIGARS—S. DAVIS & SONS, Montreal, Sizes, Madre E' Hijo, etc.

Table listing DOMINION CUT TOBACCO WORKS, MONTREAL, CIGARETTES, Athlete, Puritan, etc.

Table listing CIGARETTE TOBACCO, B. C. N. 1, 1-10, 5 lb boxes, etc.

Table listing VINEGAR, A. HAAZ & CO, XX, W. W., XXX, W. W., etc.

Table listing WOODENWARE, per doz, Pails, 2 hoop, clear, etc.

Table listing Matches, 5 case lots, single case, Parlor, Telephone, etc.

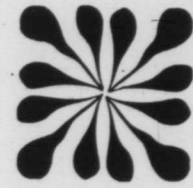
Table listing Mops and Handies, comb, Butter tubs, crates ast'd, etc.

Table listing WASHING COMPOUND, Housekeeper's Quick, etc.

Table listing PEERLESS WASHING COMPOUND, 1/2 lb packages, 12 doz in case, etc.

Advertisement for 2c 5c YEAST, featuring a logo with '2c 5c YEAST' and 'BREADMAKER'S'.

The St. Lawrence Sugar Refining Co's



GRANULATED
and **YELLOWS** ... ARE PURE ...
and **SYRUPS** ..

No Blueing Material whatsoever is used in the
manufacture of Our Granulated

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

Manufacturers of Refined Sugars of the well-known Brand

Redpath

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

Lump Sugar, in 50 and 100 lb. boxes.

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

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

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

THE CANADIAN GROCER

Travellers' Guide.

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CALGARY, N.W.T.

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

H. A. PERLEY, Prop.

The Hilliard House

RAT PORTAGE, ONT.

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

LOUIS HILLIARD, Prop.

Grand Pacific Hotel

KAMLOOPS, B.C.

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

H. SMITH, Proprietor.

The Hotel Wilson.

NANAIMO, B. C.

The largest and best hotel in the city.

JOS. RICHARDS, Proprietor.



OUR LATEST LEADER IS

"THE NEW ERA PATTERN"

of Glassware, and it leads them all. Each contains 25 articles, as follows:

- 9 Large Table Sets, (Sugar, Butter, Cream and Spoon Holder)
- 6 Half Gallon Pitchers.
- 6 Large Fruit Bowls, High Foot.
- 6 Large Covered Fruit Bowls, High Foot.
- 6 Large Cake Stands, High Foot.

As each article can be sold retail for \$10 further comment is unnecessary. Send for a sample case and you will order more.

JAMES A. SKINNER & CO., TORONTO AND VANCOUVER, B.C.

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Those Who Make Money

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NO BETTER MEDIUM THAN

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CANADIAN
+ GROCER +

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

ESTABLISHED 1849.

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THE BRADSTREET COMPANY, PROPRIETORS.
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Offices in the principal cities of the United States, Canada, the Argentine Continent, Australia and in London, England.

The Bradstreet Company is the oldest and financially the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

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THOS. G. IRVING, Superintendent.

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 Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.

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THEM

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

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

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

ORDER
- IVORY BAR
SOAP

NOTICE OF DISSOLUTION.

THE Partnership heretofore carried on by H. W. Northrup and Isaac H. Northrup, under the firm name of H. W. Northrup & Co., has been dissolved by mutual consent. The business of wholesale Groceries and Fish carried on by the late firm, will be continued at South Wharf by I. H. Northrup and S. E. Hoyt, under the firm name of

NORTHRUP & CO.

All debts due the late firm are payable to Northrup & Co., who will also assume the late firm's liabilities.

Feb. 14, 1893, St. John, N. B.

H. W. NORTHRUP,
I. H. NORTHRUP.

Referring to above, H. W. Northrup has to thank the public for the generous patronage extended to the late firm, and wishes that the same degree of favors be shown the new firm of NORTHRUP & CO.



TRADE MARK (Registered)

CHAS. WILSON

Manufacturer of

PRIZE MEDAL

Ginger Ale

Mineral Waters

SODA WATER, Etc., SYPHONS

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TORONTO SALT WORKS,
128 Adelaide E., Toronto,

Sole City Agents for the "Canada Salt Association"

Dealers in all kinds of Table, Dairy, Meat Curing, Barrel and Land Salts.

The "Acme" Table Salt (new process) will not get damp or hard.

Two Silver Medals, at Industrial Exhibition Toronto, 1890, for our "Acme" Table Salt and our "Star Brand" Dairy Salt

Florida Oranges,
Almeria Grapes,
Lemons, Cranberries,
Nuts of all kinds,
Figs and Dates.

DAWSON & CO.,
32 WEST MARKET ST.,
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Telephone 1471.

Consignments of Produce Solicited.

FAC SIMILE OF PACKAGE.



BUY THE BEST.
SEELY'S



Celebrated
Flavoring
Extracts.

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

Seely Manufacturing Co.
Detroit, Mich. - Windsor, Ont.

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



Tea Caddies all Sizes

SPICE, BAKING POWDER AND TOBACCO TINS,

AND TIN SIGNS,

LITHOGRAPHED OR JAPANNED.

Write our nearest house for Catalogue and Prices

THE McCLARY M'FG COMPANY,

LONDON, TORONTO, MONTREAL, WINNIPEG.

Why don't
you sell . .

Lamps



You sell Chimneys, You sell Burners,
You sell Wicks, You sell Coal Oil,
Why don't you sell Lamps, We mean nice Lamps.
They are just as staple and a good profit.

We have some nice Job Lots just now.

The very thing to make a trial with.
Write for particulars.

GOWANS, KENT & Co. Toronto and
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Have You Tried one of
SOMERVILLE'S
NOVELTY SELLING MACHINES
- FOR -
MEXICAN FRUIT CHEWING GUM ?

HYDE PARK, ATHLETE, PURITAN, DERBY. SWEET SIXTEEN CIGARETTES.

FINE GOODS OUR SPECIALTY

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

MUNGO CIGARS. EXCEPTIONALLY FINE.

THE COURT OF... VOL. B S H