

DO NOT
XEROX

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

THE CANADIAN GROCER
 & GENERAL STOREKEEPER

PUBLISHED WEEKLY
 \$2.00 PER YEAR

VOL. VI.

TORONTO, JANUARY 8, 1892.

No. 2

FINE GOODS OUR SPECIALTY.

MADRE E' HIJO (7 SIZES)

BRANTFORD PREPARED CORN
 "Challenge" Prepared Corn } For Cooking.

LILY WHITE GLOSS.
BRANTFORD LAUNDRY. } For Laundry Use.

Manufactured by THE BRITISH AMERICA STARCH CO., Ltd., Brantford.

ASK YOUR
 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.



ASK FOR
MOTT'S
DUNN'S BAKING POWDER
 THE COOK'S BEST FRIEND
 Largest Sale in Canada.

Taylor, Scott & Co.,
TORONTO.



THE BEST
 IS THE CHEAPEST.
 Retail Price, 25c.
 For sale by all first-class grocers

MUNGO CIGARS, EXCEPTIONALLY FINE.

EL PADRE AND CABLE.

ALL-TOBACCO CABLE AND EL PADRE CIGARETTES.

THE CANADIAN GROCER

BRYANT, GIBSON & Co.,
TORONTO,
Manufacturers of



This is a facsimile of our bottles.

"Worcestershire Sauce," "Yorkshire Sauce"
"Devonshire Relish" Raspberry Vinegar, Eva-
porated Vegetables, Chocolates, Cocos, Confectionery.

DURABLE PAILS AND TUBS.

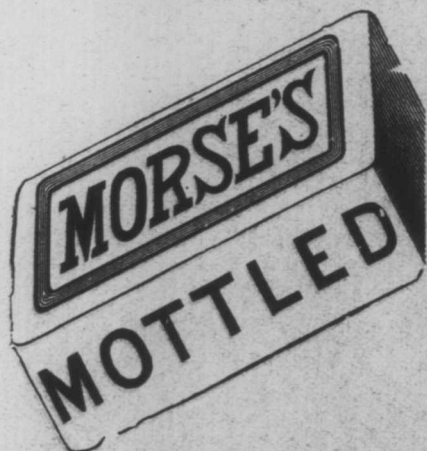
TRY THEM



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

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

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



DALLEY'S
FROST PROOF INK.

2 OZ. CONE BOTTLES

Retails at 5 cents per bottle. Packed in 3, 6 and 12 doz. cases.
Sold by all wholesale dealers or the manufacturers.

This is a first-class Black Ink that is guaranteed not to freeze
in the coldest weather.

F. F. DALLEY & CO.,
HAMILTON, CANADA.

— ALL —

THE LEADING GROCERS ARE NOW SELLING THE
CELEBRATED

Royal Dandelion Coffee

It is a genuine article—a rapid seller, and gives universal satis-
faction.

No first-class grocery stock is complete without it.

Put up in pounds and half pound cans only.

ELLIS & KEIGHLEY,
Sole Manufacturers,

Beware of Imitations.

Toronto.



No Advance

IN PRICE OF

The Original
Globe Improved

The Cheapest and Best
Washboard in the Market,
for sale by all the leading
wholesale grocers.

MADE ONLY BY

THE BRANDON MANUFACTURING CO., LTD.,
Strachan Ave., Toronto.

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& GENERAL STOREKEEPER

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

Vol. VI.

TORONTO, JANUARY 8, 1892.

No. 2

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

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

HEAD OFFICE: 6 Wellington West, Toronto.
MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, Manager.
NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

SPECIAL TO OUR READERS.

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

To say a man is narrow-minded is a reproach, and to say that he is broad-minded is a compliment. These propositions are true with reference to opinion, but not with reference to action. Men of thought, in the domain of morals, religion, politics, science, etc., should take broad views and proceed upon them, but men of action must usually proceed upon narrow views, especially if they have to work against opponents. The business man is a man of action. His conception of business may be liberal or it may be contracted, but he will find that it is best to focus all his energies upon it. Narrowness must be cultivated by the man who would succeed in trade. The amplitude of mental grasp that qualifies a man to run a store, a farm, a gristmill, be a magistrate, take an active part in local politics, belong to two or three fraternal or secret societies and be a success in everything is rare. This many-sidedness is a dangerous thing for a business man to exhibit before he has begun to write his capital in a notation of six figures. That sort of thing may be all very well for men who have got past the breakers that lie along the very shore of success, for men who are able to pay for capable financial management. Even for those who have the

money-power to run several concerns at once, narrowness is necessary for the success of these. Narrowness means concentration, and one must concentrate one's powers the more on one's business the more that business expands or branches out. There is no spare energy for public service or political glory. Broad-mindedness or versatility means shallowness in a business man.

* * *

Narrowness is the fundamental element in all business success. A single point is kept in view, all side issues, no matter how tempting, are disregarded. The aim is kept in sight, every little gain brings it closer, and soon it becomes the absorbing object of the plodder's attention. The man who clearly selects something as the object of the first half of an average life, and gets into the habit of letting that object over-rule his wayward inclinations, is sure to realize that object if he lives, but narrowness of view is involved in the very singleness of his purpose. The business man who sets before himself and steadily pursues an object, will be accumulating substance, while his broad minded competitor will be dissipating his power over several objects. The strict business man has no time for anything but business. His very narrowness will beget breadth. This is paradoxical, but it is true within the limits of a business man's care. Constant contemplation of the one object, constant study of the means to accomplish it, constant husbanding of resources, cannot fail to broaden and strengthen the mind that is engaged in such work. Such a mind will in a few years have far wider commercial compass than will that of the man who is busy in many spheres of activity. The following up of a single object is an excellent training and unfolds a man's powers wonderfully.

* * *

This is an age of specialists. It is necessarily so. The book of knowledge is growing every year, and it would be folly for any man

to attempt a mastery of even a very few things as they are known now. Consequently there is a division of knowledge as there is a division of labor each man is supposed to know something one well. If he be thoroughly versed in that, he will be an exceptional man. Narrowing as the tendency of special occupation is it a great means of developing knowledge. For the contraction in breadth it makes up in depth. It liberalizes and invigorates instead of enfeebling or enslaving our minds. No man will find he has too little to do if he gives faithful study and attention to the matters that concern any person in trade in this country. He is always on the alert against competitors; he has to save his profits by close buying, cash buying, selection of goods, etc.; he has to watch over his resources that he may lose little or none through misplaced credit; he has to please his customers; he has to advertise; he has to have enterprise, and now and then do a clever thing; he has to keep abreast of the times in his methods, his stock, his knowledge of the market, and a thousand details furnish nooks and corners wherein to dispose his attention. He has to vary the routine of his life by the use of changes as often as possible, and that necessity will make a bright, active, earnest man, fertile in expedients for the improvement of his business. "The penny saved is the penny made," "Look out for the cents and the dollars will look after themselves," are good maxims, but are not the only ones learned and practised by the trader who concentrates and expends freely his energy, his time and his talents upon his business. He will be rich in experience, and probably in money, before he is an old man. Method grows out of narrowness and concentration. The amount of method that can be introduced into even a small business is incredible. The real breadth that is born of this sort of narrowness may be expressed in these words: That a man of many-sided activity will rarely succeed in business, but a man who has succeeded in business will succeed in nearly anything else.

HYPERBOLICAL ADVERTISEMENTS

On the boards of road fences, in the newspapers of country towns, and in circulars scattered among consumers, one will occasionally meet a style of language that rivals in exaggeration the most magnificent efforts of the Oriental poets. Only in the matter of exaggeration is comparison allowable. If there was any proportionate fancy involved in the wording or the conception of the advertisement, the effect of the unreasonable superlatives would be melted down, perhaps by the humor or perhaps by some catchy quality in the phrasing of the form adopted. But plain, unvarnished lying is an exhausted resource; it has done all it can do in the way of bringing into prominence the merchant or his stock, but is still potent to bring both into disrepute. Exaggeration that is intentionally adopted with the object of making people laugh, is of course transparent, and is not resorted to for the purpose of abusing people's credulity. There is usually a form of expression that reveals the meaning of the advertiser, whose purpose is to crack a joke with those who pass by, not to boast extravagantly.

But how overwhelmed some stores must seem to be by the pretensions of their advertisements. Stores, whose claims as put forth in advertisements completely eclipse the reality, are beginning to fall into their true place, and are among business houses what braggarts are among men. Their absurd pretensions of superiority to everything else in existence estranges rather than attracts trade. A very humble little shop in a rather squalid part of this city is in mind. On its front appears the legend, "The cheapest store in the city." The thing was more pitiful than laughable. It seemed like cruel irony. Not an extreme case. It is probably a more pardonable one than the majority of similar cases of foolish advertising swagger. The great number of those who magnify themselves in advertisements do so, not in remote corners of their district, not to an ignorant lot of people, but to the intelligent, respectable public. They cannot expect to be believed, for their unveracious stories are usually palpably so, because of the wide sweep and ambitiousness of what they profess to be able to do.

"The cheapest store in the country," "the lowest prices ever heard of," "the finest goods ever offered to the public," "positively must all be sold in a fortnight," "selling below cost," are a few of the phrases that challenge reason and common sense along the high-ways and the by-ways. What excuse is there for such stuff? It is not believed by anybody, and reflecting people do not like it. They feel that the man who advertises in such a style must believe them to be grossly stupid if he thinks they can be deceived by a lot of downright lies. The fence boards, the public prints, the little sheets that fly from hand to hand ought not

to be defaced with such common, played-out gasconade. Lying, as we said before, is an exploded device. The majority who resort to it do so from force of habit, because it had become conventional to use extravagant terms of business supremacy in advertising. The untruthful advertisement in fact is an outgrowth of overstrained competition. It is a bad outgrowth, but not the worst of that abnormal condition of trade. But it is an index to the rest. If traders are driven to state flagrant untruths in their advertisements, what security have their customers that these traders will tell them the truth in representations made of goods sold? Can they depend on the honesty of men whose advertisement stands in the market place with improbability, impossibility, stamped on the face of it? Let the fitness of things, above all let truth, be respected in advertisements.

CIVIL SERVICE DEBTORS.

A wholesome lesson to delinquent civil service debtors was administered by Judge Ross last week at the Ottawa Division Court, in the case of O'Meara vs McRae. This was an action to recover \$24 on a judgment summons after default. The defendant admitted he was in receipt of \$2 per day, Sundays included. The Judge upon being satisfied that McCrae could afford to pay his debts addressed him thus:

"I am going to be very severe with you civil servants, every mother's son of you. I will make an order for peremptory payment, failing that I shall commit you to jail. You shall pay down \$6 and 30 per cent, a month of your salary."

Defendant—"But you do not understand."

Judge—"Oh, yes, I do, and I will do the same thing with every civil servant that comes before me, and it is as well they should know it." Judgment was accordingly given.

That is the sort of medicine that some of these gentry need an occasional dose of, and it is a pity they did not get more of it. It is a shame that honest tradesmen have no better protection against civil servants who are capable of taking advantage of their position for purposes of fraud. The fact that their wages cannot be garnished does not afford complete immunity to them. A little exposure to the head of their department is usually a quick way to effect recovery of the debt. The position is apt to be untenable for a man who is notorious for his neglect to pay his bills. In the departments of the local governments of the various provinces there are men not above the meanness of shirking payment for what they and their families lived on. Employes of civic corporations also frequently evince a disinclination to pay their just debts. The same is true of many men employed by railways, only in this case it is not entire immunity from the garnishee law that befriends them.

One of the railway companies it is understood makes it a rule to discharge any man who will persist in owing what he is able to pay. Such influences on the trader's side ought to be made more of, and complaint to the head of a government department, the chairman of a municipal committee or board of works, or the manager of the employing concern will usually hasten payment.

THE GAUDY CALENDAR.

As the old year shades into the new, the flight of calendars usually begins to grow thick, and myriads of prettily designed plans of the new year are carried over the mails. This year, however, there has been a wonderfully marked falling-off in calendars. As compared with last year the number of calendars received at this office is exceedingly meagre. The lithographers also report a big decline in this part of their late season's business. The calendar appears to be going out as a diffuser of advertising matter. It has proved itself an unsatisfactory instrument for the purposes of the advertiser. Business fame is not to be won by it. We showed the reasons for this in an article that appeared above a year ago in this paper. The business notice or card upon the calendar is completely overlaid by that portion which may be called the chronicle. In the same way the dial of a clock would cast in the shade any accidental marks upon it, anything irrelevant to the purpose of indicating the time. It is for that purpose the calendar or clock is consulted, and a very slight impression can anything else make that is sought to be forced upon the observer's attention. Also there is an increasing aversion on the part of recipients to be the sandwich men of the issuers of these calendars. The person who receives a calendar intends to make use of it for his own purposes, and does not care always to make an advertising bureau of his office or his library. More and more, opinion is becoming settled as to the true place of the advertisement. That place for the retailer is the newspaper. The character of the advertisement as news is becoming more distinct, and advertisements will be read in whatever medium has a reputation for giving news. When the chief distributors of news were the gossips of the town, it would have paid a man in business to pay these for mentioning his announcements, for then he would have been making use of a distinct agency of news. For the manufacturer and wholesaler the approved trade journal is the proper circulator of advertisements, for it deals with the facts that most concern the business of the men whose interest in the wholesaler's or manufacturer's wares is essential to trade. The calendar has been well tried; it has indeed been overworked. Its mission as an advertising medium has been a failure.

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SACRIFICING GOODS.

Is it well to cut prices in order to force the sale of a certain class of goods? It must be admitted that it is not just to brother merchants in all cases. There is a certain esprit de corps which every merchant should try to obtain and foster, and which will tend to keep the trade from degenerating into paltry oppositionists. Nevertheless, in many cases cutting of price must be resorted to for self-preservation, and this should be done carefully and systematically.

One of the largest retailers in Toronto sells goods on the principle that if they will not sell for \$1, they will for 50c., if not for that then for 25c. The dealer must not allow his stock to accumulate nor depreciate in value. Goods must not be kept on the shelf for two or three years waiting for a purchaser. There must be a ceaseless turning-over of stock. A man should know his stock and know when not to delay the sacrifice. The time to do this is not when the trade in that article is over, but just before the demand for it is about to slacken. Then, if a dealer has a large stock of a particular line which is liable to go out of fashion or fluctuate in value, he is wise to make a push to clear it out, if not at full prices, then at slowly reducing prices until the public are tempted and he is relieved. The essence of the transaction is that a dealer's money must never be locked up in goods which are liable to depreciate in value.

FROST-COATED WINDOWS.

The following suggestion as to the best means of keeping windows clear of frost was called forth by our request last week under the inquiry of a correspondent :-

DEAR GROCER,—In your issue of the 1st inst. you want to know how to keep store windows, which have no back partition, free from frost. Try this: Wash the windows very clean, and then with a clean cloth, and with no dust flying about, rub the glass over with pure glycerine. Of course, the glass with this on will catch more dust than one without, but it will certainly keep clean a week or two, and that is as long as a store window ought to remain without a fresh display of goods. Another hint: Put very few goods on display at one time, and, if possible, one kind of goods—say canned goods one week, fruit another, etc. A sample of everything kept inside displayed in a window is not "catchy" and looks cheap. Never show biscuits in a shop window. If you want to show the tins or boxes of a certain manufacturer, get him to label you a few empties.

FORT.

A large number of the leading wholesale grocery firms, of Montreal, agreed to give their employes an extra New Year's holiday by closing their stores from Thursday evening till Monday morning. The Toronto houses would have lost little by being equally generous.

QUESTIONS FOR ASSOCIATIONS.

We have noticed several times of late, a complaint that association attendance was on the decline, says the National Grocer, and that there was considerably less interest taken in association work than had been in times gone by. The complaint certainly does not come from one particular part of the country, but it comes in a kind of universal manner all round. There have been many suggestions regarding how this annoying feature could be changed. It must not be overlooked that the fact of a poor attendance does not mean that association work is on the wane. It only points out the necessity, that in order to keep the interest in association matters up to the proper pitch, there should not be any lagging of matters interesting to the trade brought under discussion. We have noticed how many times the attendance at association meetings has been increased by the last revival of in the discussion of matters which are of vital interest to the trade. It is just like the question of religious revival, so long as the public interest can be kept up, then so long will the attendance be large.

As we have said before, however, it is not necessary for a large attendance at association meetings for reform and good work to be kept up. Still, the larger the attendance is the more likely it will be that the action and work of the association will be of a representative character. There are, at the same time, more likely to be found new workers who are willing and able to continue the good work which has been begun by others. It is necessary in all association matters that new blood be brought into the actual work of the association, because it enhances the interest and creates, in many cases, very good workers, and thus assists in the general reformation of the trade.

There are abundant subjects which if properly brought under the notice of associations would create such an interest that the attendance would be large, and the enthusiasm for work greatly increased. All great movements of reform, whether social, religious or political have to be accomplished upon similar lines, and the accomplishment, to a very large extent, depends upon the enthusiasm which can be developed in many ways by the leaders and organizers. We have often pointed out the fact, that one of the things which the merchants' movement suffers from is the lack of organizing force. It would be quite another question if the organizing force of the country could be thoroughly developed, brought, as it were, under one directing influence, so that it could be concentrated and developed in such a manner, that the highest results could be obtainable.

So far as subjects for discussion are concerned, the trade itself is best fitted to bring those forward which are of the most interest, but we think that the suggestion made by one of our correspondents would not be a bad one for practical discussion. Lack of energy in association work is no doubt an evidence that the interest of the trade is

hardly so great as it was, and that an effort should be made by the leaders to bring about a resuscitation of the old time interest in association work.

MAXIMS FOR 1892.

Pin these up before your mind's eye; it is a new year, and you should gather in a few ideas so as to promote improvement in yourself and your business.

- I am a hustler.
- Little bustle but much progress.
- Some advertisements might aid business growth.
- Don't wait for business to grow—push it.
- Make your windows attractive.
- Make your prices no higher than consistent with a fair profit.
- Keep courteous clerks, and set them an example.
- People are fond of smiles and small attentions.
- Make a name for yourself for keeping the best goods.
- Keep ahead of the other man.
- Don't get angry if a customer doesn't buy.
- Try to do without cutting prices.
- Have a system, an ideal and an advertisement.

MEMORIES.

Say, Pete, do you remember, in them happy days of yore,
 When me and you was workin' in ole Stubbs's gros'ry-store,
 A-chewin' Stubbs's apples, nuts, 'n' raisins all the day,
 An' kep' poor Bill a-wonderin' why the biz'niss din't pay?
 'N' how our dads they lectered us for perpetratin' crime,
 A-playin' penny-ante in th' church at sermon-time?
 'N' how we loved Sal Peterby, as lived ter Hickoryville.
 'N' how we punched each other's heads, 'r fit as tho' ter kill,
 Becuz Sal bowed to me one day, 'n' wouldn't bow ter you,
 'N' nex' day smiled so sweet on you, 'n' cut me dead in two?
 'N' how she jilted both on us, 'n' married Silas Prime,
 Becuz we penny-anted in the church at sermon-time?
 Haw, haw! Ye do? Yer got it all stored deep down in yer heart,
 'N' from no single mem'ry of them days gone by ye'd part?
 Waal, Pete, I'm glad ter hear ye say those words what you has spoke,
 'N' jest ter prove yer mem'ry's good, 'n' yaint a-tryin' ter joke,
 Jest shell out that there dollar, Pete, 'n' likewise that there dime,
 Ye've owed me sence we played that last small game at sermon-time!

—John Hendrick Bangs in Harper's Weekly.

THE CANADIAN GROCER

KITING CHECKS.

Generally speaking, the purpose of the man who "kites" checks is to gain time rather than money. A, for example, owes B \$5,000. The day comes when he must pay or take ruinous consequences. He has a small balance in bank—say \$896.70. After banking hours on the day when payment must be made A gives B a check for \$5,000. B deposits it in his bank the next day and it arrives at A's bank the day after. Meanwhile A scurries around among his friends to borrow money enough to meet the check. He appeals to C, who has no such sum as \$5,000 at all. But on A's assurance that "it will be all right," he accepts \$87.34 in money and A's check, "to be used to-morrow," for \$4,443.82. This A deposits and his credit is thereby increased to \$5,840.55, so that when the check he gave to B comes in there is a fictitious but unsuspected sufficiency to meet it.

Before the check A gave to C has reached A's bank two or three more days have passed, and thus by securing the kind offices of other friends he can keep his and their worthless checks in motion almost indefinitely. If finally he scrapes together the actual cash which he should have originally paid, his account becomes really good, and what might have been a loss to any of a dozen banks is averted.

If a reasonable degree of care is taken, the fact that he has been "kiting" checks may not be suspected at his bank. His motive in making a small money payment to C, which practice he continues with each person of whom he borrows, is in order that the checks he gives may always be written in different figures than those he receives. This is usually an effective blind, for unless the bank officials have some outside cause to suspect the integrity of a depositor, they will not be likely to investigate each deposit and each draft—the only course by which the relation existing between drafts and deposits can be detected.—American Storekeeper.

TOMATO PACK---1891.

We present herewith the twelfth annual report of the tomato pack throughout the United States and Canada. The total output is slightly ahead of that of 1890, and is only 263,667 cases above the annual average pack for the previous four years. It appears that since 1887 the output has been almost stationary so far as regards quantity, which goes to show that the number of factories diminishes rather than increases, or else that packers are turning attention to the canning of a different class of goods. At the prices which have ruled for the past few years the production of standard tomatoes cannot be classed as a profitable industry. The total production of tomatoes in 1891 was 3,405,365 cases, against 3,166,177 cases in 1890, showing an increase of 239,188

cases. The pack was heaviest in New Jersey, where it exceeded that of the previous year by over 16 per cent. In Maryland it shows a marked decrease. In some of the Western States there are very satisfactory gains. These changes are largely due to climatic conditions and are a very unsafe index to the actual status of the tomato canning establishments. Our estimate in detail compares with the returns for the previous year as follows:—

| | 1891. | 1890. |
|---------------------|---------|---------|
| New Jersey..... | 950,833 | 815,485 |
| Maryland..... | 744,010 | 949,157 |
| Indiana..... | 341,217 | 243,920 |
| Delaware..... | 264,950 | 230,025 |
| California..... | 218,311 | 222,173 |
| New York..... | 114,774 | 101,952 |
| Virginia..... | 98,360 | 95,694 |
| Iowa..... | 94,800 | 98,904 |
| Ohio..... | 90,590 | 75,060 |
| Missouri..... | 90,350 | 28,400 |
| Canada..... | 83,000 | 73,246 |
| Michigan..... | 73,506 | 51,484 |
| Illinois..... | 68,324 | 32,250 |
| Kansas..... | 50,700 | 29,590 |
| Nebraska..... | 26,900 | 5,670 |
| Pennsylvania..... | 15,000 | 21,285 |
| Connecticut..... | 14,400 | 15,500 |
| Colorado..... | 12,600 | 4,500 |
| Massachusetts..... | 10,000 | 18,000 |
| Kentucky..... | 10,000 | 14,972 |
| Arkansas..... | 14,500 | 20,000 |
| Tennessee..... | 6,840 | 1,910 |
| Texas..... | 4,500 | 10,850 |
| North Carolina..... | 3,900 | 3,150 |
| Georgia..... | 3,000 | 3,000 |

Total..... 3,405,365 3,166,177

The above statement is based almost entirely upon returns received from packers, commission agents, brokers and special correspondents. The total represents the minimum number of cases packed. The total output in 1891 compares with the pack of previous years as follows:—

| Year— | Cases of 2 dozen. |
|-----------|----------------------|
| 1891..... | 3,405,365 |
| 1890..... | 3,166,177 |
| 1889..... | 2,976,705 |
| 1888..... | 3,343,137 |
| 1887..... | 2,817,048 |

Total for five years.... 15,708,493
Average per year..... 3,141,698
Average per year 1889-91 3,182,769

We think that the general average quality of the pack of 1891 is superior to that of 1890; the weather on the Atlantic Coast being very advantageous to growers, particularly in New Jersey and Delaware. The supply of high grade or hand packed goods continues to be below trade requirements. There has been the same variation in quotations as have existed in previous years. This difference amounts to as much as from 25 to 50 cents per dozen, and yet this great variation does not seem to stimulate packers to raise the standard of quality and establish a steady and permanent demand for their products at high figures. It is safe to say there is not a packer of high grade tomatoes in the United States whose product is not sold before the packing season is well advanced.—American Grocer.

A FEW QUESTIONS FOR 1892.

Have you taken account of stock, and are you satisfied with financial results from last year's business?

Have you considered any improvement in your method of business, whereby the labor of yourself, wife or help can be lessened?

Are you as careful as you might be in your daily business transactions? Do you weigh, count, measure or gauge everything you buy?

Do you get 180 pounds of potatoes to each barrel that you buy, or do you take any weight offered to you?

Are you sure that you get full count as marked on each barrel or box of eggs?

How about your tares on butter tubs? Do you pay butter prices for wood, pickle or salt?

Do you pay full price for snide boxes of cranberries? Can you tell a snide box when you see it?

Do you pay your bills promptly and take advantage of all discounts for prompt settlements?

Do you keep a watchful eye on your clerks when weighing or measuring goods?

Do your clerks endeavor to push the sales of teas and coffees? If not, is it not your fault?

Do you not think it would pay you to hire a cashier to handle your money and take care of your books?

Do you, when asked for credit, make proper inquiry as to the responsibility of the applicant before granting the same?

Do you know how much per cent. you are making on your sales of goods?

Do you allow any margin for waste, shrinkage or other sources of loss on goods when making your calculations for profits?

Do you render bills promptly and insist upon payment as per agreement made?

Do you depend upon the judgment of the salesmen when purchasing teas or coffees, or are you able to judge of the quality you want?

Do you know that you miss many good things by not subscribing for and reading your trade paper? Many dollars are saved by careful readers.

Do you know that it will pay you to attend the meetings of your association? You will become better acquainted with your fellow members in the trade. You will be astonished to find that there are many who are your peers in the grocery business.—N. Y. Grocers' Advocate.

At the meeting of the Dominion Central Circle in Hamilton there were delegates from Toronto and Hamilton circles. The constitution was revised and officers were elected as follows:—R. M. Stewart, Hamilton, president; E. Fielding, Toronto, secretary-treasurer; J. C. Ascott, London, vice-president; J. Carter, Montreal, chaplain; T. Gain and Will T. Spence were appointed to draft a circular showing to merchants the benefits of the circle.

R. A. LUCAS.

R. T. STEELE.

GEO. E. BRISTOL.

LUCAS, STEELE & BRISTOL,

WHOLESALE GROCERS AND IMPORTERS,

73 McNab St. North, Hamilton, Ontario.

HEADQUARTERS FOR

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

W. H. GILLARD & CO., Hamilton.

Wholesale Grocers.

**NEW
CANNED FRUITS
AND
VEGETABLES.**

Complete Assortment

— OF —
Standard Packs.

NO BETTER

Baking Powder in the Market
than

“DIAMOND”

NONE

as profitable both to consumer
and dealer.

WRITE US.

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

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

JAMES TURNER & CO., Hamilton,

See our prices in California Evaporated Fruits and Beans, quality was never better and figures are down to hard par :

APRICOTS, PEARS, PLUMS, PEACHES,
NECTORINES, RASPBERRIES, BLACKBERRIES,
LIMA BEANS.

BARM YEAST

Stands head and shoulders above all rivals as being the

Biggest, Strongest, and Quickest

5 cent package in the market, and by all odds the best value ever given to the Grocer. Try it! Buy it!

BARM YEAST MFG. CO.,

WHOLESOME QUALITIES OF SUGAR

A correspondent of the London Produce Markets' Review writes as follows:

I have only this morning seen the Spectator for October 31, 1891. It contains an article headed "Tall Girls." The following extract will interest those who are engaged in the cane sugar industry: "Nothing improves physique like good milk; that and porridge, is the cause of the tall Highlanders, Irishmen, Sikhs, and the little children of our day are nourished on cream and water, or milk procured from the great dairies, which is as good as milk can be, and as different from the milk of 30 years ago as brand is different from old beef-tea. Then a prejudice of an extraordinarily injurious character—we write these sentences on first-class medical evidence—has silently, no one knows why entirely disappeared. Nothing nourishes like good sugar, possessing as it does just the requisite heat giving quality; but the mothers of 1830-50 dreaded sugar. They had an idea that it sickened babies, who always crave for it like horses for salt. They therefore withheld sugar, thus leaving the children half nourished, and permanently sensitive to a climate which, for seven months in the year, is always chilly. Nowadays everybody among the cultivated knows that sugar is beneficial, and the children are left to their instincts, with the result that they make flesh and are almost always warm."

I should be glad if other papers would publish this extract. In the West Indies, during crop time, the mules and cattle become fat and sleek by drinking the skim-mings of the cane juice taken from it in the process of boiling. The comparison between their condition during crop time and when the mills are not crushing is remarkable, and testifies to the fattening power of any extract of sugar. The English farmer would find his stock greatly improved by the use of molasses or low-priced sugar. Inferior hay when so mixed would be devoured greedily.

HINTS ON PACKING AND SHIPPING BUTTER.

Some months ago we attempted to explain why so much inferior butter is shipped to market. We suggested that the competition between country merchants for the patronage of the farmers render the former too careless in regard to the quality of the butter which they purchase from the latter, and that so long as a country grocer could sell groceries to a farmer he would accept from him without objection butter hardly salable, and even pay a price far beyond its real value. That this was and still is true of the the manner of purchasing butter in many sections of the country, we have the statements of several grocers who have suffered from this form of competition, but no doubt

there are other reasons why the supply of poor butter is excessive, and the Chicago Produce Trade Reporter, in an article on the proper keeping and shipping of the staple, suggests one very important reason which country grocers, or those at least who are responsible therefor, have in their power to remove. It says:

"Yet the entire responsibility of the quality of butter at the time it arrives on the market does not by far rest wholly on the butter-maker. Many country merchants that buy and barter this article keep large quantities of good butter on their counters, or in open, dirty boxes in their storeroom, exposed to the fumes of coal oil, fish, paints, tar, fertilizers, tobacco smoke, etc. Yet many of them do not give it a thought that the longer butter is so exposed the more money they are out of pocket, and consequently the smaller their bank account.

"This is only one way some country merchants have of reducing the quality of their butter. There are many others—probably some with which we are not familiar; all of them can only be avoided by care and thoughtfulness. It is to those merchants and shippers that we address these words. Commission men are often severely censured by such careless shippers, after receivers have tried very hard, although in vain, to place such butter on the market at top prices; the fault entirely lies with the shipper.

"Butter should only be placed or rehandled in a cool, dry cellar or room, which should solely be used for that purpose. Never should it come in contact with any foreign odors of any kind or be exposed to the air any longer than is absolutely necessary to prepare it for shipment. In packing butter always use new tubs or firkins. Scald the package out with hot water, then replace the hot with cold water and let it stand for fifteen or twenty minutes, then pour it out and rub the sides and bottom of the package with fine salt. Never allow the hands to come in contact with the butter, as their natural warmth and heat is very injurious.

"Place the butter in the package with paddles and press it down firmly as you pack. Always fill the package well and fully; then level off the butter a little below the top of the package, place a clean muslin cloth over the butter and spread a small quantity of salt on top of the cloth. Fasten the lid on tight with three or four pieces of strap iron, one end being tacked on top of the lid and the other end on the side of the package. Then mark the gross weight and tare on the package. Keep in a cool place and ship as soon as possible, for age never improves butter.

"We know that good packages are a little more expensive and that proper care requires time and labor, but the better prices obtained for the goods so handled will more than pay for the packages and time and care required."—Merchants' Review.

EAST INDIAN GINGER IN THE LONDON MARKET.

The London Commercial Record reviews the market for East Indian ginger as follows: "The great activity lately displayed in ginger has somewhat subsided, and a quieter tone has taken its place. Prices, both for spot and arrival, have in consequence experienced a slight decline, but next to no business transpired, although shippers tried very hard to tempt buyers with cheap offers, especially of white washed Cochin. Fifty tons of this description were offered at 38s. 6d., c. i. f., without, however, eliciting a single counter bid. There can be no doubt the large and continual offers of washed rough Cochin thrown upon our market by almost every shipper in the trade thoroughly frightened the buyers, and prompted them to abstain from purchasing further at present. We are told on good authority that the total sales of washed rough Cochin so far amount to from 300 to 400 tons, at prices varying from 39s. to 42s. 6d. c. i. f., a very respectable quantity, especially if we take into consideration the practical obscurity which this particular kind of ginger up to the present had enjoyed. Hitherto it was not deemed worth the attention of speculators, but the Calicut crop being a failure again, and next to no supplies expected from that quarter, any sort of ginger apparently sufficed to satisfy speculation. Had the offers been brought forward more judiciously we feel confident the market would have maintained its firm position, for after all the Cochin crop is only a limited one, at the best of times not exceeding 1,000 tons, or about one-third of the Calicut crop. Its poor quality used not to be considered good enough for the European markets; it merely served to supply the wants of the less particular native. However, it has attained some importance this year, and we trust that it may prove a first-class speculative article to those who have raised it to this high position. Further large transactions in it may hardly be anticipated, and with the new year and the falling off of fresh offers a moderate revival of the past activity may with some amount of certainty be predicted."

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

LET US ARGUE TOGETHER.

Why is the Star Fire Lighter better than Coal Oil ?

BECAUSE: It is less expense than coal oil. No trouble in preparing kindling. It is more effective, one square will burn 10 to 15 minutes, and is warranted to light a fire without coal oil or kindling. It is cleaner, and is perfectly safe.

Quick seller. Good profit. Send for free sample

STAR MANUFACTURING CO., London.

Evaporated California Fruits

Apricots, Peaches, Nectarines.

Quality good. Prices low.

H. P. ECKARDT & CO., WHOLESALE GROCERS, TORONTO.

GREETING To Our
Business Friends.

Thankful for past favors and hopeful for the future, we greet you at the close of 1891, and wish you a Happy New Year.

Very respectfully yours,

The Snow-Drift Baking Powder Co.,

BRANTFORD

ORDER A CASE OF

OCEAN WAVE BAKING POWDER

From your Wholesale Grocer.
Sells itself after one Trial. Prices Current

Cowan's

Royal Navy Rock Chocolate ;
Cowan's Chocolate Icing ;
Cowan's Chocolate Pudding.

The standard preparations for culinary purposes.
Order through your wholesale grocer or direct from

The Cowan Cocoa and Chocolate Co. L'd,
14 and 16 Mincing Lane, Wellington St. W.
Toronto.

ESTABLISHED 1841.

W. H. Schwartz and Sons,

Coffees,

Spices,

Mustard.

HALIFAX, N.S.

LOCKERBY BROS., WHOLESALE GROCERS,
75 ST. PETER STREET,
MONTREAL, P. Q.,

ARE OFFERING THIS WEEK

SUGARS. Barbadoes
TEAS. and Cuba
MOLASSES.

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

Canned Salmon, Lobsters, Mackerel and Oysters.

500 CASES !!!

ATLAS BRAND PREPARED BOSNIA PRUNES

—CROP 1891,—

To arrive in the first days of January 1892.

Hudon, Hebert & Cie., Montreal.

We offer to the Trade :

| | | | |
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| 1800 | packages | Japan | Tea. |
| 700 | do | Black | do |
| 700 | do | Green | do |

Comprising all grades and quantities.

Send for samples and prices.

L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.

HOLIDAY DELICACIES

Batger's Jams, Nonpareil Jellies and Marmalade.

Cunningham de Fournies Table Delicacies.

Atmore's Mince Meat and Plum Pudding.

Huntley's & Palmer's Biscuits.

Caverhill, Rose, Hughes & Co., Montreal.

EVOLUTION IN BUSINESS.

Holiday times with its glorious festivities some times bring about reminiscences which if they are not gratifying may be considered at least interesting and at the same time instructive. Even the grocery trade, dull and uninteresting as it sometimes appears to be, has received the impress at times as well as many of the benefits of progressive evolution. Those young in the business are absolutely unacquainted with the peculiarities and difficulties which existed in the business in the memory of some of those now living. Let some of those now engaged in business picture to themselves the grocery store as seen by the writer some thirty years ago. Instead of the incandescent electric light there was hung about the store in questionably clean candlesticks dipped candles weighing about eight to the pound. At one end of the store there was a clerk industriously cutting loaf sugar with a hatchet, managing, perhaps, to chop about a pound of sugar in five minutes. At another part of the store was a large sugar mill which was used for crushing West Indian sugar, and a big tray near in which various grades were put in and mixed. One of the clerks was suffering from the evil effects of the sugar mite. Going down into the cellar things were no better than in the store. There was a clerk engaged in cleaning fruit with a solitary candle by his side. His hands on being washed were of a very darkish brown color, the action of the fruit in the sieve making stained hands as to almost disfigure them. Things appeared to go very slow indeed in the store. Customers came in more like as if they were going to pay a visit in a social manner than to purchase goods. Nearly every one carried a basket in which they placed the goods purchased and took them home with them. The order clerk was apparently unknown in this store and there was certainly very little about the store that was attractive. The hours of labor were very long, commencing at 5 o'clock in the morning and extending in a beneficent kind of manner up to 9 or 10 o'clock at night. The only cheerful aspect in the old store in comparison to a modern one was the genuine healthy appearance of all concerned. Work long and hard appeared to agree with the constitutions of everybody in the store.

The quality of the goods sold, however, is the point in which there is the greatest contrast to the present day. The loaf sugar which was being industriously chopped would be practically unsalable to-day, as it was about the color of a fine manilla paper. The whitest sugar in the place was some Barbadoes. Canned goods were practically unknown, at least in that store. Tea was sold at a dollar a pound and was in quality equal to about half that price to-day. Coffee, perhaps, was quite as good as it is now, and

so on, the quality of the goods which were consumed bore a marked contrast to what is sold to-day.

The question is, Which has benefited most by the evolution of business—the grocer, the clerk or the consumer? When the modern store is considered in all its advantages there appears to be no doubt that the consumer received the greatest benefit, the clerk the next and employer the least. It would be practically impossible to find a clerk to-day who would be willing to go through the hardship which a clerk had to do in the store named above. Even now in some stores which are not well regulated the owner is obliged to recruit his staff from newly-arrived immigrants. The rapid changes which have taken place in New York during the last ten years have been all favorable to a better condition of employes. Of course the employer has received his reward with having more rest and less anxiety about his business. The better regulated a store is the more likely it is that the owner will obtain and retain good clerks. Anything which tends to elevate a store cannot help but have an elevating influence upon all those concerned—the owner, the clerk and the customer. Let progressive evolution continue.—National Grocer.

POINTS FOR CLERKS.

Those who read an article by Professor Wells on "How to Work," may recall his first table of commandments about labor which were to be remembered by the letter P; do not procrastinate, do not putter; read work's parables; remember the promises. His second table he fixes by the vowels A, E, I, O, U.

First, be ambitious. A great man once wished to select from a crowd of applicants a teacher for his young boys. "Now for a test," he said, "you shall each show me how you would teach my sons to do one of the simplest things, to break a stone in two." So he led them to a pile of boulders. The first took the hammer, and quite dexterously split a slab of limestone. "Very neat," remarked the great man, "but limestone is easily broken." The second, with a shrewd blow, parted a mass of hard quartz. "Better," said the great man; but something is lacking still." The third chose an equally large piece of quartz, broke it nicely, and then selected a very tough boulder of greenstone. The hammer fell sharply, and the obstinate stone was scattered. "That's what I want my sons taught," said the great man,— "to go on from what is hard to what is harder."

The great man understood what parts mediocrity from success. The first is content with mastery of the difficult. The second takes to heart Browning's grand words: "Ah, but a man's reach should exceed his grasp Or what's heaven for?"

"Good things are hard." That was Plato's favorite saying. But Plato himself would agree that what is good fades to worse

and worst unless the worker goes on to harder and hardest. Be ambitious.

Then be easy. That is, never be contented until your work has become second nature to you. You know how the young girl learns to play on the piano. How like witchery it seems, as her white fingers flash rippling along the keys, moving them to obedient music! But that pliant dexterity came by way of stiff knuckles, aching muscles, weary hours, strong patience, and the "try" that means "triumph."

Do you remember how it was when you learned to ride the bicycle; how tensely you held your arms, and how bent was your mind on turning your wheel to balance the push on the opposite pedal; how your brain whirled and your shoulders complained at the end of your first mile? Now you pedal instinctively, and you turn the wheel to and fro with no consciousness of effort.

And the girl does not really play the piano, nor the boy ride the bicycle, nor any worker do any work at his best, until this thing has happened to him, that his work has become his play. "What we must do," says Coleridge, "let us love to do." It is a noble chemistry that turns necessity into pleasure. And so against our sixth labor commandment, Be ambitious—go on from hard to harder—we must hasten to set this seventh, Be easy—continue at the hard work until it has become play to you.

Next, be intelligent. Add to your work that last important item in the old lady's recipe for bread, "Stir in a little judgment," said the dear old soul. You want me to estimate the yield of that wheat field? Let me see. Rich, deep loam. Good situation. Ought to give twenty bushels to the acre. But stay. Let me see the farmer. That stupid, lazy lout. The field will not give ten bushels to the acre, such a good year as this. "As the man is worth, his land is worth," says the shrewd Frenchman.

"Stir in judgment." Do not make two trips of it with one hand full when the filling of both hands might finish it in one trip. Do not run upstairs to bring something down and then go up again to take something up. Do not go down town for a stick of sealing-wax, and after your return bethink yourself of the meat you must get for dinner. Do not hunt through the book page by page when a glance at the index would show you what you wish.

The old proverb is right. "Contrivance is better than hard work," not merely because it is more economical of God-given strength and time, but because it puts our work on a higher plane. For what does Ruskin tell us? "It is only by labor that thought can be made healthy, and only by thought that labor can be made happy." Be intelligent, then, as well as ambitious and easy.

Competition is keen and active, and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

**FEARMAN'S
FAMOUS
ENGLISH
BREAKFAST
BACON**

Mild, Sweet,
Delicious Relish,
OUR CONSTANT AIM TO MAKE IT
THE FINEST IN THE WORLD.

TO GROCERS.

SIMCOE CANNING COY'S

Goods are warranted first-class.

PUSH THEM.

Order through your wholesale
House.

Fancy Cheese.

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| Roquefort. | Pine Apple. |
| Gorgonzola. | Edam. |
| Limberger. | Sap Sago. |
| Parmesan. | Sage. |
| Swiss. | Cream. |
| Paragon. | Neufchatel. |

Direct Importations received weekly.

WRIGHT & COPP,
40 Wellington St. E.,
TORONTO.

**PURE CONFECTIONERY,
FINEST BISCUITS.**

Manufactured by
J. McLAUCHLAN & SONS,
OWEN SOUND, ONT.

A. HAAZ & CO.,

Bonded Manufacturers of
Honey Dew, White Wine, Malt and Cider
VINEGARS.
74 Bagot Street, - Kingston, Ont.



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

Todhunter, Mitchell & Co.

—DIRECT IMPORTERS OF—
HIGH GRADE COFFEES,
Old Government Java Arabian Mocha, Plantation Ceylon, Maracalbo
and Santos.

Grocers draw trade by selling their FAVORITE EXOELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS. :: TORONTO.



THOS. LAWRY & SON,

PORK PACKERS AND LARD REFINERS.

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

PURE LARD A SPECIALTY. | Hamilton, Ont.



BEST GOODS IN THE MARKET.

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

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



E. Lazenby & Sons,

18 Trinity St., London, S.E.

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

Our goods can be obtained from:—

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| CAVERHILL, ROSE & CO. GEO. CHILDS & CO. Montreal. | BALFOUR & CO. Hamilton. | PERKINS, INCE & CO. J. W. LANG & CO. Toronto. |
|---|----------------------------|--|

"THE GENUINE CHIMNEY"

A FULL LEAD
Glass Chimney.

Cannot be Beaten
for Design
or Workmanship.



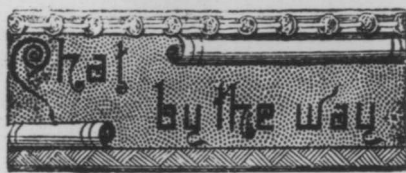
NICELY WRAPPED AND LABELLED

Done up in
One-Half Gross Cases.

Write for Prices.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers.
Toronto and Winnipeg.



Stratford expects a \$60,000 joint stock company to start a biscuit factory shortly.

John Ward, a prominent grocer of Kingston, died on Sunday after years of suffering from locomotor ataxis.

Several shipments of Prince Edward Island oysters have been made to the Northwest and the Pacific province.

The Hamilton branch of the Commercial Travellers' Circle of the Y. M. C. A. met on the 28th inst. A musical programme interspersed with speeches was enjoyed.

The Sarona Salt Company has made a contract with the Patrons of Industry to supply them salt at a reduced rate. Membership certificates must be presented when purchasing.

The general stock of E. A. Cairncross, of Shakespeare, Ont., amounting to nearly \$20,000, was sold by auction at London, to Mr. Smith, of St. Thomas, the price being 58½ cents on the dollar.

The grocery stock of A. Gregory & Co., Windsor, Ont., was entirely ruined by fire on Sunday. The loss is fully covered by insurance. Mr. Gregory estimates his loss at \$6,000; insurance, \$2,500.

Mr. M. Black, general merchant, Springfield, and Miss Romania Chambers, of Aylmer, were united in marriage on the last night of the old year by Rev. Dr. Thompson at the residence of the bride's father.

Neil Gow, a Winnipeg letter-carrier, partook of poisoned sardines the other day and came within an ace of losing his life. He was unconscious for three hours, but the doctors restored animation and Gow may live.

Last year eleven cargoes of potatoes were shipped from Hantz county, N. S., to Havana. This year twenty-two cargoes have been shipped.

The bankrupt stock of W. S. Fraser, of Point Edward, was sold by auction to Henry Macklin, of London, on Tuesday, for 46c. on the dollar.

The Lunenburg schooner Virgesco arrived on Monday, from Newfoundland, with a cargo of 40,000 frozen herring. This is the first cargo of fish caught by a Canadian vessel on the Newfoundland coast for some time.

About 3 o'clock, last Saturday morning, burglars forced an entrance into Mr. George Lorenz's general store, in Hanover, Ont., by smashing the plate glass front. About \$25 worth of silk handkerchiefs were stolen.

The Kerr Evaporating Company, of Canning, N. S., have a contract for supplying the British navy with 12,000 pounds of

evaporated vegetables. They are now asked to tender for the supply of 17,000 pounds to the British army.

Some persons obtained an entrance to the premises of Ed. Dunn, general merchant, of Thorndale, during Tuesday night, the 29th ult., and abstracted therefrom about \$100 worth of jewelry. No clue has yet been secured as to the thieves.

Three Strathroy merchants are being proceeded against under the lottery act for selling prize baking powder. In these cases one hundred pounds of baking powder are sold and the purchaser who draws a certain number gets a prize consisting of an oak sideboard.

George E. Tuckett, George T. Tuckett, James Lamoreaux, Elizabeth Duggan and Adeline Hawry, of Hamilton, are seeking incorporation as the George E. Tuckett & Son Company, limited, for the purpose of carrying on the well known tobacco factory, etc., at Hamilton. The capital stock is placed at half a million dollars.

On Christmas Eve the employes of Sloan & Crowther took the opportunity of expressing their good wishes to the firm by presenting Mr. John Sloan with an elegant mahogany morocco-covered office chair, and Mr. Crowther with a sterling silver inkstand. The presentation was made by Mr. Jas. Owen, city traveller. Mr. Sloan, on behalf of the firm, replied in his usual happy manner.

On Christmas Eve the employes of D. S. Perrin & Co presented Mr. Charles Fitzwater, foreman of the biscuit department, with two very handsome easy chairs—one for himself the other for his wife—accompanied with an address as a slight token of their respect and esteem, he having held the position for fifteen years. Mr. Fitzwater, after he recovered his "breath," thanked them in a neat speech for their handsome present.

Mr. Frederick Perkins, an old and highly esteemed citizen of Toronto, died on Saturday. Mr. Perkins had been suffering from bronchitis during the past three or four days. He was eighty-one years of age, and was for many years connected with the wholesale grocery business of Messrs. Perkins, Ince & Company. He retired from active business life about twenty-five years ago, and afterwards lived a quiet and retired life at his residence on College street.

Judge Gresham, of the Federal Court of the United States on the last day of the old year issued an injunction restraining Hasterlik Bros., of Chicago, from selling flasks of whiskey bearing over the stoppers alleged fraudulent certificates purporting to have been issued by the Inland Revenue Department of Canada, and bearing labels in imitation of those used by Hiram Walker & Sons (limited), of Walkerville, Ont. The action was brought by the Messrs. Walker, but the Canadian Government was repre-

sented by counsel on behalf of the integrity of its certificates, the court making a special order entitling it to be represented.

A pleasing event took place on Thursday afternoon, the 31st ult., at the office of the Pure Gold Manufacturing Co., when the travelling staff of the firm presented the proprietor, Mr. Alex. Jardine, with a handsomely framed souvenir group of themselves. The proprietor, although taken by surprise, in his usual happy manner replied feelingly. An adjournment was made at the invitation of Mr. Jardine for dinner, when a couple of hours were pleasantly spent.

The officers of the Imperial Oil Company, will, from the beginning of the present year, make St. Thomas their principal distributing depot for Western Ontario, from Stratford to Warton in the north, and also south and west. The business for this district will be conducted from the London office in future, under the management of Chas. J. Mills, one of the company's stockholders. The new offices of the company, as well as the works and warerooms, are now completed.

At the Annual Convention of the Ontario Creamery Association, at Brockville, Ont., on Wednesday, Thursday and Friday, January 13, 14 and 15, 1892, some of the best talent on the American continent on dairy subjects will be present and will address the Convention, including Hon. John Dryden, Minister of Agriculture, Toronto. Prof. J. W. Robertson, Dominion Dairy Commissioner, Ottawa. Prof. Dean, director of Dairying, Ontario Agricultural College, Guelph. Prof. McFarlane, Dominion Analyst, Ottawa, and others.

T. S. Simms & Co., broom and brush makers, St. John, N.B., have made a new departure. They employ about 80 hands, to whom they gave a dinner the other evening. After the banquet Mr. Simms made an address, speaking in high terms of the efficiency and faithfulness of the hands, many of whom are girls, and outlined a new plan of operations. He said he proposed to divide with the employes all profits of the business after interest was provided on the capital. The



"CAIRN'S" HOME MADE MARMALADE.

In 1, 2 and 7 lbs., in Glass, White and Stone Jars.

We are now taking orders for January shipment of this delicious preserve. Send in your orders early as the stock is limited.

BLAIKLOCK BROS.,
General Agents for Canada.

MONTREAL

TORONTO AGENTS:

WRIGHT & COPP,
40 Wellington St. East, Toronto.

BENS DORP'S

MANUFACTURED
AT
AMSTERDAM, HOLLAND.

Is absolutely Pure and Soluble Free from all oil. Requires no cooking. Pleases everyone that tries it. Packed in cases of 12 lbs. each. Price, ¼ lb. cans, \$2.40 per doz.; ½ lb. cans, \$4.50 per doz.; 1 lb. cans, \$8.50 per doz.

S. L. BARTLETT, Sole Importer, Boston, Mass.



It pays a good profit.

ROYAL DUTCH COCOA.

Wholesale by

Edward Adams & Co., London.
H. N. Bate & Sons, Ottawa.
Caverhill, Rose, Hughes & Co., Montreal.
M. F. Eager, Halifax.
Eby, Blain & Co., Toronto.
James Turner & Co., Hamilton.
Whitehead, & Turner, Quebec.



It pays to buy the Best.

You can't afford to sell poor goods. Retailers are waking up to the fact and there is an increasing demand for good goods. Kent bottled pickles are sold at a reasonable price and yield a handsome profit to the retailer. Ask your wholesale grocer for them and take no others.

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

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

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

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

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

JAMES E. BAILLIE,
PORK PACKER, TORONTO.

Hams, Breakfast Bacon Rolls.



GANONG BROS.,

ST. STEPHEN, N.B.

MANUFACTURERS OF THE



CHOCOLATES.

N. K. FAIRBANK & CO.,

COMPOUND



REFINED LARD.

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

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



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

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

GEO. MATTHEWS

PACKER and CURER of the "Rose Brand"

Hams, Bacon and Lard,

ALL NEW STOCK.

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



TWO KINDS

—OF—

Business Men.



WIDE AWAKE

kind buy from the
EMPIRE
because they get goods
that are right and are up
to the times.

Another kind are



FAST ASLEEP

but they are waking up
every day to the fact
that we can give them
goods that will please
them.

We sell direct to re-
tailers. Send for sample
caddy or two.

Empire Tobacco Co.,
MONTREAL.

division is on the following basis:—Capital and annual salaries and wages are added together to make one sum, and all profits over 6 per cent. interest are to be so divided that a dollar of earnings receives the same profit as a dollar of capital. The proposition was submitted to the hands and accepted unanimously. This is the first arrangement for profit-sharing ever made in St. John.

A commercial traveller walked into an East End London grocery store the other day and deposited his grip on the counter. After he had laid out his stock of samples and taken out some of the advertising matter which he had, he stepped to one side for a quiet chat with the grocer. While his back was turned one of the clerks removed the remaining advertising matter from the grip and filled it with that of a firm which is a rival of the one represented by the drummer. The man of much cheek soon fastened up the grip, without noticing what had been done, and bade the grocer "good day," saying that he was going to call on a certain grocer on the west side. While he was on the way, the man whom he was about to visit was informed of the joke by telephone, and as soon as the drummer walked in the wink was given to the bystanders. The salesman, as he unpacked his grip, began to discourse on the inferior quality of the goods put up by the rival firm, and his dismay may be imagined as he pulled out a profusion of the advertising matter of the concern he had been running down.

CHOOSING A BUSINESS.

The all-important question to every young man when he arrives at that age where he begins to look about him for the purpose of settling upon something as his life's work, says an exchange, is one that is not always easily determined or judiciously considered.

Advice upon this subject is frequently but slightly appreciated, as most young men consider themselves capable of choosing for themselves. However, it is fair to suppose that the experiences of others are worth something, and when these experiences have proven successful they are all the more worthy of consideration.

We judge of a man's success by the fortune he has accumulated in the business he has chosen to follow, and upon this theory the following advice, from one of the most successful men of the present time, Mr. Russell Sage, is worth a careful study. He says: "The question of choosing a business is a serious one. As a rule, a young man should adopt the calling for which he has a preference. If he has no particular choice, it would be well for him to try different occupations, until he finds one that suits him. I do not counsel changing about to gratify a spirit of uneasiness, for once a young man is installed in the business that he is suited to, he ought to stick to it. I have known young men who entered employments reluctantly,

and after a trial became fond of them. A young man must be determined to succeed. After all, there is one great lever, and that is will power. Without it very few men succeed.

"It depends on the circumstances whether failures betray incapacity in a man. If a failure is due to a cause not general, then it may be attributed to lack of foresight and understanding. A shrewd merchant will not stock up with unsalable things; a shrewd farmer will not plant his ground to raise unsalable crops. Both the merchant and the farmer must find out what is salable, and act accordingly. There are exigencies, to be sure, like contagions, disasters, combinations, strikes and boycotts, that cannot be foreseen. The prudent man of business has prepared himself to stand losses from such causes, and when the troubles have passed the fact of his having weathered them makes his financial position in the community stronger than ever. The present condition of the coal trade well illustrates the uncertainty of things. The mild open winter could not be foreseen, and has caused great dullness and loss in the trade. Then there is the march of improvement. This is an age of competition, and it requires energy and perception to meet it. It used to take 90 days to find out the condition of the tea crop in Japan or the coffee crop in Brazil. Now the inquiry can be sent and an answer scored in a single day.

"The young man should start out in the world by the time he is 21. If he is qualified to begin life at an earlier age he should do it. I began as a clerk when I was 12. At 18 I was in business for myself, and I have kept my sign up ever since. I should say that the average boy could take a clerkship at the age of 16 or 18. A wrong start may not mean a permanent failure. Many of the most successful men have started wrong and afterward righted themselves. There are many instances where men educated for the pulpit have gone to the bar and been conspicuous successes. Then, again, men educated for the bar have gone to the pulpit and achieved success."—American Cultivator.

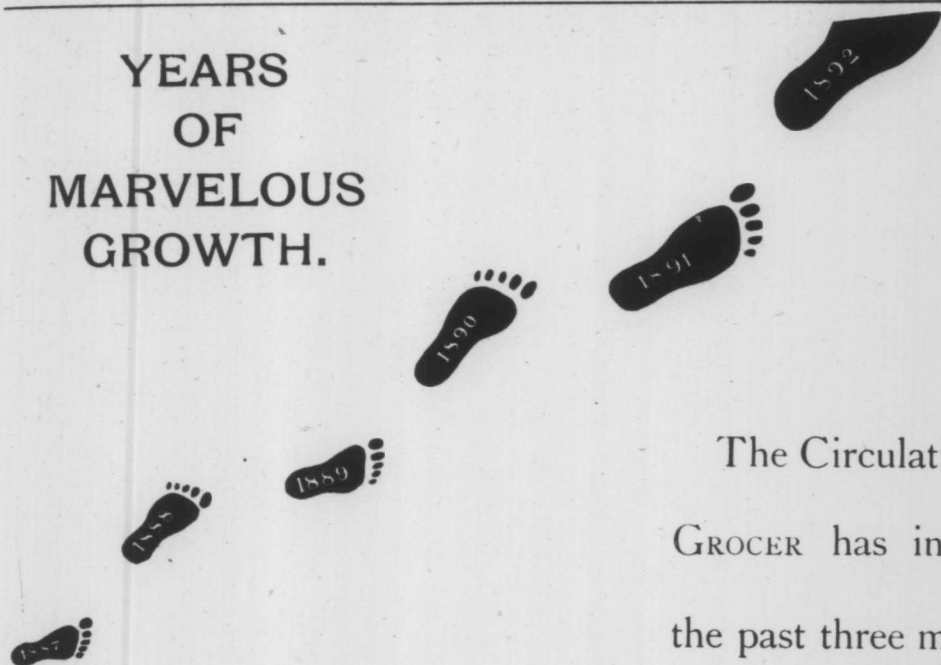
YES, CANADA CAN DO IT.

Drown all the mineral waters in Yankee-
dom out of sight with St. Leon. Just as the stars are lost to sight in the bright halo of the morning sun, so the great Canadian St. Leon Mineral Water outshines all. July 18 Mayor Thompson, Lawrence, Mass., wires: Repeat June shipments, great demand for St. Leon; also large orders to Vancouver, Dublin Ireland, besides the great increase locally.

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

YEARS
OF
MARVELOUS
GROWTH.



The Circulation of THE CANADIAN GROCER has increased one third in the past three months and it has now more than double the circulation among Grocers and General Merchants than that of any other journal in the Dominion. Advertisers make a note of this.

We have been steadily on the march after subscribers for the past five years and our footprints may be traced through every village, town and city from the Atlantic to the Pacific. Thousands of dollars have been spent yearly in the work. We now have our reward in seeing THE CANADIAN GROCER the leading trade journal in Canada.



TORONTO MARKETS.

TORONTO, Jan. 7, 1892.
GROCERIES.

The wholesale houses are now at work upon their stock-sheets, and find little disturbance in the calls of customers to forward goods. The trouble is that customers are not likely for some time to be importunate enough in this particular way. There never is any marked revival before about the middle of the month. The results of the inventories, though not yet completely cast up, do not promise to be exceptional. Most of them appear to agree in assigning to 1891 credit for a considerably greater volume of trade than was done in the previous year, and warrant the belief that the retail stores of the country are in sounder financial health than they were a year ago. On the other hand, the profits do not show up so well, the evidence so far going to show that the chief feature of the trade record of 1891 is the prevalence of cutting. The losses during the year were naturally limited by the restrictive effect of what are still called "the new terms," though they have been in existence for about fifteen months. These make it difficult for a man to fail owing a very large amount to wholesale grocers. Hence dishonesty has played a smaller part in the failures, as a trader whose tactics are to ride for a fall, will not be tempted by the slim chances he has in the grocery business. Thus, the failures, though as numerous as they were a year ago, have tended to purge and tone up rather than weaken the trade, as they were for small amounts for the most part, and weeded out the feeble dealers. The unpaid accounts carried over do not aggregate a larger amount than those of a year ago. The stocks carried in the country are believed to be very light in all staples, so that a good winter's trade is anticipated. There needs to be more money, however. From some quarters the reports come of loans being made to farmers to not maturing interest and mortgages at the close of the old year, farmers preferring to borrow and hold on to their grain.

CANNED GOODS.

The advance which one or two houses contemplated at the beginning of the New Year has not yet been made. There appears to be no material change in the position of vegetables, except that canners are said to be revealing a larger reserve than they were supposed to possess, one canner who claimed to be sold completely out in October having offered 500 cases of assorted goods for instant delivery. It is not believed that the volume of stock held at the canneries is large

enough to depress prices below the point they have reached, but its influence appears to be felt against any further advance. Round assorted lots of choice brands are firm at \$1.05. There are some inferior brands quoted at \$1. A carload of corn and peas was sold on Monday to an outside buyer at equal to \$1.05 here. There is negotiation in progress for two or three cars more on outside account, as the result of inquiry developed since the opening of the year. The scarcity of peas is more acute than ever, and a very small stock is held on the spot. Some houses quote \$1.10 to \$1.15. In fact the shortage that is beginning to be felt on the street has served as a test of the extent of the holdings at the canneries. Jobbers are forced into the position of buyers, but have not operated freely yet. In salmon the trade has not been so intermittent as in former years; a very steady demand has been experienced. The price remains at a basis of \$1.40.

The following British Columbia salmon canners have reported their pack in addition to the list published in the "Commercial Journal" of the 17th November: Lowe Inlet Packing Co., Naas River, 8,057 cases; Lulu Island Canning Co., Fraser River, 11,458 cases; Annandale Packing Co., Fraser River, 200 cases; Canoe Pass Cannery, Fraser River, 4,030 cases; British America Cannery, Fraser River, 4,191 cases; Wadham's Cannery, Fraser River, 11,790 cases; Bon Accord Cannery, Fraser River, 8,770 cases; Sea Island Canning Co., Fraser River, 11,240 cases; English's Cannery, Fraser River, 7,824 cases; Laidlaw & Co.'s Sapperton, Fraser River, 6,756 cases; Laidlaw & Co.'s Lulu Island, Fraser River, 6,750 cases; Delta Canning Co., Fraser River, 6,770 cases; Wellington Packing Co., Fraser River, 7,291 cases; Ewen's Cannery, Fraser River, 25,000 cases. Total, 120,127 cases; previously reported, 192,070 cases; grand total, 312,197 cases. There are still a few to be heard from.

COFFEES.

The play of strengthening and weakening influences at primary and leading distributing points hold each other in balance outside. The sales here made since last report do not figure up very gratifyingly, as demand has for the most part been kept at rest by supplies bought before holidays. Prices are unchanged at quotations in Prices Current.

DRIED FRUIT.

Though purchases throughout the season were made cautiously by retailers, they were not outrun by the supplies laid in by wholesalers, who bought sparingly on a constantly weakening market. The effect of this is that stocks of '91 fruit are quite light on spot. All the blue fruit, as usual, has gone out. New Valencias are in limited supply. Currants are in very moderate volume. Taken all round, there has been a considerable clearing up of stocks. There was more inter-purchasing done this year by houses along the street than usual at the end of December. There is a considerable stock of old Valencias on hand, but with the low prices for new that rule in New York and London, there is little doubt that the holders of old stock will stand to lose something on it. Valencia raisins are quoted from 5¼c. upward. Currants are quiet at from 5¼c.

NUTS.

No element of change has entered into the situation this week, the supply, the demand and the price remaining stationary. Almonds, filberts and walnuts—the season-

able lines—are held in moderate supply. There will not be much doing till present stocks in retail hands are sold off.

RICE AND SPICES.

The leaven of trade is necessary to modify the conditions that held last week, and that influence is lacking. Sales of rice or of spices just now would be surprises to traders. Prices are steady and unchanged.

Says the New York Commercial Bulletin: Considerable curiosity having been excited here by the brief cable announcement of public sales of cloves at Zanzibar, the following details received by mail will be read with interest: "The Zanzibar Government, recently inaugurated by arrangement between H. H. The Sultan and Mr. Gerald Portal, C. B., H. B. M.'s Consul-General, on November 21 introduced its first improvement directly affecting the mercantile business of Zanzibar by holding at 9 a. m. a public sale of cloves belonging to the Government as duty in kind. Mr. Portal addressed the merchants, briefly pointing out that the sale of Government property about to take place, though small in itself, was really most important, as making a new departure in the trading system of Zanzibar. Mr. Portal expressed his firm belief in the practicability of making Zanzibar a great central market for Africa, and in conclusion stated that in a very short time the Government hoped to remove the few remaining restrictions upon trade. The sale was well attended by all European and Indian merchants, and the stock offered was disposed of at fair prices, although heavy purchases for Bombay during the early part of the week somewhat restricted the demand. Pemba quality realized \$2.36 to \$2.40 per fracila, and Zanzibar (new crop) \$2.60. The first sale proved a decided success, and there is no doubt these public auctions, which are henceforth to be held fortnightly, will prove a beneficial change from the plan formerly followed of selling the cloves privately."

SUGAR.

Trade is still stranded in holiday shallows, and until the tide of the demand comes in again things will be at a standstill. The

HOLIDAY FRUITS.

Fancy Florida Oranges.
Choice Valencia do
Fancy Messina and Malaga Lemons.
New Hallowee Dates.

New Grenoble Walnuts.
New Tarragona Almonds.
New Sicilly Filberts.
New Brazils.

Almeria Grapes.
Fancy California Evaporated Apricots & Peaches
Fancy Dark C.C. Cranberries.
Figs, best Elemes, all sizes.
do do 7 Crown.

Please send trial order.

CLEMES BROS., 51 Front St. E., Toronto.

We have now in stock :-

**New Malaga Fruit all grades,
New Grenoble Walnuts.
New Sicilly Filberts.
New Taragona Almonds.**

**P. C. LARKIN & Co.,
WHOLESALE GROCERS,
25 FRONT ST. E.**

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

WINDOW DRESSING !
300 ways ! for Grocers, General Storekeepers, and all lines of business, a book of 250 pages and 150 illustrations giving every information on the art of Window Dressing and Store Decorating. Price, postpaid, \$1.50. Cut this out (CANADIAN GROCER) send to me and I will give you FREE with book a Phamphlet of valuable information. Harry Harman, Window Dresser and Decorator, P.O. Box 113, Louisville, Ky.

LEONARD BROS.,
Wholesale Fish Dealers,
Are now prepared to fill all orders for their
Celebrated Boneless Codfish
(from new fish)
packed in 5, 10, 25 and 40 lb. boxes, 2 lb blocks wrapped in waxed paper.
SEND FOR QUOTATIONS.

ST. JOHN, N.B. MONTREAL, P.Q.

BRUSHES.
BROOMS.
WOODENWARE.

We have new, attractive and saleable goods to offer the trade for the coming season and our travellers are now on the road with complete lines of samples.

Please reserve your orders.

CHAS. BOECKH & SONS,
MANUFACTURERS,
80 YORK STREET,
TORONTO.



B. R. Nelles,
GRIMSBY, ONT.

Packer and Preserver of the Celebrated **BEAVER Brand** Canned Goods, Evaporated Apples.

JAMS and JELLIES
IN GLASS AND PAILS.
Wholesale Only.



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

This applies to all our goods, especially
Jams, Jellies, Mince Meat,

Catsup and Soup.

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

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

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

E. BROWN & SON'S

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

| | | | |
|--|--|--|--|
| BOOT PREPARATIONS SOLD EVERYWHERE. | | | |
|  |  |  |  |
| 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 Dress Boots and Shoes is more elastic and easier to use than any other. |

MARKETS—Continued.

supply is sharing in the off-spell as well as the demand, all the refineries running light except The Canada, which is not running at all, the latter having shut down for a while. The refiners report raws hard to buy. The price of refined went up in New York on Monday and the raw sugar men closed in. The situation appears to increase in strength. Jobbers are evidently of the mind that higher prices will ensue, and that a retailers' demand can be depended on. They show the courage of their convictions, in freer buying at the refineries, several having entered the market and taken large quantities since the opening of the year. It is an indication of assured strength when the refiners refuse to take contracts for forward delivery of round lots at prices ruling to-day for small parcels. The inside price for yellow is now 3½c. Granulated is unchanged at 4½ to 5c. There is no raw now in stock. Activity in the sugar market is looked for on account of the limited supply in the retail stores of the country. Once that activity begins, prices are expected to harden. On Wednesday refiners' prices advanced 1-16c. on yellows, and the feeling in the market is strong.

SYRUPS AND MOLASSES.

Syrups are uncommonly cheap, plentiful and dull. A very dark grade is obtainable at as low a price as 2c., and that even is susceptible to shading. All varieties are easier and quotations are amended accordingly. There are some United States grades in store that second the effect of cutting between our eastern and western refiners.

Molasses calls for no especial comment, as all interest on the part of the demand has for the moment dropped off. The New Orleans crop is reported to be short, almost 40 per cent. below the yield of 1890. Already the meltings are said to be 80,000 barrels below those of '90. Prices are therefore not likely to be lower than they are now, namely, 30 to 50c. per gallon. West Indies are quiet at 35c. in barrels.

TEAS.

The tea market cannot but mend, as sparing purchases have been the rule for a very considerable time. The stocks held here are large and varied, and were bought advantageously for the most part. Values are therefore good, and buyers can replenish supplies now at as favorable prices as ever ruled at the corresponding season in former years. Some interest has already been signified by retailers, and travellers' orders have been larger and more numerous the past few days than they were at any time in December. The range of values begins at 15c. for Congous, 16c. for Young Hysons and 12c. for Japans. The last description is plentiful. There is a very good supply of medium and superior teas of all growths.

MARKET NOTES

In another column appears the advertisement of Messrs. E. Brown & Son, manufacturers of Meltonian blacking, polish and

KEEP==

SURPRISE SOAP

==IN STOCK.

'Tis Best.

People who use it say so.

The St. Croix Soap Mf'g Co.,

St. Stephen, N. B.

Branches :

MONTREAL : 17 St. Nicholas St.

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

other well known kindred lines, London and Paris. Their goods have met with strong favor wherever they have been offered. The firm is about to open an agency in this city.

A new article in grocers' fittings is shown on the week's advertisement of Messrs. Geo. Sparrow & Co., of Colborne St., Toronto, being a counter slicing machine for slicing all kinds of cooked and uncooked meats, canned meats, sausage, etc. It is fitted with a very ingenious device for regulating the thickness of the cut, and has a dial showing plainly at what thickness it is working, the gauge being divided in sixteenths up to one inch. Messrs. Sparrow & Co., claim for their machine the best workmanship in both knife and woodwork, and guarantee satisfaction in its operation. It is well worth every grocers' attention who needs one to send for their circular.

PETROLEUM.

Prices are at the bottom of the scale and show no tendency to ascend. Business is normal, no special activity in round lots being noticeable.

The Petrofia Advertiser reports: Petrolia crude \$1.31 per bbl.; Oil Springs crude \$1.31 per bbl. The past has been another quiet week in the crude oil market. Prices, however, remain unchanged, although an advance of one or two cents without premonitory symptoms, other than those incident to the general situation, would not occasion much surprise. Apropos of the possibilities of the situation there seems to be no disposition to force prices beyond what the legitimate conditions of supply and demand will justify.

BUTTER AND CHEESE.

Large rolls threaten to accumulate. The supply of stock that comes forward in this form is increasing relatively and absolutely. Choice tubs are wanted. They are becoming rarer and rarer. The price for them is firm at 17 to 18c. For ordinary tubs 15 to 16c. rules, and for seconds the price runs down to 14c. The tendency of large rolls is downward, though 14 to 16c. is going just now. They represent the newly-made, white, turnip flavored butter. Such is rarely put down in tubs, as the market for it is not trustworthy beyond the winter and early spring months, after which yellow butter becomes obtainable. On export account there is nothing doing from this market, the supply being as much to blame for this as the demand, packages suitable for export being so scarce that they are not equal to filling the local demand.

Cheese is quiet. Nothing has occurred to affect the internal market, which continues to yield 10½ to 11c. for prime Septembers.

COUNTRY PRODUCE.

APPLES.—There is not much strength in the consumptive demand. Shipments on export account are being sent forward by one or two local buyers, who are taking advantage of a recent rise of 1s. in the English market. The price here is \$1.75 to \$2.75.

BEANS.—Native are dull at \$1.20 to \$1.30 laid down here in round lots, and are sold out in retailers' lots at \$1.30 to \$1.40. Lima beans, very clean bright stock, are selling at \$5.50 to \$6.

CRANBERRIES.—The price is stationary at \$7.50 to \$8, last week's quotation for barrels. There is a considerable shrinkage noticeable

WE ARE BUYING
**Dried
Apples.**

SEND SAMPLES
AND QUOTATIONS

ESTABLISHED 1860.
STANWAY & BAYLEY.
BROKERS
AND
GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST. TORONTO.

WE ARE BUYING
**Evaporated
Apples**

SEND SAMPLES
AND QUOTATIONS.

FOR PEARLEY TEETH. TRY SOMERVILLE'S Mexican Fruit CHEWING GUM.

Chivers' Carpet Soap

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

Chivers' Disinfectant Cloth Soap

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

J. H. WALKER,
Alma, Ont.

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

VANCOUVER, B.C.

Importers and Manufacturers of

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

YOUR STOCK

Is not complete

without a full line of

Munn's Boneless Codfish.

There is no nicer or choicer material packed anywhere.

Be sure and send your orders for this ECONOMICAL and CONVENIENT article of food.

Packed in 2 lb. bricks.

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

We have also on hand

Thick Codfish Steak,
packed in 100 lb. Boxes.

BUY THE BEST.

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



Established 1849.

GOLD, SILVER

—AND—

BRONZE MEDALS

20 1st prizes.

Reg. Trade Mark.

MICHEL LEFEBVRE & CO'Y

Manufacturers of

Lion--L--Brand

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

Montreal, P.Q.

PICKLING VINEGAR.



T. A. LYTLE & CO.,

Bonded Manufacturers,

124--128 RICHMOND ST. W.,

TORONTO.

TO THE TRADE

—IN—

Canned Goods.

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

Faithfully yours,

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

From the Wringer to the Starch Bowl.

NEW PROCESS

IVORINE STARCH

Requires no boiling. Collars, Cuffs, etc., may be starched directly after passing through the Wringer.

WILL NOT STICK TO THE IRON.

Saves Labor! Saves Time! Saves Linen!
Makes Perfect Work. Full Directions on each package.

TRY IT.

St. Lawrence Starch Company, Limited,

MANUFACTURERS.

MARKETS—Continued.

in the supply held here, but this is accompanied by a falling off in the demand that is always the case after holidays.

DRIED APPLES—Country holders appear to be getting stronger ideas as to the value of their stock, and can scarcely be induced to sell, though buyers are freely offering 4c. for round lots. The price here for fair-sized lots is $4\frac{1}{2}$ to $4\frac{3}{4}$ c.

EVAPORATED APPLES—The corner which was supposed to be consummated a few weeks ago brought together a big stock of apples, but there is no report of any sales made by the holders, and as prices abroad do not favor sellers particularly, the thing may not prove so remunerative as it promised. The prices ruling here are $6\frac{3}{4}$ to $7\frac{1}{4}$ c. for round lots and 8 to $8\frac{1}{2}$ c. for smaller parcels.

EGGS—The price of good fresh eggs in cases is firm at 18c. Lined are plentiful and easy at 14c., and some sales have been reported at as low as 12c., the stock being not very acceptable.

GAME—Partridges are plentiful but not in much request at 50c. a brace. Rabbits are a drug on the market at from 10 to 15c.

HIDES—No discernible improvement has been made in the hide market, prices being easy and trade dull. Green quote at 5c. for steers', at $4\frac{1}{2}$ c. for No. 1 cows', $3\frac{1}{2}$ c. for No. 2, and $2\frac{1}{2}$ c. for No. 3. Buffs sell slowly at 5c.

HONEY—A languid demand supplies a slow outlet to the stocks held, which, made up of fair supplies in the hands of several holders, is of considerable volume. The price of extracted is 8 to 10c., and of sections 14 to 16c.

HOPS—The market has not been disturbed by operations of brewers for the past two or three weeks, and the position remains unchanged, Canadian quoting at 18 to 22c., and Bavarian at 40 to 42c.

ONIONS—The demand is easy and stocks are fairly full at \$2.25 to \$2.50 per barrel for Canadian.

POULTRY—The surplus fowl carried over from the holidays furnishes the bulk of the stock now on hand. Fresh poultry is scarce and but in moderate demand, the strongest call being for spring chickens, which are very hard to get. Turkeys are 7 to 9c., geese 6 to 7c. per lb., fowls and chickens 35 to 55c., and ducks 60 to 70c. per pair.

POTATOES—Buyers are under no pressure to make offers, as they have plenty of stock in store. Cars on track would find slow sale at 40c., and sellers are not ready to take that figure. Out of store lots are sold at 55c.

SEEDS—Alsike has a wide range, the extremes of the scale in price corresponding to inferior and extra choice in quality. The quotations are all the way from \$5.50 to \$6.50. Red clover is \$5 to \$5.75. A freer delivery of both classes of seed has been experienced.

SKINS—The price of sheepskins has gone up 5c. farther, the range being now \$1 to \$1.05. Calfskins are unchanged at 5 to 7c.

TALLOW—There is no change in tallow, which is dull at $5\frac{1}{2}$ to $5\frac{3}{4}$ c. for refined, and 2c. for rough.

WOOL—The dull state of the market shows no sign of mitigation, and 19c. continues to represent outside value for fleeces.

DRESSED HOGS AND PROVISIONS.

A check has been given to business by the liberality of the supplies forwarded in the last days of the old year. Buyers and sellers are drifting apart in their ideas of

value, the latter holding out quite stiffly and uniformly for \$5.50 for cars of selected western. There are plenty of hogs to be had, as the numerous telegraph inquiries prove. These sometimes offer at a quotation and sometimes ask for a bid, but all agree pretty well in ultimately wanting the top price. This firmness has resulted in a stand-off course on the part of packers, and for some days there have practically been no sales made. Anything done has been at \$5.25, but the hogs taken at that price do not represent the pick of the market.

BACON—Long clear is quiet and steady at $7\frac{3}{4}$ c., backs at 10c., bellies $10\frac{1}{2}$ c., rolls $8\frac{1}{2}$ to $8\frac{3}{4}$ c.

HAMS—An unimportant demand at 10 $\frac{1}{2}$ to 11c. is all there is to report.

LARD—Pure is fairly active at 9 $\frac{1}{2}$ to 10c., and compound is dull at $8\frac{1}{2}$ to 9c.

BARREL PORK—has undergone no change, mess being \$1.375 and short-cut \$15.50 to \$16.

FRESH MEATS—A steady seasonable movement is reported, without any new features to speak of. Beef in fore-quarters is $4\frac{1}{2}$ to 5c., in hind quarters 6 to 9c.; mutton is dull at 6 to 7c.; lamb is 7 to 9c.

FISH AND OYSTERS.

Oysters are firm at \$1.25 per gal., while the trade is exceedingly brisk. There is never an over-supply, as the market is kept at the proper point of supply by telegraphic orders. Dried fish are easy and the demand for salt fish is easily satisfied. Fresh fish are quiet, but in a week or two markets will assume a more decided tone and the fish dealers be kept busier than for months past.

SALT.

Considerable salt has been received this week but the demand is comparatively quiet. Small lots as usual keep moving and the packers are still taking a few large lots, otherwise the demand is easy.

GREEN FRUIT.

A new supply of Valencia oranges has just come in at easier prices, the quotation sinking all the way down to \$4, and ranging from that to \$5.25. The quality is very good. Floridas are also easier, \$2.60 to \$3 being the prices ruling now. There is a strong probability that the prices of Floridas will be marked up in the near future, as stocks arrive so wasty, in some cases, as to necessitate re-packing. There are a few Jamaicas at \$5.50 to \$6. Messina lemons are down as low as \$4, but choice specimens go up to \$5, the highest point of last week's scale. They are very fine stock. Malaga lemons, in boxes, are easier at \$3 to \$3.50, and in chests at \$6.75 to \$7.50. Bananas are scarce at \$2 to 2.75 per bunch. Pineapples are out of stock.

DRY GOODS.

What is needed is three or more weeks' sleighing, in order to increase the trade in the country villages and towns. The larger retail houses in the cities had a good Christmas trade, but unfavorable weather has disappointed, somewhat, the country dealers. But there are prospects for better times as the resources of buyers have not been touched as yet. Money is moving none too freely.

MONTREAL MARKETS.

MONTREAL, Jan. 7, 1892.

The market has not assumed any activity yet after the holidays, but with the snow fall, cold weather, and accompanying country roads, merchants generally anticipate improvement. They contend on this ground that stocks generally in third hands are

FLOUR AND FEED.

TORONTO, Jan. 6, 1891.

The distribution of flour from this centre has been very limited since the opening of the year. No considerable shipments eastward have been made. The demand for cars on both domestic and export account is at a standstill. Local sales, on the other hand, have been more numerous, and city mills have begun the year very promisingly, the run of grocers' and flour dealers' orders being brisker than it usually is immediately after holidays. In feed the movement has been at the best but steady. Certain winter activities in which horses are largely employed have been very dull on account of the lack of snow. Present atmospheric symptoms are more favorable, as the temperature points downward and snow has begun to come. Money is scarce, but better roads and weather, if we are to have them, will help traffic.

FLOUR—City millers' and dealers' prices are: Manitoba patents, \$5.25; strong bakers', \$4.85; Ontario patents, \$5; straight roller, \$4.75; extra, \$4.10 to \$4.15; low grades, per bag, \$1.25 to \$1.75.

Car prices are: Toronto freights—Manitoba patents, \$5.30 to \$5.50; Manitoba strong bakers' \$4.90 to \$5.10; Ontario patents, \$4.50 to \$4.90; straight roller, \$4.10 to \$4.15; extra, \$4; low grades, per bag, \$1.25 to \$1.75.

MEAL—Oatmeal is unchanged and selling fairly freely. It is quoted at from \$4 to \$4.25. Grits and hominy are steady at \$4. Cornmeal goes out in car loads at \$3.80 to \$4, and in small orders at \$4.25.

FEED—Bran is more plentiful and easier in value, \$16.50 per ton being now the quotation. Shorts are quiet at \$18. Mixed feed is in moderate request at \$25 for good. Cracked corn is \$1.25 per cwt. Corn, as in fact all feed this week, is lower. The price for car lots is 50 to 53c. outside, and 54 to 56c. on spot. Oats are 34 to $34\frac{1}{2}$ c. laid down here, and 31 to 32c. outside.

HAY—Timothy is moderately active and in fair supply at \$12. Mixed is \$10. There are offers in both classes at these figures.

STRAW—The market is rather dull, but all sales of oat are upon a basis of \$6 to \$6.50.

MONTREAL.

FLOUR—The snow-fall and cold weather have put holders in a better humor, but the market, as an actual fact, shows little or no change from that reported a week ago. Business was of the merest jobbing kind and prices easy. The stock in store is 3,497 barrels larger than that of a week ago, and 395 bbls. less than that at the same time last year. Patent spring, \$5 to \$5.35; Patent winter, \$5 to \$5.25; straight roller, \$4.65 to \$4.80.

OATMEAL—Is dull and prices are easier than they were a week ago rolled stock been moved at \$2.10 and we quote \$2.10 to \$2.20 for standard, per bag, granulated, \$2.20 to \$2.30; rolled, \$2.20 to \$2.30.

FEED—The feed market is quiet and unchanged. We quote bran \$17 to \$18. Shorts \$19 to \$20, and moullie \$25.

ST. JOHN, N.B.,

FLOUR—We cannot say the market is lifeless, though the quantity moving is very small, and the impression seems to be that prices will gradually go lower, though present holders of stocks are asking the same figures as a few weeks ago. Manitoba is quoted \$5.90 to \$6.05, Ontario High grades \$5.30 to \$5.35, Medium Patents \$5.10 to \$5.15.

CORN MEAL—There is a but a limited quantity moving, and prices are steady at \$3.10 to \$3.15. **OATMEAL**—Without change.

We need your Money.

You need our goods. Let us get acquainted. Send for our catalogue, free. We positively assert we can add much to your profits, Pocket and Table Cutlery, Flat and Hollow ware, Jewelry, and a great variety of most salable and profitable Show Case Goods.

THE SUPPLY CO.,
Niagara Falls, Ont.

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

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

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

HEALTH IS WEALTH.



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

For particulars apply
St. Leon Mineral Water Co., Ltd.,
Head Office, 101 1/4 King St. W., Toronto.
BRANCH—Tidy's Flower Depot, 164 Yonge St.

STEEL, HAYTER & CO.,
Importers of

INDIAN TEAS

Direct from their estates in Assam.
New Season's Teas are now arriving.

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Sample and Quotations on application.

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FLOUR, FEED AND PRODUCE MERCHANTS.**

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

City Office and Store: 130 Condova St.
Wharves, No. 1 and 2: False Creek,
Westminster Avenue,
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CORNMEAL, POT BARLEY,
SPLIT PEAS, ROLLED WHEAT,
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AGENTS:
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OUR SPECIALTIES.

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

Mention THE GROCER.

J. & R. ROBSON,
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BRANDON ROLLER MILLS,

Brandon, Man

— MANUFACTURERS OF —

Hungarian, Patent, Strong Bakers

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

Dealers in all kinds of grain and feed.

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MILLS.**

D. R. ROSS, - EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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



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



MONTREAL MARKETS.—Continued

small, and that once the movement commences, the influence of this will be felt in an appreciable way. In the meantime there is little to note, but payments don't improve, although they are expected to do so once the farmer commences to move about.

SUGAR.

The demand for refined sugars continued rather slow, grocers evidently having enough on hand for immediate requirements. Refiners though are not pushing business at all, for they contend that once the movement commences, it will be found that stocks in third hands are only light. In the meantime there are few changes to note, while values rule steady to strong, granulated being quoted at 4½c., and yellows at 3½ to 4¾c.

SYRUP AND MOLASSES.

There is only a moderate call for syrups, American moving in a jobbing way at 25c., and domestic 28 to 30c. Molasses has a moderate movement at 36c. for Barbadoes, and 28 to 30c. for New Orleans.

TEAS.

High grade Japan teas have shown some improvement during the week under more enquiry for grades, running at 20c., but business on the whole continues dull yet.

COFFEE.

Stocks of all descriptions of coffee on the market are light, and as a consequence values rule firm. There is practically no Rio in first hands at present, but a shipment is close at hand on which offers of 18 to 19c. are being booked for delivery shortly. Common Jamaicas have been moving at 16c. in a small way.

RICE.

Locally there is absolutely nothing to note in rice and prices are unchanged as follows: —Patna, \$4.50 to \$5.50; Japan, \$4.75 to \$5; standard, \$30; and off grades, \$3.50, in car lots. Advices from foreign markets to importers here state that the crop in lower Burmah is estimated 10 to 12½ per cent. short, and that demand is good, while a large business is passing at higher rates.

DRIED FRUIT.

On this market reports of low offers from primary markets do not seem to have had very much effect on holders. The fact is supplies in first hands are not excessive, but of course the report depressed values in Valencia fruit somewhat, but in the absence of business they are nominal. We quote Valencia firsts 5c. and seconds 4¾c., while there are offers of some off quality at 4½c. Currants for the first time this fall show an easier tendency, but the alteration is not appreciable. Half-barrels and cases are scarce, with prices steady at 5½ to 5¾c. respectively, but barrel stock is more plentiful and 5½c. is certainly an outside figure for a round lot.

CANNED GOODS.

There is no change in canned goods, the demand from jobbers being very small. The general tone of the market is firm, however, and improvement is looked for in the near future. In the meantime prices are purely nominal.

GREEN FRUIT.

The market for green fruit is dull after the holidays, with only a small jobbing trade doing. Valencia oranges move slowly at \$4.50 to \$4.75, while Florida stocks are in fair demand at \$3 to \$3.50. Lemons are dull but steady at \$3.50 to \$3.75, and other

lines show no change, and cranberries are quoted at \$7 to \$7.50, and Almeria grapes at \$5 to \$5.50 per keg. New figs, in boxes of assorted sizes bring 9 to 11c., and new dates 5½c.

APPLES.

The apple market moves along quietly in a jobbing way and there are no transactions in large lots to report. We quote values \$2.50 to \$3 for this sort of business. Evaporated and dried descriptions furnish no features.

PROVISIONS.

The provision market remains quiet. Buyers are holding off in anticipation of lower prices and it is possible that their surmises will prove correct. Owing to the small business or rather absence of business values are nominal. Lard also is very quiet. Canadian short cut, per brl. \$14.75 to \$15.00; mess pork, western, per brl. \$13.50 to \$14.00; short cut, western, per brl. \$16 to \$16.25; hams, city cured, per lb. 10½c. to 11c.; lard, Canadian, in pails, 8¾c. to 9c.; bacon, per lb. 9c. to 10c.; lard, com. refined, per lb. 7¾ to 8c.

CHEESE.

Cheese continues firm, but there is no change to report. We note sales in our last of several round lots, and since then a considerable block has been moved at 10¾ to 11c. from the hands of the same holder who is reputed to have made a handsome thing on the turn over. We quote values firm for finest at 11 to 11¼c.

BUTTER.

Butter is quiet but steady. Some lines of fall made Townships are offering for shipment around 18c., but to move anything really choice our quotations represent the market. Western dairy is held at 16c. and over, and there has been business for shipment on this basis, creamery is too high priced for any business except in a jobbing way. Late made creamery 24c.; Finest Townships, 20 to 20½c.; Finest Western, 16½ to 17½c.

POULTRY.

The market for poultry has fluctuated between dullness and activity according to the weather. Now that we seem likely to have a continued cold spell, holders are feeling better. We quote: Turkeys 9 to 10c., geese 4½ to 6c., ducks 7 to 8c., and chickens 7½ to 8c.

GRAIN.

This market is uninteresting as ever, and if dealers are sincere in what they assert, their offices might as well be closed. Really the market is extremely dull. The stocks in store, compared with those of a week ago show an increase of 26,503 wheat, 108,464 peas, 839 oats, 142 rye, and a decrease of 42,090 barley. Compared with a year ago there is an increase of 78,012 wheat, 138,504 peas, 129,804 barley, and a decrease of 4,667 corn, 90,132 oats, 10,527 rye. We quote:—No. 2 hard Manitoba \$1.03 to \$1.04; No. 3, do., 97c.; No. 2 Northern, \$1.04; peas, 75 to 76c. per 66 pounds; oats, 35c. to 36c. per 34 pounds in store, corn, 72c. duty paid; feed barley, 48 to 50c.; good malting do., 60 to 63c.

HALIFAX MARKET QUOTATIONS.

(Wholesale Selling Rates.)

HALIFAX, Jan. 6, 1892.

BREADSTUFFS.—With reference to breadstuffs markets are of a holiday character. There is very little business doing. No change in quotations.

Manitoba highest grade patents, \$5.75 to 6.00; High grade patents, \$5.10 to 5.20; Good 90 per cent Patents, \$4.90 to 5.00;

Straight grade, \$0.00 to 4.80; Good seconds, \$0.00 to 4.40; Graham flour, \$0.00 to 5.60; Oatmeal, \$0.00 to 4.15; Rolled wheat, \$5.55; Wheat bran per ton, \$20.00 to \$21.00; Middlings, \$0.00 to \$23.50; Shorts, \$0.00 to \$22.50; Moulee, \$24.00 to \$28.50; Split Peas \$0.00 to \$4.10; White beans per bushel, \$1.50 to 1.53; Pot Barley per bbl, \$3.90 to \$4.50; Canadian oats, choice quality, 43c. to 45c.; P. E. I. oats 41 to 45c.

SUGAR.—The local market is very quiet, sufficient purchases having been made to carry over the holidays and further.

Cutloaf, 5½c.; Granulated, 4½ to 4¾c.; Circle A, 4¾c.; White extra C, 4¼c.; Standard, 3¾c. to 3½c.; Extra Yellow C, 3¼c.; Yellow C, 3¾c.

MOLASSES.—Barbados 35c.; Demerara 35 to 38c.; Diamond N. 48c.; Porto Rico 34 to 35c.; Trinidad 32½ to 36c.; Antigua 33 to 34c.

Did it ever strike you that each 5c. package of Bread-makers Yeast contains 6 large sized cakes not 5.

A. H. BADGEROW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar

Manufacturing Co.,

79 and 81 Jarvis St., Toronto

Highest award, Toronto Exhibition.

LAKE HURON
HERRING AND TROUT.

Heads off and Split.

Every package guaranteed.

WRITE OR WIRE,

HAY, The Grocer,

KINCARDINE, ONT.

ARRIVED

Since the great drop in prices:

VALENCIA RAISINS.

TURKEY PRUNES.

SPHINX

Get our Prices.

T. B. Escott & Co.,

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Importers of Teas

—AND—

Wholesale Grocers.

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

SOUP.

Just arriving fresh preserved "Aylmer Chicken Soup" very strengthening and nutritious. The use of this wholesome food product builds up the system and fortifies it against diseases prevalent at this season. Sells well. Try it.

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

STUART, HARVEY & CO.
 IMPORTERS AND
WHOLESALE GROCERS
 A Large and Well-Assorted Stock of
Teas, Sugars and General Groceries
NOW IN STORE:
 New Muscatels,
 " London Layers,
 " Connoisseur Clusters,
 " Valencia Shelled Almonds,
 " Sultanas.
HAMILTON, ONT.

To the Trade.

NEW SALMONS.

We offer 1100 cases Red Salmon "British American" brand, the best on the market, at \$1.30 per dozen, 30 days.

QUALITY GUARANTEED.

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

Write for samples of Sugars.

RIO COFFEE

Ex. S. S. Phidias.

WARREN BROS. & BOOMER,
 35 and 37 Front St. East,
TORONTO, ONT.

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

BALFOUR & CO.,
 IMPORTERS OF TEAS
 —AND—
WHOLESALE GROCERS,
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WESTERN ONTARIO AGENTS FOR

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

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

NEW

Dates.
 Malaga Raisins.
 Valencia Shelled Almonds
 Grenoble Walnuts.
 California Dried Fruits.

SMITH & KEIGHLEY
WHOLESALE GROCERS,
 9 Front St. E., Toronto

Thos. KINNEAR & Co
 Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,
 Send for prices before buying elsewhere.
 49 Front St. E., - TORONTO.

J. W. LANG & CO.,
 WHOLESALE GROCERS,
TORONTO.

If quotations are wanted on any goods in our line, drop us a card. We will reply by return mail.

33 Front St. East.

NEW
Grenoble Walnuts

—AND—

NEW FRUITS

(NOW IN STORE.)

PERKINS, INCE & Co.,
 41 and 43 Front St., Toronto.

J. F. EBY. HUGH BLAIN.

California Evaporated Fruits.

Buy Them Apricots, Peaches, Pears, Prunes. Try Them Boxes 25lbs.

EBY, BLAIN & Co.,
 Wholesale Grocers,
 FRONT AND SCOTT STS. TORONTO.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., Jan. 6, 1892.
GROCERIES.

Trade has been rather quiet the past week, though jobbers usually do not expect much during the holiday season. The markets are steady, and there is nothing to indicate any immediate change in any line of groceries.

SUGARS.—Granulated is quoted 4 to 4½c, Yellows 3½ to 3¾c.

SYRUPS.—The demand is light, with prices unchanged at 2½ to 3¼c.

CANNED GOODS.—There is not much movement in canned goods. The retailers have all the stocks they will require for a few weeks. Prices are steady.

RAISINS.—Valencia off-stalk and layers are somewhat easier and selling at 5½ to 6c. Currents are 5¼ to 5½c, with very little selling.

FISH.—The market is without change. A few lots of fresh cod and pollock were placed on the market, but the sale was slow.

PRODUCE.

CHEESE.—Is scarce and prices are steady and firm at 10½ to 11c.

BEANS.—Hand-picked are quoted at \$1.65 to \$1.70.

HOW CAN I INCREASE THE PROFITS OF MY BUSINESS.

The writer is personally acquainted with many retailers who can increase the profits of their business as surely as they live, by acting upon the suggestions contained in last week's installment of this subject. Didn't read it, eh? Well, if you can't find the paper, ask your most intelligent clerk to tell you about it and then you will be prepared to consider this installment,

Assuming that the domestic management, which was treated of last week, is a wise and economical one and not susceptible of material improvement we will proceed to the store management. If we find anything wrong here, you will not be able to attribute the cause to your wife or some member or members of your family. If the ministering angels who preside over the destinies of our household affairs present such marked contrasts in the matter of mastering details and economical management, remember that men exhibit the same characteristics and that a lack of order and system which would lead to a neglect of minute details and improvident management would be more disastrous in the management of the store by such a man than it would be in the management of the home by such a woman.

A retail business is made up exclusively of little things, and no man whose head is screwed on his shoulders in such a manner as to confine his scope of vision above the horizon among the stars, thereby making it impossible for him to see the many little things which lie about his feet, should ever invest his money in a retail business. Reader, if you belong to this class, you will not be able to increase the profits of your trade. You have blundered into the wrong pew, and the sooner you get out the better it will be

for you. Don't wait until the "money wee" which make up your "muckle" have all flitted away, but sell out the very first chance you get and place your money somewhere where you can keep your eye on it. But the man who has a joint in his neck and whose eyes are not too far gone to see a little thing can increase his profits by exercising "eternal vigilance" in the manner of treating these minute details. Commence to-morrow morning and see to it that every act and deed affecting value to the extent of one penny shall receive the same careful forethought, and be guided and controlled by the same application of thought and business judgment that would be brought to bear in a transaction involving value to the extent of ten dollars. Do this and you will be surprised at the sudden increase of the profits of your trade. No more will a whole bin full of potatoes freeze solid through neglect to close a window. No more will the warehouse be flooded with the contents of the molasses barrel because you ran to the door to see a dogfight and forgot all about it.

Never, again will you lose the sale of a five dollar pair of fine shoes because you permitted yourself to utter an unkind word in a moment of anger, in reply to a very commonplace and womanly remark on the part of your lady customer. Never again will you neglect to wire that stove-pipe until it falls down and ruins five rolls of butter, a basket of eggs and three dollars' worth of glassware. You will no longer pay delivery clerks for hauling four hundred pounds of boys all over the city, through the mud and sand, for every pound and a half of goods he carries. If some fellow who is a little smarter than you are, has "waxed it to you on a hoss trade," don't wait until the "new hoss" kicks the bottom out of your business, send your unfortunate delivery clerk to his long home, where he will have no further use for his overcoat or mittens, and lands you in the poor-house, but trade him off to the meanest man you know of (I mean the "hoss" not the delivery clerk) and then say you will never again disgrace your family, imperil the life of the poor delivery clerk, or cast reflections on your character as an intelligent business man, by swapping horses. This is absolutely necessary if you wish to increase the profits of your business. Of course, you cannot expect to increase your profits by keeping half-a-dozen boxes of blacking with as many brushes lying about the store for the use of the adjoining townships, or by sacrificing a pair of hose every time you want a "try on" sock. These are small matters, but they denote that the little things and minute details of a concern are neglected. In the aggregate these little things make up the business and they cannot be neglected without neglecting the business to a greater or less extent.

Who of all the thousands of retailers whose eyes will ever glance over this article will endorse its sentiments and general tenor? Not the grocer who keeps wooden plugs in his vinegar and molasses barrels; decorates his front window with spoiled fruit and rotten vegetables; keeps his cookies and dough-

nuts in a showcase with the top broken out, and allows his cat to nest the tea chest. Such a fellow has no particular use for "The Tradesman," or anything in it, and if he should accidentally read this article or hear someone else read it, he would call it "small potatoes" of the "tweedle dum" variety. If you would step into his store, a very positive odor would meet you more than half way and impress you as being more domestic than foreign. The clerk who receives four dollars per week and boards at home tells you that business is awful dull and that Mr. Loosends, the proprietor, wants to sell out awful bad. Two able-bodied, long-tailed mice run a foot race down one of the shelves for your special entertainment, dodging in and out among the cans of baking powder, knocking over a poor old weather-beaten package of saleratus, and disappearing behind a row of bath-brick. One glance around the store will convince you that the proprietor will soon be out of the business whether he sells out or not. This man is playing a losing game and no one can convince him that incompetency or wilful neglect is the sole cause of the unprofitableness of his business.

Every successful retail merchant will endorse the general drift of this article, for well he knows that unless the greatest diligence be exercised in the management of these insignificant little details, the elements of destruction will fasten themselves upon the very vitality of the business, draining it of its life-sustaining resources and forcing it into ruin and decay.

So far we have been considering the subject from a sort of house-keeping standpoint. We shall now take up larger matters connected with the transaction of business, and endeavor to point out other ways and means by which the retailer's profits can be augmented.—E. A. Owen, in the Michigan Tradesman.

The Northumberland Paper and Egg Case Co., Campbellford, Ont., is opening an office on the corner of Front and Church streets in this city.

Look in this journal for our advertisement on package fish. They are like gold dollars now-a-days—few of them. Merchants' buy your stock of fish from Hay the grocer.

Mr. James McIntosh, 109 Front st. east, was very much surprised on Christmas Eve by his employes waiting upon him and presenting him with an address accompanied by a dressing-case for himself and one for Mrs. McIntosh. Mr. McIntosh made a feeling reply, showing that he thoroughly appreciated the thoughtfulness of his staff.

Tulloch & Co'y

Manufacturers' Agents and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil.

Portland Cement, Building Materials,

Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

THE YEAR'S RECORD.

The mercantile failures in the Dominion of Canada and Newfoundland for 1891, as reported to Bradstreet's, aggregated as follows:

| | Failures. | | Liabilities. | | Assets. | |
|-----------------------|-----------|-------|--------------|-------------|-------------|-------------|
| | 1891. | 1890. | 1891. | 1890. | 1891. | 1890. |
| Ontario..... | 834 | 837 | \$5,371,000 | \$5,657,000 | \$2,143,000 | \$2,459,000 |
| Quebec..... | 680 | 491 | 7,538,000 | 4,027,000 | 2,751,000 | 2,585,000 |
| New Brunswick..... | 93 | 66 | 599,000 | 1,108,000 | 342,000 | 736,000 |
| Nova Scotia..... | 122 | 114 | 594,000 | 607,000 | 310,000 | 353,000 |
| Prince Edward Island. | 10 | 7 | 106,000 | 40,000 | 73,000 | 23,000 |
| Newfoundland..... | 7 | 6 | 96,000 | 141,000 | 50,000 | 96,000 |
| Manitoba..... | 51 | 53 | 340,000 | 565,000 | 225,000 | 303,000 |
| North-West..... | 17 | 17 | 159,000 | 158,000 | 85,000 | 85,000 |
| British Columbia..... | 23 | 35 | 81,000 | 178,000 | 55,000 | 101,000 |
| | 1,846 | 1,626 | 14,884,000 | 12,481,000 | 6,034,000 | 6,741,000 |

THE METRIC SYSTEM.

There is an attempted revival in the United States of agitation of the project of a uniform system of weights and measures for all civilized nations. It cannot be said to have attracted a great deal of popular attention as yet, though it is bound to continue to be pressed by progressive men until its final adoption, which is certainly only a question of time. Uniformity in the standards which register amounts and values in the exchanges of commerce is so desirable, and in a more extended system of commerce will be so necessary, that it may be regarded as sure to be ultimately brought about.

Bradstreet's favorably discusses the matter at length, and incidentally brings out many facts of interest in connection with its progress in the United States and elsewhere.

While some of the most important commercial states, as the United States and Great Britain, use one system in their ordinary transactions, they have made another, the metric system, optional, as have some other states, while the great majority of the civilized nations of the world have made the system obligatory. The states which have made the use of the metric system obligatory are Germany, Austria, Hungary, Belgium, the Argentine Republic, France, Italy, Peru, Portugal, Roumania, Servia, Sweden, Norway, Switzerland and Venezuela. The countries which have made the use of the metric system optional are the United States, Great Britain and Turkey, while the system has not yet been legalized in Russia and Denmark. The weight of authority, so to speak, may therefore be said to be in favor of the adoption of the metric system, and it is this system which is most energetically advocated, and with reason, when the project of a uniform system of weights and measures is discussed. The use of the metric system in the United States has been

optional for a long time, but its adoption has been confined mainly to governmental departments and scientific bodies.

There are always difficulties in the way of the adoption of a new system of any kind. At the same time the advantages of the metric system are so great that they bid fair to overcome even the force of long habit. The system in the first place is decimal, and has the advantage for purposes of computation that decimal systems have over others based on a different principle. Again, the metric units of length, bulk, weight, etc., are simply related to each other, a circumstance which gives the system a great advantage over the irregularly related or unrelated units of other systems. Finally, the system has become an international one, and intercourse between nations has increased to such an extent that it is now as important to have the same weights and measures used in different countries as it was a century ago to have the same weights and measures used in different parts of the same country.—Manitoba Free Press.

A SUGAR WAR.

Mr. B. T. Rogers, the manager of the B. C. Sugar Refinery, has returned from a trip to the east on business connected with the Refinery. One of the chief objects of his trip was to interview the C. P. R. officials with reference to freight rates in Manitoba. These rates are very high, and Mr. Rogers endeavoured to secure a reduction, but in this he was unsuccessful, the reason assigned being that the greater part of the traffic is from westward to the eastward, and thus cars would have to be taken to Vancouver empty. The eastern refineries are thus enabled to sell sugar at 35 cents a hundred less than the Vancouver refinery can, and these refineries will not maintain prices at living rates, but in order to cut the Vancouver refinery out of the Manitoba trade, they will sell it cheaper in Manitoba than in New York and Montreal or even Halifax. The Intercolonial authorities have recently reduced the rate on raw sugar from Halifax to Montreal from 20 to 18 cents per 100 pounds, so that another advantage is conceded to the eastern refineries. Owing to these reasons the Vancouver refinery will be closed down for a few weeks until the stock on hand is disposed of.—B. C. Commerce and Maritime Register.

BUSINESS CHANCES.

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

COFFEE MILL FOR SALE, CHEAP—ENTER-prise make; stands two feet four inches high; grinds 1 1/2 lb. per minute; good as new. Stroud Bros., Belleville, Ont.

GENERAL STORE TO RENT—Stock for sale. Snap for good man with about ONE THOUSAND DOLLARS. Reason for selling—going to MANITOBA. Address G. W. Mahon, Egbert, Ont.

P. CORRIDI,

Accountant, Auditor, Etc.

EXPERT AUDITING, BUSINESS INVESTIGATIONS and GENERAL ACCOUNTANCY A SPECIALTY.

Accounts Adjusted, Books Opened, or Audited. Books written up. Trial Balances and Balance Sheets Prepared.

Office 139 Yonge St., TORONTO.

Traveller wants Situation.

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

OYSTERS! OYSTERS!

W. Heyson's Celebrated Baltimore daily by express. Write for quotations.

Jas. Dickson & Co., Agents,

26 W. Market St., Toronto. Finnan Haddie, Cod Fish, Labrador Herrings, Ciscos, &c.

It is not claimed for

BREADMAKERS YEAST that it is

1000 TIMES BETTER than other YEASTS but simply that it does its work as well if not better than any in the WORLD. Being carefully and scientifically made and containing the purest ingredients it can always be relied upon.



BAR-LOCK TYPE WRITER.

The Best Machine on the Market.

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

A. M. COLQUHOUN,

AGENT FOR

TORONTO AND WESTERN ONTARIO, TELEPHONE 181.

71 Adelaide St. E., Toronto.

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



PARTNERSHIPS FORMED AND DISSOLVED.

St. Pierre & Paradis, grocers, Montreal, have dissolved.

Pelletier & Morency, general merchants, Quebec, have dissolved.

W. Nightingale & Co., general merchants, Brussels, Ont., have dissolved.

James Dwyer, of the firm John Tobin & Co., wholesale grocers and liquor dealers, Halifax, has retired.

Lucas, Park & Co., wholesale grocers, Hamilton, have dissolved, Mr. J. H. Park retiring. The business is continued by the remaining partners—R. A. Lucas, R. T. Steele, Geo. E. Bristol—under the style Lucas, Steele & Bristol.

REMOVALS AND DEATHS.

Ceo. Morton, Boissevain, Man., is dead.

Nazaire Turcotte, wholesale grocer, Quebec, is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Gordon & Howie, general merchants, Beebe Plain, Que., have assigned.

George Forest, general merchant, Bonaventure River, Que., has assigned.

Dubuc & Co., general merchants, Drummondville East, have assigned.

Pierre Brisbois, grocer, Montreal, has assigned.

Octave Renaud, general merchant, St. Janvier, Que., has assigned.

Joseph Langlois, general merchant, St. Scholastique, Que., has assigned.

Philip E. Gough, grocer and victualler, Halifax, has assigned.

Geo. E. Hawes & Co., grocers, Victoria, B.C., have assigned.

McIntyre & Davis, general merchants, Aylmer, Ont., have assigned. Stock is to be sold on the 11th inst.

Hugh C. Clark, general merchant, Caledonia, Ont., has assigned to D. Blackley, Hamilton.

Gedeon Lalonde, grocer, Coteau du Lac, Que., has compromised.

Herritt & Smith, general merchants, Spring Hill, N. S., have assigned.

George E. Forsythe & Co., wholesale grocers, Halifax, N. S., have failed with liabilities \$100,000; Forsythe & Co., did a large business in provisions and were also engaged in many outside enterprises, such as gold mines, street railways, steamships, etc.,

IMPORTANCE OF A GOOD CLERK.

It may not be out of place just at the beginning of the new year to remark that a bright clerk who has made himself popular with everybody is one of the most essential things about a grocery store, and in mapping out the plan of action for the next twelve months it is worth while to carefully consider his relations to the success of the business. The fact that there is any number of young men available at any wages

the grocer chooses to pay, has a tendency to make him rather careless and independent about his help. While he may devote much time to the management of the store in its various details, it must be admitted that the clerk is really in the position to accomplish much that is essential to success. It is not always the cheapest prices that attract trade. Polite attention with a show of interest in the welfare of every customer holds trade when the competitor on the next corner is making bids for it with cheap prices. If the grocer could hear his clerks discussed in the homes of his customers he would be greatly benefitted and be better able to decide upon the merits of his employees.

With the female portion of the household the grocery clerk is a character that is the subject of frequent comment. If he is a good fellow you may be sure he comes in for a share of their appreciation. Little attentions that men would not notice often win the favor of a woman and retain it so long as they can be distinguished from the commonplace. Women like to flatter themselves with the idea that they have established their individuality with the clerk, and no matter what station of life they may occupy they are pleased to refer to the special attentions they have received at their grocery. No greater blunder is made by a clerk than that of indifference to any female customer. He may not notice it and the proprietor cannot appreciate it unless it comes directly under his observation, but the customer takes it home and it often makes her say in the family circle or to her neighbor that she does not like so and so at the grocer's because he is too indifferent. A North Side grocer recently found that he had a treasure in a German boy whom he had given work out of sympathy about a year ago. The young man could scarcely master English, but he had long ago mastered the art of being a gentleman. One of the first things he learned was the names of all the lady customers, and it was not long before the proprietor found that a large proportion of his customers were in the habit of calling for "Otto," the young German. Notwithstanding the fact that the proprietor had a number of older and more experienced clerks, Otto was given a regular place behind the counter, and it was not long before the secret of his success fired the other clerks with envy. Otto spoke pleasantly to every woman who entered, calling her by name. Those who gave him their orders were treated as though they were the most important personages in the neighborhood. Suffice to say that the proprietor appreciates his services. He is all that constitutes a good clerk and more besides.

It is poor economy to engage cheap men. Some of the salaries paid to salesmen by Chicago jobbing houses would no doubt open the eyes of country merchants, but they are easily explained. It is not a question of how much the jobber can afford to pay, it is

"How much money can you make for us?" They are paid according to their ability. Jobbing houses do not want men who can only sell goods to people who want to buy. In this inventive age a machine could probably be constructed that would answer such purposes. A story is told of a Jew clothing merchant who advertised for a clerk. A young man applied, giving the best reference as to his character. He was asked if he could sell a man a suit of clothes who only wanted a vest. The applicant thought he might make an effort, but he did not know what success he would have. He was sure, however, that he could sell the vest. "You won't do," said the Hebrew. "We want a man who can sell people what they don't want."

The illustration, while not exactly applicable to the grocery business, bears a suggestion. Every grocer ought at least to have one salesman who can do justice to the stock which is profitable to the extent of the rapidity with which it is turned over and who can maintain agreeable relations with the customers.—Chicago Grocer.

NOTICE.

Notice is hereby given that the partnership heretofore existing between the undersigned, who carried on business as Wholesale Grocers in Hamilton under the name, style and firm of LUCAS, PARK & CO., has been dissolved by mutual consent, Mr. J. H. Park retiring therefrom.

R. A. LUCAS.
J. H. PARK.
R. T. STEELE.
GEO. E. BRISTOL.

Witness: W. FRED. WALKER.

NOTICE.

Referring to the above the undersigned give notice that they will continue the business of Wholesale Grocers heretofore carried on in Hamilton under the name, style and firm of LUCAS, PARK & CO., under the name, style and firm of

LUCAS, STEELE & BRISTOL.

(Signed)

R. A. LUCAS
R. T. STEELE
GEO. E. BRISTOL.

Witness: W. FRED. WALKER.

Dated 31st December, A. D. 1891.





THE GREAT MUSCLE-FORMER

The nutritious elements of Beef that make Muscle, sinew, and give Strength are supplied by

Johnston's Fluid Beef

Used largely by ATHLETES when training.

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

TORONTO.

AGENTS FOR

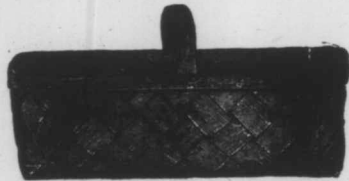
The St. Lawrence Sugar Ref'g Co., Montreal.

The British America Starch Co., Brantford.

P. DOTY & SON,

(Successors to W. B. Chisholm)

MANUFACTURERS OF



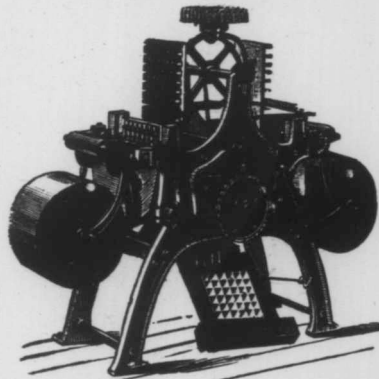
- 1, 2, 3 bushel grain and root baskets.
- 1, 2, 3 satchel lunch baskets.
- 1, 2, 3 clothes baskets.
- 1, 2, 3, 4 market baskets.
- Butcher and Crockery baskets.
- Fruit package of all descriptions.

For sale by all Woodenware Dealers.

Oakville, Ont.

Northumberland Paper and Egg Case Co.

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



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

The Norton Manufacturing Co.,

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

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

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

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.



**REDUCED
COST TO
BUYERS.**

TORONTO BRANCH:
29 FRONT ST. WEST.

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

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

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

CUT PLUG SMOKING : GOLD FLAKE. HAND MADE. OLD FLAG. UNCLE SAM. WIG WAG

FINE CUT CHEWING : GOLDEN THREAD. GLOBE. HIGH COURT. JERSEY LILY. VICTORIA.

A. Smith & Co., Cigar Manufacturers, London, having purchased the Stock and Plant of the above company will continue to manufacture the above first class tobaccos.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Jan. 7, 1892

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

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

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



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

| | |
|--|--------|
| BLUE. | |
| Reckitt's Pure Blue, per gross. | 2 10 |
| TELLIER, ROTHWELL & CO'S. | |
| Parisian Square Blue, per lb.. 13 to 14c | |
| CORN BROOMS. | |
| CHAS. BOECKH & SONS, per doz | |
| X Carpet, 4 strings, net..... | \$3 60 |
| 2 " 4 " " " " " " " " " " | 3 20 |
| 3 " 3 " " " " " " " " " | 2 95 |
| XXX Hurl 4 " " " " " " " " " " | 2 90 |
| 1X " 4 " " " " " " " " " | 2 65 |
| 2X Parlor 4 " " " " " " " " " " | 2 50 |
| 3 " 3 " " " " " " " " " | 2 25 |
| 4 " 3 " " " " " " " " " | 1 85 |
| 5 " 2 " " " " " " " " " | 1 50 |
| Warehouse 4 " " " " " " " " " " | 3 25 |
| Ship 2 " " " " " " " " " " | 4 00 |
| 1 Cable 3 wire bands, net | 3 25 |
| 2 " 3 " " " " " " " " " | 4 00 |

| | |
|--|--------|
| JAMS AND JELLIES. | |
| DELHI CANNING CO. | |
| Jams assorted, extra fine, 1's | 2 35 |
| Jellies, extra fine 1's | 2 25 |
| TORONTO BISCUIT & CONFECTIONERY CO | |
| 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 28 lb. pails. | |
| Marmalade—orange | 0 12 |

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

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

CANNED GOODS.

| | | |
|-----------------------------------|----------------|-----------|
| Apples, 3's | Per doz \$1 00 | 11 10 |
| " gallons | 2 25 | 2 50 |
| Blackberries, 2's | 2 00 | 2 25 |
| Blueberries, 2's | 1 10 | 1 25 |
| Beans, 2's | 1 00 | 1 00 |
| Corn, 2's | 1 05 | 1 10 |
| " Special Brands | 1 30 | 1 60 |
| Cherries, red pitted, 2's | 2 25 | 2 40 |
| Peas, 2's | 1 10 | 1 15 |
| Pears, Bartlett, 2's | 2 00 | 2 00 |
| " Sugar, 2's | 1 70 | 1 70 |
| Pineapple, Baltimore | 2 40 | 2 50 |
| " I hama | 2 90 | 3 00 |
| Peaches, 2's | 2 10 | 2 25 |
| " 3's | 3 00 | 3 50 |
| " Pie, 3's | 1 60 | 1 65 |
| Plums, Gr Gages, 2's | 1 75 | 2 00 |
| " Lombard | 1 75 | 2 00 |
| " Damson Blue | 1 75 | 2 00 |
| Pumpkins, 3's | 0 90 | 1 00 |
| " gallons | 3 00 | 3 25 |
| Raspberries, 2's | 2 25 | 2 40 |
| Strawberries, choice 2's | 2 25 | 2 40 |
| Succotash, 2's | 1 50 | 1 65 |
| Tomatoes, 3's | 1 05 | 1 10 |
| Finnan haddies | 1 40 | 1 40 |
| Lobster, Clover Leaf | 2 95 | 2 70 |
| " Crown | 2 70 | 2 70 |
| " Other brands | 1 90 | 2 15 |
| Mackerel | 1 00 | 1 10 |
| Salmon, Horseshoe, talls | 1 40 | 1 40 |
| " flats | 1 70 | 1 70 |
| " white | 1 10 | 1 25 |
| Sardines Albert, 1/2's tins | 11 1/4 | 11 1/4 |
| " 1/2's " | 12 | 12 |
| " Martiny, 1/2's | 10 10 1/4 | 10 10 1/4 |
| " 1/2's " | 16 17 | 16 17 |
| " Other brands, 9 1/2, 11, 16, 17 | | |
| " P & C, 1/2's tins | 23 25 | 23 25 |
| " 1/2's " | 33 36 | 33 36 |
| Sardines Amer, 1/2's | 6 1/2 | 8 |
| " 1/2's " | 9 11 | 9 11 |

CANNED MEATS.

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

MINCE MEAT.

| | |
|--|---------|
| BRYANT, GIBSON & CO'S—TORONTO. | |
| Mince Meat, 1/2 gal glass jars, \$9 60 | |
| Ditto, 25 and 40 lb pails, per lb. 12 1/2c | |
| J. H. WETHEY'S—ST. CATHARINES. | |
| Condensed, per gross, net | \$12 00 |

CHEWING GUM.

| | |
|-----------------------------|--------|
| ADAMS & SONS. | |
| To Retailers. | |
| Tutti Frutti, 36 5c bars | \$1 20 |
| Monte Cristo, new 180 | 1 80 |
| (with brilliant stone ring) | |
| Sappota, | 150 |

BAKING POWDER.



| | |
|--|-------|
| Cleveland's Superior Baking Powder in tin cans, per dozen net. | |
| 10 cent tins | 1 00 |
| 1/2 lb. | 1 50 |
| 6 oz. | 2 20 |
| 1 1/2 lb. | 2 80 |
| 12 oz. | 4 25 |
| 1 lb. | 5 50 |
| 5 lbs. | 25 50 |

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

BLACKING.

| | |
|--------------------------------|--------|
| Day & Martin's, pints, per doz | \$3 20 |
| " " " " " | 2 10 |
| " " " " " | 1 10 |
| Spanish, No. 3 | 4 50 |
| " " " " " | 9 00 |

JACQUAND FRENCH BLACKING.

| | | |
|-------|-----------|------|
| No. 2 | per gross | 2 30 |
| No. 3 | " | 3 45 |
| No. 4 | " | 4 60 |
| No. 5 | " | 6 90 |

BLACK LEAD.

| | |
|--|--------|
| Reckitt's Black Lead, per box | 1 15 |
| Each box contains either 1 gro., 1 oz.; 1/2 gro., or 1/2 gro., 4 oz. | |
| TELLIER, ROTHWELL & CO'S. | |
| Royal Black Lead, per gross | \$1 80 |
| F. F. DALLEY & CO. | |
| Per gross | |
| Silver Star Stove Paste | 9 00 |
| 3 Packed in fancy wood boxes, each box contains 3 doz. | |

ALWAYS ORDER RECKITT'S BLUE.

Prices Current, Continued—

Table listing various grocery items like Sweet Fern, Royal Fruit, Magic Trick, etc. with prices.

C. T. HEISEL.

Table listing items like Red Jacket, Royal Fruit, Digestive, etc. with prices.

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S.

Table listing various chocolate and cocoa products like French 1/4's, Caraccas, etc.

Table listing BENSOP'S ROYAL DUTCH COCOA products.

JOHN P. MOTT & CO'S

Table listing R. S. McIndoe, Agent, Toronto, products like Mott's Broma, Mott's Prepared Cocoa, etc.

COWAN COCOA AND CHOCOLATE CO.

Table listing various cocoa and chocolate products like Hygienic, Iceland Moss, Soluble, etc.

WALTER, BAKER & CO'S.

Table listing various chocolate products like Premium No. 1, Baker's Vanilla, etc.

Table listing Spanish Tablets, German Sweet Chocolate, Grocers' Style, etc.

Table listing Cocoa products like Pure Prepared boxes, Cracked, etc.

Table listing Breakfast Cocoa, Broma, and other cocoa products.

GIBSON & GIBSON'S

Table listing Sydney Gibson's Cocoa, Dr. Clarke's Cocoa, etc.

COFFEE.

GREEN c. per lb.

Table listing coffee products like Mocha, Old Government Java, etc.

WHOLE ROASTED OR PURE GROUND.

ELLIS & KEIGHLEY'S.

Table listing coffee products like Java, Java and Mocha, etc.

TODHUNTER, MITCHELL & CO'S

Table listing coffee products like Excelsior Blend, Our Own, etc.

J. W. COWAN & CO.

Table listing coffee products like Standard Java, Standard Imperial, etc.

EXTRACTS.

Table listing Dalley's Fine Gold, Star, etc. with prices.

FIRE LIGHTER.

Table listing Star Fire Lighter with price.

FLUID BEEF.

JOHNSTON'S, MONTREAL.

Table listing Fluid Beef cases with prices.

FRUITS.

Table listing Currants, Filatras, Patras, etc. with prices.

Table listing Dates, Persian boxes, Figs, etc. with prices.

Table listing Prunes, Raisins, Valencia, etc. with prices.

Table listing Raisins, Valencia, Eleme, etc. with prices.

Table listing Royal Layers, Loose muscatels, Imperial cabinets, etc.

Table listing Lemons, Malaga boxes, Blue, Fine Dehesas, etc.

Table listing Apples, Dried, do Evaporated, etc. with prices.

LICORICE.

Table listing Licorice products like Young & Smylie's List, etc.

LARD.

Table listing Fairbank's Refined Compound, In Butter Tubs, etc.

MUSTARD.

Table listing Mustard products like Ellis & Keighley's, Durham, etc.

NUTS.

Table listing various nut products like Almonds, Brazil, etc.

PICKLES & SAUCES.

BRYANT, GIBSON & CO'S, TORONTO

PICKLES.

Table listing various pickle and sauce products like John Bull, Chow Pic'le, etc.

PRODUCE.

Table listing Dairy products like Butter, creamery, etc. with prices.

BOTOFOTOPETO.

| | | | | |
|--|--|---|--|--|
| <i>Prices current, continued—</i> | | Silver Gloss, crates, 6 lb. boxes... 6 1/2 | Paris Lump, bbls and 100 lb. bxs ... 5 1/2 | Gold Flake, 1-5, 6 lb boxes..... 70c |
| Butter, pound rolls..... 0 17 0 18 | | Silver Gloss, 1 lb chromos..... 6 1/2 | " " 50 lb. boxes..... 5 1/2 | " " 1, 5 " "..... 70c |
| " large rolls..... 0 14 0 16 | | Satin, Starch 1 lb chromos..... 7 | Extra Ground, bbls..... 5 1/2 | " " 1-10, 5 " "..... 80c |
| " store crocks..... 0 14 0 16 | | No 1 White, barrels & halves..... 4 1/2 | " " less than a bbl..... 6 | " " 1 fancy tins..... 70c |
| Cheese..... 0 10 1/2 0 11 1/2 | | Benson's Canada Prepared Corn..... 7 1/2 | Powdered, bbls..... 5 1/2 | " " 1 "glass jars..... 41c |
| COUNTRY | | Canada Corn..... 6 1/2 | " " less than a bbl..... 5 1/2 | Hand Made 1-5, 6 lb boxes..... 65c |
| Eggs, fresh, per doz..... 0 17 | | Rice Starch, 1 lb..... 8 1/2 | Extra bright refined..... 4 1/2 | " " 1 " 6 " "..... 68c |
| " limed..... 0 14 0 15 | | BRITISH AMERICA STARCH CO BRANTFORD. | | " " 1 fancy tins..... 68c |
| Beans..... 1 20 1 50 | | 1st quality white, 8 lb. cartons..... 5 | Bright Yellow..... 4 1/2 | " " 1 "glass jars..... 40c |
| Onions, per bbl..... 2 25 2 50 | | Lily White gloss, crates..... 6 1/2 | Medium..... 3 1/2 | " " 1 glass jars..... 75c |
| Potatoes, per bag..... 0 42 0 55 | | Brantford gloss, 1 lb..... 7 | Brown..... 3 1/2 | Raw..... 3 1/2 |
| Hops, 1890 crop..... 0 11 0 13 | | Lily White gloss, 1 lb chromo..... 6 1/2 | SYRUPS AND MOLASSES. | |
| " 1891..... 0 18 0 22 | | Canada Laundry, Boxes..... 4 1/2 | SYRUPS. Per lb. | |
| Honey, extracted..... 0 08 0 10 | | Pure Prepared corn..... 7 1/2 | bbls. 1/2 bbls. | |
| " section..... 0 12 0 16 | | Challenge Corn..... 6 1/2 | D..... 2 1/2 | GRANULATED SMOKING TOBACCO. |
| PROVISIONS. | | Rice Starch, fancy cartons..... 8 1/2 | M..... 2 1/2 | Uncle Tom, 1-5, 6 lb boxes..... 45c |
| Bacon, long clear, p lb..... 0 07 1/2 | | " " cubes..... 7 1/2 | B..... 2 1/2 | " " 1-10, 6 lb " "..... 45c |
| Pork, mess, p. bbl..... 13 75 14 00 | | KINGSFORD'S OSWEGO STARCH. | | LONG CUT SMOKING TOBACCO. |
| " short cut..... 15 50 16 00 | | Pure Starch— | bbls. 1/2 bbls. | |
| Hams, smoked, per lb..... 0 10 1/2 0 11 | | 40-lb boxes, 1, 2, and 4 lb. pack'g's 8 | V.B..... 2 1/2 | Wig Wag, 1/2, 6 lb boxes..... 41c |
| " pickled..... 0 10 0 11 | | 36-lb boxes, 3 lb. packages..... 8 1/2 | E. Superior..... 2 1/2 | " " 1-5, 6 lb " "..... 43c |
| Bellies..... 0 10 0 11 | | 12-lb " "..... 8 1/2 | XXX..... 3 1/2 | " " 1-10, 6 lb " "..... 45c |
| Rolls..... 0 08 1/2 0 09 1/2 | | 38 to 45-lb boxes..... 8 | FINE CUT CHEWING TOBACCO. | |
| Backs..... 0 10 0 10 1/2 | | Silver Gloss Starch— | Golden Thread, 5 & 10 lb pails..... 95c | |
| Lard, Canadian, per lb 0 09 1/2 | | 40-lb " 1, 2 and 4 lb packages. 9 | Globe, " "..... 90c | |
| Hogs..... 5 00 5 40 | | 40-lb " 1/2 lb package..... 9 1/2 | Victoria, " "..... 75c | |
| Tallow, refined, per lb..... 0 05 0 05 1/2 | | 40-lb " 1/4 lb package..... 10 | High Court, " "..... 70c | |
| " rough..... 0 02 | | 40-lb " assorted 1/2 and 1/4 lbs..... 9 1/2 | Jersey Lilly, " "..... 65c | |
| RICE, ETC. Per lb | | 6-lb " sliding covers..... 9 1/2 | Golden Thread, 1-16 " Foil in 1/2 gro. | |
| Rice, Aracan..... 3 1/2 4c | | 38 to 45 lb boxes..... 9 | boxes, per gross..... 9 05 | |
| " Patna..... 4 1/2 5 1/2 | | Oswego Corn Starch—for Puddings, | Solace " 1-16 " Foil in 1/2 gro. | |
| " Japan..... 5, 5 1/2 | | Custards, etc.— | boxes, per gross..... 6 05 | |
| " extra Burmah..... 3 1/2 4 | | 40 lb boxes, 1 lb packages..... 8 1/2 | CIGARS—S. DAVIS & SONS, Montreal. | |
| Grand Duke..... 6 1/2 7 1/2 | | 20..... 8 1/2 | Sizes. Per M. | |
| Sago..... 4 1/2 5 1/2 | | ST. LAWRENCE STARCH CO'S | | Madre E' Hijo, Lord Landsdowne \$80 00 |
| Tapioca..... 5 1/2 | | Culinary Starches— | | " " Panetelas..... 60 00 |
| SPICES. | | St. Lawrence corn starch..... 7 1/2 | | " " Bouquet..... 60 00 |
| GROUND. | | Durham corn starch..... 6 1/2 | | " " Perfectos..... 85 00 |
| Pepper, black, pure..... \$0 12 1/2 15 | | Laundry Starches— | | " " Longfellow..... 85 00 |
| " fine to superior..... 10 15 | | No. 1, White, 4 lb. Cartons..... 5 | | " " Reina Victoria..... 80 00 |
| " white, pure..... 20 28 | | " " Bbls..... 4 1/2 | | " " Pins..... 55 00 |
| " fine to choice..... 20 25 | | " " Kegs..... 4 1/2 | | El Padre, Reina Victoria..... 55 00 |
| Ginger, Jamaica, pure..... 25 27 | | Canada Laundry..... 4 1/2 | | " " Conchas de Regalia..... 50 00 |
| " African..... 18 18 | | Ivory Gloss, six 6 lb. boxes, slid- | | " " Bouquet..... 55 00 |
| Cassia, fine to pure..... 18 25 | | ing covers..... 6 1/2 | | " " Pins..... 50 00 |
| Cloves..... 14 25 | | Ivory Gloss, fancy picture, 1 lb | | " " Longfellow..... 80 00 |
| Allspice, choice to pure..... 12 15 | | packs..... 6 1/2 | | " " Perfectos..... 80 00 |
| Cayenne..... 30 35 | | Patent Starch, fancy picture, 1 | | Mungo, Nine..... 35 00 |
| Nutmegs, " "..... 75 1 20 | | lb. cartons..... 7 | | Cable, Conchas..... 30 00 |
| Mace..... 1 00 1 25 | | SUGAR. c. per lb | | Queens..... 29 00 |
| Mixed Spice, choice to pure..... 30 35 | | Granulated, cane 15 bbls or over..... 4 1/2 | | Cigarettes, all Tobacco— |
| Cream of Tartar, fine to pure | | " less than 15 bbls..... 5 | | Cable..... 7 00 |
| STARCH. | | " beet, 15 bbls or over..... 4 1/2 | | El Padre..... 11 00 |
| EDWARDSBURG STARCH CO. LIMITED, | | " less than 15bbls..... 4 1/2 | | Mauricio..... 15 00 |
| MONTREAL. c. per lb. | | GLOBE TOBACCO COMPANY. | | DOMINION CUT TOBACCO WORKS, MON- |
| No. 1 White, 4 lb cartons..... 5c | | CUT SMOKING TOBACCO. | | TREAL. |
| Canada Laundry..... 4 1/2 | | Per b | | CIGARETTES. Per M. |
| | | The Old Flag, 1/2 lb. in 5 lb. boxes. 70c | | Athlete..... \$7 50 |
| | | " " " 1 lb. Fancy Tins..... 70c | | Puritan..... 6 25 |
| | | " " " 1/2 " " "..... 41c | | Sultana..... 5 75 |



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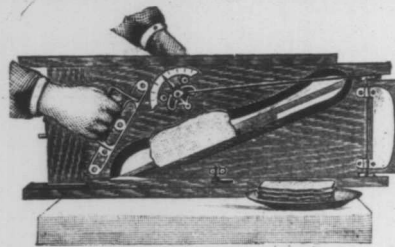
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