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VOL. V.

TORONTO, JUNE 12, 1891.

No. 24

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THE CANADIAN GROCER
& GENERAL STOREKEEPER

PUBLISHED WEEKLY
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Published in the interest of Grocers, Canners, Produce and Provision Dealers
 and General Storekeepers.

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TORONTO, JUNE 12, 1891.

No. 24

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SPECIAL TO OUR READERS.

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

The tradesmen in the east end of Toronto (across the Don) have commenced a Wednesday halt holiday movement of their own, and on Wednesday of last week a large number of grocers and butchers were closed for the afternoon. There are some who have not yet fallen in line, but it is probable they will be found in the ranks very shortly. Let us hope that success will reward their efforts and that the movement will grow, cross the classic Don and extend to the westerly limits of the city.

* * * * *

That "there is many a slip between the cup and the lip" appears likely to be illustrated in the upshot of the agreement between the wholesale and retail associations of this city as to the trade discounts on starch. That agreement a fortnight ago seemed to lack nothing but formal declaration on the part of the Guild. It lacks more than that now, for it seems as if its most important concessions would be disallowed. It is understood that the one dissenting local Guild is that of Quebec, which is reported to take exception to every clause but that specifying the discount on 50-box lots. Ten-box lots and twenty-five box lots are the ones that it most concerns the average grocer to have

discounts upon. The fifty-box lot is a concession not to the average trader but to the would-be jobber or intending price-cutter. The grocer with the ordinary prospect of a direct consumptive demand before him will seldom buy in 50-box lots. The agreement with only this concession left in it would be emasculated.

* * * * *

The long time that has elapsed between the meeting of the conference and the announcing of the partial result so far reached, does not tend to inspire confidence in the consideration which the Guild is supposed to have for the retail trade. Disappointment is not the result which is most likely to convince the trade that a temporizing policy has not been pursued. The suspense in which retailers have been kept since the conference seems to have been unnecessarily prolonged, and is very worrying. It is enough that uncertainty as to the sugar tariff should keep the grocers for months in a state of exasperating hesitation, without the addition of vexations incident to the long-pending starch discounts. Traders do not buy enough starch to last them over the immediate present, and are bothered making several orders for a quantity of starch that in a settled state of the market would be bought in one order.

* * * * *

If the concession as to the sugar discounts were not tied to the problematical question of the sugar duty, and were either fully granted or definitely refused, there would perhaps be more patience on the part of the trade to wait for the settlement of the starch discounts. But as everything is yet in statu quo there is nothing to make the trade feel at all sanguine. The sugar trade is doubly complicated, however, and if the discount on ten barrel lots were unreservedly granted it is unlikely there would be much freer buying before the determination of the duty. There is therefore not so much inconvenience in the delay in deciding about the sugar dis-

counts as in deciding about the starch discounts. The only thing is, that since neither have yet been granted, there is a feeling of mistrust that either will be.

* * * * *

The fact that the agreement seems to have been wholly approved by every local Guild but one makes its mere partial adoption look unreasonable. The Dominion Guild it appears, adopts only what has the support of all the local Guilds. This looks like taking action only upon a unanimous vote, whereas it is taking action upon the minority vote. In the case where the minority vote is the smallest it can be, as it is said to be in the present instance, the Dominion Guild is really ruled by one of its constituent parts. It is not a unanimous vote where the decision of five is reversed by one.

* * * * *

The decision of the Retail Grocers' Association of this city, to await further advice from the Guild before proceeding by any other course to obtain the concessions sought, was well advised. To have recourse to the manufacturers before it was quite clear that nothing could be gained by waiting a little longer on the Guild, might prejudice the chances of gaining their end either way. It is more dignified, as well as more prudent, to give sufficient time. That the Toronto wholesale grocers were acting in good faith, and were willing to do what they assented to at the conference, is plain from the fact that many of them have lately been selling starch subject to the unsettled discounts. Mr. Gibson spoke truly at the last meeting, as Mr. White had done at the meeting before, when he said that the tendency of the fifty-box concession was to insert a wedge of discord into every retail grocers' association in the country, dividing it into two classes of grocers, with widely divergent interests. Only the truth of that remark should have been as fully recognised and admitted when Mr. White made it a month ago.

MEN OF THE TIMES.

MR. J. W. LANG.

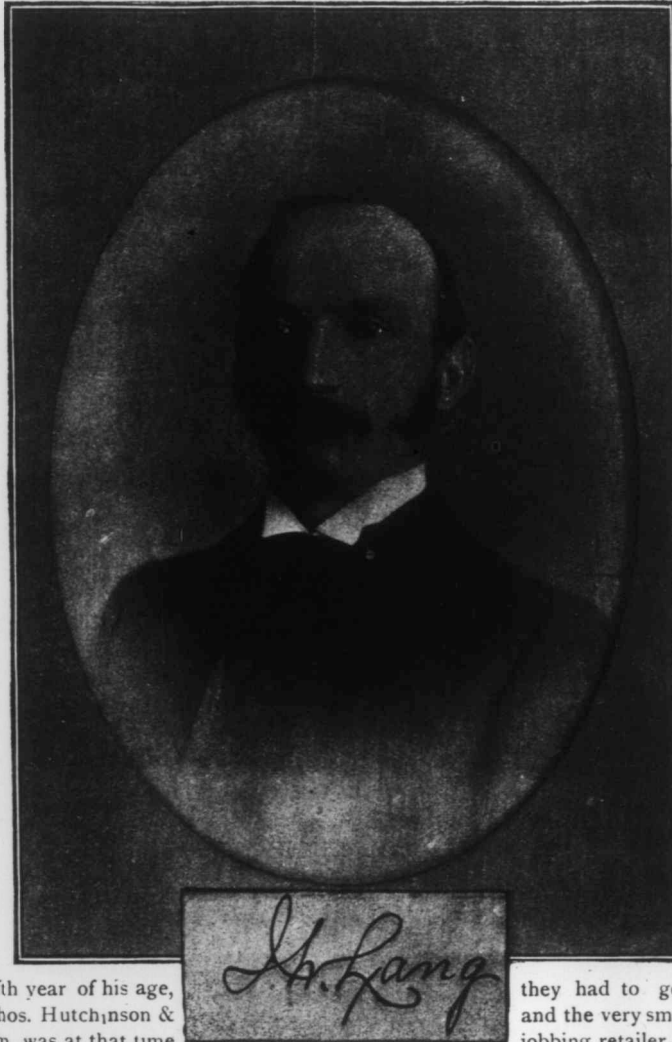
Overt and apparent virtues bring forth praise.—BACON.

The evolution of the wholesale grocer from the message boy, by the mere unfolding of what was inherent in the subject of the process, was always difficult, and was never accomplished in any but selected specimens of business manhood. In the struggle from the foot to the top there is always a larger proportion who go to the wall than there is of those whose competitors are all at the top. It has always been harder to get to the summit than to stay there. And the difficulty of graduating from the lowest post in a retail grocery store to the highest in a wholesale grocery store has been growing greater during the last ten years. The partition between the two branches of the trade is much harder to flush over now than it was a few years ago, and those who by their own unaided efforts have been able to get over deserve more credit than if the feat had been done some years earlier than it was.

One of the prominent additions from the retail to the wholesale trade is Mr. J. W. Lang, senior partner in the firm of J. W. Lang & Co., wholesale grocers, Toronto. He became a wholesale grocer seven years ago. Mr. Lang is now in middle life. He was born in the county of Armagh, Ireland, and was but six months old when his parents came to Canada. They settled in Toronto, and all of Mr. Lang's life, with the exception of about five years, has been spent in Toronto. His commercial career began in the twelfth year of his age, when he entered the service of Thos. Hutchinson & Co. as a message boy. This firm was at that time the largest retail dry goods house on King street, and did an extensive business. His next situation was with James Fleming & Co., seedsmen, with whom he began as a message boy and with whom he stayed until he became their foreman. He went from Fleming's to Niagara Falls, where he was eighteen months in charge of a grocery store. This position he quit to accept another in Toledo, where he spent a year. From Toledo he went to Philadelphia, took a position in a large seed house there and was doing well, when news of his only brother's death called him home to Toronto. While there his old house,

James Fleming & Co., made him an advantageous offer. He accepted it and remained with them a year. He then concluded to go into business on his own account. In 1871 he opened a grocery store on the market square and continued to trade there till 1884, when he moved to his firm's present warehouse on Front street., and entered the arena of the purely wholesale trade.

He had worked up a fine jobbing trade on the market square which had become too large in its extent to admit of its being continued in the original seat of its growth. He therefore launched into the



wholesale trade. The step was no small one and required nerve at the particular moment it was taken, owing to the universal run of hard times. Business was terribly cut up and competition was so keen that a large number of lines were being sold at and under cost. Yet Mr. Lang had come to stay, and despite the difficulties, he has weathered the many commercial storms, and to-day holds an enviable position in the trade. His connection extends from the eastern limits of Ontario to the Pacific coast. This large business Mr. Lang carries on alone, and it

must severely task one man to do it. Starting with a very small capital, he has made good use of his time and money.

In Mr. Lang's twenty years' experience in the grocery trade of Toronto he has witnessed many changes, and can account probably as well as any man in local trade for the difference between the push and enterprise of to-day and that of the early seventies. The improved streets in the city are a more important cause than most people would imagine. So bad they were in Mr. Lang's early days as a grocer, that the game was thought hardly worth the candle if an order had to be delivered across the Don or as far away as the corner of Bloor and Lippincott streets. Jobbing orders received from points no further away than these were not valued highly because of the difficulty of delivering them. If a team went beyond the Don with a load it was hard to say when it would return.

Another respect in which the trade of these times differs from that of Mr. Lang's early recollections is in the matter of collections. Travellers in those times would set out on a tour of the city retail stores on Monday morning, and would bring in with their orders considerable cash that they had received on account. Dealers then regularly made weekly payments, but now they pay nothing before their bills become due, and Mr. Lang's experience is that there are larger accounts carried now with the city retail trade than there were when money was paid in these weekly instalments. Weekly payments have disappeared before the present terms.

Then, too, the purely wholesale trade did not bother with the smaller retail grocers. If the latter wanted to trade they had to get stock from some other source, and the very small grocer brought into existence the jobbing retailer. The jobbing retail dealers have not now the same atmosphere of circumstances in which to subsist. Hence the difficulty of retailers making their way into the wholesale circles. One thing that has ministered to this result has been the formation of guilds and other trade organization, which regulate terms and prices.

Mr. Lang is Vice-president of the Excelsior Insurance Company, a member of the Toronto Board of Trade, and a member of the Dominion Guild. He served his country during the Fenian raid at Ridgeway, and was six months on the frontier at Sarnia.

THE CREDIT SYSTEM.

Credit versus cash has been the theme of endless discussions, nevertheless the subject appears to be an inexhaustible one. The following paper on the credit system appears in the American Storekeeper for May, and is from the pen of Mr. Hervey S. Dale:

Let us look into the history of the credit system for a few moments.

The oldest record of credit we find in the history of China. Banks of deposit and discount existed there 2800 B. C., and as the existence of banks denotes a high state of development of commerce and of confidence, we may reason that credit, in that deliberate and slowly progressive country, was ages in maturing before it culminated in the establishment of banks. In 800 B. C. we find interest laws enacted for the production of borrowers, and 500 B. C. the Chinese government issued paper money. We find in the earliest history of Egypt and India credit transactions recorded. We read of the Hebrew women, 1500 B. C., going out into the wilderness glittering with jewelry and trinkets borrowed from their Egyptian neighbors; nor is this mentioned as a novel occurrence.

History gives us no actual statement as to when and where the first actual credit transaction took place. That this occurred at an early period, when man was in a semi-civilized state, and incapable of reducing traditions and events to writing, we may readily take for granted. The most ancient writers lead us to conclude, by inference at least, that credit was not only contemporaneous with them, but even more ancient than they. In Athens and other commercial centres of Greece, the credit system was not unknown. The rights of capitalists was strictly guarded, though they were heavily taxed. Money was obtainable and money lenders were numerous, but interest was high. Indorsing for one another seems to have been customary then as in modern times, for we find laws pertaining to the liability of the indorser.

In Rome the credit system flourished. There were many rich people, composed mainly of nobles, who never turned a deaf ear to the poor applicant. In the Europe of the Middle Ages, we find the first banks established by the rich trading centres of Genoa, Venice, Hamburg and Bremen. From the time of the establishment of these, we may date the growth of commerce and credit. As banks cannot flourish in communities where confidence does not exist, we must assume that the conditions in Europe had undergone a change for the better.

Holland, in the seventeenth century, had better credit than France or England, and, up to the reign of, Queen Anne, she continued to be the first commercial nation. After that England was in the ascendancy, and has maintained it ever since; and its credit, at

home and abroad, from that time to this, has always been the wonder and amazement of other nations.

We are shown that a high state of credit marks a corresponding degree of civilization. Savages and the ruder tribes of uncivilized countries hardly know what credit means, and have no word even expressive of its meaning. Only where probity and ownership of property exists, and where rightful possession is defined by a higher law than that of the individual standard, can credit flourish. In the matter of property and ownership the savage is like a child; everything within his reach he appropriates, and neither scruples nor asks questions. Of what we term honor the savage has none, and truth he is a stranger to—with strangers particularly.

In all civilized communities we find credit, but its use is found to vary according to the intelligence and education of the people. Credit is given liberally by the Chinese, we are told. They are thrifty in their ways, and understand the accumulating properties of little grains of sand better than any other people. No bankrupt laws exist in China, but debtors are liable to corporal punishment. Not paying one's debts is a disgrace, and the debtor is practically "drummed out" of business. The whole nation "settles up" at New Year's day, which comes usually in February. It is said that China never had a panic, and that in times of failure of crops and famine, the government furnishes liberal aid to the sufferers, although recent events do not corroborate this statement.

Credit has an aptitude for good and evil; it can be benign or malignant in turn, but its existence is a sure mark of progress in the social scale. How it slowly ripened, bearing fruit in the shape of bonds, stocks, bank and government notes, loans and mercantile credits would be difficult to trace. We exchange our earnings for the flimsy bits of paper with a trust that is most wonderful, and the wonder is that credulity does not oftener outstrip performance. But this modern credit is the creation of our own confidence, withal, and in the course of its development has struck deep roots in the very heart of the State.

Now let us glance at the credit system in its relation to commerce. Some one has aptly said: "Commerce is the offspring and at the same time the support of civilization." Wherever we find the one we always find the other. Commerce came with the growth of civilization, the latter being the cause, and the former the natural result. This we must accept as a fact, although to-day we might almost be inclined to believe that commerce was the cause, and civilization the effect.

But commerce does not stand as the agent or representative of civilization in doing this grand work of civilizing and educating. While she performs this work, and does it well, it is foreign to her real purpose and apart from her real mission. The purpose of commerce is not of a philanthropic nature; it has no such motive. Self interest and the hope of personal aggrandizement are its incentives, and these furnish the motive power for its penetrating and aggressive tendencies.

Thus we see that civilization and commerce are so closely allied that it is difficult to determine which one leads or follows.

When we consider the relationship of commerce and credit, we find the line of demarcation even more indistinct. They are of simultaneous growth, and the existence of one always implies and is indispensable to the other.

It might be argued that commerce could exist without credit. Possible on a very limited scale. Every commercial or mercantile transaction is based on credit at some point. Your confidence causes you to rely on the statements made, and you credit these statements. You may buy a barrel of St. Louis flour and pay cash for it, but there is a credit implied nevertheless. What makes you pay the cash for the flour before you have actually examined the contents of the barrel, weighed it on your scales, and satisfied yourself from other sources that the flour was made in St. Louis, and not in Minneapolis, as claimed? You see, even in your cash transactions, credit is given. In the above case the buyer gives all the credit and takes all the chances, whereas, in the ordinary credit transactions, the flour being sold on time, both buyer and seller give credit. They have mutual confidence in each other that each will do as he agrees. Here then we have the synonym for credit: mutual confidence.

The marvellous progress and development of this country is the wonder of the world, and our own amazement finds no limit; but as the great factor in helping to bring about this condition, our credit system, extending as it does to every nook and corner of this great continent and beyond it, is no less worthy of remark, and commands the admiration of those capable of a just conception of its importance.

Credit flourishes in proportion as people have confidence in each other. What creates it with us here in this country, is, that greater opportunity is afforded for making money, and this, joined with our natural ability as traders and aptitude of improving opportunities, is what gives faith and mutual confidence in each other.

We are recognized the world over as a nation of traders. To deserve this encomium and to build up this reputation for ourselves, has settled us in the conviction that we possess superior advantages, as well as talents, in our methods of money making. These are the elements that contribute to the development of our credit system, and capital, consisting either of money or goods, feels not only safe in the return of the principal, but has assurance also of interest or profit. This furnishes the fundamental principles on which credit is established.

All our large enterprises, our large corporations, and undertakings of both a private and public character, are due to, and have been possible only through, the medium of our credit system. The capital to operate and further these enterprises is contributed in a large measure, by many, although a few large capitalists generally take the lead. But both small and large investors have confidence and are willing and eager to trust their accumulations to the management of others, in the expectations of fair returns. To this confidence, to this facility for obtaining credit, it is due that companies can be founded for the purposes most useful and beneficial. It is not the individual ownership of money, but credit, that bridges the morass, spans the land with iron rails and the sea with copper wires, and is building, spinning, making and gathering all that can be built, spun, made or gathered.

Restore goods to their proper places as soon after using as possible.

ASSOCIATION DOINGS.

TORONTO RETAIL GROCERS' ASSOCIATION.

The regular monthly meeting of the Toronto Retail Grocers' Association was held in Richmond Hall on Monday evening. The President, Mr. Barron, was in the chair. The following other members were also present: Messrs. Thackray, Sykes, Roberts, Binnie, Westren, Clark, Booth, Calhoun, Mills, White, Gibson, Saunders, Copeland, McCulloch, Lindsey, Williamson, F. Britton.

The minutes of last meeting were read, and upon the motion of Mr. Mills, seconded by Mr. Roberts, were confirmed.

The officers' roll-call was answered by all but the treasurer and Mr. Donald. The treasurer put in an appearance later.

NEW MEMBERS.

Mr. Thackray proposed Mr. Hudson, Mr. Heywood and McCulla, the latter two of Chatham. He moved, seconded by Mr. Gibson, that in these cases the election by-law be suspended.—Carried.

Mr. Gibson proposed Mr. Geo. Michie of King St.

Upon the motion of Mr. Thackray, Mr. Copeland, proposed at last meeting, was elected to full membership. Mr. Copeland is the successor to W. M. Milligan on the market.

COMMUNICATIONS.

The secretary read the following :

A copy of his notice to the Sunlight Soap Company that their prices were being cut by a dry goods house in the city; the reply of the soap company thanking the association for the information, stating that action had been taken in the matter in advance of the notice, and giving assurance that the practice was stopped; a copy of a letter to the soap company from the dry-goods house in question, pleading ignorance of the fact that liberty was not allowed to cut prices, and promising to do no more of it.

A letter from the Business Men's Association of Oshawa, asking what were the objects, expected advantages and other details of the scheme of federation with Toronto Association.

The reply of the Chatham Association to the circular inviting affiliation, the Chatham body in its reply naming its delegates and forwarding their fees. The delegates were Mr. Haywood and Mr. McCulla, who were admitted as members of Toronto Association at the beginning of the meeting.

The reply of the Mayor of Toronto to the resolution concerning the telephone service, promising to lay the resolution before the next meeting of the City Council.

From the Halifax Association, acknowledging the receipt of the secretary's reply to a former question as to admitting butchers into membership.

From the Montreal Association, enclosing a copy of a resolution to support the Toronto Association in its patronage of the St. Law-

rence Refinery only, for granulated sugar, and advising the Toronto body of its readiness to send delegates to the convention when the date should be made known.

From Windsor grocers, who have decided to organize, and ask copies of by-laws, constitution, etc., of the association in Toronto.

From the Guild, stating that the starch discounts had been approved by the Dominion Guild, that they were now under the consideration of the local guilds, and that the Toronto Guild as one of these had adopted the discounts; also that the discount on ten barrel lots of sugar was unanimously approved by the Dominion Guild, but was held in abeyance pending the action of the Government upon the duty.

A second letter from the secretary of the Guild, informing the Association that all the local Guilds had been heard from on the starch discounts, and all had agreed to allow a trade discount of 5 per cent. on 50 box lots, and that no decision with reference to the other clauses in the agreement had been arrived at.

From the secretary of the London Retail Grocers' Association inquiring if certain persons were to be found in this city, their whereabouts being a matter of interest on account of their being delinquent debtors of London grocers.

Another letter from the same association state that the persons had been located in Sarnia.

From the Trenton Association asking if they should continue the circulation of the petitions to have the duty removed off sugar, and asking if the petitions should be forwarded from Trenton direct to Ottawa, or to the Toronto Association. The same letter referred to a movement on the part of the Trenton body to get a reduction on freight from the west, and expressed a hope that the Toronto Association would lend its assistance.

The foregoing letters were received. Those of the Sunlight Soap Company, the Oshawa Association, the Mayor, the Halifax Association, the Windsor Association, the London Association, the Montreal Association, were, upon the motion of Mr. Thackray, seconded by Mr. Mills, ordered to be placed on file, the secretary having replied to them in the interval between this and the last preceding meeting.

THE DRY GOODS CUT ON SOAP.

Mr. Gibson would like to know if the selling of Sunlight soap at 7c. by a dry goods firm, had been owing to any special prices such firm had been able to purchase at.

Mr. Sykes rose to say that an agent of the Sunlight Soap Company had informed him that this dry goods house had come to get soap from the Company in the following circumstances: The dry goods house was getting out a pamphlet of which it proposed to distribute 3,500 copies, and to make it pay had obtained advertisements from other businessmen as part of its matter. The

Sunlight Soap Company had been asked to take a hundred dollars, worth of advertising, and finally did take a space. The dry goods house took soap in payment.

Mr. White asked the following pertinent question: Had this association sought the intervention of the manufacturers of the soap to hold up the price? He thought it a principle to which this association had committed itself, that it was wrong of manufacturers to fix prices. If it were right to ask this soap company to make and maintain a price on its goods, why would it be wrong to ask the refiners of sugar to prescribe and uphold a price on their sugars?

Mr. Roberts, who had moved the resolution to write to the Sunlight Soap Company, said his object was not to get their support for prices, but to have a stop put to the practice of supplying a dry goods man.

No further reference was made to the matter.

THE STARCH DISCOUNTS.

Mr. Mills felt that the two communications from the Guild were irreconcilable with each other, but subsequently saw that they were written at different stages of progress in the consideration of the discounts.

Mr. Gibson said there were various reports as to what local guilds held out. Some said Quebec only, some said Montreal as well, and others Kingston also. He would go in for treating directly with the manufacturers. He would prefer to take no concession rather than take that on 50-box lots. In granting that he deemed it to be the policy of the Guild to divide every retail grocers' association into two warring camps, with the average grocers on one side and the large ones on the other. By so dividing them he believed the Guild aimed to destroy the solid opposition that was developing in the trade through the medium of associations. He therefore believed it wrong to accept the single concession that was granted, as that was simply a means of taking away the opposition of the big retailers.

Mr. White entirely agreed with Mr. Gibson as to the effect of the discounts, and referred to his own expression of the same opinion at the last meeting.

Mr. Mills did not apprehend that an appeal to the manufacturers would be satisfactory, as it was an appeal to the manufacturers that brought the matter into its present position, the manufacturers having referred to the Guild, and the Guild having sought the conference of which these terms were the outcome. On Friday he had learned from an employe of a wholesale house that any retailer could buy starch in 100-box lots from the manufacturers at the same terms as the wholesalers could.

Mr. Gibson moved, seconded by Mr. Williamson, that the last communication be returned to the Guild, and that the Association hereafter treat with the manufacturers only.

Mr. Booth did not like to see the Guild condemned hastily. The Guild as a whole

could not be held responsible for what one of its divisions did, in a matter which the Dominion Guild had no control over.

Mr. Gibson had seen Mr. Ince, the President of the Guild, who told him that every local Guild except that of Quebec had given in, and that he would instruct the secretary that it was the Guild's purpose to carry out the whole agreement with reference to the starch discounts. Two meetings of the Toronto Guild had been held since then, and somehow two more dissenters got added to the list. Mr. Gibson thought the Guild had rued its liberality, and wished to exaggerate the opposition that the discounts had met.

Mr. Mills was of Mr. Booth's opinion. The Dominion Guild was favorable, the Toronto Guild was favorable, and others could not be forced.

Mr. Gibson said that starch was now being sold upon the pending terms.

Mr. McCulloch and Mr. Barron, the president, had bought starch under the discounts in question.

Mr. Booth said this showed the Toronto Guild was sincere.

Mr. Mills favored waiting, and first inquiring of the secretary of the Guild if there were any prospect of further concessions.

Mr. Gibson said the Guild showed wonderful celerity and unanimity in the adoption of anything that was hostile to the retailers, as in the last changes in general terms, etc.

Mr. Roberts asked, if the discounts were being conceded in practice, what more was wanted?

Mr. Mills, seconded by Mr. Booth, moved an amendment to Mr. Gibson's motion, that action be delayed on the starch question until further advice is obtained from the Guild.

The amendment divided the meeting equally, and was carried by the president's casting vote.

THE CONVENTION.

The secretary read the report of the executive committee upon the proposal for a convention. It recommended: 1st. That a convention be held in the interests of the retail grocery trade. 2nd. That only members of associations be invited. 3rd. That the secretary write to all associations asking them to suggest questions for discussion at the convention. 4th. That a committee be named to carry out the details. 5th. That \$200 be set apart for the use of this committee. 6th. That the matter be brought before not a special meeting, but the regular June meeting of the association.

Upon the motion of Mr. Gibson, seconded by Mr. Williamson, the report was received and the committee discharged.

Mr. Clark moved, seconded by Mr. Booth, that the report be considered clause by clause.—Carried.

The first clause was carried unanimously.

The second clause evoked lengthy discussion. Mr. Mills did not think the convention should be limited to members of or dele-

gates from Associations only. The good done would not be far-reaching enough.

Mr. Westren said there were certain persons under the thumb of the wholesalers, to whom they were indebted, and these were generally not members of associations. To make the convention a motley assemblage, in which there was no controlling principle, such as a constitution, would probably be the means of admitting interests sinister to those of the independent retail trade.

Mr. White did not consider that men outside of associations were more pliable in the hands of the wholesale trade or the Guild than men inside associations.

In amendment to clause 2, Mr. Booth, seconded by Mr. Sykes, moved that all bona fide retail grocers be allowed to speak and vote at the convention.

Mr. Williamson said that since they had concluded to take their topics from retail grocers' associations, it would be hardly in keeping with that decision to have such topics voted upon by members of the trade who were probably hostile to associations.

Mr. Westren moved in amendment to the amendment, that they invite all grocers to come and speak, but limit the voting to members of the association and of associations affiliated.

Mr. Gibson could not see how the secretary could write to all the grocers of the country. Why should any association send in money to affiliate if it thereby obtained no privileges over those who did not send in any?

Mr. Sykes would like to see the convention on broader lines, so as to secure the most and the best results. They aimed to have papers read by specialists upon various subjects, such as book-keeping, the guild, etc., and could not take too wide a scope to make the best selection. Special fares etc. will no doubt be secured, and let as many be brought in as can be persuaded to come.

Mr. Gibson held that no grocer or general merchant was too isolated to belong to some association and therefore be eligible to attend. The most remote grocer in Canada can join the Toronto Association or the one nearest him.

The amendment to the amendment was then put and carried.

Clause 3 was passed without discussion.

Clause 4 was passed without discussion, and the following committee was, upon the motion of Mr. Clark, seconded by Mr. Mills, appointed to look after the details of the convention: Messrs. Donald, Radcliffe, Westren, Binnie, Roberts, Booth, Sykes, Gibson, Mara, Thackray, Barron, Saunders, Butcher, White, McCulloch, Britton, Williamson, Mills.

Clause 5, recommending the appropriation of \$200 for the use of this committee was carried, on the motion of Mr. Williamson, seconded by Mr. Clarke.

The last clause had been acted upon by the committee in not calling a special meeting.

The convention is therefore so far determined, that it is to be held, that all grocers are to be invited but only members of the Toronto Association or its affiliated branches be eligible to vote at it, that the secretary will ask for suggestions as to topics from all associations, that the committee named proceed with the details of the convention, and that \$200 be placed to their credit for this purpose.

THE PEDDLERS' BY-LAW.

Mr. Williamson reported that the committee instructed to interview the Mayor had made no progress, and for the two following reasons: The street car business blocked out everything else in the first place, and in the second the death of the Mayor's little daughter made it difficult to urge the matter at the present moment.

Mr. Mills moved, seconded by Mr. Gibson, that the matter be left in the hands of the same committee and finished this week, as it was a very important interest that was involved.—Carried.

THE CANADIAN GROCER.

Mr. Gibson said that under the head of new business he would like to refer to an article that had appeared in the last issue of THE CANADIAN GROCER. The article he meant was entitled "False Brands in Pickles." He desired to express his approval of that plain-spoken reference to a most dishonorable practice, and liked well not only the exposure of the fraud, but the laying of the proper share of blame at the doors of wholesalers who would keep such stock. The article was one of the best things he had ever read, and he was pleased that THE GROCER had the enterprise to look into the claims of these people to be English makers. It was with much pleasure that he moved that the thanks of this Association be conveyed through the Secretary to THE CANADIAN GROCER.

Mr. F. Britton was a hearty seconder of the motion, which was carried unanimously.

THE PIC-NIC.

Mr. Williamson moved that a pic-nic be held this year as formerly. He could not see that the convention could well be held before Exhibition time. It would be mean not to hold a pic-nic this year, as both customers and wholesalers had liberally patronized pic-nics of the grocers in the past. He would cheerfully undertake his share of the work in preparing for one.

Mr. Binnie seconded the motion, and Mr. F. Britton spoke in support of it.—Carried.

Mr. Gibson and some others suggested the idea of an island pic-nic, but the suggestion was not urged nor acted upon.

Mr. Williamson moved, seconded by Mr. Britton, that Messrs. Barron, Gibson, Thackray, Clarke, McCulloch, Booth, Sykes, Binnie, Britton, Calhoun, Roberts, Mills and Cope-land, be a committee with powers similar to

those given to the pic-nic committee of a year ago, to get up the pic-nic this year. — Carried.

THE PREMIER'S FUNERAL.

Mr. Mills spoke of the death of Sir John Macdonald, whom he characterized as one of the greatest men of his time. He was not a party follower of the deceased Premier, but he could give ungrudging tribute to his memory, and would move that the stores of the association be closed from 1 to 5 p.m. on Thursday, the hours between which the funeral would be held.

Mr. Britton, in seconding the motion, recalled the time of President Garfield's death, when not only the shops of the grocers were closed in this city, but many of them were also draped.

The motion was carried.

Upon the motion of Mr. Gibson, seconded by Mr. Booth, a copy of the resolution was ordered to be sent to the city papers.

The meeting then adjourned.

WHAT TO SAY IN AN ADVERTISEMENT.

The advertiser—I am referring to the general advertisers in the majority of local papers—fails to change his advertisement because he procrastinates. It seems to be one of those business chores that can be postponed. He decides to write a change of matter as soon as he reaches his desk. That good resolution lasts until his morning's mail gains his attention. Postpones the job until after dinner. In the afternoon business callers drop in, claim attention, and the day slips by. Next day is a repetition of the one before. If he had plenty of time in which to write advertisement copy, the chances are that he wouldn't advertise. Pushing for and getting his share of trade make him a busy man.

Carelessness is another factor. No tradesman will buy a bill of goods to the amount of \$100, place the goods on his shelves and make no further effort to sell them. But this is practically what many an advertiser will do with a \$100 space in his local paper; contract for the advertisement and let it run week after week without change of matter.

An almost daily inquiry is, "What shall I say in my space?" or "What's the best thing to say in my advertisement?" I invariably reply that the very best, the most sensible, the proper thing to put in the advertisement is exactly what is said over the counter to the customer.

And why? A business man who is selling goods puts his best foot foremost when he has his customer before him. It is his opportunity. He has the buyer's attention. The seller must—if ever—make his opportunity tell. If the buyer proves to be a non-buyer this time, he may ever afterward remain a non-buyer. The seller will say the best things he can call to mind about his wares or of the article under inspection. He may explain its process of manufacture, its finish, its

strength, or other points well to be mentioned. All these may help the customer to decide and the merchant to effect his sale. But the plague of it all seems to be that while he can talk fluently, sensibly and convincingly with, so to speak, his foot on his native heath, the moment he puts pen to paper to write his advertisement copy his facts and reasons seem to him poor, weak and out of place in print, and he falls back on the stereotype phrases of "Large Stock," "Big Bargains," etc.

Just there is where he makes his mistake. The facts he mentioned, the points he urged, the particular virtues held in commendation are the claims he should bring to the attention of so wide a field of readers—and buyers—as the paper will supply.

Then there is the fear of saying or doing something that may be considered "infra dig." "Our firm doesn't do that style of advertising," "We mustn't compromise the dignity of the firm," "It has too much the appearance of so-and-so's advertisement," etc. Just so long as the advertiser is afraid to cut adrift from the old strings, just so long will his advertisement remain prosy, dull and unattractive.

Often an advertiser remarks that he could sail right in and write easily and freely if he could only get a text—something to start out with for a catch word or heading. Very well. It isn't everyone that has the knack of bringing to mind a taking phrase. Look one up. The best place to look is right in the middle of some bright article in the best newspaper you can lay your hands on. It is surprising how easy it is to cull out a good heading after you have picked up the idea of how to do it. Run your eye down the column. Presently a group of words will strike the eye, and one can almost intuitively supply the matter to follow and the application of it to the business on hand. A few minutes' search will supply a dozen texts which allow of any amount of latitude if the writer can only grasp the opportunities afforded.

In writing advertisements as far as possible use everyday phraseology. Don't believe that you're compelled to write pure English—though the best English is none too good. Drop the "attention of readers is called to our stock," &c. The attention of buyers is what you need, and you'll have their attention the moment you succeed in convincing them that you will give, and continue to give, a bigger dollar's worth of a better article than your competitors. Don't try to be too familiar, if you're at all known in the community, and if you're a success as a business man you're bound to be well known, but talk in your advertisement just as you talk to your customer face to face. As far as writing advertisements goes, it will come a great deal easier than trying to pound your ideas and thoughts into a shape that you are not familiar with.—F. H. Dobbing, in Rowell's Advertisers' Manual.

ARTHUR P. TIPPET & CO., ST. JOHN, N. B.

This live firm have recently moved from the premises so long occupied by them to a much more commodious place, and have patterned their sample room after the New York style. Mr. A. P. Tippet was the pioneer "Manufacturers' agent" in St. John and has for years represented leading English and Canadian houses, the principal English ones being such well known firms as: J. S. Fry & Sons the great cocoa manufacturers, The United Alkali Association who manufacture over three-fourths of all the alkali products that are shipped from Great Britain, E. Lazenby & Sons who have a reputation of more than 100 years as the leading English house in their line, J. & G. Cox, whose gelatine is known everywhere, Wilhelm Laaff of Mayence, and a number of Continental houses. The rapid increase in their business in western Canada has compelled them to establish special agents in the leading cities, and we hear with pleasure that they will open an office in Toronto shortly in charge of Mr. Joe. H. Tippet who has been for years with the Eddy Mfg. Co., of Hull, and leaves them to take charge of the Toronto branch. Hitherto Mr. D. McIntosh has looked after their interest in Toronto and will continue to do so, until Mr. J. H. Tippet arrives. In the Lower Provinces this firm represent such well known firms as The Eddy Mfg. Co., The Canada Meat Packing Co., The Morse Soap Co., W. Wilson, etc.

SUGAR JOBBING IN NEW YORK.

New York jobbers doubtless have anything but an enviable experience in the handling of refined sugars. Between the erratic movement of refiner's prices and the complaints from the retail trade of indiscriminate "cutting" by neighbors, the nerves of the persons whose duty it is to look after the sugar department are severely taxed. However, there is abundant evidence that the local trade are not alone in this unpleasant experience. In nearly every city of any importance many of the retailers are using sugar as a "leader," sometimes selling the sweet straight at cost and frequently at a slight loss to customers who may purchase a stated quantity of tea, coffee or other profitable goods. In Chicago, it would seem that the "bazaar" stores are working the greatest mischief, and one of the wholesale grocers has sent out a very sharp circular bearing upon the matter. Naturally the alleged evil brings about more or less quiet agitation; but formulation of complaints and vigorous demonstration of the unbusinesslike methods is doubtless easier than discovering a remedy. The refiners on one hand and the guilty retailers on the other practically ask, a la the Boss Tweed, "What are you going to do about it?"—N. Y. Bulletin.

Work can always be found in a store without double-million microscope.

THE KEY NOTE

Of the great popularity the "Hillwattee" teas and "L. P. & Co.'s" Coffees and Spices enjoy lies in the fact that these articles are of special character and excellence and can always be relied on.

Our "Specialties" this week will be bargains in Prunes, Figs, Syrups, Molasses and Japan Tea, latter from 15c. to 18c. Samples and quotations sent on application.

We are quoting Valencias very cheap also La Vierge and Shell brands of Castile soaps.

LUCAS, PARK & CO.,

Wholesale Grocers and Importers,
73 McNab St. North, Hamilton, Ont.

THE Snow-Drift Baking Powder COMPANY.

All chemical tests made of the Snow Drift Baking Powder Company's Spices and Mustards show them to be Pure, if so represented. Grocers will do well to note this fact.

The Snow-Drift Baking Powder Co.,
BRANTFORD.

KOFF NO MORE.

Watson's Cough Drops are the best in the world for the throat and chest; for the voice unequalled. "R. & T. W." Stamped on each drop. Write

R. & T. WATSON, TORONTO,
for Prices, etc.

Mention THE GROCER.

DURABLE PAILS AND TUBS.



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.

LOCKERBY BROS., WHOLESALE GROCERS, MONTREAL, P. Q.,

ARE OFFERING THIS WEEK

SUGARS. { Barbadoes
TEAS. { and
Cuba

MOLASSES.

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

Canned Salmon, Lobsters, Mackerel and Oysters.

HUDON, HEBERT & CIE., WHOLESALE GROCERS

— AND —

WINE IMPORTERS,

NO TRAVELLERS ON THE ROAD.

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

Special for Picnic Season.

Cunningham De Fourier Co.s' Camp Pie, Wild Boar's Head, Irish Sausages, Collard Head Potted Meats.

EVERY FIRST-CLASS GROCER SHOULD HAVE THESE GOODS.

TURNER, ROSE & CO., Montreal.



BEST GOODS IN THE MARKET.

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

PUT UP BY THE MOFFATT PACKING CO.,
MONTREAL.



STERLING

SMOKING

CURRENCY

CHEWING

One **2** of

Our Most Popular

Brands.

Empire Tobacco Co.,

Montreal.

BRAZEN PILFERERS AND SNEAK THIEVES.

There are two classes of people given to 'picking and stealing' in grocery stores. First, there are those who familiarly and openly sample things, such as cheese, fruit, sugar, nuts, etc., and do it with an air of frankness that makes the offence quite decent-looking. They may eat a pound of nuts or a small measure of apples, but so long as they do it before your face, you are the person who ought to blush if you should chance to find fault about it. Then there is the class of people who do the thing slyly. They feel mean about it and would be crushed if you caught them. Between the two the grocer has little choice to make. The candor which disarms you and the dexterity which baffles you are about equally hard to match.

"Talking about petty thefts," said the proprietor of a corner grocery the other day, "some time ago a young man used to come into my place for a large loaf of bread every day. To my knowledge he never bought anything else. Now, about that time I had a goodly quantity of prunes on hand, and in order to push them out I accorded them a very prominent position. I suppose this young man had a partiality for prunes, for every day when he came for the bread he helped himself to a handful. This went on for several days, and although I was anxious to dispose of the prunes, I could not rest and let them go out without some return in the shape of cash. What was I to do? I did not like to speak about it, and I did not want to withdraw the prunes. I had no screens or glass tops suitable. So one day I thought I would fix him. I emptied the box of prunes out, and, taking a single handful, I thoroughly dosed them with cayenne pepper and put the handful back into the box. I guarded them carefully all day to prevent any one but the right party getting them, and when he came in I gave him all the chance he wanted at my prune box. The bait took. Probably thinking that this was his last chance, he helped himself freely, and when he had left the store I consigned the remainder of the fruit to the dust bin. I heard afterwards that he drank quite a lot of water that night, but this I know: He comes into the store now and he does not seem to want to touch anything for fear it might be loaded."

That young fellow was of the sneak variety. The other sort is described in the following true occurrence: An old man who dealt with a general storekeeper in the country many years ago, used to get his tobacco by an off-handed way he had of stealing it. The tobacco was cut stuff and kept in a barrel. This the old man would go to every time he came in, and would fill his pipe and put a large handful in his pocket, talking all the time in an absorbed sort of way, as if he were doing the most natural thing in the

world. A youth who had often observed the old man do this, substituted another barrel for the one usually visited, put some straw in and covered the surface with loose tobacco, in which was scattered a little gunpowder. The next was the old man's last stolen smoke. No, the explosion did not kill him, but it made a reformed tobacco thief of him.

MONTREAL GROCERS' ASSOCIATION

A largely attended meeting of the Montreal Grocers' Association was held in the Mechanics' Institute on the evening of the 4th inst. Mr. E. D. Elliott, the president, in the chair. The subject which they met to consider was the holding of their annual picnic on July 5. Some discussion took place as to where the picnic should be held, Ste. Rose seeming to meet with most favor. Ultimately a committee was formed to report to the meeting the various localities suitable for a picnic, so that a choice may be made.

HALIFAX RETAIL GROCERS' ASSOCIATION.

There was a good attendance of members at the last monthly meeting of Halifax Retail Grocers. Several minor matters were disposed of. Letters were read from some wholesale grocers, cordially approving of the basis of the association's work. One special good which had been accomplished was the relief which had come from the annoyance of petty accounts by their dealing only with the trade and the avoidance of "deadhead" customers. A resolution was adopted by the association reiterating its determination to stand firmly together and patronize only those wholesale dealers who confine their dealings to the trade. There are a number of houses, it is stated, who take orders from householders in contravention of the frequently expressed wishes of the association. The victuallers of the city have signified their desire to affiliate with the association in so far as a participation in the system of deadheadism detection is concerned.

A MODEL EMPLOYER.

I know a business man, not farther from the Custom House than one could sling a cat by the tail, who is what I call a model employer. His business is such as to require the taking of stock every month. This necessitates the employees working a part of one Sunday in the month. What does the employer do? How does he repay his employees, and show his gratitude for their faithfulness? He not only pays them, but he has them go to one of the leading hotels and have a good dinner at his expense. Sometimes this man's employees have to remain a few minutes, a half hour or an hour over time, at night, in order to get work done. This merchant shows his appreciation by having an account of all this over time kept, and his employees are paid for it. Are his employees better employees for the treatment? Yes, I think they are, for more than one of them has said to me: "There isn't a thing in the world I wouldn't do for him,"—his employer. They love and respect him.—New England Grocer.

ALL GROCERS SHOULD SELL
THE

**Royal
Dandelion
Coffee**

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

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.

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.

**THE CHISHOLM
PLANT BOX.**

OAKVILLE ONT.

**MUNN'S PURE
BONELESS
CODFISH**

The finest on the market. Packed in 10 lb., 20 lb., and 40 lb. Boxes. Tied up neatly in 2 lb. bricks. Every brick is guaranteed full weight and Genuine Codfish.

**TASTY
ECONOMICAL
DELICIOUS**

Send for Sample at once.
STEWART MUNN & CO.,
MONTREAL.



**STUART,
HARVEY & Co.**
Importers and

WHOLESALE GROCERS

A Large and Well-Assorted Stock of
Teas, Sugars and General Groceries
HAMILTON, ONT.

FOR THE
HOME, PICNIC,
CRUISE, or CAMP
The "STAR BRAND" delicious
HAMS & BACON

CAN BE HAD FROM ALL THE
BEST GROCERS
F. W. FEARMAN,
Hamilton, Ont.



**HUCKINS
SOUPS**

Require only to be heated. Prepared with great care from the best materials. Have enjoyed the highest reputation for more than 32 years.

Send us 20 cents, to help pay express, and receive, prepaid, 2 sample cans of these Soups, your choice.

TEST FREE

J. H. W. HUCKINS & CO.,
Sole Manufacturers, Boston, Mass.

Tomato, Mock Turtle,
Ox Tail, Green Turtle,
Pea, Julienne,
Beef, Vermicelli,
Chicken, Terrapin,
Macaroni, Consommé,
Okra or Gumbo,
Soup and Bouilli,
Mullagatawny.

**RICH AND
PERFECTLY SEASONED.**

SOLD BY ALL LEADING GROCERS.
LEONARD H. DOBBIN, MONTREAL. Sole Agent for Canada.

Ram Lal's Indian Teas.

Stock is the same always, no variation.
Price is moderate for such high grade Teas.
Ram Lal's always shows the grocer a nice profit.
No weighing or parcelling these package Teas.

When grocer once gets Ram Lal's into a family no other tea is used henceforth. No Tea Peddlers can buy it Ram Lal's is the best blend of Indian Tea the world produces.

JAMES TURNER & CO., - - **Hamilton.**
WHOLESALE AGENTS.



The grocers of Dundas are forming an association for mutual protection.

Mr. R. K. Miller, general merchant, St. Helen's, Ont., gave the GROCER a call on Friday.

Messrs. Garland, Elliott & Co of Sault Ste. Marie have opened a branch store in Fort William.

The butchers of Cornwall, Ont., have petitioned for exemption from the observance of the early closing by-law.

The retail grocers of Hamilton will hold their picnic on July 15 at either Oakville, Port Dover or Grimsby.

Messrs. Oppenheimer Bros, wholesale grocers, Vancouver, B.C., are making great improvements in their warehouse.

Mr. Robert Barron, one of Toronto's big retail grocers, received a very large import order of fancy groceries on Monday.

A Glasgow cheese dealer who was in Toronto on Monday said that the cheese market was too high, that factories here would have to come down to 8c.

Burglars tried to effect an entrance into Mr. Friendship's grocery, Kingston, the other night. They tampered with the lock of the door, but were not able to break it.

Mr. C. Haist, Campden, Ont., has sold his store and property to Mr. Isaac Moyer, public school teacher, who intends to carry on the business in connection with his teaching.

The merchants of Pakenham have decided to give the early closing idea a trial, and during the summer months will close their stores at six o'clock on Tuesday and Friday evenings.

Nixon Bros. and R. D. Beal's general stores at Nictaux Falls, N. S., were burned the other morning. The buildings and stocks are a total loss. Beal's stock was insured for \$900.

Sir John A. Macdonald first practised law at Picton, the business men of which place guaranteed him £100 a year. When he left at the end of the year they offered to make it £200, but he removed to Kingston.

Mr. J. A. Laidlaw is building a fine new cannery, with a capacity of about 25,000 cases, at the head of Woodward Slough, Lulu Island, B.C. It will be completed in time for this season's work.

Messrs. Steel, Hayter & Co., of 11 and 13 Front street, Toronto, growers and importers, have obtained the contract for the supply of Indian tea for the Department of Indian Affairs. This is the first time Indian teas

have been used, and proves that the Government are fully alive to the merits of the British grown product.

Mr. W. H. Storey, Acton, has been on a fishing trip up in the Indian Peninsula. He owns several timber limits in that district.

The stock of Mr. Geo. J. McKill, Simcoe, Ont., sold to Messrs. Northway and Anderson, was, through an error, reported in our issue of three weeks ago to be a bankrupt stock. It was not a bankrupt stock.

Messrs. John Thompson and T. I. Ford have formed a partnership and opened a general grocery in Moncton, N.B. Both were railway men, Mr. Thompson having also some experience in the wholesale grocery trade of St. John, N.B.

Mr. W. J. Wilson's general store and post-office at Greenway, Ont., was burned to the ground the other evening. The fire had gained such headway when discovered, and spread so rapidly that nothing was saved. Mr. Wilson's loss will be several thousand dollars over the insurance.

Hon. Mr. Bowell, replying to Mr. McMullen, in the House of commons, said that on the 1st of May last there were, according to the returns, the following amounts of sugar in bond: Halifax' 15,546,098; Moncton, 4,578,175, Montreal, 38,754,899; making a total of 58,879,172 pounds.

Sugar is being smuggled from the United States to Kingston. A citizen went up street the other day with a bag on his back. A friend said: "What are you doing?" The reply showed that he was clearing \$2 per day in handling saccharine matter.

At the Ingersoll cheese market, on Tuesday, thirteen factories boarded 2,600 boxes May cheese. Sales as follows: 100 at 8½c.; 112 at 8¾c.; 2,000 at 8¼c. Good representation of salesmen, but small board on account of several having sold during the week.

Mr. S. Dayton, merchant of St. Mary's Ferry, N. S., paid last winter and this spring \$9,000 in cash for potatoes, besides what he got in exchange for flour, groceries &c., Mr. Dayton shipped the whole in carloads to the States, and did very well; he says his potatoes commanded both quick sales and good prices.

At the Peterboro' cheese board, on Tuesday, about 3,000 cheeses, the last half May make, were put on offer. On first selection Mr. Claxton bought six factories at 8 1-2c. On second selection Mr. Flavelle took eight factories at the same price. On the third selection Mr. Cook took several factories at 8 7-16c. Mr. Flavelle bought about 260 cheeses, Lindsay section, at 8¾c. The few small factories remaining unsold were sold to Mr. Claxton at 8¾c. The buyers present were Messrs. Claxton, Wrighton, Cook, Fitzgerald, and Flavelle.

At the last meeting of the council of the Montreal Board of Trade, the final draft of the constitution and by-laws of the Butter and

Cheese association, recently formed in connection with the Board of Trade, were approved. The question of insolvency legislation was brought up and discussed at length. The chairman was requested to name a committee to confer with any body which might take up the question of "An act for the distribution of insolvent estates," the said committee to report from time to time any proposed action to that end. The chairman selected Messrs. J. P. Cleghorn, Charles P. Hebert J. A. Cante, James Slessor and Robert Bickerdike, all of whom as members of the council, have given the matter their earnest consideration for many years past.

Walter Baker & Co., Boston, Mass., have opened a Canadian branch office at 6 Hospital street, Montreal. Mr. W. G. Simmons has charge of it and Mr. S. B. Hopkins will still act as travelling representative. A GROCER representative called at their office a few days ago and spent a half hour learning much about the cocoa and chocolate trade. They are carrying a full stock of grocers' chocolate goods and confectioners' chocolate. This will give Canadians a convenient chance to get goods of this firm's, and Josiah Webb & Co.'s, who also have an office there. There could be no more central office in the city, and our subscribers will all learn some good points on chocolate and cocoa if they take advantage of this Canadian office.

A BANKRUPT LAW NEEDED IN NEW BRUNSWICK.

The St. John, N. B., Board of Trade last week the pressing need of a good bankrupt law was discussed. Bills of sale and judgments can be held back in New Brunswick, great costs had to be incurred to force the collection of a debt, dishonest traders could and did assign to friends when pressed for payment. Instances were given of men who bought goods from several wholesalers at once, and before pay day, transferred them to some friend and laughed at their creditors. Goods were known to be assigned in original packages. At the next meeting of the Board the Solicitor General and the resident members of the local legislature are invited to be present to hear the opinions of the Board as to the need for such a law.

STORAGE FREE AND IN BOND.

Customs Entries Passed, and goods stored at lowest rates. Special facilities for shipping goods to all points. Goods MARKED and WEIGHTS and GUAGES taken CORRECTLY. You can save DOUBLE FREIGHTS by keeping Teas, Sugars and other heavy goods with us.

BLAIKLOCK BROS, Agents,
17 Common St., MONTREAL.

One Trial

Will convince you that the "MALLAWALLA" blend of Pure Indian and Ceylon teas is something delicious and a sure favorite with black tea drinkers, 1 lb. and 1-2 lb. tin foil packages, 50 lbs. in a case. If you want the best buy "MALLAWALLA."

DIAMOND BAKING POWDER in ¼, ½ and 1 lb. tins is more satisfactory and nets you a better profit than any first-class powder on the market.

Merit tells, "Wherever sold it has been a repeater." Have you tried it?

W. H. GILLARD & CO.,
WHOLESALE GROCERS, HAMILTON, ONT.,
 Agents for Canada.

ALL GROCERS SHOULD SELL
 THE

**ROYAL
 DANDELION
 COFFEE**

Manufactured by
ELLIS & KEIGHLEY,
 TORONTO.

**W. A. McCLEAN
 & CO.,**
 OWEN SOUND

OFFER TO THE TRADE
 LONG CLEAR
 BREAKFAST
 SMOKED BACKS
 SMOKED BELLIES
 SPECIAL ROLLS

BACON

Write for Quotations.

JAMES E. BAILLIE,
PORK PACKER, TORONTO.

Hams, Breakfast Bacon Rolls.



GANONG BROS.,

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MANUFACTURERS OF THE



CHOCOLATES.

N. K. FAIRBANK & CO.,

COMPOUND



REFINED LARD.

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

Condensed Mince Meat.

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

Will not ferment in warm weather.

Sells at all seasons by all wholesale grocers.



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

Packed in ¼ and ½ gross cases.

Sole manufacturer for Canada.

Ask your wholesale grocer for it.

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

GEO. MATTHEWS

-PACKER and CURER.-

HAMS

BACON

LARD

PORK

PURE LEAF LARD A SPECIALTY.

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



TORONTO MARKETS.

TORONTO, June 11, 1891.
GROCERIES.

The backwardness of the weather is a check to trade. All the crops are below the stage of progress they should have reached had the rain come earlier and the weather been more uniformly warm. To a considerable degree also the death of the Premier has retarded business this week. The ruling circumstances have been generally unpropitious to trade, and this may be numbered with the dull weeks. Buying has not been spirited in any line. In nearly everything the business done is an aggregate of small orders. Considerable speculation is indulged in, not only as to the personnel of the new Cabinet but also as to its trade policy, many believing that there may be modifications in that at present followed, which were perhaps not contemplated by the late Premier. Trade will be slightly unsettled until the political uncertainties shall have cleared away.

CANNED GOODS.

The volume of stock that has moved into retail hands within the week is considerably smaller than the average weekly output for last month. The market exhibits no other feature that was not equally distinct a week ago. Nearly everything is firm, and in very many lines there is a marked scarcity of stock. The demand has made quite a set in the direction of gallon apples, which are in small compass, the exhaustion of raw stock turning the attention of the trade quite sharply to the canned fruit. A round lot of good brand went out on Monday at \$3, and small lots are stiff at \$3.25. Peaches have taken a downward turn. The price kept off buyers and stocks did not dwindle into the proportions they were expected to be at by this time. Consequently 2's are quoting on this market \$2.40 to \$2.50, and 3's at \$3.50 to \$3.75. Generally favorable reports of the growing crop have had an unfavorable effect upon the market. Canned peas are unchanged at \$1.40 to \$1.50 for last pack, but there is some 1889 stock going at \$1.25 to \$1.30. Tomatoes are nearly out of stock. The lowest figure is \$1.50. Corn is steady at \$1.10 and upwards. Salmon is moving quietly at \$1.40 to \$1.55. New pack salmon is offering freely, but jobbers are not eager to do a future business, the proviso of the packers 'subject to pack' being a stumbling block in the way of trade. The experience of a year ago does not encourage jobbers to be at all precipitate in contracting.

COFFEE.

The usual rate of demand has marked the trade of this week. Roasters report business very good. In raw the sales of Rio have been the best, at easier prices, viz., 21½ to 22½c. A limited trade in Java and Mocha has been done.

DRIED FRUIT.

Valencia raisins are the most interesting stock now. The market for them is quite demoralized, stock being purchased at prices to suit the buyer from 4¼c. up. The warm weather depresses prices, as there is an

abundance of low-grade stock which will not keep well through the summer months. The best ordinary off-stalk Valencias are to be had at 6c., while selected are steady at 7 3/4c. The New York market is spineless, as stock is abundant. Currants are firm, and the position of stocks makes present prices liable to hold. There is no change from 6¼c. in barrels. There are prunes yet, and it is surprising how they hold out, as some houses have been out quite a long time. There are cases and bags yet on the market, the former selling at 8½ to 10½c., the latter at 7 3/4c. to 8c. There is a good demand for them.

NUTS.

This week has been practically a gap in the nut trade, scarcely any demand from the trade having been heard from. Prices are unaltered.

RICE AND SPICES.

The price of rice has hardened very perceptibly. Though quotations to the trade remain the same from here—that is, 3¾ to 4c. for Aracan—the stock could not be got from the mills for much below the under figure now. It costs \$3.80 laid down here from Montreal in 1,000-bag lots. The lack of Japan and the limited quantity of Aracan in the country are the causes of the firmness. Spices are featureless and steady.

SUGAR.

The supply of sugar is still ample in most grades here, but it threatens to become soon nearly as limited as the demand. One of the refineries has closed temporarily, to await further developments either of sharpness in the demand or of distinctness in the plans of the government. Those plans are enveloped in deeper uncertainty because of the virtual interregnum in representative government. Ideas that were not strong in the late Cabinet may become paramount in the new one, and guessing has less to go by in undertaking to say what the duty on sugar will be. In the meantime the pressure of the fruit season is beginning to be felt in the situation. The first shipment of Canadian strawberries was put upon the market on Monday. The summer demand will therefore be more or less active from now on. The trade are buying more freely in small lots under the action of the opening consumptive demand, postponement of the budget and scarcity of stock. The quantities bought in 15-barrel lots are the exception, as there is a mistrust that if there is any change in duty it will come into effect at once. Dark yellows have become very scarce, and there is hardly a barrel of N.B. in stock and it cannot be got from the refiners. It quotes yet at 5 to 5.20, while medium is 5 to 5½c. Granulated is unchanged, at 6¾c. for 15-barrel lots and 7c. for smaller quantities.

Willet & Gray, New York, in their weekly sugar statistical, say: Raws—The position is peculiar. Receipts have been heavy, and refiners have so large stocks, with so much more in transit, that they are not in position to take on any more stock until the demand for refined becomes more active. Hence an urgent necessity to sell a small lot of raws meets with a poor response, and results in a decline like that noted to-day. If more sugars are pressed for sale the decline will be established, even although it is against the present interests of refiners to have lower prices for raws. The European markets are inclined to be firmer in consequence of an improving consumptive demand, and quite independent of any expected demand from America, which is not likely to be felt in Europe for some time to come. Cuba stocks rose again this week to 196,000 tons, by cable advices, against 193,000 tons last

week, and 156,000 tons last year, and the cabled prices are 1-16c. lower—say 3 1-16c. for Muscovados, and 3¾c. for centrifugals. We see no encouragement in the raw market for the week.

SYRUPS AND MOLASSES.

Molasses is scarce and there is a better tone to prices, though but a small demand is heard from. In syrups the trade is light, dark, medium and bright being out of stock with most of the wholesalers.

TEAS.

A fairly active demand for teas is reported. Prices rule as a week ago for low grades, Young Hyson quoting from 18c. up, Japan 15c. up and Congou 15c. up. New Japan stock from the S.S. Parthia's cargo has reached here. It is up to the quality of the samples received which were average. The prices of this shipment range from 26 to 35c. New Japans are being picked up quite freely by the local trade, as the market is not by many means well supplied with the same grade of old crop tea. The local demand for Indian and Ceylon teas continues steady. There is little of interest to report from the London market, prices showing little or no change, trade being dull. Indian teas were in short supply, but Ceylons were plentiful, and the averages obtained for the latter were the lowest touched during the past twelve months. From Calcutta private advices state that there is a good demand for all descriptions, and prices show a considerable advance over those paid for early invoices last year. Quality in cup is fully up to the average, but the leaf is rather inferior, and wanting in tip. But this is always the case with first of the season's teas.

A writer in the London Oracle says: "The depressed feeling in the tea market in the earlier part of the week has, in a measure, subsided, and a rather firmer tone is apparent at the close. Prices of China Congou gave way soon after my last week's notes, and the prices then ruling induced buyers to operate more freely, still the quantity which changed hands is not large. Advices from Hankow state that purchases of Ninchow are being effected for Russia at extraordinary prices, up to 3s. 10d., also that supplies are small. Under present prospects no important arrivals are expected here until the middle of July. Scented teas show no alterations."

PETROLEUM.

Nothing has happened to change the state of the market here, which is steady, under the operation of a seasonable demand. Prices are fairly firm.

The Petroleum Advertiser reports: Petrolia crude, \$1.37¼ per barrel; Oil Springs crude, \$1.38¼ per barrel. The market is quiet, but firm. No transactions of any account have taken place. No new developments by the drill are reported, although

EXTRA STANDARD

Granulated Sugar

6 3-4 CENTS IN ANY QUANTITIES.

P. C. LARKIN & CO.,

WHOLESALE GROCERS,

32 Wellington East, Toronto.

**THE
BOYCOTTED
WHOLESALE GROCER.**

The boycott which the Wholesale Grocers' Guild have endeavored to enforce against me, has not had the effect they predicted, and I am prepared to offer Sugars and all other lines of Goods as heretofore.

My price for

EXTRA GRANULATED SUGAR

For one or more barrels
Is Twenty cents per hundred less than the

COMBINATION

And my quotations for other Goods are equal to, in all cases, and lower in most cases than those offered by

GUILD HOUSES.

DISCOUNTS--

Are one and one-half per cent. off Sugars, Syrups, and Canned Goods. Three per cent. off General Goods.

The Guild Discounts are only one per cent. off Sugars.

Send for quotations of any special lines you may be open for.

SUGARS, TEAS,

SYRUPS, TOBACCOS,

MOLASSES,

BAKING SODA, SAL. SODA

JAPAN RICE, RAISINS,

CURRENTS,

FRUITS OF ALL KINDS,

SPICES, NUTMEGS,

BAKING POWDERS,

CREAM TARTAR,

BROOMS, BRUSHES,

and WOODENWARE,

And all other Goods in the Grocery line.

I call your special attention to my **Uncolored Japan Tea at 15c.**

JAMES LUMBERS

Wholesale Grocer,

67 Front St. East,

TORONTO, ONT.

ALL GROCERS SHOULD SELL
THE

**Royal
Dandelion
Coffee**

Manufactured by

ELLIS & KEIGHLEY,

TORONTO.

TO GROCERS.

SIMCOE CANNING COY'S

Goods are warranted first-class.

PUSH THEM.

Order through your wholesale
House.

LIVER COMPLAINT CURED--DOUBLE PROOF.



Thanks sincerely. I have derived the GREATEST BENEFIT from St. LEON WATER. It has cured me completely of constipation and Liver complaint. My sister has also used it for indigestion and headache, and says it is the best thing possible. I recommend it as being indispensable.

MADAME E. DUPUIS,
St. Catharine st., Montreal.

June 15th the Palace Hotel will be opened at the Springs. Come, all despairing of life, and joy will be yours.

M. A. THOMAS,
Hotel Manager.

St. Leon Mineral Water Co., Ltd.,
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BRANCH—Tidy's Flour Depot, 164 Yonge St.

General Storekeepers

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Subscription Price \$1.00 per year.

Send for Sample Copy to THE DRY GOODS REVIEW Co., 6 Wellington St. West, Toronto.

EVERY MAN who has

any ambition to rise in the Grocery Trade should buy a copy of

"TEA, AND THE SCIENCE OF BLENDING"

An accurate knowledge of Teas will bring you to the front quicker than anything else.

R. S. McINDOE, 24 Front St. E.,

PRICE 1.00.

TORONTO.

"REINDEER BRAND."

Condensed



MILK.

"I am satisfied that the original milk from which the "Reindeer Brand" is prepared is of unusual richness. In point of flavor, color and consistency it leaves nothing to be desired."—DR. OTTO HEHNER, Hon. Secy. of Socy. of Pub. Analysts, London, Eng.

For OUTINGS of all sorts try "Reindeer Brand" CONDENSED COFFEE. Ten hundred out of every thousand consumers pronounce it "EXCELLENT." Sold by First-Class Grocers everywhere.

The Truro Condensed Milk and Canning Co., Ltd.,
Manufacturers,
Truro, Nova Scotia

MARKETS—Continued.

several good strikes are anticipated. From the shipments of last month it will be seen that the output of oil from this town in not by any means on the decline, but, on the contrary, keeps fully as large as any previous year. Refined remains unchanged, and may be quoted at 10c. in bulk or 13c. in barrel f. o. b. here.

DRUGS AND CHEMICALS.

The week's business has been limited. Trade in most lines is flat. Prices are steady at the quotations of a week ago.

BUTTER AND CHEESE.

This market continues to receive a liberal supply of butter, and the quality keeps up very well. There is a probability that prices will be higher shortly, the want of rain having told unfavorably on the growth of pasture. The receipts, though still sufficient, show a falling off from those of last week. Choice rolls (large) bring 12½ to 13c., while for rolls below the standard necessary to bring a price within these figures are bought as low down as 10c. The large rolls continue to be the best value going. Dairy tub: must be unexceptionable to bring 14c. Pound rolls are 15 to 17c., and are in just sufficient supply to be rather firm. All prices are slightly lower than they were a week ago, but they seem to have, for the present, got to the end of their downward tendency, and are now looking upward. Creamery butter of the May and June make has been selling at 18 to 19c. at the factory.

Cheese is quiet at 10c., and there is little demand for it.

It is reported that Mr. Wenger, Ayton, bought the Durham May make of 75 packages at 18c. for shipment to Vancouver, B.C. Mr. Brill, Guelph, has bought the Agricultural College May and June, and the Newstadt make for the season. He now controls the Teeswater, Walkerton, Breslau and Mildmay factories, and is negotiating for several others. He expects to handle about 7,000 packages of creamery this season.

COUNTRY PRODUCE.

BEANS—Are quiet and moving only in small quantities, which change hands at \$1.50 to \$1.80 according to quality.

DRIED APPLES—Are 7¼ to 8¼c. and in fair demand.

EVAPORATED APPLES—Are 12 to 13½c., not in particularly active demand and plentiful.

EGGS—Are firm and in good request at 12½c.

HAY—Runs at \$10 to \$11 for medium and choice timothy.

HIDES—Are steady at 5 to 5½c. for No. 1 green, with the lower price the prevailing one. Cured go off at 6¼c.

HONEY—Is steady, 7 to 10c. being paid for strained and 14 to 16c. for sections.

HOPS—Are quiet at 35 to 38c.

OATS—Are ruling higher, 50 to 51c. being paid now.



"White as Snow."

Surprise Soap makes all linens, cottons and laces sweet, pure white.

"Surprise Soap" is unequalled by any other in the ordinary ways of washing either by soaking or boiling the clothes or both; but the best results are obtained by following the directions according to the "Surprise way." All we ask is to give it a fair trial (without boiling or scalding) and see if SURPRISE SOAP does not make every piece look like new, taking out streaks, stains and all of the yellowish look that other Soaps are sure to give when garments get a little old.

The St. Croix Soap Mf'g Co.,
St. Stephen, N. B.

Branches:

MONTREAL: 17 St. Nicholas St.

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

ONIONS—Are \$2 to \$2.25 per barrel, scarce and in very moderate demand.

POTATOES—Are scarce and firm, but owing to the ups and downs in the rate of supply prices are variable. Car loads are \$1.05 to \$1.15, and out of store lots are \$1.15 to \$1.25.

SKINS—Are \$1.25 to \$1.50 for good sheep, and 6 to 8c. per lb. for calf.

STRAW—Moves very slowly at \$6 to \$8.

WOOL—Is dull at 18 to 19c.

FISH.

The fish market is still inactive. Stocks are light, the demand low and prices rather high and firm. The prices remain as quoted a week ago. There is a little better demand for lake herring than there was, because the full supply expected has been received.

GREEN FRUIT.

Fine weather makes trade better. A very good output of oranges is reported from many of the jobbers. Valencias are steady and plentiful at \$6; Messinas are also plentiful at \$4. Florida oranges are practically off the market, and so are California oranges, though a few boxes of Riverside seedlings are yet to be had at \$4.25 and some russets at \$4.50. There is a rather light lemon stock, notwithstanding the slow action of the demand heretofore. The prices are now firm, and will probably soon advance. Palermos are \$4.75 to \$5, and Messinas \$5 to \$5.50. Quite a large business has been transacted in lemons. The demand for bananas has declined as the small fruits became available. Good firsts are \$2.25 to \$2.50, seconds are \$1.50, and common are \$1 to \$1.25. Yellows are plentiful, but reds are

scarce. Pineapples go out at 22c. for fancy, 15 to 18c. for extra, and 10 to 12½c. for small grades. There is no lack of stock. Of small fruits cherries are perhaps in leading demand for the moment, blacks being preferred and selling at \$2.50. Whites are very little in request, but quote at \$2. Strawberries have gone up since Saturday. It is now between seasons with them, when it is becoming risky to import for fear of sudden supplies from native sources bringing the price down, and when the native supply is on the verge of coming in, but not in yet. Scarcity, therefore, makes prices higher and firm, the berries quoting now at 18 to 20c. The first shipment of Canadian reached this market from the Oakville district on Monday and sold at 25c. They will probably be fairly plentiful next week. Of California fruits apricots are in and selling at \$4.25 to \$4.50 per crate of four baskets. Peaches are arriving in Chicago from the Pacific coast, but have not got here yet. It is probable there is a lack of good shipping stock.

PROVISIONS.

The trade in hog-products has improved slightly. Smoked meats have been in leading favor, though all lines have had the benefit of the demand. Warmer weather is mending trade.

BACON—Long clear is 7¼ to 8¼c., bellies are 10½ to 11c., backs are 10½c., rolls are 8½ to 9c.

HAMS—Are fairly active at 11 to 11½c.

DRESSED HOGS—Come in limited supply at \$6.25 to \$6.50 in street deliveries.

LARD—Canada tubs and pails are 9¼ to 9¾c.

MESS PORK—Canadian heavy is \$15.50 to \$16, and short cut is \$17.

WE ARE BUYING

Dried Apples.

SEND SAMPLES
AND QUOTATIONS

ESTABLISHED 1866.

STANWAY & BAYLEY
BROKERS

AND
GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST, TORONTO.

WE ARE BUYING

Evaporated Apples

SEND SAMPLES
AND QUOTATIONS.

ALL GROCERS SHOULD SELL
THE
ROYAL DANDELION COFFEE.

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

GEO. C. THOMPSON. CHAS R. KING.
THOMPSON & KING,
Consignees, Brokers, General Commission
and Mercantile Agents,
51 Wharf Street, cor. Fort, Victoria, B.C.
Storage. Correspondence Solicited.

T. W. CLARK & CO.,
General Commission and Provision Mer-
chants and Wholesale Dealers in
Dairy Products.

Consignments solicited and business transacted
for Eastern Canada Merchants.

Established 1886.
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References : Bank of British Columbia.

WILLIAM RYAN,
Produce and Commission Merchant,
72 FRONT ST. EAST, Toronto, Ont.
**CHOICE
HAMS, BACON, LARD,
BARREL PORK.**



All kinds of produce handled. Consign-
ments solicited. Carriers supplied.

J. CLEHORN & SON,
Wholesale Fruits, Fish and Oysters
94 YONGE ST., TORONTO.

ORANGES.

Last car of Florida oranges for the season
just received. Fancy stock. Send for prices
of oranges and lemons. Prices are advanc-
ing daily.

J. F. YOUNG & CO.,
PRODUCE AND COMMISSION MERCHANTS
74 Front St. E., Toronto.

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

R. C. MURDOCH AND CO.,
Commission and Wholesale Fruits.

FANCY CALIFORNIA EVAPORATED AND
GREEN FRUITS A SPECIALTY.

Correspondence solicited, and prices on Foreign
Fruits, Figs, Dates, Nuts, etc., furnished on appli-
cation.

29 Church St., Toronto
TELEPHONE 806.

WM. DAVIES & Co.,
TORONTO.
PACKERS AND CURERS.

Choicest Smoked Hams
and Breakfast Bacon.
Bbl. Pork, Long Clear,
and Pure Lard.
CORRESPONDENCE INVITED.

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

For Choice full flavor goods send us a
Sample order.

Jas. Park & Son,
Toronto, Ontario.

**CANNED
FINNAN HADDIES**

QUALITY GUARANTEED.

Write us for Prices.

H. W. NORTHRUP & Co.
South Wharf, Saint John, N. B.

KING, GRAINGER & CO.

81 Front St. E.
Produce and Commission Merchants.

**BUTTER, EGGS,
and Country Produce.**

Correspondence Solicited. Prompt Returns Mad
TELEPHONE 2237.

JNO. A. MOIR,
GENERAL AGENT
Consignments Solicited.

SPECIALTIES: Canned Goods, Dried
Apples, Evaporated Apples, Codfish.
Quotations and samples sent on applica-
tion. A trial solicited.

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LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, TORONTO.

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

PATENT HGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

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

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

Reesor & Rogers,
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Solicit consignments of Country Produce
from Storekeepers.

71 Colborne St., Toronto.

Telephone 2291.

Established 1874.

W. H. SMITH,
Wholesale Produce
Commission Merchant
186 KING ST. EAST, TORONTO.

Wholesale Dealer in Butter, Eggs and General Pro-
duce Consignments solicited First-class reference

McLAREN'S



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

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

MARKETS—Continued.

SALT.

A fair demand, for the season, along with steady prices describes the market just now with fair accuracy. The sales of Wednesday by the Toronto Salt Works were: 2 cars sacks at 68c., 1 car fine sack at 82c., and 1 car barrels at \$1.40.

DRY GOODS.

A fairly good trade has been the consequence of improved weather, but the conservative course so long followed by buyers still restrains them. What the future has in store for the country is too much of an uncertainty for the trade to buy with confidence. The reports of the travellers who are now on the road for fall trade are but fairly good.

RAW FURS.

No change in the quotations has been made. The supply of raw stock continues to be good in seasonable lines. The prices are: Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.50; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.50, Muskrat, fall, 12c.; spring rat, 21c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.75.

MONTREAL MARKETS.

MONTREAL, June 11, 1891.
GROCERIES.

The features ruling a week ago are as potent as ever to-day, and there is no material change to the position. Until they are removed, no great change is possible, and consequently we have little that is new to note. Still spured by actual necessity, there has been a little more stir in sugar, but it is simply in the way of immediate requirements, and the same has to be said, more or less, with regard to other lines. Briefly, the unsettling factors have not been removed yet.

SUGAR AND SYRUPS.

Buyers have been forced, by necessity, to order some supplies of sugar, and this has made some stir recently, but the movement is not regular and will be solely restricted to actual wants. Prices show no change, but once the uncertainty regarding the duty is removed, a free movement is anticipated, with changes in value in accordance with altered conditions. We quote granulated 6½c. and yellows 5c. to 5 3/4c.

Syrups show no change, with only a small business doing at 3¾c. to 3¾c.

MOLASSES.

The tone of the market remains decidedly firm, and advices from primary markets have the same strong tenor already noted in previous reviews. Locally, a fair quiet trade is passing. We quote prices firmer; Barbadoes 36½ to 37c., lower grades 31 to 32c.

TEAS.

Some new crop of Japans have been received and turned over at 28 to 32c. since our last. All stock of ordinary grades have been entirely cleared up on the market. The first lot of stock worth 14 to 20c. has arrived and is selling out well owing to the scarcity of supplies. Black are cabled very firm in England, but there is little enquiry here at the moment.

COFFEES AND SPICES.

There has been but little change to note during the past week, but there has been some business doing in both Rio and Java

British Markets.

Having closed out our local business, we are now prepared to give special attention to all lines of

Canadian Produce

in British Markets.

We have a large trade in

Cheese, Eggs, Butter,

and Apples, also

Canned and Evaporated Goods,

Honey, etc., etc.

Liberal advances made on suitable goods.

Correspondence Solicited.

IMPERIAL PRODUCE CO'Y.,

OF TORONTO, LTD.,

69 Front Street East, Toronto.

coffees in a small way. Rio runs from 20 to 21c., and Java 25c. Spices remain dull and quiet with no features to note.

RICE.

There is a fair movement in rice, while prices are unchanged as follows: Japans \$4.50 to \$5; choice \$4.25 to \$4.50; standard \$3.90, and off grades \$3.50 in car lots.

FRUIT.

The fruit market has shown little change during the past week and business has been on the quiet side, while there is no change in price of importance. Raisins have been fairly steady with a quiet business doing at 5¼c. for best stock, and we quote 5 to 5¼c. as a range. Currants are precisely the same as they were with values unchanged, 6 to 6¼c. Green fruits have furnished a fair jobbing trade and prices generally have been steady. Oranges run from \$3 upwards according to brand, some choice Valencia stock brings \$8 per box. Lemons are steady and unchanged, \$4 to \$5 per case. Bananas remain as they were, \$1.50 to \$2.50, and pines are the same with a seasonable business, 10 to 20c. each in barrels.

CANNED GOODS.

There has been nothing particular to note about this market since our last report. Vegetables have the same steady demand, and although orders are not large, they are fair enough on the whole. Prices rule steady. Tomatoes, \$1.40 to \$1.50; string beans, 80 to 85c.; peas, \$1.35 to \$1.45 in 2-lb. tins; and corn \$1.10 to \$1.30, according to brand.

FISH.

There is no change to the fish market, which has a small, quiet movement at steady prices. Labrador salmon move quietly at \$15, dry cod at \$5, and herring and other staple lines are unchanged.

HOPS.

The hop market remains precisely as it was last week. Brewers are not taking anything, as they are well stocked up, and consequently prices are more or less nominal. We quote 32 to 35c. for 1890, and 22 to 25c. for yearlings as a fair range. Crop news is still of a more or less indefinite sort.

PROVISIONS.

There is a good jobbing demand passing for provisions and prices are unchanged. Canadian short cut is in fair demand. We quote:—Canadian short cut, per barrel, \$17.00 to \$17.50; mess pork, western, per barrel \$16.00 to \$16.50; short cut, western, per bbl \$17.00 to \$17.50; hams, city cured, per pound 10 to 00c.; hams, canvassed, per lb 0 00 to 0 00c.; lard, Canadian, in pails, 9¼ to 9½c.; bacon, per pound, 9 to 10¼c.; lard, com., refined, per lb; 8 to 8¼c.

EGGS.

There is a continued fair demand for eggs but receipts are very heavy and dealers who are still liming cannot effect a clearance. At a meeting held in Brockville, on Saturday, of buyers, an arrangement was arrived whereby eggs can be laid down at 11c. in Montreal. According to the Gazette. "Smuggling is being carried on along the border on an extensive scale. A man who returned from the West to-day tells a story about an American farmer who lives opposite Brockville. He only keeps fifteen hens, but he sells an average of 100 dozens of eggs every week, last week clearing out 103 dozen. He is only one of many who are smuggling eggs across the line and escaping the 5c. duty."

BUTTER.

This market does not improve, and with receipts considerably exceeding the demand prices have a much lower tendency, although outside prices are still being obtained for specially choice parcels. However, 20c. is now an extreme figure, although we quote it. Creamery, 19 to 20c; finest townships, 18 to 20c.; western dairy, 15 to 18c.; old butter, 6 to 8c.

CHEESE.

As we said last week, the market was worked down to a more reasonable basis, and during the past week this has resulted in a much more active market, while prices have a firmer tendency. Still the enquiry from the other side leaves something to be desired, and the stiffening may be attributed more or less to factory men's opinions as to value and the fact that some buyers believe the cheese good property, for it seems certain that a good portion of the buying was of a speculative kind, principally by one trading firm of exporters, who have so far handled the bulk of the heavy make. The most of this buying has been done at a range of 8½ to 9c. and with the prospects of a short make in Canada and supplies in small compass on the other side the figure is not unreasonable. At any rate business is doing all the time on the bases mentioned and we quote 8½ to 9¼c. as a wide enough range to take in all ideas of spot value. The cable keeps steady at 48s.

GRAIN.

The Grain market remains unchanged and there is little business to note on spot. The stocks in store, compared with those of a week ago, shows an increase of 9,956 bushels of wheat, 13,986 bushels of corn, 1,817 bushels of peas, 13,651 bushels of barley, and a decrease of 40,953 bushels of oats, and 13,822 bushels of rye. Compared with the corresponding date last year, there is an increase of 318,570 bushels of wheat, 37,787 bushels of oats, and a decrease of 152,300 bushels of corn, 19,038 bushels of peas, 20,503 bushels of bar-

The Ontario Produce Co'y.

Produce Brokers and Commission Agents,
70 COLBORNE STREET, TORONTO.

P. D. PAGE, Late Salesman Imperial Produce Co'y of Toronto, (Limited).
W. R. BELL, Late Traveller Imperial Produce Co'y of Toronto, (Limited).
J. H. WATSON, Late Imperial Produce Co'y.

Solicit consignments of **Butter, Eggs, Cheese, Potatoes, Lard, Bacon** and general country produce.

Our business is conducted on strictly commission lines, our attention being given EXCLUSIVELY to our consignor's goods and having a first-class cash connection we can insure top prices and quick returns. Egg Carriers supplied.



THESE GOODS
—ARE—
SUPERIOR

TO ANY ON THE MARKET.

Write for prices to

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Chatham, - Ont.

Dominion Mills,
LONDON, ONT.

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OATMEAL

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

Write for Samples and Prices.

CARTLEY & THOMSON,

308 to 311 Talbot St.

IMPORTANT FACTS ABOUT NOURISHING FOODS.

"OUR NATIONAL FOODS," put up in packages only, are not ordinary foods. They are prepared by the conversion of the starch into dextrine. THEY CONTAIN OVER DOUBLE THE NOURISHMENT THAT IS IN FLESH MEAT. A 4 lb. PACKAGE OF IRELAND'S DESICCATED WHEAT AT 25c. CONTAINS 30 GRAINS MORE NOURISHMENT THAN 10 lbs. OF BEEFSTEAK COSTING ABOUT \$1.50. THINK OF THAT. People are beginning to find it out, when they ask now for Ireland's Desiccated Wheat in packages they mean it. The grocer need not say "we have it in bulk just as good," for the customer is at once suspicious, for we do not sell it in bulk. Sold by all first-class grocers and manufactured only by

The Ireland National Food Co., Ltd.,
TORONTO.

N. WENGER & BROS.,

AYTON, ONT.

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(Hungarian Process)

BRANDS :

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MERCHANT MILLERS,

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MANUFACTURERS OF

Choice Winter Wheat and Manitoba

FLOURS

Mikado, White Lilly,
Delight, Manitoba.

Feed of all kinds and Mixed Cars a Specialty. It will pay you to give trial order.

HALIFAX AGENT. - J. P. COX.

Brantford New Mills.

We can supply you with Flour, Meal, Grain and Feed in whole or mixed cars, at prices as low, if not lower, than any firm in Ontario, and should you favor us with a trial order, we feel confident of a continuance of your trade. Orders filled promptly. Wire for prices. Yours, etc.,

J. & R. ROBSON,

Please mention THE GROCER. Brantford, Ont.

SEAFORTH OATMEAL MILLS

Manufacturer of and Dealer in

Rolled, Granulated & Standard Oatmeals,

Split Peas, Pot Barley, Cornmeal, and General Produce. Eggs a specialty.

D. D. WILSON,
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Canadian White Enamel Sign Co.,

Sole Agents for Caesar Bros.

The Most Durable Sign Letter.

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A responsible agent wanted in every town and city.

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"FLOUR" Manufactured by Improved Roller System

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Manufacturers of
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ROLLED OATS. ROLLED OATMEAL.

DEALERS IN

Grain, Seeds, Bran, Shorts, Beans, Middlings, Chop Feed, Pot Barley, Split Peas, Cornmeal.

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Mixed cars a specialty.

HODD & CULLEN

Roller Millers.

FLOUR

Manufactured "Hulgarian" System.

Our brands are

Classic,
Anchor,
White Frost,
Challenge,
Diadem,
Strong Bakers.

Heavy dealers in

Oats, Oatmeal, Beans,
Peas. Middlings, Bran.

Quotations by wire.

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EMBRO OATMEAL MILLS.

D. R. ROSS, - EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in Car-loads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways. Have new machinery for the manufacture of Rolled Wheat and Graham Flour and will be pleased to have orders.

MONTREAL Markets Continued.

ley and 4,986 bushels of rye. We quote:—No. 1 hard Manitoba, \$0; No. 2 hard Manitoba, \$1.14 to \$1.16; No. 3 do., \$1.02 to \$0.00; No. 2 Northern, \$1.03 to \$1.05; feed do., 62c. to 64c.; peas, 85c. per 66 pounds in store; 87c. afloat; Manitoba oats, 50c. to 50c.; Upper Canada do., 50c. to 52c. per 34 pounds; corn, 76c. duty paid; feed barley, 60 to 62½c.; good malting do., 65c. to 67c.; rye, 83c. to 84c.

FLOUR AND MEAL

There is a fair demand passing for flour, but only in a jobbing way and the movement is small, while prices have an easy tendency, strong bakers being lower than it was a week ago with buyers having no difficulty in securing concessions.

Meal is the same with a lower tendency also. Patent spring, \$6.00 to \$6.25; patent winter, \$5.50 to \$6.75; straight roller, \$5.00 to \$5.25; extra, \$4.80 to \$4.90; superfine, \$4.60 to \$4.70; city strong bakers', \$5.00 to \$5.75; strong bakers', \$5.50 to \$5.75; oatmeal, standard, per bag \$2.85 to \$3.00; oatmeal, granulated, \$2.85 to \$3.00; oatmeal, rolled, \$2.85 to \$3.00.

HALIFAX MARKET QUOTATIONS.

(Wholesale Selling Rates.)

HALIFAX, June 10, 1891.

FLOUR.—Hungarian patent, Manitoba, \$6.5 to 6.60; Manitoba strong bakers, \$6.20 to 6.30; Canadian pastry, \$6.25 to 6.30; 75 p. c. roller patent, \$5.85 to 6; 80 do \$5.75 to 5.90; 90 do \$5.50 to 5.70; straight, \$5.30 to 5.50; superior extra, \$4.80 to 4.90; extra, \$4.40 to 4.60; cornmeal, American K. D. \$3.90 to 4; do Halifax ground \$3.80 to 3.98; oatmeal, standard, \$6.10 to 6.20; rolled oats and oatmeal, \$6.30 to 6.50; pot barley, \$4.50 to 4.60.

Market for breadstuffs easier. Dealers all well stocked. Halifax merchants' holding large quantities of flour.

PRODUCE.—Oats, P. E. I. 60 to 65c; oats, Canada, 60 to 62c.; barley, 75c.; butter, 12 to 22c.; lard, 11 to 12½c.; beans, \$1.75 to \$2; peas, round, \$3; do split, \$3.90 to 4; dried apples, quartered, 4½ to 5c.; do sliced 8c.

COFFEE.—Jamaica, 24 to 25c.; Porto Rico 25c.

MOLASSES.—Cienfuegos, 33 to 34c.; Antigua, 34c.; Porto Rico, 36c.; Trinidad, 35c.; Barbados, 40c.; Demerara, M. R. brand, 40c.; do N. do 48c.

ST. JOHN, N.B., MARKETS.

ST. JOHN, N.B., June 10, 1891.

Our market is without anything important to note. Trade being restricted to present requirements without much prospect for improvement for a few weeks, holders of large stocks seem inclined to offer concessions to make sales, but without having the desired effect.

New dulse is coming in quite freely and is in good demand.

FLOUR—There does not seem to be any change in the flour market; a steady jobbing trade is being done with prices somewhat easier. High grade Ontario, \$5.75 to \$5.85; Manitoba, \$6.40 to \$6.50.

MEAL—The market is decidedly dull, very little being moved, though usually at this season it is in good demand. The price is about the same as when last quoted.

OATMEAL—The demand for oatmeal is small, and there is little change. Prices have sagged somewhat, as several lots are being

offered at about 20c., lower than our present market. Rolled is selling at \$6.10 to \$6.20, with standard 10c. lower.

CANNED GOODS—Old stocks are being worked off at usual prices. Tomatoes seem a little scarce and prices have advanced. \$1.50 is what is wanted. Salmon is \$1.40 to \$1.50, peas are \$1.15 to \$1.25, corn is \$1.10 to \$1.20, canned Finnan haddies \$5.00 to \$5.50 per case.

FISH—Smoked herring are slower in price than they have been for some time. Several schooner cargoes have arrived lately, which have been sold at about 11 to 12c. Codfish are about the same price as before quoted. Pickled fish are scarce, the only kind available being bay, at about \$1.50 per half-barrel. Fresh salmon are 15 to 18c.; halibut 8½ to 9c.

SUGAR—The trade in sugar is quiet, several car lots having arrived the past week and satisfied the demand. The price is for yellows 5¼ to 5½c., for granulated 6¼ to 6½c.

CHEESE—There has not been the demand for cheese that had been hoped for, though as the price gets lower orders come in more readily. It is selling at 10½ to 11c.

BUTTER—Is in good demand, with enough offering for all requirements, at 18 to 20c. as the ruling price for tub, and roll 1c. per lb. higher.

EGGS—The price of eggs has been lower the past week than for years, 9c. being the price a lot were sold at, though the ruling price is about 10c.

A customer secured is a promise of greater salary in time.

Master the whole business and the way to fortune has been mapped out.

Every line of goods embodies a history and a science worth years of study to understand.

A feather duster disperses but does not remove the dust from the store.

Rivalry, open, fair, good natured and enterprising, is the life of business.

You can lose more than we do by not subscribing for this paper.

SITUATION WANTED.

YOUNG MAN WHO THOROUGHLY UNDERSTANDS the Grocery business, wants situation in country store. Apply B, 453 Church St. 28

BUSINESS CHANCES.

GENERAL STORE TO LET. IMMEDIATE possession. Good front. Best stand in the village. Low rent. Apply J. K. Falconbridge, Richmond Hill. 30

HONEY—GOULD & COMPANY, BRANTFORD, are supplying grocers with pure honey. Write for prices and catalogue of bee hives, extractors, foundations, etc.

FOR SALE—One of the finest premises in London for groceries, flour and feed business. Prominent corner, building 26x90, 3 stores with 60 feet cellar. For particulars address F. Barnard, owner, 609 Dundas St., corner Adelaide St., London, Ontario.

A. H. BADGEROW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar Manufacturing Co.,

79 and 81 Jarvis St., Toronto

Highest award, Toronto Exhibition.

ORIENT MILLS.

SINCLAIR, HOOD & CO.,

(SUCCESSORS TO W. A. BRADSHAW & CO.)

Importers and Manufacturers of
Coffees,
Spices,
Mustards,

CREAM OF TARTAR, BAKING POWDERS,
FLAVORING EXTRACTS, ETC.

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STICKY FLY PAPER

Price 65c. per box. Each box contains 25 double sheets of Tanglefoot and one 5c. Holder (26 five cent articles).

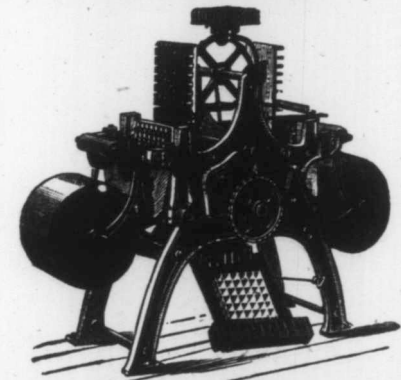
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Sold by all large wholesale druggists in Canada.

O. & W. THUM, Grand Rapids, Mich.

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

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SOAP

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36 Yonge Street,
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Seasonable Goods.

Aylmer Canned Chicken, Turkey, Duck, Lunch Tongue, Pigs Feet, and Chicken Soup. Also "Clover Leaf" Lobsters and "Lynx" Salmon. Orders solicited.

Sloan & Crowther

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59, 61 and 63 Front St. E.,
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JAPAN NIBS.

These kinds are undoubtedly the best values to be obtained in low-priced Japans at present, although large in make, this is more than compensated for by their splendid cup quality. Samples on application. New season's Japans arriving this week.

H. P. ECKARDT AND CO

**Wholesale Grocers,
3 FRONT ST. EAST, TORONTO.**

Thos. KINNEAR & Co

**Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,**

AGENTS FOR

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

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

47 Front St. E., - TORONTO.

WARREN BROS. & BOOMER,

IMPORTERS

AND

WHOLESALE GROCERS,

**35 and 37 Front St. East,
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**SUGARS, COFFEES AND TEAS,
SPECIALTIES.**

EDWARD

ADAMS & CO.

ESTABLISHED 1846.

**Wholesale Grocers and Importers of
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IMPORTERS OF TEAS

AND

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SMITH & KEIGHLEY

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Mediterranean Fruits.

JUST ARRIVED :

**First Consignment
New Season's Japan Tea.**

9 Front St. E., Toronto

THE "MONSOON" BRAND

—OF—

PURE INDIAN TEA

Is the brand to handle if you want to satisfy your customers with a fragrant and delicious tea.

Grown on the gardens of

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Calcutta, London, Eng., and Toronto.

J. W. Lang & Co.

**Wholesale Grocers,
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E. LAZENBY'S

Celebrated

Pickles

—AND—

Sauces.

33 Front St. East.

A Supply of
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English
Goods
now in store

PERKINS, INCE & Co.,

41 and 43 Front St., Toronto.

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Just to hand :

NEW JAPANS

Our first shipment of new season's garden picked Japan Teas arrived this week.

Send for samples and quotations.

J. F. EBY.

HUGH BLAIN

WRITE TO US

FOR CATALOGUES,
POSTAL CARDS,
ORDER SHEETS,
ENVELOPES,
AND

SAMPLES OF NEW JAPAN TEAS.

EBY, BLAIN & Co.,

Wholesale Grocers,

FRONT AND
SCOTT STS.

TORONTO.



A PARTING WORD.

JUNE 10, 1891.

MY DEAR "GROSSIER,"

Many thanks for your polite, gentlemanly and courteous letter in last week's GROCER. Your excessive modesty, which prevented you signing it, combined with the fact that this paper was primarily established for the discussion of business topics, and not personal qualities, however clever, learned and lofty they may appear, deters me from doing more than make this acknowledgment. With great admiration for your retiring disposition, I am very truly yours,

RICHARD A. DONALD.

Fishery Inspector And. Hughson seized 100 pounds of white and salmon fish at Frank Cousin's store in Orangeville on the ground that they were too small to be exposed for sale. The fish lay in a barrel on the sidewalk for several hours after being seized, and were rapidly decaying when the inspector permitted ice to be put upon them. Some of them were given away by the inspector, and now Cousins threatens to obtain satisfaction from the official from what he claims was an illegal seizure.

GURD'S

Ginger Ale is guaranteed Superior to all others. Orders promptly attended to.

TOWNSEND & STEPHENS,

Public Accountants, Auditors, Assignees.

Sherman E. Townsend. H. Seymour Stephens.

Traders' Bank Chambers, Yonge St. TORONTO.
Cable Address: "Seymour."

J. A. Mathewson. S. J. Mathewson.
W. B. Mathewson. J. A. Mathewson, Jr.
Established 1834.

J. A. MATHEWSON & CO'Y,
IMPORTERS and WHOLESALE GROCERS.

Goods from First and Best Markets. Quality warranted. Full assortment. New Crop Teas shortly expected. Orders carefully and promptly attended to.

Have claimed, and do claim, freedom to buy and sell anywhere without interference or hindrance from any quarter. No commercial or personal slavery.

202 McGill St., MONTREAL.

REFRIGERATORS.

4 Grocers Refrigerators

FOR SALE CHEAP.

THOS. DAVIDSON & CO.,

11 Front St. W., Toronto.

Soap and water are cheap, but soil on goods is expensive.

Goods conveniently located save time, money and temper in showing.

A reputation for truthfulness is indispensable to permanent and satisfying success.

No young man can possibly have mistaken his calling who finds in it what the world wants done.



- ALL GROCERS -
SHOULD KEEP

Cleans,
Scours,
Scrubs,
Polishes,
Brightens.



You
Will
Find
It
Profitable.

WON'T WASH CLOTHES.

ARMITAGE & CO.,

22 Bay St.

Manufacturers, TORONTO, CANADA.

"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.

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Crockery, Glass and Lamp Goods Dealers,

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THREE GRAND POINTERS !!!

IT NEVER FAILS,
IS THE FASTEST WORKER,
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Sole Agents for Canada.

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PRODUCERS OF CRUDE,

Manufacturers of
Illuminating Oils,
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MANUFACTURERS OF

French Blacking,
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JACQUAND FRENCH BLACKING



PRICES

In cases of 6 gross each, assorted if necessary.

No.
2—\$2 00 per gross.
3— 3 00 "
4— 4 00 "
5— 5 00 "

5 per cent. discount cash.

DAVID REA & CO., - 30 Hospital St. MONTREAL.



ESTABLISHED 1841.

W. H. Schwartz and Sons,

Coffees,

Spices,

Mustard.

HALIFAX, N.S.

JOHN PETERS & CO.,

General Commission Merchants
and Brokers,

Halifax, N. S. and
Kingston, Jamaica, W.I.

Agents for The E. B. EDDY MFG CO.,
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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.
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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.

A. HAAZ & CO.,

Bonded Manufacturers of

Honey Dew, White Wine, Malt and Cider
VINEGARS.

74 Bagot Street, - Kingston, Ont.

**DO
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"Peerless" Washing Compound.
There is nothing equal to it. It
will pay you a handsome profit.
Your customers will like it. Address

Pure Gold Manufacturing Co.,
31 Front Street East, Toronto.

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—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

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R. TEW & CO.,

Importers of
CROCKERY, GLASSWARE, CHINA, LAMP
GOODS, ETC.

10 FRONT ST. East,

(Adjoining Board of Trade Building.)

We invite inspection of our NEW decorated

SEMI-PORCELAIN WARE

in TEA,

DINNER

and TOILET SETTS.

Best value in the Market.



SALES MADE OR PENDING.

The general stock in the estate of Munro & Bros., Parkhill, Ont., has been sold.

PARTNERSHIPS FORMED AND DISSOLVED.

Collins Bros., general merchants, Margaree, N.S., have dissolved.

FIRES.

R. D. Beals, general merchant, Nictaux Falls, N.S., is burnt out.

Nixon Bros., general merchants, Nictaux Falls, N.S., are burnt out.

The stock of R. E. Boyd & Co., brush manufacturers, Montreal, was damaged by fire and water.

REMOVALS AND DEATHS.

T. F. Sinclair, Port Haney, B.C., general merchant, has been succeeded by the Port Haney Brick, Tile and Terra Cotta Co. (Ltd.)

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

T. O'Hare, grocer, Montreal, has assigned.

H. E. Oakes, general merchant, Weymouth, N.S., has assigned.

H. Chene, general merchant, Cheneville, Que., has been asked to assign.

H. B. Lafleur, general merchant, St. Adele, Que., has been asked to assign.

Snively & Crites, general merchants, Oil Springs, Ont., have assigned to C. B. Armstrong, London.

POINTS FOR CLERKS.

In regarding the present position of men who have been successful in their business or profession, we sometimes lose sight of the endeavor which has been put forth by them, and look only at the result. A well known business man who has risen to his present position as head of one of the leading houses in the country from the humble one of office boy gives his own experience, which is full of interest and valuable suggestion.

"I was office boy and I had to work; there was no such thing as 'getting on easy.' I worked on, putting the very best of

myself into my work. I didn't get much encouragement from my fellow-workers, especially those who were in advance of me, but from the very first I had the regard of my employer, and that was worth having and well worth working for. I don't like talking about myself, but I will tell you some things, in a general way, that I have learned that may be of value to the young men and boys who are soon going to work.

"The young man who subordinates himself to the trade he adopts, who really believes in the words 'business before pleasure,' and whose habits of economy result in not only living within his income, but, by reasonable sacrifices, laying up something each and every year, will soon find that the second hundred dollars is much more easily saved than was the first, and following that the second thousand easier than the first. Young men often err by accepting treats and favors, which they neither intend nor can afford to reciprocate. My father used to wind up his letters to me with these words: 'Remember, my son, the three things to be careful of—health, reputation, money, and in that order.' If young men in school, in college, in their trade apprenticeships, would, when in doubt over any matter, study these three things in deciding a point or policy, they would find them chart and compass by which to steer to the best results. The boys in the store whose watches are always on time at the dinner or closing hour are the ones who will not advance in the business. While those who are asking for more to do, instead of making apologies for work not finished, are those who find room at the top of the ladder, and do not complain of the crowd at the foot.

"May I give you my list of what I call golden maxims? They were given to me by my father and employer, and I have treasured them as watch words. In the first place I put my father's: 'Be careful of health, reputation and money.' To gain these, heed the following: Keep good company or none. Never be idle. If your hands cannot be usefully employed, attend to the cultivation of your mind. Always speak the truth. Make few promises. Live up to your engagements. Keep your secrets, if you have any. When you speak to a person look him in the face. Good company and good conversation are the very servitudes of virtue. Good character is above all things else. Your character cannot be essentially injured except by your own acts. If any one speaks evil of you, let your life be such that no one will believe him. Drink no kind of intoxicating liquors. Ever live, misfortunes excepted, within your income. When you retire to bed, think over what you have been doing during the day. Make no haste to be rich, if you would prosper. Small and speedy gains give competency with tranquility of mind. Never play at any game of chance. Avoid temptation through fear you may not with-

stand it. Earn money before you spend it. Never run in debt unless you see a way to get out of it again. Never borrow if you can possibly avoid it. Do not marry until you are able to support a wife. Never speak evil of any one. Be just before you are generous. Keep yourself innocent, if you would be happy. Save when you are young to spend when you are old. To these I would add, for young men who may care enough about the maxims to preserve them, read them over carefully once a week.

"Now, all these did not come to me at once, but they were the constant teaching of the two men to whom I owe much of my success—my father and my employer. Young men are often called upon to make slight sacrifices for their business. In order to make these complete and worthy, no one should know that they are sacrifices. I have had theatre tickets in my pocket, and wanted to go more than I could tell; then my employer would say: 'Can you come back for a while this evening? There are some foreign orders to be sent, and I would like them to be attended to at once.' The tickets would burn in my pockets and there would come a little feeling of disappointment, but I never let it get into my face or into my voice. 'Of course, I can come, sir!' And back I came as soon as my supper was over, the work was done and I had lost my pleasure, but I had gained a step in my business life. This has happened more than once, but never did I betray my own disappointment or show the least unwillingness to do the work that was laid out for me to do. I don't find many boys now-a-days who are willing to make even that sacrifice for their business advancement, and that is what I meant when I said in the beginning that young men are not willing to pay the price of success. I can tell them one thing from my present standpoint, and that is, that the gain to one's character, as well as to one's material prosperity, is well worth the price paid. One sees it afterward, if not in the beginning. One makes one's own future, luck or chance has nothing to do with it. Do you suppose that if I had been any less willing, or showed any less earnestness in endeavor, that I should be in the position toward the business that I am in to-day? Certainly not. I have not had extraordinary good luck, neither did fortune specially favor me. I've worked for what I have, and I've worked to keep it, as well as to get it. There's no secret to success. I've told you how mine came, and, as far as my observation goes, it seems to me that every man's comes in the same way.—American Grocer.

After ten days' illness, Mrs. Montgomery, the mother of Mr. M. R. P. Montgomery, manager in Eby, Blain & Co.'s, died last week at her home in Goderich.

In keeping with the spirit of enterprise and progress which has always marked the concern, the Thurber, Whyland Company of New York has agreed to close on Saturdays, during the months of June, July and August, at one o'clock.



Invalids, Dyspeptics
and the Debilitated
Will gain Strength, Nourishment,
Stimulus by taking
Johnston's Fluid Beef.
The Great Strength Giver.
An easily digested food.
A Powerful Invigorator.

W. G. A. LAMBE & CO.,
Late WILKINSON & LAMBE.

STORAGE

54 & 56 Wellington St. E., Toronto

BRUSHES AND BROOMS

We make a specialty of lines which can be retailed at

15, 20, 25, and 30 Cents

For first-class trade, and which you can depend upon being right.

Send in your order or call and see our samples, and we will guarantee to fill it to your satisfaction.

Woodenware,
Baskets,

And a full line of

Grocers' Sundries.

CHAS. BOECKH & SONS,
Toronto.

MANUFACTURERS.

Office and Sample Room 80 York St.

Factories, 158 to 168 Adelaide St. W.

MATCHES

A
T
C
H
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S

1845

THE

1890

E. B. EDDY

MANUFACTURING COY'S

ARE THE BEST.

Long Established.

Unsurpassed.

FULL COUNT

Made well on Honor. Sell well on Merit.

FACTORIES AT HULL, CANADA

TULLOCH & CO.,

Manufacturers' Agents
and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmans' 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.

•••

SAPOLIO Is a solid handsome cake of SCOURING SOAP Which has no equal for all cleaning purposes except the laundry. It will clean paint, make oil cloths bright and give the floors, tables and shelves a new appearance. It will take the grease off the dishes, and off the pots and pans. It scours the knives, the wash basin, bath tub, even the greasy kitchen sink. It brightens all metals except silver or gold. If you have not sold it yet, send your order at once to

EMIL POLIWKA & Co.
36 Front st., East, Toronto, Ont.

Dominion Agents.

ADAMS & SONS'
TUTTI-FRUTTI

CHEWING GUM.

The fastest seller the trade handles to-day

Other Staple Brands :

Bo-Kay, Sappots, Magic-Trick, etc., etc. See our price list page 21. Send to Adams & Sons, 23 Church St., Toronto, Ont., for beautiful advertising matter.

GROCERS should try our two new lines, CHOCOLATE ICING and CHOCOLATE PUDDING, packed in two or four dozen cases, either straight or assorted.

F. W. Schwartz, Halifax, N.S.

Agent for Maritime Provinces.

The Cowan Cocoa and Chocolate Co. L'd, Toronto.

TO THE TRADE

—IN—

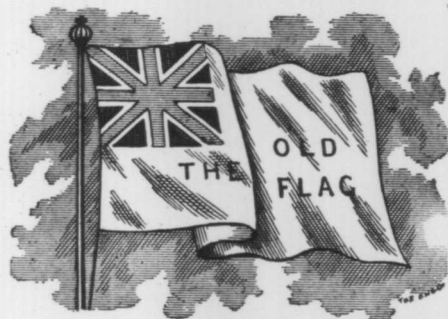
Canned Goods.

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.

THE GLOBE TOBACCO WORKS COMPANY OF LONDON LIMITED,



Have now placed on the market their new brand of smoking tobacco, "The Old Flag" a fine bright Virginia Flake cut tobacco. The best in the world.

Try it and judge for yourself.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, June 11, 1890.
This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

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

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

BAKING POWDER.

Dunn's No. 1, in tins	Per doz	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	
Empire, 5 dozen 4 oz ca s	Per doz	\$0 75
" 4 " 8 "		1 15
" 2 " 16 "		2 00
" 1/2 " 5 lb cans		9 00
" " bulk, per lb		15

COOK'S FRIEND.

(In Paper Packages.)	Per doz	
Size 1, in 2 and 4 doz boxes	\$2 40	
" 10, in 4 doz boxes	2 10	
" 2, in 6 "	80	
" 12, in 6 "	70	
" 3, in 4 "	45	
Pound tins, 3 oz in case	3 00	
12 oz tins, 3 oz in case	2 40	
5 oz tins, 4 "	1 10	
5 lb tins, 1/2 "	14 00	
Ocean Wave, 1/2 lb, 4 doz cases	75	
" 1/2 lb, 4 "	1 30	
" No. 1, 2 "	1 90	
" 1 lb, 2 "	2 20	
" 5 lb, 1/2 "	9 60	

BISCUITS.

Arrowroot	Per lb	\$0 11 1/2
Abernethy	9	
Ginger Nuts	11 1/2	
New York Fruit	15	
People's Mixed	11	
Pilot Family	6 2	
Snowflake	11 1/2	
Niagara	15	
Soda	6 1/4	
" 3 lb	21	
Sultana	11 1/2	
Oyster crackers	7 4	
Milk biscuit	9 1/2	

Butter crackers	6 1/2
Tea	11 1/2
Wine	9
Wine, sweet	9

BLACKING.

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

EDWARDS, CATCHPOLE & CO'S

No. 1, per gross	9 00
No. 2, do	4 50
No. 3, do	3 60
JACQUAND FRENCH BLACKING.	
No 2, per gross	2 00
No 3, do	3 00
No 4, do	4 00
No 5, do	6 00

BLACK LEAD.

Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz., or 1/4 gro., 4 oz.	
TELLIER, ROTHWELL & CO'S.	
Royal Black Lead, per gross	\$1 80

F. F. DALLEY & CO.

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

EDWARDS, CATCHPOLE & CO'S	
Crown Polish, No. 1, per gross	9 00
No. 2, do	4 80

BLUE.

Reckitt's Pure Blue, per gross	2 10
TELLIER, ROTHWELL & CO'S.	
Parisian Square Blue, per lb. 13 to 14c	

BROOMS.

Carpet, 4 strings	Per doz.	2 90
X Parlor, 2 "		2 65
Louise, 3 "		2 65
1 Gem, 4 "		3 25
2 " 3 "		2 65
3 " 2 "		2 20
4 " 2 "		1 95
O Hurl, 4 "		2 65
5 " 3 "		2 35
6 " 3 "		2 05
7 " 3 "		1 70
OK, 4 "		1 35
Hvy Mill, 4 "		3 70

CORN BROOMS.

CHAS. BOECKH & SONS, per doz	
X Carpet, 4 strings, net	\$3 20
2 " " "	3 90
3 " " "	2 65
4 " " "	2 60
5 " " "	2 40
6 " " "	2 25
7 " " "	1 95
8 " " "	1 70
9 " " "	1 30

Girls " 2 " "	1 50
Railway 4 " "	3 00
Ship 4 " "	4 00
2 Cable 2 wire bands, net	3 00
3 " 3 " "	4 00
1 Hearth 2 strings, net	1 75
2 " 2 " "	1 50
3 " 1 " "	1 20
4 " 1 " "	1 00

CANNED GOODS.

Apples, 3's	Per doz	\$1 15	\$1 20
" " gallons		3 10	3 25
Blackberries, 2's		2 00	2 10
Blueberries, 2's		1 25	1 40
Beans, 2's		0 95	1 10
Corn, 2's		1 10	1 25
" " Special Brands		1 30	2 10
Cherries, Red pitted, 2's		2 25	2 40
Peas, 2's		1 40	1 50
Pears, Bartlett, 2's		2 00	2 25
" " Sugar, 2's		1 70	
Pineapple, Baltimore		2 40	2 50
" " Bahama		2 90	3 00
Peaches, 2's		2 40	2 50
" " 3's		3 50	3 60
" " Pic. 3's		1 60	1 65
Plums, Gr Gages, 2's		2 00	2 10
" " Lombard		2 00	2 10
" " Damson Blue		1 90	2 00
Pumpkins, 3's		1 00	1 10
" " gallons		3 00	3 25
Raspberries, 2's		2 45	2 50
Strawberries, choice 2's		2 40	2 50
Succotash, 2's		1 50	1 65
Tomatoes, 3's		1 50	1 60
Finnan haddies		1 50	
Loyster, Clover Leaf		2 75	2 80
" " Crown		2 50	
Mackerel		1 15	1 25
Salmon, 1's		1 40	1 55
" " white		1 10	1 25
Sardines Albert, 1/2's tins		10, 11 1/2	
" " 1/2's "		15, 18	
" " Martiny, 1/2's "		10, 10 1/2	
" " 1/2's "		18, 19	
" " Other brands, 9 1/2, 11, 16, 19		23, 25	
" " P & C, 1/2's tins		33, 36	
" " Amer, 1/2's "		6 1/2, 8	
" " 1/2's "		8, 11	

JAMS AND JELLIES.

Jams.	
Gooseberry	1 lb. white pots, 4 doz. assorted, per doz. \$2.35.
Strawberry	
Black Currant	
Red Currant	
Green Gage	
Apricot	
Raspberry	
Damson	
Plum	
Red Currant and Raspberry	

Jellies. Red Currant, 1 lb. white	\$2.75
Black Currant, 1 lb. white	2.75
DELHI CANNING CO.	
Jams assorted, 1's	2 35
Jellies, 1's	2 25

CANNED MEATS.

CLARK'S	
Comp. Corn Beef 1 lb cans	\$ 1.60
" " 2 " "	2 65
" " 4 " "	5 00
" " 6 " "	7 75
" " 14 " "	18 60
Minc'd Collops, 2 lb cans	2 60
Roast Beef	1 60
" " "	3 15
" " "	5 85
" " "	7 00
Par Ox Tongue, 2 1/2 "	\$7 25
Ox Tongue	7 50
Lunch Tongue	3 00
" "	5 25
" "	5 75
English Brawn	2 60
Camb. Sausage	2 50
" "	4 00
Soups, assorted	1 35
" "	2 25
Soups & Bouilli	1 80
" "	4 50
Potted Chicken, Turkey, or Game, 6 oz cans	1 50
Potted Ham, Tongue or Beef, 6 oz cans	1 35
Devilled Tongue or Ham, 1/2 lb cans	1 35
Devilled Chicken or Turkey, 1/2 lb cans	2 25
Sandwich Ham or Tongue, 1/2 lb cans	1 50
Ham, Chicken and Tongue, 1/2 lb cans	1 50

MINCE MEAT.

BRYANT, GIBSON & CO'S—TORONTO.	
Mince Meat, 1/2 gal glass jars	\$9 50
Ditto, 25 and 40 lb pails, per lb	12 1/2c
J. H. WETHEY'S—ST. CATHARINES.	
Condensed, per gross, net	\$13 50

CHEWING GUM.

ADAMS & SONS.	
To Retailers.	
Tutti Frutti, 36 5c bars	\$1 30
Bo-Kay (new)	150 pieces
Sappota	150 "
Magic Trick	115 "
Black Jack	115 "
Red Rose	115 "
Sweet Fern	280 "
Adams' N.Y. Gum	300 "
Caramel Tolu	72 "
New Fruit Asst.	115 " new
Puzzle Gum	115 "
Colah	115 "

NOW

is the time to advertise in and subscribe for THE CANADIAN GROCER. You receive better value for your money than in any other journal in the Dominion.

Prices Current, Continued—

CHOCOLATES & COCOAS.
TODHUNTER, MITCHELL & CO.S.

Chocolate— Per lb.
French, 1/4's... 6 and 12 lbs. 0 30
Caracas, 1/4's... 6 and 12 lbs. 0 35
Premium, 1/4's... 6 and 12 lbs. 0 30
Sante, 1/4's, 6 and 12 lbs. 0 26
Diamond, 1/4's, 6 and 12 lbs. 0 24
Sticks, gross boxes, each... 1 00

Cocoa, Homeopat'c, 1/4's, 8 & 14 lbs 30
" Pearl " " 25
" London Pearl 12 & 18 " 22
" Rock " " 30
" Bulk, in bxs. 18

JOHN P. MOTT & CO.'s

R. S. McIndoe, Agent, Toronto.)

Mott's Broma... per lb \$0 30
Mott's Prepared Cocoa... 28
Mott's Homeopat'c Cocoa (1/4's) 40
Mott's Breakfast Cocoa... 45
Mott's Breakt. Cocoa (in tins) 45
Mott's No. 1 Chocolate... 30
Mott's Breakfast Chocolate... 28
Mott's Caracas Chocolate... 40
Mott's Diamond Chocolate... 22
Mott's French-Can. Chocolate 20
Mott's Navy or Cooking Choc. 26
Mott's Cocoa Nibs... 30
Mott's Cocoa Shells... 5
Mott's Vanilla Chocolate stick 22 & 24
Mott's Pure Confec Chocolate 22c-38
Mott's Sweet Confec Choc. 21c-30

COWAN COCOA AND CHOCOLATE CO.

Cocoas—
Hygienic, 1, 1/2, 1 lb. boxes 70, 75
Iceland Moss 1 lb in 12 lb boxes 35
Soluble (bulk) 15 & 30 lb bxs 18, 20
Soluble (tins) 6 lb and 12 lb 20
Cocoa Nibs, any quantity 30, 35
Cocoa Shells, any quantity 05
Cocoa Essence... per doz 1 40

Chocolates—
Mexican, 1/4, 1/2 in 10 lb bxs 30
Queen's Dessert, " 40
Vanilla " 35
Sweet Caracas 32
Chocolate Powder, 15, 30 lb bxs 25
Chocolate Sticks, per gross... 00
Pure Caracas (plain) 1/4, 1/2 lbs 40
Royal Navy (sweet) 40
Confectioners', in 10 lb cakes 30
Chocolate Creams, in 3 lb bxs 30
Chocolate Parisien, in 6 lb bxs 30

WALTER, BAKER & CO'S

Chocolate—
Pre'm No. 1, bxs. 12 & 25 lbs each 35
Baker's Vanilla in bxs 12 lbs each 48
Caracas Sweet bxs 6 lbs each, 12 bxs in case... 31
Eagle, sweet & spiced, bxs 12 lbs each 30
Vanilla Tablets, 416 in box, 24 bxs in case, per box... 3 50
Spanish Tablets, 100 in box, 12 bxs in case... 2 87

German Sweet Chocolate—
Grocers' Style, in cases 12 boxes, 12 lbs each 23
Grocers' Style, in cases 24 boxes, 6 lbs each 23
48 Fingers to the lb., in cases 12 bxs 12 lbs each... 23
48 Fingers to the lb., in cases 24 bxs 6 lbs each... 23

Cocoa—
Pure Prepared boxes, 12 lbs each 36
Cracked, boxes, 20 lbs each, 1 lb and assorted papers... 28

Cracked, in bxs, 12 lbs., each, 1/2 lb. papers 28
Cracked, in bags, 6, 10 & 25 lbs each 28
Cocoa and shells, 12s and 25s... 25

Breakfast Cocoa—
In bxs, 6 & 12 lbs., each, 1 lb. tins 40
In boxes, 12 lbs., each, 1 lb. tins, decorated canisters... 43
Broma—
In boxes, 12 lbs., each, 1 lb. tins... 37



GIBSON & GIBSON'S

Sydney Gibson's Cocoa, 1/4's... per lb 0 30
Dr. Clark's Cocoa, 1/4's and 1/2's, tins 0 45
Soluble Cocoa bulk in boxes... 0 18
Prepared do " " 0 22
Sydney Gibson's Chocolate, 1/4's, and 1/2's... 0 30
Gibson's Rock do 1/4's... 0 30
Dr. Clarke's do 1/4's... 0 30
Confectioners' Pure Chocolate 10 lb. blocks... 0 30
Vanilla choc. sticks, per gross... 1 00

Gibson's Icina, 1/4's, 4 doz. in case... per doz 1 35
Gibson's Icina, 1 lb 2 " 2 30

COFFEE.

GREEN

Mocha... c. per lb 32, 35
Old Government Java... 30, 33
Rio... 21, 22 1/2
Plantation Ceylon... 29, 31
Porto Rico... 24, 28
Guatemala... 24, 26
Jamaica... 22, 23
Maracaibo... 24, 26

WHOLE ROASTED OR PURE GROUND.
ELLIS & KEIGLEY'S.

Java... c. per lb 33, 34
Java and Mocha... 34, 36
Plantation Ceylon... 35
Arabian Mocha... 37
Santos... 28, 28
English Breakfast... 16, 24
Royal Dandelion in 1 lb tins... 26

TODHUNTER, MITCHELL & CO.'S

Excelsior Blend... 33
Our Own " 31
Laguayra " 29
Mocha and Java... 32, 33
Java, Standard... 33
" Old Government... 30, 32
Arabian Mocha... 36
Santos... 28

J. W. COWAN & CO.

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

EXTRACTS.

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

FLOUR AND MEAL.

per bbl.
Flour, Manitoba Patent... 6 25 6 40
" Ontario patents... 5 00 5 50
" Straight Roller... 4 75 4 85
" Extra... 4 40 4 60
" Low grades... 3 50 4 25
" Strong bakers'... 5 90 6 10
Oatmeal, standard, bbis... 5 60
" granulated, " 5 75
" rolled, " 5 75
Rolled Oats... 5 75
Bran, per ton... 13 00 14 00
Shorts... 16 90
Cornmeal... 4 00 4 40

FLUID BEEF.

JOHNSTON'S, MONTREAL.

per doz.
Cases, No. 1, 2 oz tins... \$2 75 \$3 00
" No. 2, 4 oz tins... 4 50 5 00
" No. 3, 8 oz tins... 8 00 8 75
" No. 4, 1 lb tins... 12 60 14 25
" No. 5, 2 lb tins... 25 00 27 00

FRUITS.

FOREIGN. c. per lb.

Currants, Provincial, bbls... 6 1/2, 6 1/4
" " " cases... 6 1/2, 6 1/4
" Filiatras, bbls... 6 1/2, 6 1/4
" " " 1/2 bbls... 6 3/8, 6 1/2
" " cases... 6 1/2, 6 3/8
" Patras, bbls... 6 3/8, 7
" " " 1/2 bbls... 7, 7 1/2
" " cases... 7 1/2, 7 3/8
" Vostizzas, cases... 7 1/2, 8 1/2
" " cases... 7 1/2, 8
5-crown Excelsior (cases)... 9 1/2, 9 1/4
" " " 1/2 case... 9 1/2, 9 3/4
Dates, Persian, boxes, 5 1/2 6
Figs, Elemes, 14 oz., per box 10 12
" 10 lb boxes... 12 1/2 13
" 20-lb " 15 16
" Seven-Crown... 18
Prunes, Bosnia, bags, 7 1/2 8
" cases, new... 8 1/2 10 1/2
Raisins, Valencia, off stalk, 5 6
" Selected... 7 1/2 8
" Layers... 8 1/2 9
Raisins, Sultanas... 16, 18
" Eleme... 7 1/2 8
" Malaga:
London layers... 2 70 3 00
Loose muscatels... 2 35 2 75
Imperial cabinets... 3 25 3 50
" " qrs., flat... 4 00 4 25
Connoisseur clusters... 4 00 4 25
Extra dessert " 4 75 5 00
" " qrs... 6 00 6 50
Royal clusters... 6 00 6 50
Fancy Vega cartoons... 2 75
Black baskets... 4 00 4 25
" " qrs... 1 30 1 35
" " " 4 75 5 00
" " qrs... 1 50 1 60
" " qrs... 7 00 7 25
" " qrs... 2 00 2 25
Lemons, Malaga... 4 75 5 00
" Palermos... 5 00 5 50
" Messina... 4 50
Oranges, Floridas... 4 50
" Messinas... 4 00
" Valencias... 6 00
" River seedlings... 4 25

DOMESTIC.

Apples, Dried, per lb... 0 07 1/2 0 08 1/2
do Evaporated... 0 12 0 13 1/2

GLASSWARE.

TAYLOR, SCOTT & CO.

c. per doz
Lamp Chimneys, O... 32
" " A... 35
" " B... 45

GRAIN.

Wheat, Fall, No. 2... 1 12
" Red Winter, No. 2 1 12 1 14
" Spring, No. 2... 1 04 1 06
" Man Hard, No. 1... 1 16
" " No. 2... 1 16
Oats, No. 2, per 34 lbs... 46 48
Barley, No. 2, per 48 lbs... 55 59
" No. 3, extra... 55 59
" No. 3... 53 54
Eye... 80 81
Peas... 75 76
Corn... 73 74

HAY & STRAW.

Hay, Pressed, "on track 10 00 11 00
Straw Pressed, " 5 00 7 00

LARD.

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

MUSTARD.

ELLIS & KEIGLEY'S.

Durham, Fine, in 1/2 and 1 lb tins 25
" " per lb... 22
" Fine, in 1 lb jars... 70
" Fine, in 4 lb jars... 70
" Ex. Sup., in bulk, per lb. 30
" Superior, in bulk, per lb 20
" Fine, " 15
COLMAN'S AND KEEN'S
In 4 lb jars... 75
In 1 lb jars... 25
D. S. F., in tins, per lb... 41
" in 1/2 lb tins... 42
" in 1/4 lb tins, per lb... 44
D. F. in 1/2 lb tins, per lb... 26
" " " 28

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Brazil... 12 13
Cocoanuts... 6 50
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Filberts, Oblong... 11 11 1/2
Peanuts, roasted... 12, 13
" green... 9 10
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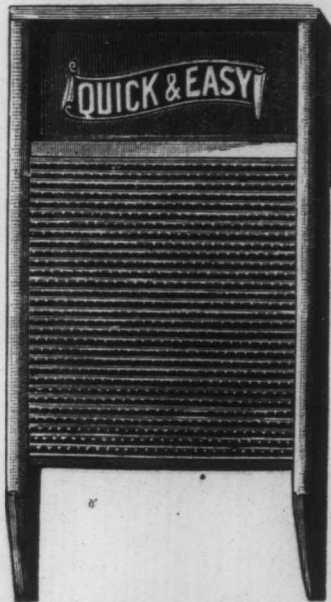
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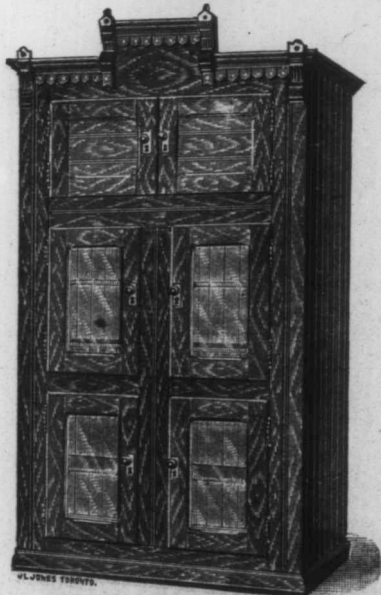
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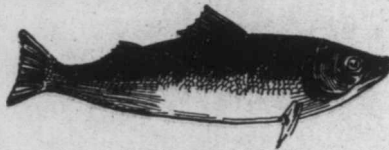
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