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THE CANADIAN GROCER
 & GENERAL STOREKEEPER

PUBLISHED WEEKLY
 \$200 PER YEAR

VOL. VI.

TORONTO, DECEMBER 23, 1892.

No. 52

Manufacturers by Special Warrant
 To Her Majesty THE QUEEN

COLMAN'S MUSTARD

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

ONLY GOLD MEDAL PARIS 1878

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TO THE COURT OF HOLLAND AND THE KING OF ITALY
 PURVEYORS TO H.R.H. THE PRINCE OF WALES
 1878
 CROSS OF THE LEGION OF HONOUR

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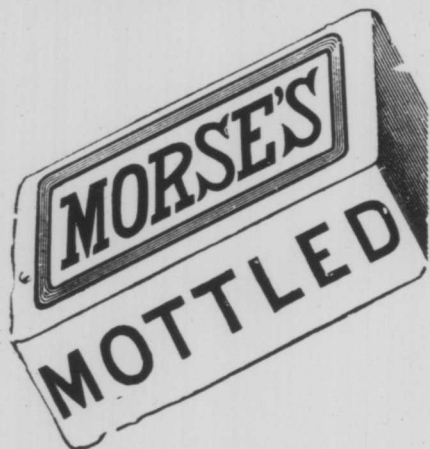
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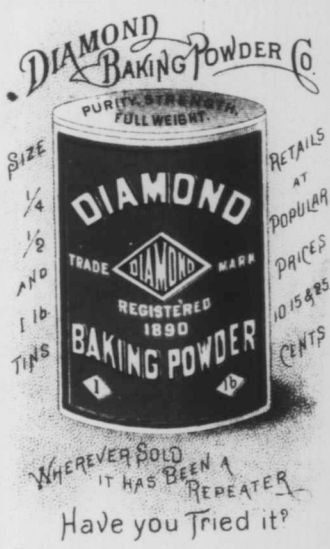
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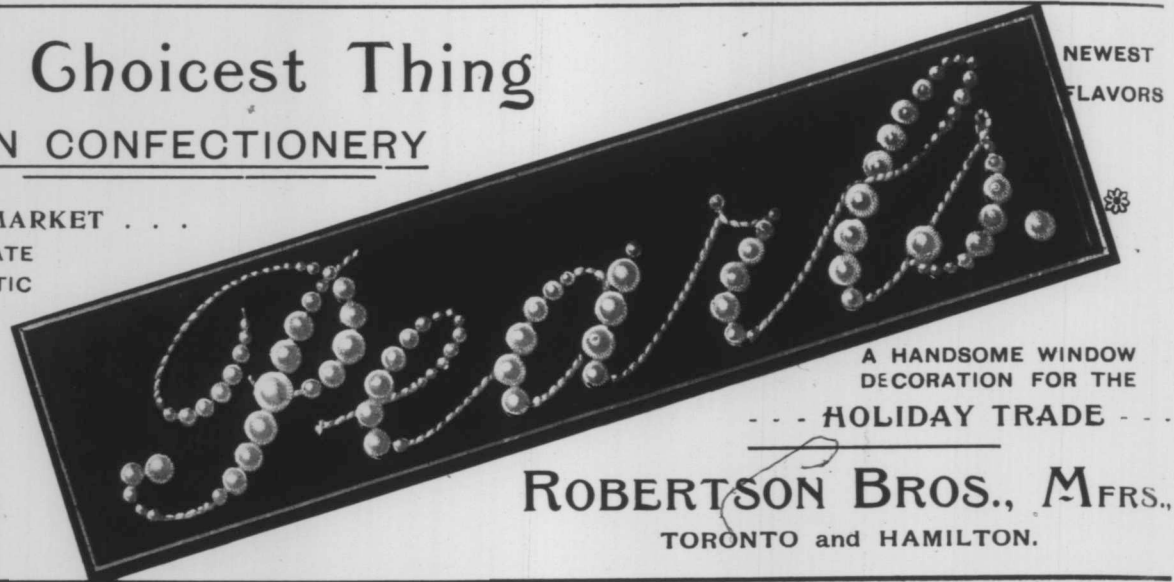
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QUALITY--Bright, dry, and sound, new-crop stock.

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DELICATE
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DECORATION FOR THE

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Are of the Finest Quality and Guaranteed Pure.

Batty & Co.'s NABOB SAUCE

Is the Sauce of Sauces, and the most
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Batty & Co.'s NABOB PICKLE

Is universally admitted to be the
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Batty & Co.'s JAMS, JELLIES, & MARMALADES

Are prepared of Ripe, Sound Fruits
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Are unsurpassed for quality
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Is Absolutely Pure
and it is Soluble.

Unlike the
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No alkalis or
other chemicals
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in its manufac-
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A description of the chocolate
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be sent free to any dealer on
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(As used in the Royal
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Renders the Boots soft, dur-
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For Renovating all
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INDURATED
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SELL
EDDY'S
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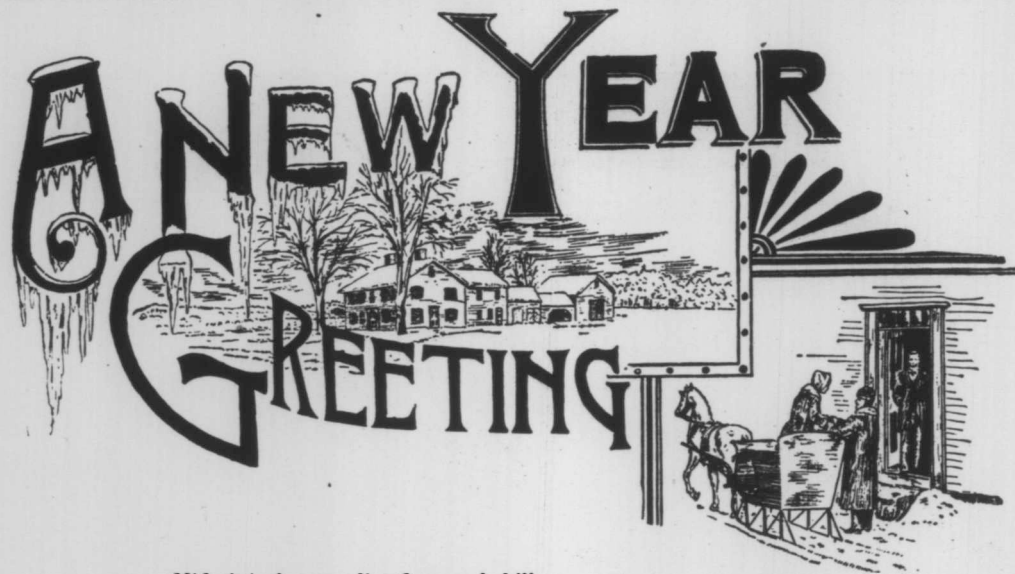
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WOODEN WARE
WASH-BOARDS.

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Midwinter's snow lies deep and chill
 On field and forest, vale and hill,
 And wintry winds are blowing:
 The short-hour'd day is almost past,
 The sun has reached the west at last,
 Just o'er the hilltops showing.

The sleigh-bells jingle at the door,
 And happy young folks full a score,
 In friendship warm are meeting;
 The Old Year dies this winter night,
 And these whose hearts are free and
 light
 Await the New Year's greeting

Without, King Winter holds his reign,
 And gathers 'round a snowy train
 Of Jack Frost and his fellows:
 They search for cracks wherein to creep
 While 'round the house with whisk
 and leap
 The noisy west wind bellows.

But in the house, defying cold,
 The fires blaze up with red and gold.
 From solid pitch-knots burning,
 While logs of oak and solid beech,
 That come within the wild flame's
 reach,
 To glowing coals are turning.

With sumptuous feast the board is
 crowned.

Where father smiles on all around,
 And joins in laughter hearty;
 While mother, seated at his side,
 Regards her flock with looks of pride,
 The happiest of the party.

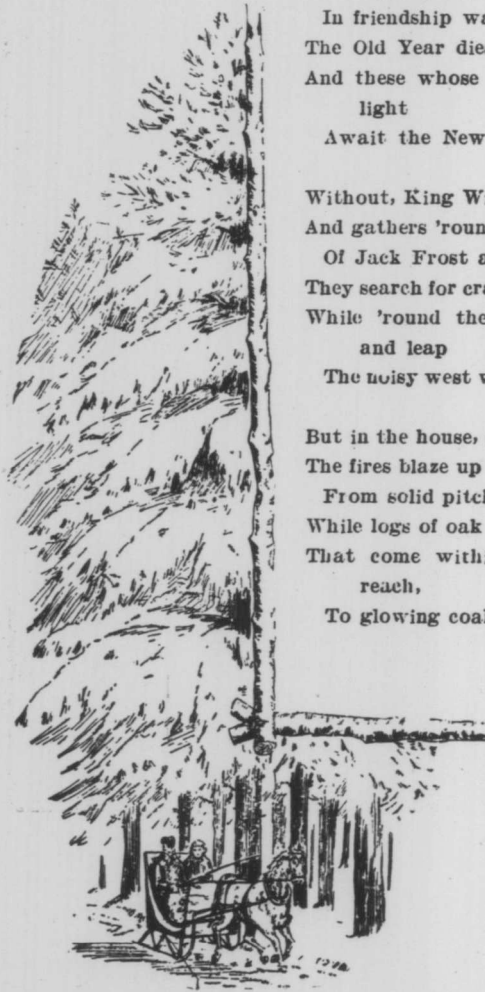
When supper's done, the merry throng
 Meet round the fire with laugh and
 song,

And each some tale is telling
 Of Indians, ghosts, or goblin things,
 Which fly at night with black bat's
 wings,
 Or haunt some lonely dwelling.

The hands across the clock dial creep;
 The little folks are going to sleep,
 As midnight hour draws nearer,
 But when the clock at twelve rings out,
 Then "Happy New Year" is the shout
 Of every watchful hearer.

The crescent moon rides in the west
 Before the household seeks their rest,
 And in their dream-thoughts mingle
 The many memories of the night,
 The happy faces, young and bright,
 And distant sleigh-bells jingle.

—Good Housekeeping.



THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$2.00 PER YEAR

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

Vol. VI.

TORONTO, DECEMBER 23, 1892.

No. 52

To our Readers, Greeting:



A MERRY CHRISTMAS to you all! You have wrought diligently to supply your neighbors with the material for good Christmas cheer, and we hope you have reaped your reward in large sales and liberal profits. Satisfaction with such results is a foretaste of Christmas, but instead of discounting the joys of the day itself it should enhance them. It is easier for a thankful man to be

happy than it is for a disappointed one. But whether you have cleared out all your special holiday goods or are carrying half of them over, whether you have sold them at a fair profit or have been forced down to cost, do not let Christmas go by without spending it in the old style. Show your children you have not forgotten the secret of enjoying the good old holiday, and thus you will teach the secret to them. If all parents clearly realized how much it is in their power to invest Christmas with the most cherished and lasting associations in the memories of their children, none would allow the day to pass unobserved. Though a man's mind may be seared to human pleasure, it is his duty to celebrate Christmas generously on his family's account. THE GROCER likes to feel that the relations between it and the trade are more intimate than those usually subsisting between newspapers and their subscribers. In this paragraph it therefore ventures out of the range of business subjects to bespeak the enjoyment by its patrons of the old day in the old manner. Its readers have its most warm-hearted wish for a Happy Christmas.

For years past our Christmas has lacked the snowy setting that so, became it in this climate, and that helped so much to endear it to Canadians. In many of the most thickly settled parts of Ontario one cannot meet a native boy or girl under fifteen or sixteen years of age that ever beheld a Christmas scene such as their fathers and mothers grew to regard as an inseparable incident of the holiday season. To most adults who can boast this country as their birthplace, the picture conjured up by the word "Christmas," in whatever season and whatever land uttered, presents the trees richly encrusted with glittering frost, the highways heaped with banks of snow, the streams covered with a thick plate of ice. Such conditions not only made Christmas picturesque, but they gave vigor to its enjoyments. The spirits rose as the temperature fell, at least until the latter got close

to zero, and on skates, on snowshoes, on toboggans and on sleighs, the hardy youth of this climate took their fill of exhilarating exercise and fresh air. We have shorn the land of its woods and have modified the climate. On the whole the part of the change which makes winter less intense is an improvement, but we are arraigning it now on the charge of making Christmas a much tamer holiday than it used to be. In more northern and western parts of the country where the land is bald of trees, as in the prairie country, the snowfall is favored by other conditions, but we need forests it appears to attract the snow. We had a Christmas in the old times that was strictly sui generis, unlike the Christmas of any other people in the world. The woods, now vanished, were a completing background. In their depths the lads could track the rabbits through the snow. But now the young men can disport themselves on bicycles, and that sufficiently marks the degeneracy of our winter. The old time Christmas seems to have gone, and the young can only look upon its semblance in the beautiful pictures that they see in their Christmas cards. The coming Christmas, like its predecessors for many years back, promises to be a snowless one. It cannot be denied that this lack detracts from the enthusiasm with which it was formerly observed. There is less going to and fro among friends, there is not therefore so much of the old bountiful hospitality, and therefore not so much for the grocer to purvey for as there used to be. But the people still keep the day, though necessarily more quietly than of yore.

Of late years more of the money spent on Christmas presents has found its way to the grocery stores than used to be the case. Gifts for friends are nowadays frequently chosen on the ground of utility or fitness. Hence the book store, the hardware store, the jewelry store, the fancy goods store, do not get all the trade that gift buyers bring to the shops at Christmas time. This friend likes his pipe, and a package of good tobacco is bought for him, another is a lover of a good cigar, and a box of cigars is purchased for him. This old lady has a weakness for a cup of good tea, and her friend sends a parcel containing something choice. If the grocer handles tableware, as he commonly does, a dinner set or tea set, or something else from that line of stock comes into sale on gift account. The same is true of many other departments of stock. It of course depends upon the intimacy between giver and receiver, as well upon their circumstances, what the gift shall be, but there are undoubtedly more articles, regarded by the recipients as necessary, now chosen as presents than there were in former times. The house furnishers do a big business in orders for goods bought as Christmas presents, and one article in particular, namely a carpet sweeper, is in especial vogue as a Christmas offering to lady relatives who are house-keepers. Another growing practice is that of remembering such of the local poor as the better circumstanced can afford to include in their Christmas bounty. Both common sense in giving and generous charity are growing, and the grocer derives a share of the benefit. The trades that cater to the necessities of consumers are doing a large part of the gift business every year.

THE GROCERY CLERK'S DREAM.

"At dead of night Imperial Reason sleeps,
While Fancy with her train long vigil keeps."



SOFTLY the snow was falling, down, down, noiselessly but steadily, covering the cobble-stones of the street they came, the white feathers from Mother Goose's lap. Every protruding porch and awning of the shops on the street was covered, the boxes and barrels in front of Johnson's grocery were encased by the flakey crystals, that mounted higher and higher up and over their sides, and grasped with their pale hands the casings of the windows, the panels of the doors, and even

tried to peep through the keyhole of the large front door. The moon, that silent guardian of our sleeping hours, although not distinctly visible through the haze of the falling snow, was yet sufficiently interested in the proceedings to throw a glamor of light o'er the scene.

It was getting late, or rather early this Christmas morn, and the great city was gradually dropping off to sleep after its festivities of the natal eve of the world's Redeemer. Occasionally the sound of a horse's hoof was heard dully sounding on the dense air, and now and then the muffled rattle of the wheels of a passing cab, station-ward bound, broke on the ear of the surtouted policeman who stood under the protecting canopy of the butcher's porch across the way.

Within the grocery all was quiet. Johnson had long ago laboriously counted out and checked the receipts of the day. We say laboriously, for there were no cash registers and total adders in the early days of the struggling merchant, to minimize labor and economize time. The fire in the old box stove in the store was throwing out as little heat as was consistent with its age, requiring much the greater share of warmth itself, for its old days and its thin blood were beginning to tell. It was already minus two of its original legs and had been bolstered up with the half-sections of a brick, while a zig-zag rent in its back showed how rheumatism may even affect such inanimate and callous objects as box stoves. The old gray cat lay dozing beneath the stove, utterly oblivious to the squeaking and scampering of the host of rats and mice that lived and enjoyed themselves to their hearts' content. Tom was too old to worry them, and Johnson had long ago given it up as a hopeless task to drive them out of the old premises. Everything was quiet, even the old clock had been allowed to run down to-night in the hurry and excitement of getting all the orders out. The very stillness of everything outside, covered as all sounds were by the fallen and falling snow, produced a soothing effect up Dick, the tired clerk, who slept in the large front room above the store. Poor Dick! He was dead tired to-night for sure; dead tired in more than the physical sense, for all day, even in the busiest portion of the afternoon, his thoughts had wandered away from the old grocery store, and from the great city with its ceaseless rush and scurry, to the old farm house up in Middlesex, and visions of the quiet, peaceful, happy Christmas eves spent there crowded themselves into his memory and jostled the business memos that were clamoring for attention; and now, up in his room over the store, as he sat in the improvised arm chair made

out of a sugar barrel cut half way through the middle, and vainly strove to gather a little warmth from the rusted stovepipes that ran through his room from the stove in the shop below, the thoughts of home, mother and friends, of happy thoughtless days of youth, of—of—well, of some one else too, took possession once more of the corridors of his brain, in spite of a few obtrusive and aggressive business items that sought recognition. Vainly he endeavored to throw off first one train of thoughts then the other, until finally, overcome by the effort, he dropped off to sleep and into dreamland.

Just as Dick's head dropped on his breast the chimes of St. James broke forth with their hourly measure, and the first boom of the heavy bell was the last conscious sound heard by him. And now, Fancy with her train, her rioting, rollicking crew, took possession of his brain and held high revel. The pictures that floated before him were turned out with kaleidoscopic variety, and were as grotesque and improbable and impossible of actual occurrence in real life as they were desirable in the same. Oh! the vagaries of the tired brain, how wonderfully creative and suggestive they often are, and how we would be benefited did we, on waking, carry out the pictures thrown on the mind's canvas! The panorama passing before Dick's vision was of such a startling and unique character that we deem it of sufficient importance to his particular trade to warrant the liberty we have taken of presenting them, and some one in Dick's own vocation may find food for reflection in the portrayal.

THE DREAM.

One bright day in the mellow month of September, Dick was passing through one of the principal streets of Toronto. The rush and rattle of the broad-tired and express carts, the jingling of the bells of passing street cars, the rolling of heavy carriages, yelling newsboys and pedlars, and the multifarious and indescribable sounds that go to make up the terrors of a city's busy hours, pressed heavily on his mind. He had just been sent out by his employer, Johnson, to solicit an order from a particular customer, and was taking a short cut through ——— street when his attention was attracted to a building near the corner of N—— and J—— streets. Often as Dick had passed that way, and it was only two days ago that he had walked over the same ground, he had never noticed this striking establishment before. Singular, too. It looked like a grocery store, and he thought he knew nearly all the stores in town, and he was positive he could name every one on N—— street at any rate. How was it he had never observed this grand establishment before?

Hastily crossing the street he approached the store. It was not a very large building, but the two plate glass windows on each side of the door were set in their frames in such a way that they appeared to be twice their size; the panes in fact were bent at the entrance of the door, and there were no ungainly posts at the corners to obstruct the view of the goods that were displayed. The arrangement of the goods in the windows was artistic in the highest degree (for there is art in window dressing as well as painting the soft hues of a bibulistic parvenu's nose), one side was devoted entirely to table luxuries and delicacies of the season, the other was a mass of beautiful fruits, nuts, grains, and vegetables, arranged in a masterly style—in fact both windows were so attractive that one had to stop and admire, and to stop and admire was to step inside and buy—for the place was a hive of industry, and customers were going in and out with interesting regularity. How different this seemed to Dick. His employer, Johnson, prided himself on his window dressing. Ah! that with similar goods two men could produce such different results! Johnson's windows, though apparently carefully dressed, never looked attractive. One gave them a glance and passed on. The same old manner of piling cabbages and turnips and sundry vegetables in season, in with an open half-chest of tea, or arranging them in pyramid form around a barrel of fish by the door, or possibly using his window for a storehouse and placing an entire hog-head of sugar or prunes in it, with a shovel sticking in the goods, as if people bought their food by the shovelful and ate them in the same Brabdnagian style. Here it was different. Everything neat and clean and appetizingly displayed—appetizingly, we say, as

against gourmandizingly—the finer feelings of a man's appetite were tantalized, not the grosser. The interior of the store was painted a rich, deep brown, with soft shadings of gold and black, and the sign over the door spoke the simple legend, "U. R. Wright & Co., Grocers." This store did not suggest a Chinese laundry with its abhorrent bright red signs, doors and fixtures, and daubs of blue and white. Johnson's grocery was painted red, bright red, his shelves were red, counter red, and his delivery wagon even looked like, well, like the gentleman one is accustomed to seeing in the company of Doctor Faustus, on the bill boards of the theatres,—Red, red, red, all around Johnson's store. Even his nose was turning a carmine color, out of pure sympathy for the prevailing taste. Abominable fashion, execrable taste! Now this store looked infinitely more attractive to Dick's eyes and to the passers by; it looked quiet, unassuming, cheerful, and withal so eminently clean and respectable that one was drawn to it unconsciously; just a taste Dick had a liking for, as he did not approve of Johnson's colors.

After contemplating the premises and windows for a few moments Dick passed through the door and entered the store. His first impression was one of astonishment at the neatness of everything on the shelves and counters, and the entire absence of delivery boxes, barrels, kegs, etc., that one usually stumbles over in grocery stores, and mentally condemns to far off and warmer climes. Neither was the floor strewn with sawdust, that abominable way some grocers have of trying to keep their stores clean, much to the detriment of every lady customer's skirts. Johnson used sawdust too, said it made the store feel soft and comfortable like, and then it was so easy to sweep out. On gazing around more closely, he noticed that the two sides of the store were fitted up in exactly the same manner, the same class of goods on the shelves opposite one another, and the prices of the goods marked in plain, neat, readable figures. The right side had a handsome sign over the shelves, "Goods on this side Cash;" while the sign over the shelves on the left side read, "Goods on this side on Credit." Dick pondered over this unique style of storekeeping, but on comparing the prices on the same class of goods he noticed that there was a difference of from 10 to 20 per cent. in favor of the Cash side. For instance, on the Cash side he noticed a certain well-known brand of pickles marked 35c., while on the Credit side the same goods were marked 40c., a saving of 5c. per bottle in favor of the cash customer, and so on through the different shelves. Dick noticed, and noticing wondered no longer, but mentally admired the author of this business departure. What struck him forcibly, though, was that, while about twenty customers were being served by the Cash side clerks, only four were ordering on the Credit side, and what did impress him more reflectively was the fact that while the four credit shoppers were of the upper crust, the higher element of society, the cash customers were persons of the middle and working classes, to whom every cent was of account. Dick had often observed this characteristic in his employer's customers. The middle classes were desirous of buying as closely on a cash basis as their means would permit, while the tonier or upper element generally bought regardless of cost and quantity, knowing their bill would not be presented for a long time, and Dick had often seen the heaviest losses through the so-called best customers. Isn't it so with your customers, my grocery keeper? If not, your trade must be done with angels and not human beings.

Taking a look at the clerks behind the counters and those attending to their respective duties about the premises, he noticed that in place of their wearing the orthodox white apron with its capability of showing every mark and stain, they were all provided with black aprons of a watered silk pattern, their light shop coats being made of similar material but of a dark brown color. This seemed to Dick also a very good custom, as the dark aprons did not so readily and clearly show the numerous stains that gather on one's person, be he ever so careful in handling goods. The close and polite attention paid to each customer by the attending clerk was also noticeable, and when a poor little girl came up to the counter Dick noticed a clerk receive her with a pleasant smile and pay her as much attention as if she had been clothed in silk and satin.

Politeness seemed another characteristic of this wonderful store, politeness not only to the wealthy and well circumstanced, but politeness to all, high and low, rich and poor, old and young. How often are the children left to stand until customer after customer is served, when perhaps the child's mother is too poorly or unable to come herself. Remember, it pays to be polite to the children. They will be your future customers, and they never forget.

On going further into and toward the back of the store Dick noticed a, to him, new-fangled machine with rows of keys with numbers on them, and every time the operator pressed the keys a bell would ring, and a drawer in front would open, exposing to view a number of compartments containing money of different denominations. These were the National Cash Registers, those economical time, labor, and money saving instruments so generally used now by all live grocers and merchants, but which old Johnson in his blind obstinacy stigmatised as an insult to the educational system of one's country, for "who couldn't add shouldn't go into business" was his remark to an agent of the machine company, and he kept on adding in the old, slow, laborious, brain-cracking way. Here were three of these new-fangled machines at work, all of them operated by young girls, and how expertly, how easily they performed the work! Watching the operations for a few moments, Dick turned around and continued his observations of the store. He noticed the counters and shelves were all made of either oak or ash, the walls above the shelves were hung with the best pictures of proprietary goods, and in these latter he noticed an entire absence of anything savoring of the grotesque or ridiculous, no pictures of an old woman washing a negro child white with an impossible soap, no policeman kissing the cook in broad daylight over the fence to advertise baking powder, no monkey with a tail seven times as long as its body holding a can of cocoa in its forepaws; none of these far-fetched schemes adorned these walls, only the choicest works of the best advertisers were hung, and hung properly, not with one side a foot higher than the other, another slanting forward as if ready to drop, and another flat against the wall. The pictures in the average store always frightened Dick, and he had made some attempt to place Johnson's ornaments in better shape; but no use, Johnson couldn't see it at all, "hang it up anywhere" was his style, only hang it up.

As he was thus observing in an unobtrusive manner the simple mysteries of this new store, a gentleman approached him with a pleasant "good day," and asked him if he was being served, etc. No, Dick said he had only dropped in and was just taking in the new store. "Make yourself quite at home," replied Mr. Wright, for it was the proprietor who had accosted him. "Look round as long as you wish." Then he inquired if Dick approved of anything he had so far observed. Approved? Hadn't he? Everything suited him, and was just right; but "where do you deliver your goods? I don't see any boxes, packages, etc., standing around. How do you send them out?"

"By the two back doors," replied Mr. Wright. "You see, we would bother people running in and out through the front door, knock against them, spoil their dresses and clothes and make things generally obstructive and destructive."

This arrangement struck Dick as being also worthy of imitation, and he made a mental note of the idea. Mr. Wright noticed that his questioner seemed interested in his store, and so he took special pains to explain everything to him. Dick learned from him the amazing fact that they never left their tea standing in open chests by the open door, for dust and street gatherings to accumulate in them; that they never put their fish near their butter or tea; in fact there was a special part of the store reserved for these articles where their odor could not damage the sensitive articles in the store; that they sold their eggs, and their molasses and syrup by the pound; that their butter and cheese and milk were kept in close refrigerators and as far away from the fish as the store permitted; that they never kept coal oil, as that was the hardware merchant's business; that they advertised their goods in the local papers, and that they freely used printer's ink to let the public know of the merits of their goods; that they blended their own teas, but were not so ignorantly

prejudiced against package goods that they would not handle the best advertised and most called for teas; that they never allowed any traveller to become so personally intimate with them as to warp their judgment and have the traveller select their teas for them; that their hours for business were from 8 a.m. to 7 p.m., Saturdays and evenings before holidays excepted; that they paid their hands well with full pay and granted them two weeks vacation each year; and that they purchased their goods for cash, took their discounts in every instance, and gave no credit. These new and startling facts were a revelation to Dick, and so opposed to his employer's methods that they were hardly comprehensible to him, and yet, on reflection, everything he had learned was so simple of execution, so sensible, so profitable in the results that it struck him as wonderful that only one man had as yet carried the ideas into effect. Oh, this wonderful store! Thanking the proprietor profusely for his attention, Dick left the store, not to call on his employer's customer, but, making as fast time as possible, he returned to Johnson's and with a great deal of animation related the story of the wonderful store he had just seen. Johnson looked at him from the clouds of smoke he was emitting from his strong-smelling pipe, and as Dick's story was concluded, took the pipe out of his mouth, and reaching over the counter opened the cash drawer, took out some money, paid Dick off, called him a "crazy dreamer," opened the door and kicked him out into the street. Johnson couldn't conceive of anything so utterly impossible as the tale of this great grocery store.

It was the kick Johnson gave Dick that woke him out of his dream. The staves of the old arm chair in which he had fallen asleep had broken, and our dreamer fell over on his side on the floor with a start. Rubbing his eyes, he listened to the striking of the clock of St. James, and counting the strokes he reckoned out ten beats of the big hammer. What! 10 o'clock, no, for it was yet night, and he remembered that he fell asleep just as the Cathedral clock commenced striking out the hour of 12. Two seconds, and oh what hadn't he learned! What a grand opportunity was pictured to him in that short period of time! Raising himself, he vowed that, should he ever have sufficient funds to open out a grocery on his own account, the pictures of that night's dream should be his models; and it is to be hoped that he may soon be the possessor of the requisite amount to carry the plan into execution, for goodness knows, we need that kind of a grocery store in every street, in every city and town in the land.

WM. H. SEYLER.

Toronto, Dec. 22nd, '92.

A CONFESSION OF FAITH IN TORONTO'S PROSPECTS.

The citizens who came together to discuss Toronto's prospects last week did not propose any scheme for the advancement of the city, though much of what was said in the speeches had reference to individuals' ideas as to what would be best for the city. It was generally agreed that new manufactures should have every encouragement from capital and from public spirit, and particularly that the iron industry should amount to more than it does. The following resolutions passed show that no despondent feelings were uppermost in the assembly:

"That the City of Toronto, by reason of its central position, progress and prospects, presents great opportunities for the safe employment of capital in industrial enterprises."

"That rich agricultural and mineral areas tributary to the city of Toronto warrant the belief that Toronto will shortly become one of the greatest centres of trade and industrial activity on the North American continent."

"That it is the duty of all citizens to cooperate in proportion to their means in developing our industrial enterprises, to encourage the location of manufacturing enterprises in this city, and to insist on such measures as may be necessary to inform the industrial world as to the advantages this city presents for such undertakings."

"That the Citizens' Industrial Exchange Association be now formed, and that the citizens hereafter named be the Provisional Executive Committee and provisional officers thereof, with power to add to their numbers."

This committee includes the members of Parliament for the city and council, the aldermen of the city and several prominent citizens.

DOES IT PAY?

A GROCER must not always measure his profit by what he makes out of the sale he makes, but by the possible sales in the future. Human nature, we know, is so apt to regard the value of a business transaction by the amount of profit that is made upon the sale itself. But is this wise? Not always we are sure. And there are abundant reasons why this cannot be considered anything but suicidal. Impressions in this world go a great way, and once you secure the confidence and respect of a person dealing with you a great step has been taken toward success.

Not long ago we had a peculiar and interesting circumstance brought under our notice which clearly illustrates the whole secret in this respect. A gentleman of our acquaintance, who was partial to a good cigar, had omitted to secure his usual supply before coming home and wanted a good smoke. His wife suggested that he should go to her grocer, whom she said kept cigars. The husband went, and requested an imported or Key West cigar. The grocer sold him an ordinary domestic cigar and charged him 15 cents for it, chuckling in his own mind that he had made a splendid bargain. The husband got home, and, smoking the cigar, said to his wife, "I do not think much of your grocer." "Why?" asked the inquisitive housewife. "Oh, if he sells his groceries upon the same principle he sells his cigars the sooner you change round and get a new grocer the better it will be for my pocket and your comfort." The wife liked the grocer and argued in his favor, but the more she argued the plainer it appeared that all his business was conducted upon the same principle as his sale of cigars, and the result was that a new grocer was found, and the man who was so smart as to sell a dear cigar lost a customer who paid him \$1,200 a year.

The merchant who conducts his business upon good sound business principles has no need ever to get himself into the scrapes that the merchant above did. Big retail trades are built up by first securing the implicit confidence of those who extend to you their patronage, and not by methods that will not bear the investigation of time and the light of truth. Business, particularly the business of a good retail grocer, is transacted upon confidence, and it is quite easy to build up trade upon such a basis provided that the merchant has full confidence in the methods employed and has the courage to fully carry out those methods to their legitimate end.

Not very long ago we had a conversation with a merchant who had built up a splendid business. He said to us that he had done many things in his life that he regretted, but the one thing that had given him most pleasure and comfort was making up his mind when he commenced business to deal straightforward and honest with his patrons. "My business" he said, "grew almost day by day until I had by far the largest business in the city, and many times people would remark that they wondered how it was that it grew so fast. I knew, but I was not going to give away my secret to my competitors. I would rather let them go on in their own way, and all their customers that they offended I eventually got. Building a business is exactly like making money. The business which retains all its patrons is bound to succeed, like the man who saves his pennies is in the long run bound to get rich."

There is a good deal of truth in what our friend said, and we think that there is nothing so suicidal as the merchant who keeps his store upon such principles. It may to some of our readers appear a questionable practice not to make large profits when you can, but we do maintain that any dealer who believes that his fortune depends upon his ability to get the best of his patron is making a mistake, and in the long run will ultimately fail.

Young beginners are more than any other apt to make a mistake in their methods, and when they get into a wrong way of doing business it is very difficult indeed to get out of it. It is well then to commence aright, and in doing so it is half the battle.—National Grocer.

Once Again

As Father Time hobbles up to the finishing post at the end of another short year and turns the sand glass in his weary and wrinkled hand and gives his scythe a twist over to the other shoulder we turn reflectively to the days that he has mown off the field of Eternity since last we addressed our readers on a like occasion, and our musings and ponderings are of a pleasant nature. The old gentleman has dealt kindly by us, he has permitted us to carry on the work we had hewn out in the sphere which we especially considered as worthy of better consideration, he has allowed the sun of prosperity to cast its warming beams over our heads, and our hands and hearts have been strengthened anew by the praises and encouraging words he has caused our readers and friends to utter for the work we are striving to do. :- :- :- :- :-

It is with feelings of the deepest gratitude that we turn again at this festive season of the year to our many friends, readers and advertisers for their hearty support and appreciation of our efforts to make THE CANADIAN GROCER the pride of the trade, and a constant and trustworthy "vade mecum" of every enterprising merchant in this broad and blessed Dominion, and it is with inward gratification that we can state that never at any time in its life has THE CANADIAN GROCER had so many friends as now. They are found in the ranks of both advertisers and subscribers. They swear by it and will follow its teachings if it leads to the grave. This compliment pleases us more than we can express: it shows that we are on the proper lines, and encourages us to go on and do more. But what we want to do now is to join the happy throng of well-wishers, grasp you by the hand and put all our own good wills and wishes into a few words by wishing you a

Joyous Christmas

AND A

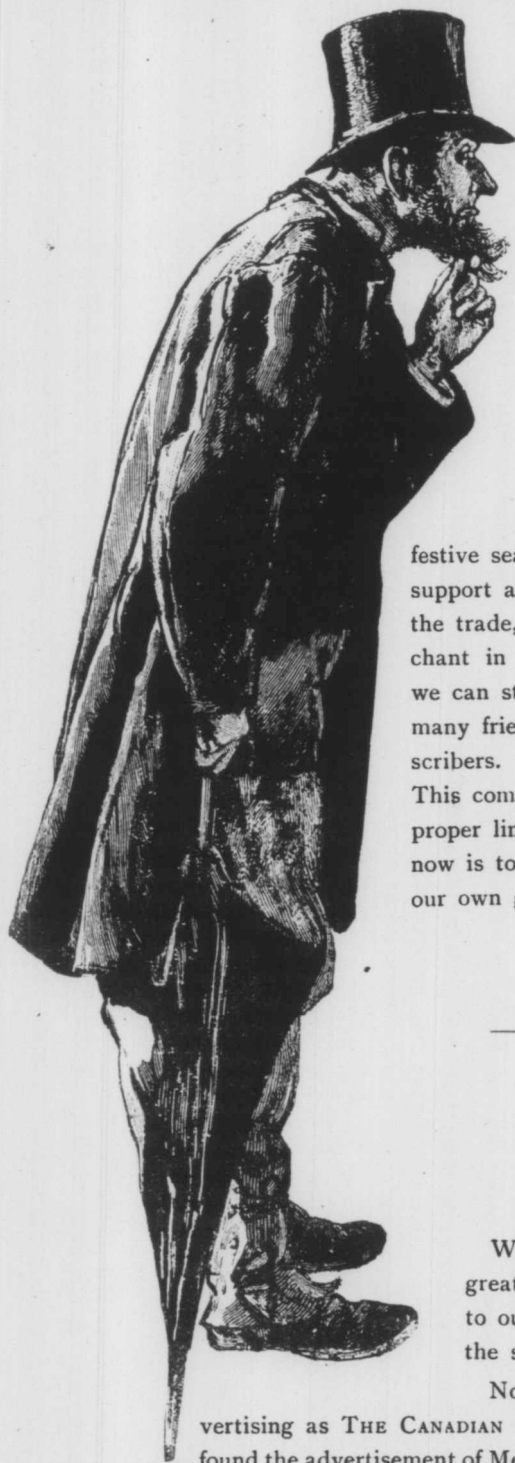
Prosperous New Year

We mean every word of it. We at any rate review the year's business with great satisfaction. Hundreds and hundreds of new subscribers have been added to our lists. The number of our advertising pages has been almost doubled by the securing of new advertising and by old advertisers increasing space.

No trade journal on the American Continent can boast of as high a class of advertising as THE CANADIAN GROCER. For instance, ours is the only journal in the world in which will be found the advertisement of Messrs. Huntley & Palmers, Reading, England, the largest biscuit manufacturers on earth, and whose goods are found in every quarter of the globe. In no other paper in America will you find such well-known names as J. & J. Colman, Batty & Co., Crosse & Blackwell, W. G. Nixey, all of London, England. Surely all this goes to prove that the hen in our advertising department is laying golden eggs. It gives us great pleasure to feed that hen. The manufacture of the food and the manner of feeding is known only to our advertisers and ourselves. In other words, the only way for non-advertisers to test the value of THE CANADIAN GROCER as an advertising medium is to try a year's advertisement. The best evidence of the value of a paper as an advertising medium is its ability to secure and hold the best class of advertisements. Again wishing you the Compliments of the Season.

We are, yours faithfully,

THE J. B. MCLEAN CO. LTD.



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THOSE CHEAP VALENCIAS.

THERE is considerable speculation in Montreal as to the exact effect the receipts of low priced Valencia stock will have upon the future of the raisin market. THE GROCER has referred on different occasions previously to the subject in several ways. The figure at which the goods were bought was considerably below the usual run of quotations, and at one time it was thought that some shippers would go back on their contracts on this account. The goods were gathered somehow, however, and commenced to arrive about three weeks ago, and have since then been coming forward with moderate freedom, estimates placing the offerings of this description of stock in Montreal at 7,500 odd boxes. But it is not the matter of quantity that is likely to constitute an unsettling influence on prices, for our receipts of raisins this season are well known to be considerably below the average of former seasons, while our wants have been expanding. This side of the question does not enter into calculations at all, for there is room for all the stock we have, but it is the quality of the lots under consideration that dealers fear, as a disturbing factor. This is now generally admitted to be inferior, and as the buyers have it they will no doubt offer pretty low to secure a turnover. It is likely, however, that they will find their goods very slow of sale, especially at this holiday season when dealers want nice, bright, clean fruit, not dark colored, dirty stuff, and for this reason holders of good stock, although they would sooner see the poor goods off the market, feel no anxiety about the future, but consider they have first class property. In fact, the fate generally predicted for this poor fruit is, that the bulk of it will be carried for a long while, and slowly find its way into consumption by a process of very gradual absorption, which is hardly likely to make the deal a profitable bargain to those who imported the goods.

SUN-DRIED RAISINS.

A letter that a Montreal fruit broker received last week from a correspondent of his at Denia states that packers of Valencia raisins have been trying to "sun dry" some of their fruit this year, that the experiment has been a decided success, and that next season sun dried Valencias will give their Malaga competitors a close run for first place. This prediction is occasioning considerable comment among the trade in Montreal, for, as a matter of fact, genuine sun dried raisins, either Malaga or Valencia, are pretty hard to get. In the old days it was of course another matter, but now, with keen competition to meet, the old fashioned methods in vogue in the days of our forefathers are hardly the thing. It is true that large, bright Malaga fruit is to a certain extent sun dried, and generally brings a higher price than Valencia stock, but for the matter of that so are all raisins, for Valencias even, after being treated to a bath composed of a solution of soda, etc., have to be laid out in the air to allow the moisture to evaporate. It is possible, however, in their case, that is judging from the condition in which they arrive sometimes, that the same care is not observed with them as with Malaga fruit. There may be, and no doubt is room for improvement in the treatment to which they are subjected, and it will be interesting to see if, as predicted in the letter in question, we are to have offered to us just as bright dry Valencias as the higher grade Malaga stock. Brokers here do not see any reason why we should not, for they claim there is little or no difference in the natural qualities of the fruit from either section. With the same care, therefore, this one should stand on the same level as the other.

The Council of the Toronto Board of Trade have decided to hold a banquet at the Horticultural Pavilion Jan. 5. It promises to be the most important of the kind ever held in this city. Already members of the Board have personally interviewed or sent letters of invitation to a number of Canada's leading statesmen. Sir John Thompson, Mr. Wilfrid Laurier and Sir Oliver Mowat have already accepted. Leading lights in the financial, mercantile and business world will also be invited.

ATTENTION TO DETAILS.

THE details of business are irksome, and the natural desire of the head of an establishment is to escape attending to them. He naturally and rightfully feels that his time is too valuable to devote to these minor matters, but it seems almost impossible to find men to attend to them without the direct oversight of the superintendent or manager.

Subordinates who can and will attend to details thoroughly and reliably will always be highly esteemed, but those who are contented to do so year after year have not the stuff in them of which successful men are made. They lack the breadth of mind essential to the filling of executive positions, or else they lack ambition, and one is as fatal as the other. On the other hand, a man who cannot or will not attend thoroughly and promptly to business when in a subordinate capacity is deficient in one of the most important qualities needed in more advanced positions.

A great deal has been written about the necessity of a close attention to details on the part of the head of an establishment, whether it be mercantile or manufacturing, but there is ground for the belief that not only has this necessity been aggravated, but that in a certain sense a close attention to details on the part of the chief is detrimental to business success, in some degree at least.

The successful man is he who knows how to get the details of his business looked after without giving them his personal attention, for it is undoubtedly true that his time and brains can be more advantageously employed in looking after the important general features. It is the worst kind of folly for a five thousand-a-year man to busy himself continually about work that an eight-hundred man can do just as well, and a careful study of the successful man will disclose the fact that he is a man of rare judgment in the selection of subordinates, and makes it his constant aim to get rid of all the details and routine work possible.

The attention of a successful executive to detail must, however, go this far: he must have a thorough knowledge of it in every department of his business, and, while ignoring it as a general thing, must make it a practice occasionally to devote the strictest attention to it, going over it with the subordinate in such a way as to let him understand that the manager is a thorough master of it. In this way he will secure proper attention to it by the subordinate, and if things do not run smoothly and economically he will be able to set them right.

More than two thirds of the half-way failures in business are due to the fact that the chief fritters away valuable time in watching over trivial things when his attention ought to be devoted to weightier matters. A man has but a certain amount of energy and available working time, and it needs not very deep reasoning to see that if he devotes a large portion of it to minor affairs he will not be able to give the attention which he ought to the work that he is best fitted for.

To be thoroughly successful in a large way a man should be free to watch the situation, to keep a general oversight of all departments, and to make plans for the increase and proper conduct of the business. Ideas are the germs of success, and good ones properly worked out will be found to constitute the difference between the successful and the unsuccessful man.

Time devoted to the study of the market, to learning the tastes of customers, and to noting the tendency of this or that brand of goods is not time thrown away, and neither is time devoted to a proper cultivation of the trade. The successful man must keep abreast of the time, and to do this he must look into the future as far as in him lies, for the future will soon be the present, and not to be prepared for it is to court commercial death.—Commercial Enquirer.

A doughty upholder of the Monsoon brand of tea is John M. Adam, of St. Mary's, whose advertisement in the Argus of that town has fallen under our notice. An unwary competitor affords Mr. Adam an opening to get in a spirited retort, and to make the advertisement of the former really subservient to the interests of Monsoon tea.

THEY WANT GOODS.

Last week's advertisement was a success, and we trust many more will take advantage of our offer. On no goods quoted past week has there been any advance. Our Travellers will be off the road until January. If you can't come to see us, send us your order. Will meet such cuts as the market permits of.

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS,

Telephone 447.

73 McNab St. North, Hamilton, Ont.

ALEXANDER TURNER.

LLOYD T. MEWBURN.

ALEX. G. OSBORNE.

JAMES TURNER & CO., HAMILTON,

Wholesale Agents, Hamilton, for

BATTY'S PICKLES AND SAUCES

A trial order will satisfy the buyer Batty's are the best.

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

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

STANDARD BLENDED TEAS.

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

STEEL, HAYTER & CO.

11 AND 13 FRONT ST. EAST

Growers' and Importers, Toronto.

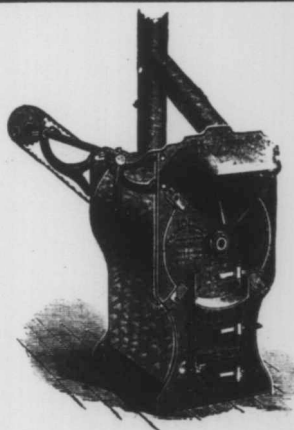
Bottles! Bottles!

Ale, Wine, and Spirit Bottles.

FOR SALE BY

BLAIKLOCK BROS.,

17 Common St.,
Montreal.



Portable Coffee Roasters,

FOR RETAIL GROCERY TRADE,

—ALSO—

STATIONARY COFFEE ROASTERS

and Coffee and Spice machinery for wholesale trade.

Send for new Illustrated Catalogue.

THE HUNGERFORD CO.,

67 Pearl Street, New York.

THE SHOP FRONTS.

THE shop fronts of Toronto are now very attractive. Citizens turn out in the afternoons and the evenings to make a tour of the streets, for the sole purpose of looking at the window displays. The merchants are giving their annual show. It is a success. It pleases the people, the old as well as the young, and a free art exhibition could hardly draw a more complimentary promenade of admiring observers. The grocers have done their part to produce a fine spectacular effect. The spirit of emulation is always active among Christmas shop dressers. Each works with the consciousness that the effect produced will be analyzed by capable critics. There are more than rival window dressers who have eyes quick to discover faults of taste or blemishes of detail. In the same way, a real masterpiece in window work gets its due from numberless beholders whose pursuits run in far different grooves from that of the salesman. The constructive materials the grocer has to draw upon are different from those of any other class of window dresser. The dry goods store, the men's furnishings store, the millinery store, the drug store, all offer resources for fine handiwork in the window, but they appeal to a different basis of appreciation. The grocer aims to please through the impression he makes on the beholder's sense of relish, in the same way as the finest restaurants do. The art sense in this case has a substantial foundation under it. The window dresser has to work from that standpoint and resist the temptation to array his front in a lot of airy frippery that has no relation to a man's appetite or gust. This year the decoration of the windows is up to a high average, and the main thoroughfares do not contain all that is worth seeing. It is to be hoped that all this fair array will be pretty well swept away by the rush for goods, and that the trade may enter the new year with light stocks for the inventory.

CHRISTMAS PRESENTS TO CUSTOMERS.

The conviction that the giving of Christmas presents to customers is bad policy may be rooted in the mind of every grocer in the country, but it does not therefore follow that no grocers will give presents this Christmas. What would be anomalous in any other connection is almost regular in the grocery trade, as in that trade things often go by contraries. Take any given assemblage of grocers in an association meeting or any other gathering, and it will be found that in opinion they are unanimous in their condemnation of any given bad practice, let it be late hours, price cutting, excessive credit, or whatsoever that can be shown illogical or immoral, but their own practice either before or after such an expression of opinion does not necessarily coincide with their theory. It is true that many grocers sin knowingly and to their own hurt, in various such respects, and it is unlikely that they will all go according to their light in the matter of Christmas presents. Expediency covers as many exceptions as charity covers sins. Merchants keep open late, allow credit to undeserving customers, or give Christmas presents under the pressure of a strong competitor's example. Their own judgment has to give way to circumstances. They prefer a bird in the hand to one in the bush, and though they may reason themselves to the conclusion that present giving is bad policy, and a heavy tax on Christmas profits, they also see that their diplomatic rival in trade will attach his customers by seasonable offerings. There is therefore some allowance to be made where a man's hand is thus forced to do the thing he would not choose to do. THE GROCER always holds to the view that no man in trade or anything else should be the slave of a rule, he should always leave room for the free play of his own judgment or ingenuity, that he may not be hampered by a set rule in any emergency. All grocers should set their heads strongly against present-giving, but it is conceivable that in a place where there are but two competitors for the people's trade one may make a big inroad on the other's custom by having a monopoly of present-giving as a trade-drawing resource. The principle, therefore, and the practice, if possible, should be: Give no presents.

THE ADVANCE IN PORK.

The prices of dressed hogs and hog products have steadily appreciated this season from the opening of the market, and the market opened high. The advance since cutting began may almost be said to be unexampled. Present prices of hogs are \$2.25 per cwt. above those ruling at the corresponding period of last year. Cars have been bought here at \$7.75. Some of the packers have gone off the market. They declare that they can not expect to sell products made from material coming so high. Those who take that view of the case profess to be skeptical of the market. They do not deny that there is a scarcity of hogs, but say that the price would not be maintained at its present point if one or two transient conditions were overcome. These conditions are bad roads and mild weather. The roads on all but the main highways are in a very bad state. If the farms were over-run with hogs, it is said the farmers would be unable to take advantage of the favorable market that now exists. Moreover, it is further argued that the policy of holders prompted them to withhold delivery during the mild weather, when packers were bearish in their offers, and that this course was a factor in bringing on a dearth that excited the price. Those packers who now say they are not buying, therefore believe that there are enough hogs in the country to bring down the price, though not enough to make the price a low one. Another element in the present strength of the market, that they reckon but a temporary one, is the urgent call from Montreal, which had not bought freely until the weather cooled, and then came on the market voraciously and thus sent up the price.

Buyers in the present state of the market are of course believers in its stability. They point to several circumstances in support of their view. The first is that, owing to the very low prices ruling last year, Canadian farmers did not go into hog-raising this year on nearly so large a scale. Of course the low prices of feed this year would appear to encourage the production of pork, but farmers did not foresee those low prices at breeding time. In the second place, the low prices of last year caused a contraction also in the production of hogs in other countries, the United States, for example, where prices are now very strong, and in Ireland. The supply of Irish bacon is reported to be far short of the demand in England. This shortage made the English demand on this market unusually sharp for early fall delivery, and our exporters were free buyers of live hogs throughout the summer. Thus the inroads into our supply by the dealers in live stock were very great before our packers for domestic consumption began to think of buying, and when they came on the market an unusually large proportion of an unusually short crop of hogs had already been sent out of the country. Therefore the very large summer cure in this view figures as a factor in the situation, and gives warrant for the opinion that prices will not weaken either much or soon.

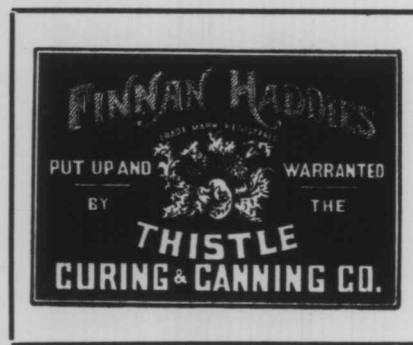
The latter opinion appears to be the better founded. Hogs are likely to hold their own. They may perhaps temporarily ease a little, under conditions of roads and weather more favorable to delivery, but the fundamental conditions are in sellers' favor. Until March or April prices are likely to rule high. In either of these months a prodigality of offerings may succeed the winter's dearth. Then the scarcity of feed will start slaughtering anew. A large run of hogs, useless of course for this season's trade, has been made, owing to the abundance of coarse feed.

The difference between the hog market of this year and last year is very marked. Last season the offerings were so free that packers were crowded and almost afraid to take them. On this market hogs have gone to \$7.75. In the corresponding week of last year hogs were \$5.45, that is \$2.30 less than they are now. Products are now away above the prices ruling then. Canadian short cut is quoted at \$19 to \$19.50, heavy mess at \$17.50 to \$18, long clear bacon is 9 to 9½c. and is very scarce, hams are 12½c., backs and bellies 12 to 13½c., lard in tubs and pails 10½ to 10¾c. Compound lard has risen in demand and also in price in consequence of the advance in pure lard. The demand for products can not be depended on to furnish so good an outlet as it did last year, as that was specially due to low prices, but the market is not likely to be overstocked, even if the consuming capacity does contract on this account.



BEST AND STRONGEST.

ARTICLES
EVERY
First Class
Dealer
MUST KEEP.



THE FINEST PACKED.

* **It Pays to Keep the Best.** *

“AN IDEAL BEVERAGE”

Each Article represented is the best produced anywhere without exception.



Each Firm represented is the leading one in the world in their own line.

“FRY'S COCOA”

In thanking our various friends on behalf of the firms we represent we trust the coming year may shew an increased sale for all these standard goods as has been the case with the year closing.

ARTHUR P. TIPPET & CO.,

ABSOLUTELY PURE.



For Sale by
—ALL—
Leading
Dealers.



ARE THE BEST—NO EXTRA CHARGE

ARTHUR P. TIPPET & CO., AGENTS,

= TORONTO.

AS TO MR. LAMBE'S TEA PAPER.

DEAR GROCER :

I HAVE read with much interest the remarks published in your last week's issue from Mr. Harold Lambe on the subject of tea, as presented by him to the Hamilton Retail Grocers' Association, and I think that Mr. Lambe deserves recognition for his efforts in introducing so important a subject for the benefit of the general retail grocery trade. It may be thought presumption on my part to say anything in reference to this matter, but I am always glad to get information, and to give any, touching the grocery and tea trade, in which I have been actively engaged for thirty years. I have always given special attention to teas during that time, in selecting, buying, selling and blending them, trying always to get knowledge and to understand their separate characters and peculiarities even to the present time. I think that Mr. Lambe said some good things and gave out some good points, which are very important to all grocers and tea men generally, viz.

1st. That it is necessary for the retailer to select the teas which are most suitable to the water used in the locality and places where his business is done.

2nd. That China teas are not equal to what they were, but have fallen considerably lower in flavor and strength than they were twenty years ago.

3rd. That it has become necessary to blend other teas with China teas to fill up their deficiencies, and that scented O. Pekoe and Caper's are not needed to use in good tea.

4th. That packet teas are a mistake for retail grocers to handle, and that they are doing themselves unmistakable harm in introducing them. That ground I tried to cover pretty generally in my letters published in THE GROCER September 2nd and 16th.

5th. That blended teas have become indispensable in the retail trade, and that it is better for the inexperienced grocer to give his confidence to a wholesale house that he can trust and that he believes understands teas that are most suitable for his trade, and that has also better facilities for blending them, etc., than he has; and that the putting of good and bad tea together is a gross mistake.

In all of the above I heartily agree with Mr. Lambe, but there is a difference in opinion as far as I have learned by practical experience in the using of teas, such as Mr. Lambe advocates, because some of his statements are directly opposed to my convictions. I refer to the use of Northern and Southern China teas and Indian and Ceylon, in reference to their action in different waters, etc. It would take up too much space in one letter to discuss this question fully, but I shall be glad to enter upon a discussion with so able an opponent as Mr. Lambe if he will condescend to do so with me for the benefit of the trade, and at the same time he to select some good authority to whom we can refer to settle differences of opinion. If this should be agreeable and the authority satisfactory, I think, dear GROCER, with your kind permission, we can make this subject very interesting and profitable for the general retail trade.

Respectfully yours,

STEPHEN HUSTWITT.

THE PRICE OF CANDY.

DEAR EDITOR :

Now that the rush for candy to supply the Christmas trade is almost over, kindly allow me space, to make some remarks anent the prices at which confectionery is sold, and the manner of selling it. Any one in the trade is aware that the bulk of the business done is in the ordinary mixture, and it is about the only kind grocers handle, and they only at this season of the year, in most cases. Sugar costs, say 5c. per pound, yet tons of mixtures are sold to grocers at $5\frac{1}{2}$ and 6c. per pound, each manufacturer trying to see how much he can sell at as low a figure as possible. Will any person tell me where the profit comes in, or the advantage to any one arises out of this "cuttin' of

rates"? Not one pound more is sold than if the goods cost the grocer or retail confectioner, say 7c., and that price would pay the manufacturer a profit. Then again the grocer saps the very foundation of the retail confectioner's business by turning confectioner at the best season of the year, when the trade is worth being in. I know of wholesale grocers in Toronto who sell mixed candy at $5\frac{3}{4}$ c. What do you suppose they pay for it? I would like to know. The manufacturer who supplies the candy can hardly have considered what it costs to make it. Cannot the wholesale confectioners meet, and consider a few of these vital points of immense interest to themselves and the trade at large? I say the grocer buys at $5\frac{1}{2}$ to 6c., and what profit do you suppose he makes when I tell you that scores of them sell this mixture at four pounds for 25c.? Many of course get 10c. per pound, but would not there be as much sold if it cost 7c., and was sold at say 12c. per pound? Then the benefits would be these: Manufacturers would not be cutting each other's throats and their own. Employees could command better wages and would get them, and the public would not suffer in the least. For my own part I would gladly pay better wages if my wares commanded better prices, and profits would admit of an advance in employees' pay. This same argument applies to every business in Canada. Competition is so keen that men who have immense interests at stake, and who are employing scores of hands are really not making as much per year as many of the men in their employ. Better prices for the article manufactured will mean better prices for everybody concerned. Fewer financial wrecks, fewer wrinkled brows, less misery in the houses of poorly paid employees, and fewer meetings of creditors. Who will be the first to move in this matter?

Some will say the writer is only trying to put up prices for his own personal profit. Well, I admit I am in business to make money out of it, but that is not my only motive. I am employing many people, and some of them I know are not earning all they should, but the present state of trade will not permit of better salaries being paid them. I say again I am in business to make money, but I don't think I am alone in the employing of men and women when I say that I would gladly pay better wages all around to those who work for me, and when I die would much prefer to be followed to my grave by my employees with the thought in each of their minds that I had been a "kind and liberal employer," than that they should be able to say truthfully that "he was a close fistid old grind."

Yours,

CANDY.

AMERICAN v. IRISH BACON.

Those who know the respective merits of American and Irish bacon know that up to the present time we can hardly be regarded as competitors of the Emerald Isle. There is no reason, however, so far as we can observe, why such a state of affairs should exist, and we know nothing that stands in the way of the American hog product being up to the same standard of that of any other country. We are less conservative, we grow a high class hog, we always adopt and utilize the most modern and approved machinery, we are some years in the business now, and yet, notwithstanding all these facts, there is a something lacking in American cured bacon and hams that has built up a prejudice in Europe against them, and created a predilection for the native article.

In what essential the American product is lacking must be known to the trade. For our part, we are satisfied to sound the keynote of warning and to say to American shippers that if they desire to hold their footing in Europe and make it a desirable market they must adopt such measures in curing, etc., as will bring their goods up to the standard of their competitors.

We have before us the London official market report of a few weeks since, and whilst it shows that the supply of Irish bacon came nothing near the demand, and that prices were advancing right along, and that dealers were almost making their own terms, it also showed that American was at a discount and little called for.—National Provisioner.

A SUITABLE XMAS PRESENT
MacLaren's
IMPERIAL CHEESE

To be had from
 Whitehead & Turner, Quebec,
 Caverhill, Rose, Hughes & Co., Montreal.
 Parker, Forbes & Co., Ottawa,
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— ALSO —
WRIGHT & COPP,
 Dominion Agents,
TORONTO.

FRY'S
 Pure Concentrated
COCOA.

The highest grade of Pure Cocoa manufactured.
 For sale by all leading dealers.

Toronto Office, **J. S. FRY & SONS,** 43 1/2 Wellington St. E.

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

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

MARTIN F. EAGAR,
BROKER,

Importers' and Manufacturers' Agent,

HALIFAX, N. S.

REPRESENTING :

Bensdorps Royal Dutch Cocoa &c.,
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 London, Eng.,
 London, Eng.,
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Pickles, Jams, Etc.
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NOTE—Special attention given to the introduction of New Goods and Consignments. Storage and Advances made when desired.

IF YOU WANT A GENUINE SURPRISE

..... Ask for Sample of

JAPAN TEA--at 12 1-2c. f. o. b. Montreal or Toronto.

IF YOU WANT A BARGAIN

— ORDER —

Porto Rico Molasses in Barrels, 32c.

And whatever you want you can get from

Lightbound, Ralston & Co.,

Wholesale Grocers,

MONTREAL,



Chase and Sanborn's Coffee

The quality of the Coffee we
sell under our trade mark
is our best advertisement.

THIS SEAL is our trade
mark, and guarantees per-
fection of quality, strength
and flavor. - - -

—THESE COFFEES FOR SALE BY

EBY, BLAIN & CO.,

TORONTO.

GROCCERS!

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

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

Imperial, Extra Fine.

Victoria, Fine.

Standard, Select.

Leader, Tipped.

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

CURLING BROOMS ON BAMBOO HANDLES OUR SPECIALTY.

Our best grades have separate Paper Cover on each Broom.

SEND FOR NEW PRICE LIST.

CHAS. BOECKH & SONS

Manufacturers, TORONTO.

THE CANADA MEAT PACKING CO.,

**MONTREAL,
BEEF AND PORK PACKERS,**

Curers of the Celebrated C.M.P Brand of Smoked Meat, Sugar cured extra-flavored Hams and Bacon.

Compressed Corned Beef. Ox and Lunch Tongue.
Pure Lard a Specialty.

WRITE FOR QUOTATIONS.

CHAS. SOUTHWELL & CO., LONDON, ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.

SPECIALTY IN **CLEAR JELLY MARMALADES**

"Scotch Home Made,"
"Perfection,"
"Lemon Jelly Marmalade,"
"Lime Fruit Marmalade,"

Made from
Seville Oranges,
Messina Lemons,
West India Limes.

PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

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

FULL PRICE LIST ON APPLICATION.

WORKS: DOCKHEAD, LONDON, ENGLAND.

Fruits of the Season.

NOW IN STORE.

Grenoble, Marbot and French Walnuts,	California Evaporated Apricots,
Sicily Filberts,	Good Average Sultanas,
Tarragona Almonds,	Choice Sultanas,
Cases Vostizza Currants,	Loose Muscatels,
Half Cases Vostizza Currants,	Imperial Cabinets,
Cases Patras Currants,	Connoisseur Clusters,
Hallewee Dates,	Ex. Dessert Clusters,
Eleme and Natural Figs,	Royal Buckingham Clusters,
Fancy Seven Crown Figs,	Arguimbans Off-Stalk and Four Crown Layer Valencias,
	quality very fine.

H. P. Eckardt & Co.

Wholesale Grocers,

TORONTO.

FOOD FOR BABIES.



STERILIZED.

It makes the most delicious

**Free
From
DISEASE GERMS.**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

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CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by
AMES TURNER & CO
Hamilton, Ont.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

304, 306 St. Paul St.,
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MONTREAL, CANADA.

IN STOCK.

NEW CROP Grenoble and Marbot Walnuts,
" " Sicily Filberts,
" " Tarragona Almonds.
FINE PROVINCIAL CURRANTS, barrels and half barrels.
MALAGA FRUITS in boxes and quarter boxes.
SULTANA RAISINS, Etc.

L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.

Bensdorp's Cocoa

1-4, 1-2 and 1 lb.

No first-class Grocer can afford to be without it
Send for quotations.

Caverhill, Rose, Hughes & Co.,

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—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.



TORONTO MARKETS.

TORONTO, Dec. 22, 1892.
GROCERIES.

The trade of the year is now virtually over. This week's orders all but exhausted the demand for 1892. The run of business has been brisk from the beginning of the week up to the moment of writing. Wants that could not be delayed past the date of ordering have been freely submitted for the attention of the wholesalers. They did not as a rule call for large parcels, but the price was in nearly all cases ungrudgingly paid, buyers' needs being too urgent for long time to be spent haggling over the figure. The goods were with scarcely an exception fruits, nuts, peels, sugar and fine shelf canned goods and the like. This week compares with the corresponding week of last year quite favorably, as this whole fall season in fact compares favorably with that of a year ago. The wholesale trade report the stocks of goods bought specially for Christmas sale to be pretty well run off. There will be little if any surplus in Malaga fruits, in nuts, superior Valencia raisins, etc., and what is left of this class of stock will be easily distributed in the ordinary course of trade. There has not been for many years so light a stock of fruits on this market as there is this year. Prices appear to be firmly upheld, in everything but very low grade Valencias, and no one is sacrificing good stock because low prices are asked for these. The state of payments is approvingly commented on. This year's balance sheet is expected to be much as last year's was, the lack of a profit on sugar throughout the greater part of the year off-setting the smaller business and generally lower level of prices that prevailed last year.

COFFEE.

The price of coffee loses nothing by the flight of time. Wholesalers are still quoting full and firm prices, having bought at an advance and not being able to buy lower now. A fairly good business has been done in fine coffees this week. Rios are not overplentiful on spot and are quoted at from 20c. upwards.

DRIED FRUITS.

The sale of dried fruits has been large. Stocks of Malaga raisins have been considerably reduced, and in all lines stocks are lighter than they probably ever were before. Toronto wholesalers have left the importing of goods very largely to New York houses, and have bought in the foreign market only according to the measure of their assured wants. The large stocks bought some years ago were an internal influence to depress prices, no matter what the state of the outside market might be. The stock of Valencia raisins on spot is very moderate, and 5½c. is the lowest price going for good fruit. There are inferior lines quoted as low as 4¾c., but holders of good stock are not tempted by this to offer at a lower figure than 5½c. Though the New York market is easier, it is known that that market is not overstocked, and holders here do not apprehend that they have any excess that will be apt to be in the way if lower prices should finally be touched by outside sellers. Currants are firm and unchanged, and all stocks are held in the faith that they will sell for more rather than less if there is any change. Half-barrels are scarce. The price of barrels is 5¾c. Prunes are now more plentiful, but they are observed to be selling better than they did last year. A second shipment is now to hand, with U's quoted at 7½c. and B's at 8½c. For Malaga raisins the quotations continue as follows:—London layers \$2.20 to \$2.50, Blackbaskets in boxes \$4, in quarter flats \$1.30, blue baskets in boxes \$4.75, connoisseur clusters in boxes \$4, in quarter flats \$1.25, superior Dehesa layers in boxes \$5, in quarter flats \$1.75, Royal Buckingham \$6, Imperial cabinets \$2.20 to \$2.75, finest Vega \$7. There is no change in Sultana raisins, which cover the range from 6½ to 12½c. Figs are scarcer than ever in 10 lb. boxes. Bags are 4½ to 6½c., boxes 10½ to 16½c., according to size and quality. Dates are steady at 5½ to 5¾c. Prime Grenobles 16 to 16½c., lower grades of Grenobles 15 to 16c., Marbots 13½ to 14c., Cahors 11 to 12½c., Tarragona almonds 15 to 16c., Sicily filberts 9½ to 11c. The prices of peels remain at 15 to 16c. for lemon, 16 to 18c. for orange, 28 to 30c. for citron.

RICE, SPICES, ETC.

Rice moves quietly and without change. The orders for finer quality goods are more numerous than they were, however. Fine Japan is quoted at 5 to 5½c. Common rice is steady at from 3½ to 4c. Spices have been in good demand, particularly such as are used

by bakers. No alterations or modifications of last week's prices are reported from any quarter.

SUGAR.

The output of sugar has been inconsiderable. Sugar, not being a line on which much business is left for after thoughts, there are few orders now coming in at the last moment. The state of the market does not afford any stimulus to buying on grounds other than the moment's need, prices being as likely to be low three months hence as they are just now. Granulated remains steady at 4½ to 4¾c., yellow quotes from 3½c upwards. There is no new phase of market development to take note of this week.

Willet & Gray in their Sugar statistical say:—Raws advanced 1-16c. Refined unchanged. Net cash quotations are: Muscovados, 3c.; Centrifugals, 3¾c. buyers; Granulated, 4.60c. Receipts, 12,686 tons. Meltings, 22,000 tons. Total stock in Four Ports, 62,592 tons, against 71,906 tons last week, and 60,580 tons at same time last year. Total stock in all the principal countries, at the latest uneven dates, is 747,100 tons, against 646,241 tons at the same dates last year. Stock in Havana and Matanzas, none, except what is sold and in course of shipment, against 27,639 tons at same time last year.

RAWS.—The market has been decidedly strong during the week, ending with purchases at 1-16c. advance for all the Muscovados in stock, and probably the same advance would be paid for Centrifugals if there were any sellers, but stocks are reduced to a low point. The European markets show an advancing tendency during most of the week but are easier at the close. The New Orleans market for domestic sugars continues active and strong at an advance of ½c. for 96° test. The Cuban market was cleared of all stock by the purchase of 140,000 bags Centrifugals at rather above the parity of our market. Supplies of raw are now somewhat uncertain for a month and Europe may have to make contribution to our needs. The situation is one of great strength.

REFINED.—A good fair demand continues for the season, and the four ports in connection with New Orleans are putting the usual amount of sugar into consumption. A few changes of prices have been made in some goods, but in general quotations remain as before, with no indications of any variance. The country buy from hand-to-mouth to supply their needs. A large delegation of Western wholesale grocers have been in New York this week in consultation with the American Sugar Refining Company regarding an extension of the "Grocers' Agreement" to their territory. It is surprising that the successful operation of the agreement in New York and New England does not lead to its adoption everywhere through the country.

SYRUPS AND MOLASSES.

The lowest syrup now selling is a rather bright sample, quoted at 2c. Higher grades have likewise fair sale. Low grade, very dark syrups are not wanted these days. Imported syrups of that description are out of favor.

Molasses is a quiet-selling line, even now, and probably the call at the present moment is as strong as it ever is. West Indian goods are quoted from 32c upwards. New Orleans molasses is to be had from 32 to 50c.

TEA.

Upon this market the interest of buyers has, for the time being, been withdrawn. The wants that now agitate the grocer call for some of the better grades of tea, but tea does not figure to any great

(Continued on page 20.)

CANNED GOODS.

TORONTO.

The jobbers report the demand for the holiday trade to be very good, fine lines for window and attractive shelf display being in special request. The everyday class of goods is selling as well, but the demand shows no fresh vigor. It is still a matter of discontent to sellers that buyers take risks so cheerfully for the future. They used to take risks that were eminently satisfactory to sellers, but the difference between now and then is that the buyers bought and ran the risk of a fall in the market, while now they do not buy and take their chances against a rise. Nobody expects a rise in vegetables, though the better prices for corn and vegetables in the United States might repay some of our packers for exporting. Assorted vegetables are quoted at 80c. to \$1, this range including both extremes and all intermediate grades of quality in staples. Bulged corn is complained of by some holders of certain brands. Very little quarter will be given to packers of such goods, as wholesale buyers are determined not to lose anything upon them. In fruits a comparatively free movement has gone on, show goods having the preference. Prices are steady at quotations in Prices Current. The market is but moderately supplied with salmon, which, however, is not in strong demand. The price is \$1.45 and upwards. Lobster is quiet, but has had as good a week of it as it has had for some time. The price ranges from \$1.80 to \$2.50.

HENDERSON & LIDDELL,

3 Eastcheap, London, Eng.

DEALERS IN

Sugar, Dried and Green Fruit,
Rice and Canned Goods

Are prepared to enter into correspondence regarding purchase or consignments of all Canned Goods, Green Fruit, &c.

H. & L. have been in business over 40 years and have Travellers all over England. Highest References. SP



The Standard
of Excellence!

Always Reliable.

Never Vary.

If your wholesale grocer does not keep "Kent" Bottled Pickles, write direct to

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

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

Bay of Quinte
Canning Factories.

PICTON and DEMORESTVILLE.

W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

FINNAN-HADDIES

Direct from Packers.

BEFORE PLACING YOUR ORDERS GET QUOTATIONS FROM

L. H. DOBBIN, - MONTREAL.

It always pays to
BUY THE BEST

Goods. Fresh Fruits and Vegetables can be had every day, by using the Lakeport Preserving Co's Canned Goods. All goods guaranteed. Try them once and you will use no other.

Lakeport Preserving Co.,
Lakeport, Ont.

Factories at Lakeport and Trenton

RED RASPBERRY JAM.

The Largest and Finest Stock
IN THE DOMINION OF CANADA.

APPLY TO

THE SIMCOE CANNING CO.,
SIMCOE, ONT.

MAPLE PRODUCTS.

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

Address

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

Boy
Brand
Corn



DAILEY'S

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

Boy
Brand
Tomatoes



BUYERS!

OUR interests are identical. It has paid us to pack a superior quality of Canned Goods. It will pay you to sell them. Our sales for 1892 have doubled 1891.

You may double yours by securing now, while the price is right and stock fresh and complete, a full assortment of our leading lines.

All of which is guaranteed strictly A1.

Delhi Fruit and Vegetable Canning Co.,

FACTORIES : Delhi, Ont., and Niagara on the Lake.



extent in the holiday trade. On the street no one is tasting, and the tea brokers' holidays really began this week. Grocers do not buy freely on future account, despite the strong market, because they aim to have their stocks light for the inventory. The turn of the year is expected to be followed by brisk buying. Prices continue to favor sellers, and there is nothing new to add.

McMeekin & Co.'s notes on India & Ceylon teas for November. says:

INDIAN.—The offerings were 173,000 packages, against 191,000 packages in the same month of 1891. In spite of the fact that the auctions were on a much reduced scale, the course of the market was downwards during the entire month, and upon all descriptions lower prices were current. The fall was most marked upon whole leaf grades from 10d. per lb. upwards, but broken Pekoes also showed a material decline. At the close of the month, however, there was a firmer tone generally noticeable for all kinds. The quality continued fairly good during the month, although not equal to that offering in October. The average of public sale prices for the month was about 10½d. per lb., against 8¾d. per lb. for the corresponding month last year. The imports were 10,591,000 lbs., and the deliveries 10,042,000 lbs., leaving in stock on 30th Nov. 38,311,000 lbs. The statistical position continues a strong one, as from the commencement of the season the imports show a decline of two million pounds, while the deliveries have increased two and three-quarter million pounds. With regard to the proportion of crop available for shipment to the United Kingdom, it is possible that, owing partly to a diminution in local demand, and partly to a good closing-up for the season, the quantity may exceed that recently expected but at the outside it cannot materially exceed the previous year's supply.

CEYLON.—The offerings were 50,000 packages, against 56,000 packages in the same month of 1891. During the earlier portion of the month the market continued animated; but in sympathy with the position of Indians, the auctions of the later weeks passed with a weaker tone, and by the close of the month a decided fall from the highest point had been registered. The average of public sale prices for the month was 11¼d. per lb., against 9¼d. per lb. for the corresponding month last year. The imports were 3,629,000 lbs., and the deliveries 5,500,000 lbs., leaving in stock on 30th November, 12,206,000 lbs. The statistical position is similar to that of Indians, only more marked in the way of increased delivery and diminished stock. However, it is tolerably certain that the higher prices have affected the demand latterly, and the quantity now being shipped from Colombo shows a material increase over that of the corresponding period of last year.

3,700 packages of Java teas were sold, and moved in sympathy with the course of the Indian market. China Teas were moving with a firmer tone when the month opened, owing to the high level of other descriptions, but close dull.

MARKET NOTES.

The Erie Preserving Co., of St. Catharines, have an advertisement on another page of interest to the trade. Look it up.

Merchants who have dried apples to sell are referred to Stanway & Bayley's advertisement in this week's issue for a liberal offer. That firm are now paying 4¼c., or ½c. above their last week's price.

A small lot of California table rasins is offering: the quality is not as fine as the Mediterranean fruit, being somewhat heavier and coarser, but they look very well; in 6-lb cartons they offer at \$1.30 to \$1.50.

Some of the Toronto merchants are endeavoring to get the Hamilton and North-western to handle Toronto goods more promptly. It takes a couple of days more to get goods from here than from Hamilton.

A glance at the Diamond Baking Powder adv't. will give merchants a good idea of the attractive style in which it is put up. Makers report a largely increasing trade in this indispensable household article.

James Turner & Co. are satisfied THE GROCER is a well read paper; as from the results of their last week's advertisement of white fish, orders poured in so rapidly that not a keg is now left of their large purchase of these goods.

The Cocoa and Chocolate manufacturing establishment of Walter Baker & Co., at Dorchester, Mass., is not only the oldest but the largest of its kind on this continent. The mills belonging to this house are situated on the Neponset river, partly in the Dorchester district of Boston, and partly in the town of Milton. The plant comprises five large mills (having a floor space of about 315,000

square feet, over seven acres,) equipped with all the latest and most improved machinery. The full strength and the exquisite natural flavor of the raw material are preserved unimpaired in all of Walter Baker & Co's preparations; so that their products may truly be said to form the standard for purity and excellence.

Lucas, Steele & Bristol, of Hamilton, call attention to their advertisement this week, and report sorting up orders quite numerous. There have been some declines in prices the past few days which they are prepared to meet. Letter orders will receive benefits of cuts.

Jobbers complain of the difficulty of getting goods forward from New York and Boston. There are a number of shipments of dried fruit and nuts on the way here for the holiday trade, which should have been here in the early part of the week, but which have not yet been heard of.

New things are not common in the grocer's line, but the E. S. Burnham Company of New York, manufacturers of grocers' specialties, seem to have hit upon a good one in their Clam Bouillon, and all the grocers who handle it say it is a very satisfactory article to handle.

W. H. Gillard & Co., of Hamilton, are agents for "Star" brand Finnan haddies, caught and packed in Nova Scotia. On account of the particularly fine quality this brand is a great favorite. The firm deal largely in Finnan Haddies and are in receipt of fresh consignments tri-weekly.

Rose Vanilline is a new flavoring extract the Pure Gold Manufacturing Co. of this city are putting on the market. It is a combination of rose and vanilla, and is preferred by many to vanilla. In quality it takes the high rank of all goods bearing the Pure Gold brand. The very superior extracts of this company have had wide sale this year. They are not only excellent, but they are also beautifully bottled, and are a sort of furnishing that gives a splendid appearance to the grocer's shelves this season.

In connection with conditions now prevailing on our own market, the following from a London report will be of interest: It being reported that a large proportion of the stock of Mocha coffee was destroyed in the recent fire at the London docks, that description has been more inquired for than of late, and purchases have been made at some advance, the exact terms having been kept secret, though believed to be at and about 115s for good short-berry, but, owing to the still higher rates now demanded, further transactions of importance have been precluded; 140 half-bales fair greenish clean garbled short-berry, in auction, however, went at 110s. which was 6s. per cwt dearer than before, whilst public sales of other sorts, chiefly confined to Central American growths, having gone off without much animation at barely previous rates.—N. Y. Commercial Bulletin.

PETROLEUM.

This market exhibits no change either in price or volume of trade. There is a good demand. The basis is 14 to 14½c., the price of Canadian refined.

The Petrolia Advertiser reports: Petrolia crude \$1.18 per barrel; Oil Springs crude \$1.19 per barrel. In nearly all respects the situation of the refined oil market is practically the same as it was a week ago, and as far as crude is concerned, buyers have been operating with no greater freedom, and there are no visible indications of any change. There does not seem to be the amount of zeal exhibited by the producer that there should be with regard to the fuel oil question, and the sooner some one directly interested in the raw material makes a hustle the better it will be for values.

BUTTER AND CHEESE.

The butter market has been easier for some days. The supply, confined to large rolls, has increased rapidly as holidays approached, and another depreciating factor is the abundance of butter that cannot be classed as select. There is a bigger consumption because there is butter to be had at prices within the reach of all, whereas before there was a diminished consumption owing to the scarcity of seconds. Roll butter now quotes at from 15 to 18c. for the best class, but mediums quote as low as 13c., and from that to 15c. The delivery is free, but the market shows little accumulation.

Cheese is firm at 11 to 11½c. for late makes. The firm price at

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

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

**DRESSED
POULTRY**

We are now booking orders for shipment on or about December the fourth next, to points in British Columbia, delivery in time for Xmas trade. Poultry will be thoroughly frozen and packed in either close or open cases, weighing two hundred pounds each. We offer special prices on large lots.

**PARSONS PRODUCE CO.,
WINNIPEG, - - MANITOBA.**

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

REPRESENTING:
ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Vancouver, B. C.
BUCHANAN & CO., Saltcoats, N. W. T.
HIRAM WALKER & SONS, Ltd., Walkerville, Ont.
JOHN DEWAR & SONS, Tallymet Distillery, Perth, N. B.
PERINE & ET FILS, Reims.

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

CORRESPONDENCE SOLICITED.

NOTICE.

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

Having largely increased their capacity. We advise all dealers to see their price list before placing their orders for Jams, Jellies, Canned Fruits, and Canned Vegetables.

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

Their Flavoring Extracts are of the choicest quality.

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

LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, - TORONTO

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

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

Meglaughlin, Marshall & Co.,

Wholesale Provision Merchants,
3 and 4 Corn Exchange,

**Manchester,
England.**

Also at
Liverpool and Glasgow.

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

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

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

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

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

The only strictly Commission House in this city sends its patrons throughout Ontario their best wishes for a Happy Christmas and Prosperous New Year.

J. F. YOUNG & CO.

PRODUCE AND COMMISSION MERCHANTS

74 Front St. E., Toronto.

PARK, BLACKWELL & CO.
(Limited.)

- SUCCESSORS TO -

**JAS. PARK & SON,
TORONTO.**

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

Write for Price List.

PUT

**TEXAS BALSAM
IN STOCK**

The Great Healer for all kinds of wounds on Horses and Cattle. \$3.00 worth only costs you \$1.00. Express prepaid. Cash with order.

C. F. SEGSWORTH,

6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

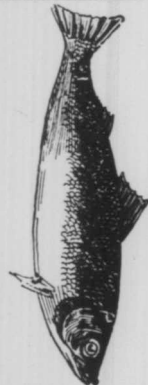
S. K. MOYER,
Commission Merchant

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

SPECIALTIES :

Oysters, Oyster Carriers, Smoked, Salt and Fresh Fish. Consignments and Orders solicited.

76 Colborne St.,
Toronto, Ont.



GEORGE McWILLIAM. FRANK EVERIST.

McWILLIAM & EVERIST

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

FIGS, DATES, NUTS,
ALMERIA GRAPES, ETC.,

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

J. Cleghorn & Son,

94 Yonge St., TORONTO.

Fancy Florida Oranges--
Car arriving weekly.

Car Messina Lemons--
Just arrived.

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

**WILLIAM RYAN,
PORK PACKER**

Toronto, Ont.

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

WRITE FOR PRICES.

McLAREN'S



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

The Best Grocers Make a point of Keeping it always in Stock.

the factories is of course founded on the low state of stocks in first hands and the stiffness of the English market.

COUNTRY PRODUCE.

BEANS—There are some low prices quoted on beans. Choice hand picked are held, however, at \$1.35 by jobbers, though as low as \$1.20 is quoted on stock of indifferent sample.

DRIED APPLES—The market has mended. Sellers can now get 4¾c. The jobbing price is 5 to 5¼c., but there is little stock jobbed.

EVAPORATED APPLES—Are very dull. They are sold in a jobbing way at 6¾ to 7c.

EGGS—There is a backwardness in the supply that keeps the price of fresh eggs firm at 18½ to 19c. Lined eggs are steady at 14½ to 15c.

HONEY—The sale of honey is slow at 8 to 10c. for extracted, and rather freer at 13 to 14c. for comb honey.

HOPS—Growers hold out for 18 to 20c., but the brewers are not buying at the moment. They are still holding off for a break. The holders are, however, firm, and may be able to get their price. Good yearlings are 15c.

ONIONS—The market for onions is quiet at \$2.25 to \$2.50 per barrel.

DRESSED POULTRY—The delivery of poultry is picking up somewhat, having fallen away very materially early in the week. Prices are still high and firm, as the demand is excellent. Turkeys are 10 to 11c., geese 6 to 7c., chickens 35 to 50c., ducks 50 to 65c.

HOGS AND PROVISIONS.

Hogs this week have been scarce, and sales were made at high prices. The market has eased somewhat since Saturday, when a carload was sold for delivery this week at \$7.75. The range of prices is now from \$7.25 to \$7.50, the latter price being for select weights. The offerings of cars are increasing at \$7.40 to \$7.50 f. o. b. outside. The market for products is firm at higher prices.

BACON—Long clear 9c. Smoked backs are 12c., bellies 13c. to 13½c., rolls 10c.

HAMS—Are 12½ to 12c.

LARD—Pure Canadian is 10½c. in tubs, and 10¾c. in pails and 10c. in tierces. Compound is 9c.

BARREL PORK—U.S. heavy mess is \$17.50. to \$18. Canadian short cut is \$18.50 to \$19.

DRESSED MEATS—Beef forees are 5 to 6c. hindquarters 7 to 8½c., veal 6½ to 8c., mutton 6½ to 7c.; lamb 7c. to 8½c.

GREEN FRUIT.

This has been a busy week in the green fruit trade. The call for fancy oranges, lemons and Malaga grapes has been a strong and steady one. Jamaica oranges have reappeared on the market. Barrels are \$5 to \$5.50 and boxes are \$3 to \$3.50. Valencia oranges are in liberal supply at \$4.50 to \$4.75. Florida oranges are \$3.25 to \$3.50. Fancy Floridas—Mandarines and Tangerines—are quoted at from \$3.50 to \$4. Lemons are free selling fruit as well. The price of Messina and Palermo stock is \$3.25 to \$4.50. Malaga lemons are out of stock. Bananas are \$1.75 to \$2. Pineapples are 20 to 30c. Malaga grapes are in very strong demand at \$7 to \$8. Fancy cranberries are \$9 per barrel. North Shore stock of variable quality is offered in baskets at 75 to 90c. There are few apples sold on this market, the bulk of the stock being sold for export, or offered by farmers to consumers. The range is \$1.50 to \$2.50 per barrel.

FISH AND OYSTERS.

The fish trade continues to be neglected. Prices are easier at 7c. for whitefish and salmon trout. Manitoba whitefish is quoted at 7½c. Lake herring is scarce at 4c. a pound or \$2.50 per hundred (count). Sea herring is 5c. Steak cod is 6½ to 7c. Market cod is 4½c. Haddock is 5c. Codfish, skinned and boned, sells at 6½c., and is in fair request. Labrador herring is \$6, shore herring \$5 to \$5.50, and Digby 11 to 12½c. per lb., boneless fish is 4c., boneless cod is 7 to 8c. Oysters are \$1.25.

HIDES, SKINS, WOOL, TALLOW.

HIDES—No. 1 green cows' are still quoted at 4¼c. Cured are moving out at 5c. in car lots.

SKINS—Sheepskins are now 95c. Calfskins are quiet at 5 to 7c.

WOOL—Combing fleeces are 17c., clothing fleeces 19 to 20c. The market is very dull. In pulled wool prices remain at 22c. for super and 26c. for extra.

TALLOW—Is quiet at 5¾c. for rendered and 2c. for rough.

FLOUR AND FEED.

TORONTO.

The flour market is dull and weak. This condition is not favorable to shipping, as buyers are not numerous even on the bearish basis shippers have been accustomed to for some time. The feed market is likewise quiet and easier.

FLOUR—City millers' and dealers' prices are: Manitoba patents, \$4.60; strong bakers', \$4.25; white wheat patents, \$4.50; straight roller, \$3.40; low grades, per bag, \$1.25 to \$1.50.

Car prices are: Toronto freights—Manitoba patents, \$4.35 to \$4.45; Manitoba strong bakers' \$3.90 to \$4.10; Ontario patents, \$3.40 to \$3.50; straight roller, \$3.00 to \$3.20; extra, \$2.60 to \$2.70; low grades, per bag, \$1.00 to \$1.50.

MEAL—Oatmeal is \$3.80. Cornmeal is \$3.50.

FEED—Bran is \$11.50 to \$12, shorts \$12.50 to \$13 mixed feed \$22, feeding corn 57 to 58c., oats 29 to 31c.

HAY—Baled timothy is \$9.

STRAW—Is steady at \$5.50 to \$6.

MONTREAL.

The absence of winter roads is a serious drawback with the flour trade, for orders that have been placed cant be moved, as the farmers are not disposed to do any carting at present. City trade is fairly good, the low prices being an inducement for buyers to lay in stock. We quote: Patent, winter \$4.25 to \$4.50; patent, spring 4.50 to \$5.00; straight rollers \$3.85 to \$4, extra \$3.20 to \$3.25; superfine \$3.00 to 3.15; city strong bakers \$4.10 to 4.20; strong bakers \$4.00 to \$4.10; oatmeal \$2.05 to \$2.10 bran \$14; shorts \$15; mouille \$23 to \$24.

MONTREAL MARKETS.

MONTREAL, Dec. 22, 1892.

GROCERIES.

The week has been a fairly active one as jobbers have been pretty busy on a lot of small sized orders of reasonable lines of goods for prompt delivery, the aggregate volume of which was considerable, and brightened up business materially, and it is felt that of the snow had only made its appearance the movement would have been still better. Raisins, currants, nuts and other lines of specialties furnished the material for the movement mentioned, and values generally maintain a distinctly steady tone. In this connection offerings of cheap trashy raisins have been a drawback and had a certain influence with some buyers, but if prime fruit was wanted the price had to be paid for holder will not listen to any talk of concession. In fact really prime stock cannot be moved from first hands here at a basis that would permit jobbers to shade prices. Another feature of the week has been the enquiry from Western houses in regard to supplies of the leading staple lines and it can be noted in this connection that already several good round orders have been placed with refiners for sugars and syrups, and molasses, while there is an evident tendency to talk business on tea that would lead to something if holders were disposed to urge matters. At present, however, the latter are not inclined that way, for they consider that values are on the up grade and are perfectly satisfied to let matters take their course in a regular way, being confident of even better figures later on. Payments seem to be fair on the whole, at least reports from the section east of here create that impression.

SUGAR.

Speaking of the actual jobbing business sugar is not active in refined stock, but the refiners have been moving a few to fill city and Western orders on the basis of 4½c. at the refineries. Low grade yellows have also furnished some transactions, a round lot changing hands at 3 5-16c., while bright stock has sold at 3¾ to 4c. These figures are inside ones and only obtainable on straight, wholesale lots from the refineries. But it is quite likely that stock may have been jobbed out by local jobbers at a figure very near them for there is still a disposition toward cutting on the part of some. There is no reason why this should be so for the position of the raw sugar market points strongly to a very firm range of valuation. Advices regarding the beet crop say that there will be no increase, and a decrease is anticipated in the yield in Cuba and the Philippine Island according to advices to refiners here.

SYRUPS AND MOLASSES.

The activity on wholesale account in syrups has been fairly well maintained until lately, several round lots of bright Canadian stock



THEY ARE RIGHT.

We have packed all kinds of Vegetables, Fruits, etc., and our CANNED GOODS are in the hands of the wholesalers.
Our Factory New Throughout.
The Strathroy Canning and Preserving Co., Ltd.,
Strathroy, Ont



TO YOU IT IS

PROFITABLE and a QUICK SELLER. Thousands testify to its PURITY and Wonderful washing qualities in HARD or SOFT WATER.

TRY IT. ROYAL SOAP CO.,
Winnipeg, Man.

To Our Grocer Friends :

GENTLEMEN :—

We are in the last month of the year ; Christmas Holidays with their festivities will soon be here, and '92 will soon be passed. We will be pleased to have your orders by card for any small quantities you may require to stock up for Christmas trade, and in reference to freight or express in transmitting these small amounts you will find us liberal. Let us hear from you as you may want.

And wishing you the compliments of the season,

We remain,
THE SNOW DRIFT CO.,
BRANTFORD

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

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

The Western Milling Company
(Limited.)
REGINA, ASSA.

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

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

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

Correspondence Solicited.

Embros
Oatmeal
Mills

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

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal
IN BARRELS, HALF BARRELS OR BAGS.

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

R. M. PINCOMBE.

W. W. SUTHERLAND.

STRATHROY OATMEAL AND CORNMEAL MILLS.

Pincombe & Sutherland,

STRATHROY, ONTARIO.

Manufacture by the latest improved process

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

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

OATMEAL

Dominion Mills,
LONDON.
Excelsior Mills,
MITCHELL.

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

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots.

WALTER THOMSON, London and Mitchell.

BRANDON ROLLER MILLS.
Brandon, Man.

—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers

-- FLOUR --

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

Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y,
PROPRIETORS.

N. WENGER & BROS.,
AYTON, ONT.

-- MILLERS --
(Hungarian Process)

BRANDS :
KLEBER, MAY BLOSSOM.

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



THE PURE GOLD MANUFACTURING COMPANY.

The Pure Gold Manufacturing Co., Toronto, salutes the readers of THE GROCER with the compliments of the season, and presents to them the accompanying portrait of its travelling staff and front view of its premises. The group of men pictured below can show a muster roll of acquaintances among the grocers and general merchants of the country that is probably not exceeded by any other house. Each traveller covers a separate section of territory, in which he has a large circle of customers, and the routes travelled over form a chain that extends across the continent. The trade is, therefore, sure to be interested in the pictorial introduction herewith presented.

Of the many changes that have been made in the appearance of houses on Front street during the past two years none are more of an improvement than the enlargement and general transformation of the premises of the Pure Gold Manufacturing Co. It has a broad and commanding front, it presents a handsome wall to the street, its windows are ample, and the gold lettering upon them adds greatly to the effect of the front. Within the offices, counting room and sample room are elegant. The whole is finished in ash. The floor is high above the level of the street, and the whole interior is liberally lighted. As the premises cover Nos. 31 and 33 Front street east, and the offices and sample room extend the entire width, they are very spacious.

But, while the outside view gives an idea of amplitude, it does not prepare the observer for the great space that he finds taken up with the industries carried on by the Pure Gold Manufacturing Co. It takes a long time to explore a building 180 feet long by 60 feet wide, four storeys high, when it is crowded from basement to roof. Nor would anyone suspect the diversity of the work carried on in this building any more than its magnitude. There are workers at each stage in the process of manufacture and preparation of each one of the numerous lines produced by the company. Fifty employes are engaged in the manufacturing department alone. Perhaps twice that number would be necessary but for the admirable arrangements made for the automatic transfer from one place to another of material in process of manufacture. The machinery is of the most modern and efficient style, and both labor-saving and material-saving devices are made use of wherever ingenuity can introduce them.

The shipping room is in the basement. The floor is on a level with

the back street, and this is a great advantage for loading and unloading. The engine room is, of course, also in the basement. A Whelock engine furnishes the power to drive the machinery employed in the various classes of Pure Gold production. The engine room and the engine are the picture of tidiness. The exhaust steam heats the building, except on a very cold day, when live steam can be turned on. In the milling room there are three mills, in which spices, herbs, leaves, seeds, etc., are ground. The coffee roaster is an interesting part of the

manufacturing mechanism. In it 3,000 lbs. per day can be roasted. A cooler receives the coffee from the roaster and in two minutes the heated cereal is fanned cool. Steam is largely used in the manufacture of baking powder, lemon peel, orange peel, etc., and a special boiler for the generation of it for these applications is also situated in the basement. The mixture of blacking for the making of Pure Gold stove polish, harness polish, and ladies' boot dressing, occupies a room by itself. Another room is taken up with the boiling of flavoring extracts: some 30

OUR PREMISES



of which the company make. A year's stock of vanilla has to be carried, as that time is considered necessary for the best results to be attained. The manufacture of preserved ginger is an industry now carried on to a large extent by the Pure Gold Company. This is not only a delicious preserve, but the goods make a very tempting shelf line in their handsome bottling. Candied peels have been manufactured by this company on a large scale, but all the output was taken up as soon as it could be got on the market. The company will begin on the make

for next fall in February or March, and will extend this department of its business. It is only four months ago since it started into the manufacture of peels, but its success has been so great that it feels warranted in enlarging its facilities for peel making.

More than a hurried summary of the work carried on by the Pure Gold Manufacturing Co. is impossible here. Its soap-making department turns out the very finest goods in laundry and toilet soaps. In the manufacture of cream of tartar and baking powder it does a very large business, and its

baking powder trade is an immense one.

The Pure Gold brand is a name for the trader to conjure with. It places the seal of excellence on everything to which it is attached. The company believes in maintaining its own standards, and Pure Gold goods are always the same. This is commendable, not only from the point of view of honesty, but also from that of business policy. The rapid expansion of the Pure Gold Company's business shows that it pays to make each package bear witness to the reputation of the brand.

Our Travellers:



FRANK GALLOWAY



J.D. ROBERTS



WM FISCHER



JOS FRENCH



GEO. STACEY



L. GLOVER



ROBT JARDINE



W.H. DUNN



J.W. M...

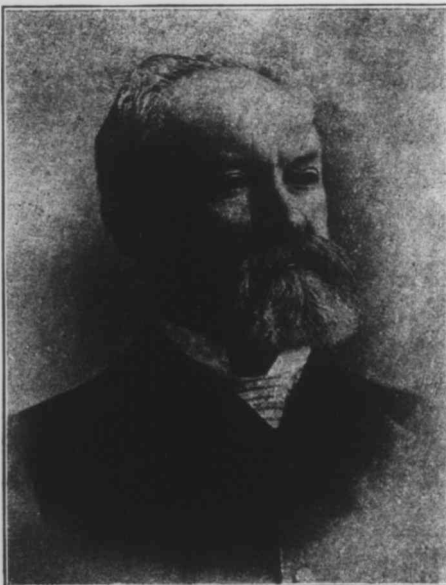


DAN...

A RETAILER'S OPINION.

THE retail merchant of to-day is not up with the progress of the times. This may seem to be a broad assertion, considering that there are so many shrewd and wide-awake men in the retail business. Successful merchants are men who are competent to fill any position. They make their business a study at all times, and devote their whole time even their lives, to watching the different departments, in keeping them filled with new and saleable goods. They have also to see that the old goods are disposed of to the best advantage, so that nothing will accumulate, and become unsaleable, and have a great many other cares that none but a dealer of experience has any knowledge of. The same amount of energy, skill and time devoted to many other pursuits in life would bring much better results. But he is in the business, and competition is great on all sides, and in every branch of merchandising. Some competitors are legitimate, and do an honest business, while many are unscrupulous, unfair and dishonest—such as certain supply companies. He has a small capital, he has the ability, and his pride will not let him fall. No, he must make his business a success, and to do this he has to devote his whole time from 6 in the morning till 10 at night. Now, what does this mean, and what are the results? After a term of years in business we will grant that he has met with fair or great success (yet a large per cent. of business men fail), and has built himself a home, has a good store, and is doing a nice business. He must still continue to devote his whole time to watching the large and small details of his increased trade, in order to retain that which he had worked so hard to secure. He does not own or control his customers, and very small trifles, or seeming neglect, may cause them to drop off one by one. This he cannot afford. No, he must continue to work from 6 o'clock in the morning to 10 o'clock at night, and many times later, of sixteen hours a day, to hold his business that took him sixteen hours a day to build up. One of the results is nearly always a ruined constitution, and he must retire from business because he can no longer stand the strain of sixteen hours a day. He has never dared to devote any time to pleasure or recreation of any kind, and now his health is broken down and his habits are fixed, and he is very apt not to care for the pleasures of society. He has hardly had time to spare to become well acquainted with his own family, and the family gatherings and pleasure trips have all been neglected. In fact, he has neglected his first duty to himself and family. He may have made a success of business, but his life is a failure "for a" that." Now, in these enlightened times of wonderful improvements and advancements in nearly every line of business and thought, while the honest mechanics and day laborers of all trades seldom work over eight or ten hours a day—which is right—and the professional men seldom, if ever, put in eight hours a day at their desk, the wholesale dealers have short days, and the banks succeed by having short days, and all of the numerous legal holidays, I ask, is it not high time for the retail merchant to advance with the times, and

strike off the old foggy chains of slavery that hold him and his faithful clerks at their posts for sixteen hours a day? Is this necessary, is it fair? Shorter daily work and more recreation would make them brighter and better business men. And when once established everybody will be better suited, and just as much business done. Society will gain an army of men, and our churches will be better filled. You may ask, can this be accomplished? My answer is, yes; why not? It surely is right and just, it would harm no one, and do good to thousands. Then why not unite, my brother retailers? We can do nothing through legislation without organization. Then let us unite and go at the task in earnest, and work for shorter days in business and more time for ourselves and families. Many other things could be accomplished were the retailers all over the land well organized. We could dictate some to our manufacturers. We would not be compelled to buy dress goods in sixty-yard bolts, and fine laces in thirty-six yard pieces, with forty ends.—C. D. Stevens, Woodbine, Ia., in St. Louis Grocer.



A TYPICAL MERCHANT.

Some months ago Progress spoke of a brief call from Mr. M. F. Eagar, of Halifax, whose name, always well known in Canadian commercial circles, has become familiar with tens of thousands of the people through his generous advertising in these pages.

Mr. Edgar is a typical business man, always where he can be found, ready to decide, and seldom astray in his conclusions. He has been a merchant of Halifax long enough to look back with wonder and also with considerable pride, at the strides made by Canada. When in Progress office he spoke briefly of the scenes in Halifax before the days of fast ocean steamers and railway connection, when the sailing ship and the stage coach did the work. Then the arrival of an English mail was an event indeed, when the people were so eager for old country news. He mentioned especially that period during the war with Russia, when the foreign circulation of the English weeklies increased enormously in this coun-

try, and when the newspaper agencies were taxed to the utmost to supply that demand. He contrasted the methods of circulation then with the facilities afforded now, and laughed at the necessity which then existed to affix a stamp to every paper.

Mr. Eagar is a Liberal in politics and that fact, contrary to the belief expressed sometimes by the Tories, does not seem to make him any the less a vigorous business man, always on the look-out for trade and seeking where he may extend it. He believes in free trade, as far as it can be adopted by Canada, and bases his hopes of the future of the Maritime Provinces upon the original idea of a Government railway to Montreal, which shall be run as a public service for the benefit of the people, and be untrammelled by combine freight rates.

In addition to his general business Mr. Eagar is well known as the representative of the following well known houses: Christopher James & Co., provision merchants, London; Brown, Rosenheim & Co., teas, London; Preservitas Co., food and butter preserver, London; J. McKettrich, green and dried fruits, Liverpool; W. Edmunds, Jr., & Co., Liverpool; Ditmars & Weisser, Antwerp; Bendsorp's Royal Dutch Cocoa, Amsterdam, Holland; and Guerrin, Bernard & Co., Cognac, France.—St. John, N.B., Progress.

MONTREAL TRADE NOTES.

G. R. Lightbound, of Lightbound, Ralston, & Co., Montreal, left for England on Saturday by the "Vancouver" from Halifax.

Molasses are a light stock here, and ought to be a purchase, therefore. Lightbound, Ralston & Co. are offering some Porto Rico stock at 32c.

In the sorting up trade that has been doing on holiday account, Caverhill, Rose, Hughes & Co. have shared with their Bendsorp's Cocoa.

Smoked meats, etc., have been rather quiet, but the Canada Meat Packing Company have been doing some extra business in their special brands of goods on holiday account.

The Empire Tobacco Co.'s Winnipeg agency is at 153 Lombard street. H. F. Price looks after the company's business out there, and goods are delivered from Winnipeg.

The Lenten season is to be strictly observed this year in Quebec province, and fish of all sorts should be a purchase. Munn & Co. are offering their usual superior lines of codfish.

Valencia raisins are usually the thing at the holiday time. N. Quintal & Co. are large holders of this description of stock.

There is a cheap lot of American beet syrup offering on this market that buyers should consider with a great deal of discrimination. It is said to be repulsive both to the taste and the smell. What do the Government propose to do in the matter?

The cost and freight business re-supplies for our refineries is beginning to attract attention. The Java and Philippine Islands markets are open, but Canadian refiners have done little or no business in cargo lots yet.

Oranges are a decidedly scarce article here at present, and prices are firm. The S.S. Oregon, which was due at Portland on the 15th, brings out a nice line of 1,500 Valentias, which are offering here at \$4 to \$4.50.

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

Every Grocer should have the Salada Tea Co's Teas in stock.

In pound and half pound lead packages. They are guaranteed to give satisfaction or you can return them any time. Send us a small order.

P. C. LARKIN & Co.,
WHOLESALE GROCERS,
25 Front St. E.,
TORONTO.

ESTABLISHED 1851.

JUST RECEIVED
4,500 Boxes
Valencia Raisins
WRITE FOR OUR PRICES.

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

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

WESTERN ONTARIO AGENTS FOR THE
Irish Mustard.

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

Raisins
FIGS **DATES**
Currants
NUTS **PEELS**
LARGE ASSORTMENT.

J. W. LANG & CO.,
Wholesale Grocers,
59, 61, 63 FRONT STREET EAST,
TORONTO.

COOKING FIGS.

In Bags about 50 lbs. each.
Fine Quality and Cheap.

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

VALENCIAS

Our shipments now arriving ex S. S. Ardengorm and Broomhaugh, were purchased at the lowest point.
Layers, very choicest quality.
Best value in market.

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

❖ **ARRIVED** ❖

New Sultanas.
SPECIAL LOT OF BAG FIGS
DATES, PRUNES,
GRENOBLE WALNUTS.

SMITH & KEIGHLEY
Wholesale Grocers,
9 Front St. E., Toronto

NEW
Grenoble, Marbot
—AND—
Bordeaux
Walnuts
NOW IN STOCK.

PERKINS, INCE & Co.,
41-43 Front St. East,
TORONTO.

JOHN BURGESS & SON
SAUCE
AND
PICKLE

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

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

EDWARD ADAMS
& CO.

Importers of Teas
—AND—
Wholesale Grocers
LONDON, ONT.

SPECIAL BRAND TEA.
LOOK OUT FOR
GOAT

JAPAN TEA
Nothing equal to it at the price.
See our travellers.
Write for samples and prices.

Thos. KINNEAR & Co
Wholesale Grocers,
49 Front Street East,
TORONTO.

Elliott, Marr & Co.,
Importers of Teas
—AND—
Wholesale Grocers.

LONDON, ONT.

(Continued from page 22.)

leaving the refineries since our last report on the basis of 2 to 2½c in half barrels. Barbadoes molasses has furnished a fair business in good sized lots at 32c. Some trashy goods have been offering on New York account, but the trade have not been imposed upon by them.

TEAS.

The tea market is firm, and there have been some fair turnovers of Japan stock worth from 20c. upwards on account of jobbers in western centres and owing to the extremely bare condition of the market, holders will not listen to any talk of concession. On the contrary they anticipate firmer values. Speaking of the regular local jobbing trade here, it is dull.

COFFEES.

Remarks about light stock can be repeated all descriptions being scarce here. The tone of the market, therefore, is firm and values are strongly held. Rio is quoted at 19 to 20c. for fair sized lots, jobbing prices of a proportionate advance. A round lot of Jamaica the first offerings of new here this fall, changed hands at 18½c. for 50 casks.

RICE.

Rice has ruled quiet but steady. We quote: Standard, \$3.85 to \$4; Louisiana, \$5.25 to \$5.50; choice Burmah, 4 to 4½c.; Japans \$4.50 to \$5; Patnas, \$5.25 to \$5.50; Carolina, \$7 to \$8.

DRIED FRUIT.

There has been no change in the position of the raisin market since our last report. As noted last week the offerings of cheap trashy stock at disproportionately low prices has checked the demand to a certain extent. Holders of choice fruit, however, show no anxiety and a good fair business has been done in lots on the basis of 4½ to 5½c., but jobbing lots could not be moved under 5½ to 5¾c. Valencia layers are quoted at 6½c. for round lots but jobbing quantities could not be had at this figure, and we quote 7c. and upwards. Currants are mostly in the hands of one firm here, as already pointed out by the GROCER, and lots could be moved at 5½c. in barrels but a jobber could not make a turnover on this basis to a customer. We therefore quote 5½ to 6½c. according to quality.

NUTS.

Business in nuts has been active owing to the holiday demand, and prices rule firm at the following: Pecans 11 to 12½c., Terragona almonds 16½c., Grenoble walnuts 13½ to 14½c., filberts 10 to 10½c., Ivica 14½c., Brazil 15c., marbots 12½c., cocoa nuts \$3.50 to \$4.50 per bag of 100 for old, new \$5 to \$5.50.

FRUIT.

Business has been brisk in oranges. We quote: Florida \$3.50 to \$3.75 per box, Valencias \$4.50 to \$5 per case, Jamaica \$6 to \$6.50 per bbl.

Lemons meet a fairly active demand and prices are firm. We quote fancy Messina \$4 to \$4.25 per box, Malaga \$6.50 to \$7 per chest and \$3 to \$3.25 per box.

There is a good demand for figs and the market remains steady. We quote crystallized in 5 lb. boxes \$1.05, extra fancy 10½ to 12c. per lb. in boxes, and new stock in bags 5½ to 6c. per lb.

Dates have been selling pretty freely in large boxes at from 5 to 6c. per lb.

Grapes have furnished a brisk business. Almeria in kegs bring \$6.25 to \$7 and Catawaba in baskets 25 to 30c. as to quality.

Sales of cranberries have been large, business moving freely at \$7 to \$8 in barrels, choice Cape Cod growths fetching \$7.50 to \$9.50. Spanish onions in crates move at 90c. to \$1.10.

FISH.

There has been a fair trade doing in fish, but the mild weather restricted business to a certain extent. Quotations are: Haddock 5c., cod 5c., stake cod 6c., fresh salmon 15c., salmon trout 8c., dory 10c., white fish 8c., pike 6c., mackerel 12c., perch 4c., finnan haddies 7½c., boneless cod 6½c., boneless fish 4c., dry cod 4¾c., No. 1 green cod \$5, draft do. \$7, B. C. salmon per bbl. \$12, Labrador do. \$12.50, salmon trout per half bbl. \$4.25 to \$4.50, mackerel per half bbl. \$7, bloaters \$1 to \$1.50.

APPLES.

The market has ruled quiet but steady, round lots of winter stock being quoted at \$2.25 to \$2.75 as to quality.

POTATOES.

There has been a good demand for potatoes, car lots of early rose moving freely at 80 to 85c. per bag of 90 lbs., with ordinary qualities 65 to 75c. per bag in the same way.

BEANS.

There have been turnovers at last weeks figures, choice hand pick stock changing hands at \$1.35 to \$1.45, while ordinary lots have been placed at \$1.15 to \$1.20.

HONEY.

There have been sales of extracted at 6½ to 8c., and a 100 lb. lot of medium quality comb stock sold at 9½c. For choice white clover 13 to 14c. is the idea with buyers here.

HOPS.

There is no change in hops and we note no transactions during the week.

DRESSED POULTRY.

Larger receipts and mild weather which ruled until within a day or two had a softening effect on dressed poultry, and sales of turkeys were made at 9 to 10c., while chickens were placed at 8c., geese 6c. and ducks 8 to 9c.

PROVISIONS.

While the demand for provisions is somewhat restricted owing to the bad roads, the market still holds very strong. We quote as follows: Canadian short cut, per bbl. \$19 to \$20; Mess pork, Western, new, per bbl. \$19 to \$20.00; Hams, city cured, per bbl. 11 to 12½c.; Lard, Canadian, in pails 9 to 9½c.; Bacon, per lb., 11 to 12c.; Lard, com, refined, per lb., 8½ to 8¾c.

EGGS.

Eggs are steady with the movement small. We quote 14½ to 15c. for Western and 16 to 17c. for local limed.

BUTTER AND CHEESE.

The butter position is unchanged, business being confined to a moderate local demand for Townships and Western. Late made fall creamery, 23 to 23½c.; earlier makes 22c.; Townships 20 to 21c.; Morrisburg and Brockville 18 to 19c.; Western dairy 17 to 18c.

Cheese holds steady but values are nominal as shippers are doing little or nothing at the moment. It would take 10¾ to 11c. according to quality to move any stock now here.

A LITTLE OUNCE WEIGHT.

In a recent conversation with a friend of the Merchants Review, says that journal, Mr. Charles Birnn, of Birnn Bros., a very successful and enterprising firm of retail grocers on Palisade avenue, Jersey City Heights, spoke of the difficulty of accurately figuring the actual percentage of profit in the grocery business, owing to the many sources of possible loss. In illustration of his remarks he mentioned an incident that occurred in his own store recently. About two months ago Mr. Birnn missed the ounce weight belonging to his counter scales, and the other day discovered it snugly stowed away in a hole in the bottom of a four-pound weight. The latter being used in lieu of a hammer to straighten out a barrel hoop, the force of the blows dislodged the ounce weight from its hiding place, where it had been fastened to the lead casing probably by a chance blow, the larger weight no doubt having been carelessly thrown upon the counter in such a way as to imprison its tiny brother. During the period in which the smaller weight was missing Mr. Birnn had used his four-pound weight at least a couple of hundred times a day, and every time it was employed gave an ounce over weight. So small an amount on a single sale would not be worth considering, but on two or three hundred sales a day, for a period of nearly two months, the aggregate loss from over-weight must have caused a serious loss of profit. No wonder Mr. Birnn holds the opinion he does as to the difficulty of figuring the percentage of profit in the grocery business, and the worst of it is, no sooner is one leak stopped than another is likely to occur in a different place. True it is that constant vigilance is the price of success in business.

CHRISTMAS HOLLY.

The practice of decking churches with the evergreen is very ancient, says Chatterbox. On this account our pious fore-fathers gave it the name of "holy tree," of which our word holly is a corruption. Duppa tells us "that branches of this tree were sent by the Romans to their friends with their New Year's gifts as emblematical of good wishes, and the custom is said to be nearly as old as the building of Rome itself." The holly sometimes attains the height of forty feet, and when of this large size the wood is very valuable and is much used by cabinet makers. It is white, hard, close grained and takes a very fine polish. When stained black it is an excellent imitation of ebony. The long and straight tough branches are often used for whip handles and walking sticks. The leaves of the holly near the ground are frequently much more prickly than those toward the top of the tree. This circumstance forms the subject of a poem by Southey, in which he says that though in youth buffetings with the world may call forth harshness, yet a man ought to pray that unkind feelings may daily wear away—

Till the smooth temper of his age shall be
Like the high leaves upon the holly tree.

Perkins, Ince & Co., have just received in time for Xmas trade a supplementary shipment of Jas. Morands "selected" and "large" Valencia raisins which they cabled for, owing to their regular importation being inadequate to meet the demand.

J. F. EBY.

HUGH BLAIN.

A Cheerful Christmas,
Happy and Prosperous
NEW YEAR

TO ALL OUR
FRIENDS

WATCH OUR ADVERTISEMENTS

During the coming year

IT WILL PAY YOU

They are interesting and
profitable.

EBY, BLAIN & Co.,

Wholesale Grocers,

TORONTO.



"MIXED MOLASSES."

HERE was a case of glaring misrepresentation of merchandise at Montreal last week. It was the old difficulty over again of mixed molasses coming from the States. Why some merchants will have anything to do with this class of goods after the frequent lessons they have had is really a wonder. The case in point was a lot of 100 puncheons of molasses, represented to have been Barbadoes, received by a Montreal grocery house from a New York firm of molasses mixers, but the quality was such that the Montrealers would not accept it, and it is now on the market at the risk of the American shippers, it is claimed by some, while another story is that the New Yorkers contend that no particular specifications were made, and that they intend to force delivery. However, which way it may be, the trouble is an old one, and the more conservative traders remark that it would perhaps result in good out of evil if someone was once severely bit, if it would only induce traders to have nothing to do at all with such trashy lines of goods. A very bad feature of the case under comment is that the goods are branded with the name of a well-known and leading shipping firm in Barbadoes, and it is felt that this sort of thing ought to be put a stop to, as cases of this sort have occurred before. Surely it would be in the interest of the people in Barbadoes to prosecute in the present case, for it is certainly they who suffer the most damage. Their reputation is seriously impugned, for all buyers do not know whether the goods are sold under false pretences or not, and, unless they are undecieved, are more likely to fight very shy of goods coming to them under a similar name in the future. This is no plea or excuse for our own authorities, however, for they ought certainly to take prompt measures if it can be proved that the goods have been fraudulently marked.

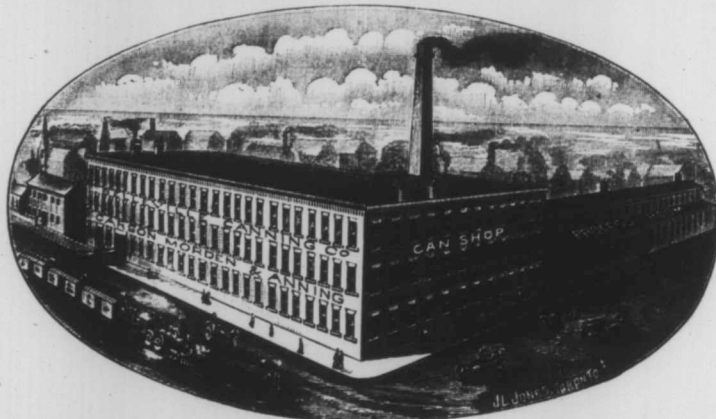
W. A. CARSON.

R. B. MORDEN.

J. ANNING.

BELLEVILLE CANNING Co.,

—PACKERS OF THE—



"Queen Brand" FRUITS AND VEGETABLES.

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

First-Class Goods.

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

THE MONTREAL BOARD OF TRADE.

The Board of Trade elections are a considerable time away yet, but there is already some talk among the members of the Montreal Board as to who are likely to be candidates for the highest offices. E. B. Greenshields, the President, is eligible for another year, and should he permit himself to be nominated again, there would, it is claimed, be no opposition to him. It is understood, however, that Mr. Greenshields has decided not to accept the nomination, as he expects to be away a good part of the next year. C. P. Hebert, the first vice-president, in such a case would naturally be

elected president, but Mr. Hebert himself is said to be not only not anxious for the honor, but will not be a candidate for the vice-presidency again. He contemplates, it is understood, an extended trip to Europe next spring, and will be away the greater part of the year. The two highest offices, therefore, are likely to be open at the next election. The name of the Hon. G. A. Drummond is talked of in connection with the presidency. Mr. Drummond has already occupied the presidency, but it is felt that if he can be induced to stand he will go in by acclamation. Other names have been mentioned also in this connection, but nobody has yet distinctly announced his intention of being a candidate for the honor. The new president, whoever he may be, will be the one to officiate at the opening of the new building, and this may create more desire for the position than would otherwise be the case.

SWEET CIDER

Clarified and Filtered Sweet Cider, 15 cts. per gallon, any size Packages from 5 gallons to 40 gallons, and Packages returnable at same price as charged.

Pure Cider Vinegar,	-	18c. per gallon.
Pure Fruit Jellies in 28 pound pails,	-	6c. per pound.
Pure Fruit Jams in 28 pound pails,	-	8c. per pound.

No Charge for Pails.

Cider is warranted to keep sweet and nice until next May. Send in your orders at once.

ERIE PRESERVING CO.,
ST. CATHARINES, ONT.

Bananas sell for 30 cents a bunch on the plantations in Colombia, and notwithstanding this low price, it is estimated that 15,000 bunches rot on the hands of growers each week. Somebody ought to be able to get this surplus to market and make a profit on the fruit.

The vanilla bean is so invaluable because it grows in but few sections of the earth's surface, and is difficult to culture because it is a parasite of certain trees. Also these particular beans came from Mexico, and are, therefore considered the best, and nobody but the natives can cure them properly, the secret being handed down from father to son and kept a secret, though many Americans have endeavored to discover it. The odor of the bean itself is disagreeable, because so rank and strong, but if handled, the delicious fragrance of vanilla clings to the fingers for several days.—Portland Advertiser.

**SITUATION WANTED.
MARATIME PROVINCES.**

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

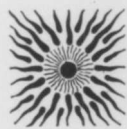


Crosse &

Blackwell

CELEBRATED FOR

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



—SOLD BY—

All Grocers in Canada

IN MEMORIAM

IN CONSEQUENCE OF THE DEATH OF THE

Sacred Siam Cow

We have decided to sell for a few weeks (as far as practicable),

BLACK TEAS ONLY.

And we ask special attention to our assortment of

BLACKS

FINEST MONING CONGOUS,
FINEST KAISON CONGOUS,
FINEST PECCO CONGO S.
FINEST PACKLING CONGOUS,

FINEST SELECTED CEYLONS,
FINEST SELECTED DARJEELINGS,
FINEST SELECTED ASSAMS,
FINEST SELECTED ORANGE PECCO.

Our experience (of over 25 years) enables us to guarantee satisfaction to those who are not judges of BLACK TEAS, and to court a trial order from those who are.

Send for Samples.

Regan, White & Co., 3, 5 and 7 St. Helen St.
Wholesale Grocers, MONTREAL.

SHORTER HOURS.

WE Americans are wont to pride ourselves on our extraordinary energy and the great amount of work we perform in a given time. We have thought and said this so often that we have brought ourselves to believe that we are really the most enterprising people in the world, and accomplish more for the amount expended than any others on earth.

But are we, do we? No doubt we work harder and wear out sooner, but the results often suffer by comparison with the accomplishments of people of other nationalities who do more in less time by a more thoroughly concentration of energy while it is being expended in a certain direction.

Take it in the matter of conducting a grocery store. No one will dispute the fact that the work done in the average store, and which consumes at least ninety-six hours' time every week, could be done just as well and just as profitably in one-half that time—or eight hours each day—if the best endeavors of proprietors and helpers were put forth.

To put it in another and a simple form; half the time of grocers and their assistants is wasted under the present system. It becomes, then, a very serious subject; this question of shorter hours. At times, such as an hour or so before meals, and on Saturdays, everybody is busy demonstrating the fact that they would have no trouble at all in finishing a week's work at the store working at that rate five or six hours a day. The subject is serious because under the present system neither the grocer nor his clerk have any time for the development of those faculties which distinguish him from the rest of the animal world. The long drawn out hours during which he must be at the store leave him little more than time to eat and sleep. No wonder the majority of grocers do not join associations or that but few of those who do, give much attention to the business of those associations.

If a man spends sixteen hours a day doing what could easily be done in less than half that time, two things are evident; first, he hasn't the time to attend meetings and assist in carrying out needed reforms and attend to official duties, and second, the very fact of his dissipating his energies in this manner by taking two hours to perform what less than one is sufficient for destroys mental acuteness. Consequently, when an important matter affecting his interests is presented for his consideration it has but little response. He may in a measure realize its importance at the moment while under the stimulating influence of a more active mind. But when that magnetic influence is removed, the mind, unaccustomed to thoughtful application and retention of facts on which he is to base a decision, drops back into its sluggish habit and he nothing. Be nothing.

Now the point is: Are we content to toil and eat and sleep and toil again and keep up the ceaseless round without the development of any of the nobler but dormant instincts? Are we satisfied thus to exist on a plane but little if any higher than do the beasts of burden?

If not, the first step out of it is to provide for that precious quantum,

time, without which we can do nothing.

The question of shorter hours, therefore, is the first and most important one that should come up for discussion. It should continue up and uppermost until reform is accomplished until a grocer becomes of some more account in the progress of the world than is his delivery horse.

The horse serves his day and generation with muscle and sinew and a low order of intelligence, and is content with sufficient fodder, a warm stable and decent treatment.

Is the average grocer giving or getting much more than this?

Did you ever look at it in that light?

Is it putting it too strong?

Is it worthy of the human animal?

Is not the possibility of a much greater widening of the dividing line between you and the horse worth considering?

A horse doesn't make much impression on the work of shaping human affairs, neither does the man who exercises little or no mentality.

A great deal has been said about the necessity of brains in the successful conduct of business nowadays, but too much has not been said. The possession of brains, however, is not all that is needed. Every man has brains, and the mere quantity does not vary very materially. What is needed, and what is going to tell more and more, is brains trained to active methodical habit.

Whatever is being done by the individual, the brain must be the prime minister, giving direction to the work, and if it is kept the whole time superintending the activity of mere muscle the mind is left entirely neglected.

But mind is superior to muscle. Of two men, the one who sets his brain to keeping his mind active will accomplish infinitely more than the one who lets his brain simply direct his physical organism, and pays little or no attention to mental training.

Hence the necessity of time, after what is of necessity given to the drudgery of business, to give the brain a chance to develop the mental capacity.

Reforms, improvements and progress generally will come easily when those interested have developed sufficient energy to comprehend what is needed and how they can procure it. The first step, then, is shorter hours.—Commercial Enquirer.

THE CARE OF CIGARS.

The New England Grocer prints the following from a Boston dealer:

Cigars require a great deal of care if the richness of the tobacco is to be retained. Of course, there are cheap brands which are sold to purchasers who have no more idea of the real qualities of tobacco than a goat has of a piece of New England pumpkin pie. These goods are manufactured in immense numbers, and go to every section of the country. You may see them in grocery stores where they sell everything from an anchor to a cambric needle, in the little cases found in the country hotels, in one-horse drug stores, and then the fakirs who run games at the circuses and seaside resorts keep a stock on hand which they offer as prizes for the display of exceptional skill. The cigars found at these places, no matter how good the stock may have been made, are made

poor because no care is given to their keeping. They are allowed to remain in the open air or in a case where the atmosphere is dry, and they soon lose that delicate aroma which is the real value of tobacco. Go into any of our large tobacco stores and you will find some arrangement in the show cases that supplies a low degree of moisture which the tobacco takes up with the same degree of eagerness that the growing plant does. If something of this kind is not seen then the sales are so rapid that the cigars haven't time to dry up.

THE CURRENT MARKET.

The improvement in the value of provincial currants which took place at the end of last week has been maintained, but only a very moderate amount of business has been done. The hopes of the holders of currants are centred in the present action of the French Government in regard to the duties on dried fruits imported into that country. The policy of the Government has, up to now, been in the direction of protecting the producer of wine from the native vineyards, at the expense of the manufacturer who works from dried fruits imported from other countries. This seems likely to be considerably modified, and not only is it proposed to remove many of the restrictions which have surrounded the trade, but also to abolish the excise duty on dried fruits used in wine-making. It goes without saying that this is a matter of the utmost importance to the Greek farmers, and if it ultimately becomes law, it is certain to bring about a distinct improvement in the market for the lower kinds of currants. The French consumption for the twelve months ending June 30 was only 29,438 tons, against 40,032 tons in 1890-91 and 68,905 tons in 1889-90, during the latter of which periods it reached its highest point. That it is of great importance to the Greek farmer whether the demand from France is 30,000 tons more or less need not be enlarged upon, and the price at which he can dispose of his fruit may be said to hinge very largely upon the action of the French Government. The bill is understood to have passed the Chamber, but has been delayed in its progress through the Senate by the recent ministerial crisis. Notwithstanding the disappointing demand in England, the market in Greece is, according to the latest telegrams from that country, very firm.—Produce Markets' Review.

THE GROCER'S BOY.

There is something in the character of the grocer's boy that we have always admired as we have watched his career, and, when taken into consideration the many offences that are charged to him, we cannot help smiling at the great responsibilities that are laid upon his young shoulders, but he bears them bravely and not infrequently makes the very best use of his limited opportunities. A careful investigation into the commercial careers of some of our most successful and enterprising merchants would reveal the fact that they are indebted for much of their success in life to the hard knocks they received and the valuable experience they acquired in the humble capacity of a grocer's boy.—Grocer Criterion.

PEGASUS IN HARNESS.

Young & Smylie, Brooklyn, N. Y., yoke poetry and advertising together, and handle the team well too, in the last number of the Confectioners' Journal, wherein appears the following Christmas lay :

We're sorry to precipitate

This mediocre verse,

Upon a patient public

To poets so averse ;

But Harvey, of the Journal, writes :

"Your space is ready, see !"

So we had to grind out something,

If its Tommy rot, by gee !

Still a little Christmas greeting

Like this we hate to shirk,

Though our muse is really rusty

From insufficient work.

We hope no jealous Browning

Will deride us on the sly.

But applaud our chorymbics

And—wink the other eye.

As usual, with this issue,

We make our Christmas bow,

And felicitate our business friends

From East, Nor', West and Sou'.

We wish you, more sincerely

Than expressed by this poor pen,

A very Merrie Christmas

And a glad New Year again.

We hope, while in the sunshine

Of the year just passed away,

You've remembered the old adage,

'Bout the making of the hay,

And from what we gather

Of the news from here and there,

In all the hurly-burly

Each has gotten his full share.

If that's the case we're happy,

For you have it from our lips,

We did OUR share of business

And are playing with "blue chips."

Then here's your health, without which

Life is but a dreary waste ;

Say, by the way, candy men,

How are you off for paste ?

And how about our other lines ?

(Not these ; these are N. G.)

We mean our Pellets, Y. & S.,

Our Loz' and Purty.

We're here to serve your interests,

And hope you'll not forget,

When our salesmen call to see you,

What they want, already yet.

May the fairies good, of which our dear mothers used to tell,

Fly in your attic window, forever there to dwell.

SITUATIONS VACANT.

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

SALESMAN WANTED—A GOOD GROCERY hand; one who is acquainted with general trade; must be sober and well recommended; no other need apply. Address C. Moore, Orillia.

WANTED—BY NOV. 1ST—ENERGETIC, EXPERIENCED salesman for general store; well up in dry goods; not afraid of work; state salary; must have A1 references. Address Box 842, Woodstock, Ont.

BUSINESS CHANCES.

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

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

SITUATION WANTED.

WANTED—SITUATION BY YOUNG MAN in grocery or general store, 4 years experience and best of references. B. W. T., Hartford, Ont.

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

THE "MOST POPULAR" BLACK LEAD.

THE "MOST REMARKABLE" POLISH.

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

"CLEANLINESS"
Nixey's
Black NO DUST
Lead

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

FOR BRIGHT, SILVERY, QUICK POLISH FOR STOVES & GRATES, ALWAYS USE
W. G. NIXEY'S
"SILVER MOONLIGHT PLUMBAGO" STOVE POLISH.
Always Bright & Beautiful. In Large Packets 1d. & 2d. each.

Use only for Laundry Purposes, producing the best results.
NIXEY'S
"SOHO SQUARE" BLUE
THE PUREST—BEST—NO SEDIMENT. ONLY HALF THE USUAL QUANTITY REQUIRED.
Eight 1-oz. squares in Box for 6d.
Of all Grocers and Oilmen: or write to 12, SOHO SQUARE, LONDON, ENGLAND.

For Knives, Forks, Brass and Steel Work, &c., &c. Won't Wear the Blades like others.
6d. and 1s. Tins.
NIXEY'S
"INVICTA" KNIFE POLISH.
OF ALL STOREKEEPERS EVERYWHERE. Wholesale: W. G. NIXEY, London, England.

Canadian representatives:

Mr. W. Matthews, 7 Richmond St. East, Toronto.

Mr. Charles Gyde, 88 St. Nicholas St., Montreal.



RETAIL GROCERS

WILL FIND IT

To their Interest

TO BUY

BRANTFORD STARCHES

The Purest and Best in the Market.

BRITISH AMERICA STARCH CO., LIMITED,
Brantford, Ontario.



CHAT BY THE WAY.

THE fruit evaporator at Goderich expects to finish up the season this week. They have used 20,000 bushels of apples and given employment to a large number of hands.

J. McMillan & Son, grocers, etc., Nanaimo, (B.C.), have opened a branch at Northfield.

The new sugar crop in Cuba will be the largest ever produced, and the tobacco crop is larger every year.

G. Hector Clemes, of Toronto, representing THE CANADIAN GROCER, is in the city.—London Advertiser.

Capt. J. D. Hay, of Davidson & Hay in this city, has been raised to the office of major in his regiment, the Royal Grenadiers.

Anderson & Barnard, the well known grocers, London, Ont., have bought only the grocery trade of the New York store in that city, and not the liquor business.

A young clerk named William Cummings, who was detected systematically robbing J. W. Wilson, grocer, Belleville, Ont., has been sentenced to three years in the reformatory.

Wilcox and Ramsay, general merchants, Virden, Man., are amalgamating, and early in the new year the business will be carried on under the firm name of Wilcox & Ramsay.

There are probably 200 overhanging signs in Hamilton, and yet only thirty owners and tenants of buildings to which they are affixed have complied with the by-law concerning them.

The grocery store of J. Z. Gagnier, No. 282 Centre street, Montreal, was entered by burglars at an early hour the other morning. They carried off over \$100 worth of liquor and preserves.

In the suit of Lucas, Steel & Bristol, wholesale grocers, Hamilton, against O. F. Wintermute, Cayuga, Master-in-Chancery O'Reilly has given judgement for the plaintiff for \$590.77 and costs of \$33.22.

Voorhees & Co., of New York, have purchased for \$40,000 the Government departmental building at the corner of Simcoe and Wellington streets, Toronto. They intend turning it into a biscuit factory.

A. P. Tippet & Co. Toronto, have offered to supply cases of specimens and charts illustrating the growth and manufacture of cocoa, for use in connection with object lessons in the public schools of Toronto.

M. Madigan, grocer, of 54 Shannon street, Montreal, took suddenly ill the other evening and died before medical aid could be summoned. Dr. Guerin was called and attributed Mr. Madigan's death to heart disease. An inquest will not be necessary.

Hanley's general store was burglarized at Essex some time ago. Ready-made suits, overcoatings, gloves, black brocade silk, tweed, some plushes, two dressing cases, one mirror and a box of cigars are missing. Total value, \$150. Police are working on the case.

On Friday night a week ago burglars attempted to enter the general store of George Edmonds, Fingal, Ont., but on Mr. Edmonds appearing in the window armed with a revolver they made their escape. No damage was done beyond the injury to the back door, where the attempt was made.

R. & T. Watson, Toronto, issue a charming picture as a wall hanger for the new year. It is about 20 by 14 inches. The title is Little Jack Horner, and below that title is quoted a stanza from the

old nursery rhyme. The picture illustrates little Jack putting in his thumb, but taking out one of Watson's cough drops, instead of a plum.

John Cameron is in town in the interests of the J. B. McLean Publishing Co. of Toronto, who publish several popular trade journals for grocers, dry goods men, etc. Mr. Cameron is asking renewal of subscriptions for his journals and is meeting with deserved success.—Peterborough Review.

Thos. Miller, who for the past four years has been doing business in Oshawa, has gone to Newcastle, and is doing a good general trade among his old friends, in the old stand, where he previously did business for twenty years. Oshawa people are sorry to lose him, but their loss is Newcastle's gain.

The New York Daily Commercial Bulletin will be enlarged at the beginning of the year by eight additional columns. Our flourishing contemporary needs no further improvement to put it at the head of commercial journalism on this continent, but it is not content to stand still in its pre-eminence.

The Hamilton Board of Trade Council, decided not to send representatives to interview the Dominion Cabinet members with representatives of Montreal, Toronto and London, regarding the new insolvency bill. The members thought it would be time to go down to Ottawa to see the Government on the matter when the House of Commons meets.

W. J. Bunning, a former fruit dealer of London, Ont., died at his home near Sarnia. About 25 years ago he went to Sarnia, and was in business there as grocer and fruit dealer for several years, finally retiring to a fine farm, of which he was owner, in Sarnia township, about three miles from the town. He was greatly respected by all who knew him.

The Surprise Soap people make big claims for their "Surprise Soap." If it does half what they claim for it there is no doubt but that it's a fine soap. They go further than make claims for their soap, however, they are willing and anxious to subject Surprise Soap to any test with any and all soaps in the market. No one can doubt their enthusiasm for Surprise Soap.

Robert Barfett has been in business in Newcastle for the past ten years. He has recently moved to Oshawa, and has one of the finest dry goods stores in that town. It is called the Arcade. From the rush of trade since he came there, one would naturally suppose that he must be offering his Newcastle stock at such prices that please the people of Oshawa. We wish him success.

The last number of Le Prix Courant appears in a cover which illustrates some of the finest work of the Canada Bank Note Co. of Montreal. The cover is white, with the name of the paper in large blue script the only impression on its first outside page. The last page bears the advertisement of a French wine house in six colors, which is a beautiful embellishment of the back cover.

The Quebec Board of Trade's election of officers resulted in the return of the following:—Victor Chateaufort, M.L.A., president; Herbert M. Price, vice-president; Edouard B. Garneau, second vice-president; S. Sloan Bennett, treasurer; N. Levasseur, secretary. Council: E. T. Nesbitt, T. Brodie, W. Rae, R. R. Dobell, Simon Peters, R. Turner, H. A. Bedard, Alph. Letellier, G. Tanguay, T. Beland, C. A. Langlois, Chas. E. Roy.

Seaforth is still going ahead in improvements. Strong's block of red brick stores on Main street, which will be completed in a few days, will be the finest in that town. The new brick machine shop of T. T. Coleman is expected to be completed in a day or two, which is another great improvement to the town and a credit to the able managers. The Board of Trade building on Main street will, when completed, also add to the town's appearance.

We are in receipt this week of the neatest advertising card we have yet seen for next year's distribution from the St. Lawrence Starch Co. It is a handsomely embossed letter on a German silver sheet, with a dead silver ground, throwing up the lettering, and making a most attractive advertisement. It is in good taste, and will adorn

the finest class of stores in our province. It is in general keeping with this Company's work, who have displayed very great care and taste in their packages from the commencement of their business. They will distribute after the turn of the year.

A deputation waited upon the Ontario Government on Tuesday and asked for the appointment of a commission on municipal taxation, with reference to the inequalities, of the personalty assessment.

The branding of sacks containing flour manufactured in certain Ontario mills, containing only a small percentage of the product of Manitoba wheat and branded as Manitoba flour and sold as such in the eastern markets, was referred by the Winnipeg Board of Trade to the board of flour examiners for inquiry and report. It was stated that certain millers in Ontario are grinding straight Ontario wheat and selling the product branded as Manitoba flour. The board hope to arrive at some means to prevent this imposition on the public.

There was a big meeting of farmers at Freelon, Ont., the other day to consider the question of establishing a creamery in that section. All the speakers were in favor of establishing a creamery, but Hon. Mr. Ballantyne thought it would be better to have a cheese factory in connection with the creamery. He was of opinion that cheese factories paid better than creameries, and suggested that a factory should be erected, in which cheese could be made in summer and butter in winter. Dr. Metherell and Farmers O'Connor and Kirk were appointed to apply for a charter for the new company.

The burglar who broke into Mr. Gagnier's grocery store on Centre street, Montreal, was arrested and was brought before the police magistrate. He was subsequently sent to the Court of Special Sessions, tried and found guilty and remanded for sentence. It appears that mice had eaten a hole in the corner of a tea chest that Lebrun carried home, and a trail of tea was left from the store to his residence. He had also cut his hand in breaking a window, and drops of blood were found along the tea trail. The police followed these clues, traced the burglar, and in his house found the articles stolen from Gagnier's store.

A resolution of the Quebec dairy convention asking the Minister of Agriculture to vindicate in England the status of Quebec-made cheese was forwarded by Hon. Mr. Angers to Sir Charles Tupper on the subject. This action is the outcome of a resolution recently passed by the Bristol Provision Trade Association, that cheese made in the French section of Canada (that is Quebec) could not be accepted as fulfilment of contracts for the finest Canadian cheese. Prof. Robertson will be asked to represent to the Bristol dealers the high quality of the Quebec cheese, that it is first-class in every respect, as the certificate of the judges at the Toronto Industrial Exhibition indicates.

An elegant little souvenir, as useful as it is tasteful, is being forwarded by Masuret & Co., wholesale grocers, London, Ont., to their friends in the trade. It is a Catalogue of the goods stocked by the firm, and is encased in a dainty cover of black pebbled leather. The pockets in this cover are convenient receptacles for such detached papers as a man may wish to carry. The arrangement of the Catalogue is excellent, the articles being entered in alphabetical order, with blank spaces opposite each for any entry the owner chooses to insert in the matter of price, quantity to be ordered, or other note. THE GROCER acknowledges with thanks the receipt of one of these little pocket books with M. Masuret & Co's. compliments.

In the case of the town of Strathroy al., at Osgoode Hall, et F. A. Anglin, for James C. Hegler, appealed from an interpleader order made by the Master in Chambers, upon the application of the corporation of the town of Strathroy, in respect of a bonus of \$10,000 granted by the corporation to the Strathroy Canning and Preserving Company, one-third of which is claimed by the appellant. W. R. Meredith, Q. C., for the company, contra. D. Armour for the town of Strathroy. Order varied by directing that the issue be whether the corporation is bound or entitled to pay the \$10,000 to the company or to the Dunns and Hegler as trustees for the company, or to the Dunns and Hegler for their own personal use. Costs in the cause to all parties. Time for delivering issue extended till next Friday.

RAISE MORE POULTRY.

Why does Manitoba not produce more poultry? Surely we should have enough poultry to supply our own requirements: but we do not by a long ways. The season of heavy demand for poultry is now on, and the local supply is as usual so short that dealers are obliged to import dressed poultry by the car lot from eastern Canada. Poultry in car lots is now arriving to supply the Winnipeg market, and even the market in smaller country towns, which should receive a sufficient supply from their immediate vicinity, have to look to outside sources to meet the demand. Manitoba should have abundance of poultry raised at home, not only to meet local requirements, but also to ship outside of the province. In addition to the large quantity brought in from the east to supply the deficiency in the local demand, many car lots from Ontario pass through to British Columbia. This demand should be filled from Manitoba, besides supplying our local markets.—Winnipeg Commercial.

ATTRACTIVE LABELS BENEFICIAL.

An attractive label is certainly of benefit in bottling cider, pickles, catsups and sauces. It attracts attention to the goods in the first place, and assists in creating reputation, by giving them an individuality that fixes them definitely in the mind. No cider should be put upon the market in bottled form unless labeled, and to pay some attention to the selection of a neat, original label bearing the name of the goods and their maker will be found a profitable procedure. Where more than a local demand has been created, and frequently in the latter instance as well, it will pay to register the label as a protective measure, and the cost thereof is more than offset by the advantages. The same rule applies to the bottling of pickles and kindred goods, though it must be admitted that manufacturers of this last-named line have been quicker to see and adopt the benefits of labeled goods than have cider bottlers, and they outnumber the latter by considerable odds in this regard. Yet if it pays the one, it would surely be of like service to the other.—American Cider Maker.

"THE AD."

NOT BY RUDYARD KIPLING, BUT ANOTHER STRIPLING IN
PRINTER'S INK.

"What makes the trader's biz to hum?—what makes his clerks per-
spire?"

It isn't "drummer" sent by train, nor messages by wire;
Nor salemen's wily artifice, nor chief accountant's fads,
But the lumping, humping bus'ness, which resulteth from the ads.?

Oh! the ad.; oh! the ad.;

The light fantastic ad.,

The column, and the paragraph—the page that faces news,

It saves the merchant's bus'ness from a-goin' to the bad
By a-taking in the patronage the public can't refuse.

The clerk, 'e knows above a bit; the salesman, 'e's a joy;
The "drummer," 'e's a gentleman; the errand boy's a boy;
But the swellest bloomin' artifice (to call a spade a spade)
Is the way the gay advertisement yanks in the bloomin' trade.

Oh! the ad.; oh! the ad.;

The unresisted ad.

That nestles in the newspaper, and peeps into the par.,
It keeps the packers busy, and it makes the gov'nor glad,
As it fetches in the customer from places near and far."

The above is all right, but all the same there is no discount on
the "Knights of the Grip."

The drummer he's a hummer if he rightly knows his biz;
He's as lively as the ginger pop that goes off with a fiz;
He always takes the town by storm and gets right in the swim,
And when he buckles down to work there are no flies on him.

Oh! the drummer; the drummer!
The gay and festive drummer,
Like the ad., he makes things zip;
His pants don't bag at the knees,
And he knows chalk from cheese,
Ever up to snuff—he'll sneeze
When he's tackling the grip.

—Detroit Herald of Commerce.

THE INSOLVENCY BILL.

A JOINT deputation from the Boards of Trade of Toronto, Montreal and London waited on the Government on the 15th inst., to ask for the enactment of an insolvency law as a Government measure in the coming session of Parliament. The members of the deputation were as follows: Hugh Blain, first vice-president of Toronto Board of Trade; F. Wyld, Paul Campbell, S. Caldecott, E. R. C. Clarkson, D. E. Thompson, Q. C., and Edgar A. Wills, all of Toronto, and the following gentlemen from Montreal: E. B. Greenshields, James A. Cantlie, James Slossor, A. L. Kent, C. P. Hebert, J. B. McLea, J. B. Learmont. The London Board of Trade sent the following delegates: M. Masuret, president, and Mr. Thomas. They were received by the following members of the Government: Sir John Thompson, Hon. G. E. Foster and Hon. A. R. Angers.

Mr. Greenshields made a long and able speech. The deputation represented, he said, all the business interests of Ontario and Quebec, where there was an almost unanimous sentiment in favor of a Dominion insolvency law. At present a distribution of assets act existed in only two provinces. They were simply insolvent acts under another name, and without any provision for discharge. There were no preferences under the laws of Quebec, but there were in Ontario, such as chattel mortgages and preferential judgments, which were first claims on the estate. A transfer of book debts, even when dated back several years, became a first lien on all the book debts, including those contracted since the execution of the transfer. Under the existing law in Ontario "A," debtor, may sell out to "B," and the sum realized may be handed over to "C," a creditor in the same town, to the detriment of other creditors. The maritime provinces were a hotbed of preferences. He gave several illustrations of the state of the law down there, which, he declared, was so unjust that it should not remain on the statute books. It might be said, he knew, that wholesale merchants should shorten their credits or sell for cash, and not make bad debts. That was almost impossible so long as they had to compete with the merchants of the world. The agents of British merchants came over and offered long credits and goods equally cheap and Canadian merchants had to offer equal terms. They looked to the wisdom of the Government to provide a way out of their difficulties.

Mr. Blain advanced the argument that it was not in keeping with the character of the confederation that there should be different laws in the different provinces discriminating in favor of local creditors. They would be loth to return to the insolvency law of 1875. There were serious defects in that law, and there was no doubt a feeling of relief when it was abandoned. He thought they could frame a law without these defects. With that object they had brought down a draft of a bill for the consideration of the Government. In framing it they had had the benefit of the great experience of Mr. Clarkson, as an assignee, of Mr. Thomson, who was generally acknowledged to be the most competent commercial lawyer in Toronto, of the opinions of Mr. Walker,

general manager of the Bank of Commerce, and the views of a number of merchants in the chief commercial centres.

Mr. Thomson explained the salient features of the bill. It proposed to apply the law to traders only. The Government have to consider the question as to whether the law would have to be made applicable to all classes, as it was in England, but upon that point they had nothing to say. Under the act of 1875 the assignee got things ready for liquidation before calling a meeting of the creditors. Instead of that the bill proposed the appointment of a guardian, who would usually be the sheriff in Ontario and the prothonotary of a court in Quebec, but in the case of large interests a special officer appointed by the Board of Trade, to whom every estate in the first instance must go. Such guardian would hold the assets until the creditors could be got together, and he was declared ineligible for the appointment as liquidator, leaving the creditors free to deal with that appointment, and thus removing one of the most serious objections of the act of 1875. In regard to the granting of a discharge, it was proposed to do away with compositions altogether. The liquidator was in every case to sell the assets, leaving the creditors, if they chose, to give him his discharge, but independently. As to the granting of a discharge by a court, it was not supposed that the Government would set up a bankruptcy court owing to the additional expense which for small estates in a young country would be unjustifiable, but it was felt that under the jurisdiction of the local courts there was no uniformity of practice, and a creditor was driven to go all over the country in the settlement of difficulties. It was thought that a particular court, say in Ontario, a division of the high court of justice, might be indicated for administering the law. It ought not to be regarded as a hardship on the debtor if he was to be relieved of the payment of his debts in full if he should be compelled to go to a forum convenient to his creditors instead of vice versa. Under the proposed bill there would be no official assignee. There would be a temporary guardian, and then a liquidator would be appointed by the creditors, but without the intervention of a court. They had a law in Ontario providing against preferences, but the legislature in dealing with this subject was hampered by the question of jurisdiction. For instance, they had never provided for discharge. Nor was there jurisdiction to seize on a man's assets and distribute them. It was true, as stated by Mr. Greenshields, that if a man could sell his assets for cash he could pay over that cash to one creditor alone to the exclusion of all others. In the proposed bill the discharge clause was practically as in the act of 1875, except that the grounds have been made a little more clearer, and it was proposed that if the debtor applied to the court direct without the consent of the creditors to put the onus upon him, whether it was opposed or not, showing a title, and that he had dealt fairly by his creditors.

Mr. Foster, in reply to the deputation, said: "We are very glad to hear your views, and I have no hesitation in promising, for Sir John Thompson and the rest of my colleagues, an examination of your bill, and a thorough consideration of the whole subject, and

if you will indicate to me within a few days the names of a small sub-committee of this deputation, if we should wish to consult you, then when the time comes we will call upon you for further explanations, either as to the principles or details of the bill."

Copies of the bill were left with the ministers.

The following members of the deputation were subsequently named as a committee to be at the call of the Finance Minister in promoting the measure: Messrs. Thompson, Greenshields, Blain and Kent.

ADULTERATION OF LIQUORICE.

It is satisfactory to find that the London public analysts have taken up this question, for there can be no doubt of the great injury that has been and is still being done to the trade by the adulteration of licorice. In a case published last week an inspector asked for "Licorice," and was supplied in its place with a compound known as "Licorice pipe," which contained 50 per cent. of Licorice extract and 50 per cent. of starch and other foreign matters. The price charged for a pound was 6d. retail, whereas the wholesale cost of the genuine is about 1s 2-3-4d. to 1s. 3d. per pound. Licorice is one of the best of domestic demulcents in the case of colds and coughs, the more so as it is relished by children, who object to the ordinary medicated lozenges, but who take Licorice as a sweetmeat. It is a thousand pities that the demand for this old and well tried remedy should be reduced, as it has been, by the wretched adulterated substances offered under its name. They are not only full of starchy matter, but often of more or less gritty substances, of themselves enough to turn the public taste. It is not as if the sale of genuine Licorice was unprofitable, for, from its high price and its small sale, it ought to yield a handsome profit. It is the more to be regretted, therefore, that the trade should be materially injured by the substitution of adulterated compounds, as the ultimate effect may be to stop the demand altogether. Licorice is simply the saccharine matter of the root which bears its name, and is thus properly called "Black Sugar" in Scotland. In making up the extract into sticks a certain proportion of foreign matter might be considered essential, but this is not so in marks which have been known for generations in this country. In these we are assured that no foreign matter whatever are added to the natural juices of the plant, beyond the small quantity of gummy matter used to give The sticks their final polish. The addition of non-licorice should The addition of non-licorice should in fact be only to the degree necessary to secure solidity. This is no doubt the case with most good foreign brands, but, apart from extensive home adulteration, quantities of more or less spurious juice are still offered, chiefly of French make. This is often heavily adulterated, and retailers are liable to a prosecution for its sale. As a rule such compounds bear a warning on the stick, figures such as "70" branded on them denoting the extent of adulteration, in pursuance of the French law. For medicine purity is essential, and if Licorice is used as a domestic demulcent or sweetmeat,

NEW NUTS ARRIVED

Tarragona S. S. Almonds,
 Sicily Filberts,
 Grenoble Walnuts,
 Marbot Walnuts,
 Halloween Dates, Cahors Walnuts.

DAVIDSON & HAY,

36 YONGE ST.

TORONTO.

EPPS'S COCOA

¼ lb. packets, 14 lb. boxes secured in tin
 Special Agent for the Dominion:

C. E. Colson, Montreal

MUNN'S Famous Boneless Codfish

NEW and GENUINE.
 NOW ARRIVING.

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

MUNN'S Skinless Codfish

Packed in 100 lb. Boxes, Whole Fish.
 Delightful thick Codfish Steak.

Orders can be filled at short notice after this.
 Stewart, Munn & Co.,
MONTREAL.

"JERSEY BRAND" CONDENSED MILK.



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

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

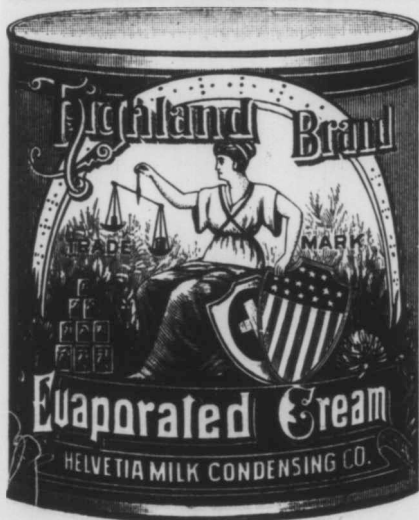
GRIMBLE'S English Malt Six GOLD Medals VINEGAR

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

GILLARD'S Specialties

High Class, English Made,

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



WE ORIGINATED THE PROCESS

Whereby all the nutriment and relishing properties of milk are extracted, canned and
 sterilized to keep perfectly in all climates. Sold by all wholesale grocers under our

Highland Brand Evaporated Cream

Pleases all who appreciate a perfect quality of pure (unsweetened) milk or cream. Sur-
 passes cream for coffee, and thoroughly takes the place of unprepared
 milk or cream for all purposes. Prepared by

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

WRIGHT & COPP, Ontario Agents.
 Toronto

L. H. DOBBIN, Montreal,
 Quebec Agent.



In reply to numerous letters of inquiry in reference to our Famous

Something Good

Brand. Let us here say, that it is a very fine Smoking Tobacco, put up 6 to the pound.

Rough and Ready, in Tin Butts of 21 lbs.

Send for a Butt as sample.

Empire Tobacco Co.,

MONTREAL.

DRY GOODS.

Customers are very few this week among the wholesale houses and sorting trade is fairly slow. Even letter orders, which have played so important a part in the trade for the past three months, are falling off in number and in size of parcels required. Retailers are running through this week with whatever stock they have. So far the trade has been nothing very extra for a holiday season. It may and likely will, attain the average of past seasons, but the open weather has caused stocks of heavy goods to move very slowly.

The travellers are nearly all in from their trips and are looking up spring samples. About January first they will again disperse in the unceasing quest of orders. Spring samples show some neat novelties, and a sprightliness in summer goods. Domestic goods are fast passing into stock with the wholesale houses, and are fully up to sample, and buyers are well satisfied with the progress of the domestic textiles generally.

Money is fairly easy in comparison with the same period last year, and wholesalers are satisfied with their customers payments generally. There were quite a number of renewals in the early part of December, but the total amount was not large.

NOTES.

Gordon, Mackay & Co. are receiving large shipments of flannelettes; one range especially is being shown which is claimed to be selling at 20 per cent. less than mill value. It contains 100 patterns in stripes and checks. They have just passed into stock a shipment of five ranges of art muslins in the newest patterns and shades. In their furnishing department the newest shipments are of laundried and unlaundried white shirts, collars and cuffs. They sell their range of shirts on very close margins, and thus hold a steady trade in these articles. They carry the principal numbers in Tooke Bros. collars and cuffs, such as the Iron Frame, Star and Anchor. They are showing also a large variety of umbrellas in neat natural handles with special coverings. These are a taking range of goods.

Caldecott, Burton & Spence are passing into stock shipments of flannelettes, dress linings and dress sateens. They carry an enormous stock of these goods in long ranges. Orders for staples in this house are very satisfactory at present. They never make splurges, but attempt to be always in a position to supply the best staple goods in the market.

W. R. Brock & Co. have nearly completed their stock of staples. They are showing full ranges in all colored, white and grey cottons. These goods are held at old prices, and the head of the department, Mr. Ross, says that cottons must advance within a few weeks, as many futures are 101-8 which were quoted last August at 67-8. He is advising his customers to carry stocks sufficient for the requirements of their spring trade.

Wyld, Grasett & Darling are opening up their shipments of English prints. This department is a specialty in their house, and they carry long ranges from the best manufacturers. This year's patterns excel everything heretofore shown in these goods. A favorite color this season is a claret

ground in spots and stripes. Creams and navy blues are of course the leading lines, but other fancy grounds are shown in abundance, and are taking well with buyers. Blouse cloths are in great demand, and consequently spots and stripes are predominating in all orders.

John Macdonald & Co. have just received a new idea for window dressers called the "Splendid Rack." It is a small bracket with three projecting rods made of polished steel. It will be exceedingly useful for windows in furnishings and fancy stores, and also as towel racks. Also a shipment of entirely new numbers in bone casing, consisting of white, drab and fancy bones, in galloons and fancy silks. Also new numbers of linens, satins and Ottoman dress beltings. These are finer goods that are usually shown by the trade. A new range of jet trimmings is just to hand. Five cases of umbrellas are also to hand. For the general trade they have just received art plushes, art sateens, art muslins, and art cretonnes. The art plushes are shown in the newest designs, in sunflower, chrysanthemum and other flower patterns in red, old gold, and other grounds. These goods are the same on both sides, and are sold a great deal for fancy work, curtains, etc., and are carried by this house in ranges from 15 to 37 1-2 cents.

In pongee silks, John Macdonald & Co. show a range of fifty shades in each of two widths, 18 and 22 inch. The newest shades are art shades, and are used especially for scarfs, curtains, and cushions. In satins they also show a full range of colors in 18 and 24 inch goods. These comprise four different qualities. Their range of silk faille, satin and faille, double-faced satin, and other lines in new shades to match their stock of pongees and satins. In hair ornaments they are now passing into stock a large shipment of the latest continental novelties. This includes a large range of new jet, steel points, imitation pearls, rubies, diamonds and amethysts, imitation floral crescent, spray, and insect designs. They also show the new hair or hat one-pronged dart in neat gilt designs. A large collection of small stick pins for millinery in numerous varieties are exhibited. In brooches, they show the latest things in jets, gilts, and fancy jewelled brooches. One line of these is an effective combination of a floral design and a floral bow, finished in exquisite colorings.

John Macdonald & Co. have just received a shipment of new veilings in blacks, browns, navys, and creams, chenille spots, chenille borders, masque nets and complexion nets. These are scarce goods, and are also choice goods, fresh from France and England.

MOST PERFECT MADE.

It contains neither Ammonia, Alum, or any other injurious ingredients.

It is the lightest and fluffiest of all powders.

DR. PRICE'S
Cream Baking
Powder.

A SCIENTIST ON INFERIOR CANNED GOODS.

The Pall Mall Gazette has interviewed Otto Hehner, a London analyst of acknowledged authority, on the question of poisonous canned goods. The following is the result of the interview:

"All the old cases of illness from eating tinned goods were attributed," Mr. Hehner said, "to lead poisoning. The inferior kinds of tin contain lead sometimes, but these have been almost entirely discarded by manufacturers. Solder always contains lead. Attempts have been made from time to time to discover a varnish that will protect the solder from the food acids, but such varnish naturally wears away in time. Some of the fatalities were no doubt due to lead poisoning, but more probably were caused by ptomaines.

"Ptomaines is the name given to the bacteria that excrete alkaloid poisons, and it is impossible to detect their presence in food. These alkaloids are formed independently of tins. All animal matter contains these bacteria. During a man's lifetime, for instance, the organisms are within him, but are innocuous. After death they excrete the poisons to such an extent that the dissector sometimes contracts blood-poisoning and dies. In Germany 'sausage poisoning' has long been a well-known cause of death. Cheese, again, is sometimes a deadly poison. danger of the poison of ptomaines lies in its having neither taste nor smell."

"Putrified meat is different, of course?"

"There is no need to warn the public against putrified meat or fish—the badness is obvious. If the ends of the tin have bulged out the contents ought never to be eaten. The commissioners of sewers seize such tins whenever they can. But dishonest traders will bore a hole, let the gases inside escape, and then solder up the hole. Even if the ends of the tin are flat the meat may contain ptomaines."

ADULTERATIONS IN SAUCES.

The adulteration of spices is one of the evils with which sauce manufacturers have to contend. This is done, of course, while the goods are in the hands of the original maker or the subsequent dealer—perhaps in both—and they come to the trade in bad condition. Purity of spices might be secured were they purchased whole, but this, unfortunately, is impracticable, for the grinding of the various kinds is a trade in itself, and cannot be well done by others. This is because it requires different sorts of rollers and crushers to pulverize different kinds of spices. Pepper and ginger, and so on, must each have its special wheels, and the unscrupulous are not slow to take advantage of the opportunities thus presented. As a sequel, every character of spice is more or less adulterated with a great variety of things. Among them might be mentioned starch, flour, shells, ground beans and peas, tumeric, buckwheat flour and hulls, sulphate of lime (plaster), which is injurious, and chromate of lead and yellow lake, which are both poisonous.

These adulterants contribute, of course, to the making of an inferior

sauce, and may actually make it an injurious and even dangerous article, through no fault of the one who prepares it. It is, therefore, important to their own interests that sauce manufacturers should be very careful as to the purity of their spices, and to insure this they should consider the reliability of the parties with whom they deal rather than the cheapness of the goods that are offered. A poisonous or inferior article is dear at any price.

It is in the matter of pepper that adulteration has chiefly centred. The price is so low, and the quantity used by any single concern so small, that it is difficult to understand why this pernicious practice should be so extensively practiced. An inordinately large proportion of decorticated husks is often mixed with black pepper. Ground rice in large quantities is a common ingredient in white pepper and spent ginger—that is, the refuse of the ginger left after exhausting the drug in the manufacture of ginger extract—has latterly been found in substances analyzed. The finely pulverized parenchyma left as a residue in starch manufacture is a favorite, too, in the adulterating of ground pepper, and earthy matter, chalk and linseed cake are not strangers in the mixture.—American Cider Maker.

THE TRAVELLING MAN.

There is probably no school so complete as a few years on the road. It schools the man for business; makes him a student of human nature, a shrewd observer and a polished gentleman. A commercial traveller encounters all classes of mankind. He meets with almost every kind of humanity, from the educated polished gentleman to the coarse, illiterate being, who, by some means, has a stock of goods, and is a merchant.

The successful travelling man must be well posted in not only his line, but on almost every subject. He may be called upon to discuss the merits of the military bill, that is keeping Emperor William and his subjects guessing, while his next customer may want his ideas of the coming Hall-Fitzsimmons fight.

One of his customers may be a strict churchman, in whose place to let slip a "cuss word" would cost an order, while his next door neighbor may be the most profane being on earth. One man will buy (if he needs anything in your line) after five minutes' talk; another expects you to sing him a long song, before he will give you the slightest encouragement.



CAUSE FOR CONGRATULATION.

SPIEBERGER (who has slipped off his awning).—Py grascious, mine frent, you vas porn lucky! Subbosin' I mineselluf het gom' down mit der baint!

BUSINESS CHANGES.

SALES MADE OR PENDING.

MRS. A. MacKenzie, dealer in fruits and confectionery, Deloraine, Man., has sold out to R. A. Nelson.

Geo. Patterson, fruit dealer, Holland, Man., has sold out to Geo. Davis.

Louis Dansereau, commission merchant, Vancouver, B. C., has sold out to Chas. Landall.

Gray & Co., Vancouver, B. C., have sold out to T. W. Clark.

PARTNERSHIPS FORMED AND DISSOLVED.

Ludber Noel Rioux and Francois Xavier Germain are registered proprietors in the firm F. X. Germain & Cie, grocers, Quebec.

Frank Hirschfield and Alf. Curry have registered co-partnership as Hirschfield & Curry, pork merchants, Halifax.

Moses A. Jesmer and Napoleon J. Dupuis are registered proprietors in the firm Jesmer & Dupuis, produce merchants, Cornwall, Ont.

Neily & Crowe, Bridgetown, N. S., is a new firm of grocers, of which the members are Burton D. Neily and Harry J. Crowe.

Rebecca Kopilovitch is registered proprietress in the firm M. Mendelsohn & Co., grocers, Montreal.

Marlatt & Walker, commission merchants, Aylmer, have dissolved partnership, and D. Marshall & Co. are the successors of the late firm.

DEATHS.

M. Madigan, grocer, Montreal, is dead.

C. D. Proctor, hop merchant, Montreal, is dead.

FIRES.

The Aylesbury Dairy Co., Toronto, is burnt out. Partially insured.

A. Walker & Co., general merchants, McLeod, N. W. T., are burnt out. The loss is estimated at \$9000; insurance \$3000.

IN WIFE'S NAME.

Georgina Leblanc, wife of Emmanuel Leblanc, is registered proprietress in the grocery business carried on by her in Montreal.

Allan D. Gillis, Sydney, N. S., has registered consent for his wife Mary A. Gillis to do business in her own name.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

The creditors of L. & J. B. Tremblay, grocers, Montreal, meet on the 24th inst. to appoint a curator.

Fluet & Lefebvre, fruit dealers, Quebec, are offering to compromise at 20c. in the dollar.

Murdoch Bros., grocery and crockery dealers, Bowmanville, Ont., have assigned to James Beith.

J. A. Allison & Co., hardware merchants and grocers, Dunbar, Ont., have assigned to G. F. Bradfield, Morrisburg.

Mrs. John Campbell, general merchant, Hawkesbury, Ont., has assigned to F. F. Costello.

Demand of assignment has been made upon P. P. Gosselin, grocer, Quebec.

HOT AND COLD-PACKED TOMATOES.

In the tomato market, says David McMenamin in the Grocer's Review, you will frequently hear the phrases "hot packed," and "cold packed," and their relative merits discussed. I believe hot packing was the earlier method. By this process the tomatoes were first scalded to loosen the skin, then peeled and thrown into a large cauldron and boiled, then filled into the cans, sealed up and again boiled or "processed" and then set out to cool. But to do all this one has to learn it if he would avoid mistakes.

By the cold packing method, the tomatoes are scalded and peeled, as before, the loose water is drained off and the cans are

filled with the solid tomatoes, then sealed up and processed. As they are boiled or processed but once they get double time; that is sufficient heat to kill the fermenting or decaying principle. The advantages of the hot packing style are, first, the tomatoes being cooked twice rarely swell or burst, and second, the cans are not strained by a very high degree of heat, as they are in the cold packing process and are therefore free from leaky cans. The charges against this way of packing are that it gives an unscrupulous packer a chance to boil up the drippings and slush from his peeling table into a pulp with the tomatoes, giving him, as I heard a tomato packer say, some four or five more cans out of a bushel of tomatoes than he could get by cold packing. You have all heard of, and perhaps some of you have seen "sloppy tomatoes." Cold packed tomatoes may be packed sloppy too, but in that case the fraud is so palpable it is more difficult to find buyers. Ripe tomatoes are apt to be somewhat liquified by handling, boiling, shaking, etc., and different soils produce tomatoes of various degrees of solidity, flavor, etc. There are different varieties of tomatoes also, just as there are different kinds of potatoes, corn peas, etc. In cold-packed tomatoes a good judge can tell the difference between a liquified ripe tomato, and the drippings of the peeling table. In hot-packed tomatoes this is not so easy.

THE OYSTER PACK.

In the matter of canned oysters the Baltimore Sun of a recent date says:

"Baltimore packers agree that the oyster supply this year will not be sufficient to keep the packing houses running on half time, while many of them will not be able to start their machinery at all. Speaking of this subject yesterday Mark O. Shriver, of the firm of Thomas J. Myer & Co., said: "It is an undoubted fact that the supply this year will be far short of the packing demand. This is not because packers have arranged for handling any greater quantity than usual, but solely because the oysters do not exist in the natural beds. To prove this, in the beginning of the season we sent our boats out with crews of eight men each and in ten days or two weeks they returned with cargoes of 1000 bushels. Now when we send them out they remain four weeks and return with cargoes of 500 bushels or less. Last summer was an excellent one for oysters. They grew fast, and the first oysters that came to market were plump and salable

Oysters ordinarily weigh 42 ounces to the gallon, but those caught this year will easily average 60 ounces to the gallon. The fine quality of the product created an unusual demand and we now have on our books orders from as far West as California for oysters of this kind, but we cannot get them. The supply has become exhausted, and what are now coming in are so scrubby and sickly looking that it is hard to find sale for them at any price. I do not mean to say that there will not be oysters in Maryland waters all the time, for this would not be true. What I do say is that the supply of good marketable oysters is found in such circumscribed territory that they are soon exhausted, and packers are unable to get what they need. It is not saying too much to predict that when rough weather sets in oysters will be so scarce and high that they will become a luxury few can afford.

The Plattsmouth (Neb.) Association upon its reorganization for its fourth year, adopted a by-law fining members \$1 for each failure to attend the regular meetings, unless they could give a reasonable excuse for their absence, and then appointed a fine committee, whose duty it is to pass upon excuses presented. In addition to this they appointed a rustling committee, whose duty it is to visit every member the day of the meeting and notify them personally of the meeting. The result is that Secretary Dovey reports that at their last meeting they had an attendance of twenty-six out of a membership of twenty-seven, and the meetings are proving both interesting and beneficial to the members.—American Grocer.

Cough Drops

Unequalled for coughs and sore throat.

Packed in elegant 5 lb. Tins or Bottles. Prices on application.

Wm. Paterson & Son
BRANTFORD.

E. LAZENBY & SON

LONDON, ENGLAND.

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

Our goods can be obtained from leading houses everywhere.

SOLE MANUFACTURERS OF

LAZENBY'S HARVEY SAUCE.

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



IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. **Delicious Clam Broth** can be made from it in one minute, with Hot water. Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from **James Turner & Co., Hamilton, Ont.**, or write **E. S. Burnham Company, "Manufacturers," 120 Gansevort St., New York, U.S.A.**
R. H. HOWARD & CO., Toronto. ROBT. MOORE, Travelling Agent, London, Ont.

S. A. Van Dam & Co

37 Old Corn Exchange, Manchester,
— and —

23 Mathew Street, Liverpool, England.

Solicit Consignments of

**Bacon, Butter, Lard, Eggs, Cheese,
and Canned Goods.**

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850.

"REFERENCES"—Bank of British North America, Toronto; and Manchester and Salford Bank, Manchester, Eng.



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD,
an advertisement
in the
**CONTRACT-
RECORD,**
TORONTO
will bring you
tenders from the
best contractors.



OCEAN WAVE.
BEST VALUE MADE.

Absolutely guaranteed to give and continue to give satisfaction.

It Never Varies.

SOLD ONLY IN CANS

By the live wholesale and retail trade and manufactured by

**The Hamilton Coffee and Spice Co.,
HAMILTON, ONT.**

COWAN'S COCOAS AND CHOCOLATES

Are Standard, and sold by
all grocers.

T. A. LYTLE & CO.,



Vinegar Manufacturers,
TORONTO.

Have reduced the price of
their Celebrated

BEAVER BRAND

PICKLES

Send for Quotations.



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

EVERY CAN WARRANTED.

J. H. TODD & SON,

Victoria, B.C., Owners.

AGENTS, Stanway & Bayley, Toronto.
Agents for Ontario

" W. S. Goodhugh & Co., Montreal.

" Tees & Persse, Winnipeg.

FAMOUS "STAR" Sugar Cured Meats

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

F. W. FEARMAN,
HAMILTON, ONT.



Tea Caddies all Sizes

SPICE, BAKING POWDER AND TOBACCO TINS,
AND TIN SIGNS,
LITHOGRAPHED OR JAPANNED.

Write our nearest house for Catalogue and Prices

THE McCLARY M'FG COMPANY,

LONDON, TORONTO, MONTREAL, WINNIPEG.

A New Idea

Which makes a big attraction in your window and draws a bevy of
purchasers to your store.

You ask in astonishment what will do that? Why, Adams' New
Automatic Tutti Frutti Girl Sign Box does it.

If you are doing a large business you don't need it, but if you want to
increase your sales, get one or two.

Wind it up and place it in your window, and watch the result.

We have some photographic views of this box which we are mail-
ing post-paid to those who apply while they last.

ADAMS & SONS CO.,

11 and 13 Jarvis Street, TORONTO, ONT.



USE
SPANISH BLACKING
THE KING OF BLACKINGS

F. F. DALLEY & CO. - - HAMILTON, ONT.

Condensed Mince Meat.

Delicious Mince Pies
every day in the
year.

Handled by retailer
as shelf or counter
goods. No waste.
Gives general satis-
faction.

Sells at all seasons.

Will not ferment in
warm weather.



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

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

Prices current, continued.

NUTS.		per lb
Almonds, Ivica	13	14
" Tarragona	15	16
" Fornigetta	13	14
Almonds, Shelled Valencia	28	32
" " Jordan	40	45
" " Canary	28	30
Brazil	11	12
Cocoanuts	5	6
Filberts, Sicily	9	10
Pecans	11	15
Peanuts, roasted	10	12
" green	9	10
Walnuts, Grenoble	15	16
" Bordeaux	10	11
" Naples, cases	12	13
" Marbots	12	13
" Chilis	12	13

PETROLEUM.		
to 10 bbl lots, Toronto	Imp. gal	
Canadian	0 14	\$0 15
Carbon Safety	0 17	0 18
Canadian Water White	0 20	0 22
Amer'n Prime White	0 23	0 23
" Water White	0 24	0 25
Photogene	0 27	0 00
(For prices at Petrolia, see Market Report.)		

PICKLES & SAUCES.		
THE T. A. SNIDER PRESERVE CO., CINCINNATI.		
(Wright & Copp, Toronto, Agents.)		
Home Made Tomato Catsup	qts	6 00
" " "	pts	3 50
" " "	1/2 pts	2 00
Chili Sauce	pts	4 50
" " "	1/4 pts	3 25
SOUPS (in 3 lb cans).		
Tomato		3 50
Fancy-Chicken, Mock Turtle,		
Cream of Corn Pea, Celery,		
Asparagus	4 50	
Fancy - Chicken Gumbo, Or		
Tail, Consomme Bouillon,		
Mulligatawny, Mutton Broth,		
Beef, Pea, Printanir, Julienne		
V. rmicelli, Vegetable	4 25	

LEA & FERRIN'S.		per doz
Worcester Sauce, 1/2 pts.	\$3 60	\$3 75
" " pints	6 25	6 50
LAZENBY & SONS Per doz		
Pickles, all kinds, pints	3 25	
" " quarts	6 00	
Harvey Sauce-genuine-hlf. pts	3 25	
Mushroom Catsup	2 25	
Anchovy Sauce	3 25	

PRODUCE.		
DAIRY.		
Butter, creamery, tubs	\$0 21	\$0 23
" dairy, tubs, choice	0 16	0 20
" " medium	0 14	0 16
" low grades to com	0 12	0 13
Butter, pound rolls	0 19	0 20
" large rolls	0 17	0 17
" store crocks	0 17	0 17
Cheese	0 11	0 11

COUNTRY		
Eggs, fresh, per doz.	0 18	
" limered	14	
Beans	1 15	1 30
Onions, per bbl	1 75	2 25
Potatoes, per bag	60	70
Hops, 1891 crop	0 18	0 15
" 1892 "	0 16	0 18
Honey, extracted	0 05	0 07
" section	0 12	0 14

PROVISIONS.		
Bacon, long clear, p lb.	0 08	1/2
Pork, mess, p. bbl.	16	50
" short cut	17	50
Hams, smoked, per lb.	0 11	1/2
" pickled	0 11	
Bellies	0 12	1/2
Rolls	0 09	1/2
Backs	0 11	1/2
Lard, Canadian, per lb	0 10	1/2
Compound	0 08	1/2
Tallow, refined, per lb.	0 05	0 05
" rough	0 02	

RICE, ETC.		Per lb
Rice, Aracan	3	1/4
" Patna	4	5/8
" Japan	5	6
" extra Burmah	3	1/4
" Java extra	6	7
" Genuine Old Carolina	9	1/2

Grand Duke	6	7
Sago	4	5
Tapioca	5	6

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

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

STARCH.		
BRITISH AMERICA STARCH CO BRANTFORD.		
1st quality white, in kegs and brls	4	1/2
1st quality white, 3 lb. cartons.	5	1/2
Lily White gloss, crates	6	1/2
Brantford gloss, 1 lb.	7	1/2
Lily White gloss, 1 lb chromo	8	1/2
Canada Laundry, Boxes	4	1/2
Pure Prepared corn	7	1/2
Challenge Corn	6	1/2
Rice Starch, fancy cartons	8	1/2
" cubes	7	1/2

KINGSFORDS OSWEGO STARCH.		
Pure Starch—		
40-lb boxes, 1, 2 and 4 lb pack'g's	8	
36-lb " 3 lb. packages	8	
12-lb "	8	1/2
38 to 45-lb boxes	8	
Silver Gloss Starch—		
40-lb boxes, 1, 2 and 4 lb. pack'g's	9	
40-lb " 1 lb. package	9	1/2
40-lb " 1/2 lb.	10	
40-lb " assorted 1/2 and 1 lbs.	9	1/2
6-lb " sliding covers	9	1/2
38 to 45 lb boxes	9	

Oswego Corn Starch—for Puddings, Custards, etc.—	
40-lb boxes, 1 lb packages	8
20-lb "	8

ST. LAWRENCE STARCH CO'S		
Culinary Starches—		
St. Lawrence corn starch	7	
Durham corn starch	6	1/2

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

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

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

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

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

AGENTS FOR

The St. Lawrence Sugar Refining Co.,
MONTREAL.

IT WILL PAY

TO KEEP ON HAND
STANDARD GOODS
SUCH AS

Johnston's Fluid Beef
and Staminol

Instead of the "Here to-day and away to-morrow"
lines of Extracts that have no merit.

The successful storekeeper keeps only the goods
the public know and want.

Kingsford's Oswego
STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

Kingsford's

(Others so-called are imitations of our brand)

Pure Starch.

Corn Starch.

FOR SALE BY ALL LEADING
JOBBER'S IN CANADA.

T. KINGSFORD & SON
OSWEGO, N.Y.

A Merry Christmas

—AND—

Happy New Year

YOUNG & SMYLLIE,
BROOKLYN, N. Y.

To All Our Friends.

Prices current, continued—

V.B.	2 3/4	3
E.V.B.	2 3/4	2 1/2
E. Superior	2 3/4	2 1/2
XX	2 3/4	2 1/2
XXX	2 3/4	2 1/2
Crown	3	3 1/2

MOLASSES.		Per gal
Trinidad, in puncheons	0 35	0 37
" " bbls	0 38	0 46
" " 1/2 bbls	0 40	0 40
New Orleans, in bbls	0 30	0 52
Porto Rico, hdds	0 38	0 40
" " barrels	0 42	0 44
" " barrels	0 44	0 46

SOAP.		per lb
Ivory Bar, 1 lb. bars	5 1/2	5 1/2
Do. 2, 6-16 and 3 lb bars	5	5
Primrose, 4 1/2 lb bars, wax W	4 1/2	4 1/2
" " " "	4 1/2	4 1/2

John A. cake, wax W	per doz	42
Mayflower, cake	"	42
Gem, 3 1/2 bars per lb.	"	3 1/2
" " 13 oz. 1 and 2 lb. bars	"	3 1/2
Queen's Laundry, per bar	"	5 1/2
Pride of Kitchen, per box	"	2 7/5
Sunshine, boxes, 100 tablets	"	6 50
" " 50 "	"	3 40

MORSE'S SOAPS.		Per lb
Mikado (wrapped)	0 04	0 04
Eclipse	0 04	0 04
Stanley Bar	0 04	0 04
Defiance	0 04	0 04
Toronto 12 oz.	Per doz	0 50
Ruby, 10 oz.	"	0 30
Monster, 8 oz.	"	0 24
Detroit, 14 oz.	"	0 48
Lily White	"	0 90
Everyday	"	0 80
Queen City, 14 oz.	"	0 72

Mottled in 5 box lots, 100 bars		Per box
" " 60 bars	5 00	5 00
Floater (boxes free)	3 50	3 50
Electric	3 75	3 75
Hard Water Electric	3 50	3 50
Royal Laundry	3 25	3 25
Octagon	4 00	4 00

Royal Magnum		Per doz
" " 25 doz per box	0 20	0 20
Anchor, Assorted	0 10	0 10
" " Castile	0 50	0 50
Morse's Assorted	0 45	0 45
Morse's Roso	0 45	0 45
" " Windsor	0 45	0 45
" " Castile	0 45	0 45
Bouquet, paper and wood	0 80	0 80
Prize Magnum, White Castile	0 72	0 72
" " Honey	0 72	0 72
" " Glycerine	0 72	0 72
" " Oatmeal	0 72	0 72
Sweet Briar		Per box
" " Honeysuckle	0 72	0 72
Extra Perfume	0 55	0 55
Old Brown Windsor Squares	0 30	0 30
White Lavender	1 00	1 00

White Castile Bars		Per doz
" " Oatmeal	0 85	0 85
Persian Bouquet, paper	2 50	2 50
Oriental	0 45	0 45
Pure Coconut, 2 doz. bxs, wood	1 50	1 50
Heliotrope paper	0 60	0 60
Carnation	0 60	0 60
Rose Bouquet	0 40	0 40
Cocoa Castile	0 40	0 40
Arcadian	0 45	0 45
New Arcadian, per gross	4 25	4 25
Ocean Bouquet	0 45	0 45
Barber's Bar, per lb	0 25	0 25
Pure Bath	1 00	1 00
Magnolia	1 90	1 90
Oatmeal	0 85	0 85

Unscented Glycerine	0 90
Grey Oatmeal	0 60
Plain Honey	0 70
Plain Glycerine	0 70
Plain Windsor	0 70
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20

TEAS.		per lb
CHINA GREENS		
Gunpowder—		
Cases, extra firsts	42	50
Half chests, ordinary firsts	22	38
Young Hyson—		
Cases, sifted, extra firsts	42	50
Cases, small leaf, firsts	35	40
Half chests, ordinary firsts	22	38
" " seconds	15	17
" " thirds	15	17
" " common	11	14

PING SUEYS.		per lb
Young Hyson—		
Half chests, firsts	25	32
" " seconds	16	19
Half Boxes, firsts	28	32
" " seconds	16	19
JAPAN.		
Half Chests—		
Choicest	38	40
Choice	32	36
Finest	28	30
Fine	25	27
Good medium	22	24
Medium	19	20
Good common	16	18
Common	12	15
Nagasaki, 1/2 chests Pekoe	14	22
" " Oolong	14	15
" " Gunpowder	16	19
" " Siftings	5	9

BLACK.		per lb
Half Chests, Kaisow, Mon-		
ing, Pakling	12	60
Caddies, Pakling, Kaisow	18	50
INDIAN.		
Darjeelings	35	55
Assam Pekoes	20	40
Pekoe Souchong	18	30
CEYLON.		
Broken Pekoes	35	42
Pekoes	20	40
Pekoe Souchong	17	35

TOBACCO AND CIGARS.		per lb
British Consols, 4's; bright twist,		
5's; Twin Gold Bar, 8's	87c	
Ingots, rough and ready, 8's	84	
Laurel, 3's	57	
Brier, 7's	55	
Index, 7's	50	
Honeysuckle, 7's	58	
Napoleon, 8's	54	
Royal Arms, 12's	55	
Victoria, 12's	53	
Brunette, 12's	50 1/2	
Prince of Wales, in caddies	51 1/2	
" " in 40 lb boxes	51	
Bright Smoking Plug Myrtle, T &		
B, 3's	60	
Lily, 7's	55	
Diamond Solace, 12's	50	
Mvrtle Cut Smoking, 1 lb tins	70	
1/2 lb pg, 5 lb boxes	70	
os pg, 5 lb boxes	70	

EMPIRE TOBACCO COMPANY.		per lb
CUT SMOKING.		
Golden Plug, 2 oz. pkg boxes, 5		
lbs.	65	
Uncle Ned, 2 oz. pkg. bxs 5 lbs	60	
Gem, 2 oz. packages, 5 lb boxes	61	
Gem, 8 oz tins in 8 lb cases	70	

PLUG SMOKING,

Golden Plug	56
Uncle John, 3 x 6, 3s. caddies	54
16 1/2 lbs	53
Louise, Solace, 12s. caddies about	51
17 lbs	45
St. Lawrence, 2 x 3, 7s. caddies	46
about 17 lbs	46
Banner, 2 x 3, 7s. caddies about	42
17 lbs	47
Starling, 3 x 3, 7s. caddies about	46
17 lbs	46
Florence, Solace, 12s. caddies	46
about 17 lbs	42
Hawthorne, 8s. butts 23 lbs	47
Something Good, 6s. butts 21 lbs	46 1/2

FANCY SWEET CHEWING.

Good Luck, spun roll, 16 boxes	
4 lbs.	65
Empire, 3 x 6, 4s. spaced 8s. bxs	
4 lbs.	61
Top, 16 oz. spaced 8s. boxes 4 lbs	60
Joy, 3 x 12s., 14 oz. Spaced 6s.	
Rough and ready. Butts 25 lbs	52
Judge, 2 x 3, 8s. Flat. Caddies	
about 20 1/2 lbs.	50
Currenty, 3 x 3, 7s. Rough and	
ready. Caddies about 21 lbs.	49
Kentucky, 1 1/2 x 3, 12s. Caddies	
about 21 lbs	50
Kent. cky, 1 1/2 x 3, 7s. Caddies	
about 21 1/2 lbs.	49

BLACK SWEET CHEWING.

Star, Narrow, 12s. Butts about	
23 lbs.	47
Morning Star, 12s. Butts about	
22 1/2 lbs.	43 1/2
Montreal Twist, 12s. Caddies	
about 23 lbs.	44
Anchor Twist, 12s. Caddies about	
23 lbs.	42 1/2

CIGARS—S. DAVIS & SONS, Montreal.

SIZES.		Per M
Madre E' Hijo, Lord Landsdow	\$60	00
" " Panetelas	60	00
" " Bouquet	60	00
" " Perfectos	85	00
" " Longfellow	85	00
" " Reina Victoria	80	00
" " Pins	55	00
El Padre, Reina Victoria	55	00
" " Reina Vict., Especial	50	00
" " Conchas de Regalla	50	00
" " Bouquet	55	00
" " Pins	50	00
" " Longfellow	80	00
" " Perfectos	80	00
Mungo, Nine	35	00
Cable, Conchas	30	00
Queens	29	00

CIGARETTES. Per M

Cable	7 00
El Padre	1 00
Mauricio	15 00
DOMINION CUT TOBACCO WORKS, MON-	
TREAL.	
Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
The Holder	3 85
Hyde Park	10 50

CUT TOBACCOs. per lb

Puritan, tenths, 5 lb. boxes	74
Old Chum, ninths, 5 lb box	71
Old Virgin, 1-10 lbpkg, 10 lbbs	62
Geld Block, ninths, 5 lb boxes	73

CIGARETTE TOBACCO.

B. C. N. 1, 1-10, 5 lb boxes	85
Puritan, 1-10, 5 lb boxes	1 15
Athlete, per lb	10 50
Hyde Park	10 50

VINEGAR.

A. HAAZ & CO

XX, W.W.	0 2c
XXX, W.W.	0 5
Honey Dew	0 30
Pickling	0 31
Malting	0 45

WOODENWARE. per doz

Pails, 2 hoop, clear	No 1	\$1 70
" " " "	"	1 90
Pails, 2 hoops, clear	No. 2	1 60
" " " "	"	1 80
" " " "	"	1 80
Tubs, No. 0		9 50
" " " "		8 00
" " " "		7 00
" " " "		6 00
Washboards, Globe	\$1 90	2 00
" " Water Witch		1 40
" " Northern Queen		2 25
" " Planet		1 70
" " Waverly		1 60
" " X X		1 50
" " X		1 30
" " Single Crescent		1 85
" " Double		3 75
" " Jubilee		3 25
" " Glob Improved		1 90
" " Quick and Easy		1 80
" " World		1 75
" " Rattler		1 30

per case.

Matches, 5 case lots, single cases		
Parlor	1 60	\$1 65
Telephone	3 60	3 70
Telegraph	3 80	3 90
Safety	4 20	4 30
French	3 60	3 75

Railroad (10 gro. in case)	
Single case and under 5 cs.	\$3 70
5 cases and under 10 cases	3 60
Steamship (10 gro. in case)	
Single case and under 5 cs.	3 50
5 cases and under 10 cases	3 40

Mops and Handles, comb.	1 25	
Butter tubs	\$1 60	\$3 20
Butter Bowls, crates ast'd	3 60	



WASHING COMPOUND.
Housekeeper's Quick-Washing per case.
5c pkgs 100 in case ... 3 50
10c " 60 in case ... 4 00

PEERLESS WASHING COMPOUND.

per case	
1/2 lb packages, 12 doz in case	\$1 70
1 lb " " "	3 90
1 lb " " "	3 60
5 cts " " "	3 50

YEAST.

BARM MFG. CO.	per box
1 box containing 2 doz. 5c. pkgs.	0 50
" " 2 doz. 10c.	1 00



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

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

: NO BLUEING :

Material whatsoever is used in the manufacture of
OUR GRANULATED.

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

Manufacturers of Refined Sugars of the well-known Brand

Redpath

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

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made
Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

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

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Strictly first-class. Headquarters for Commerce in Men. Large sample rooms.

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RAT PORTAGE, ONT.

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Best sample rooms west of Winnipeg. Strictly first-class.

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

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**PURE CONFECTIONERY,
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CIRCULARS,
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SEELY'S**



**Celebrated
Flavoring
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VANILLA, LEMON,
and Assorted Flavors.

Standard Goods of America (established in 1862). Once tried, always used.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

THE RIPANS TABULES regulate the stomach, liver and bowels, purify the blood, are pleasant to take, safe and always effective. A reliable remedy for Biliousness, Blisters on the Face, Bright's Disease, Catarrh, Colic, Constipation, Chronic Diarrhoea, Chronic Liver Trouble, Diabetes, Disordered Stomach, Dizziness, Dysentery, Dyspepsia, Eczema, Flatulence, Female Complaints, Foul Breath, Headache, Heartburn, Hives, Jaundice, Kidney Complaints, Liver Troubles, Loss of Appetite, Mental Depression, Nausea, Nettle Rash, Pimples, to the Head, Pleurisy, Salt Head, Scrofula, Skin Disease, Stomach, Tired Liver, Ulcers, and every other disease that impure blood or a failure in the proper performance of their functions by the stomach, liver and intestines. Persons given to over-eating are benefited by taking one tabule after each meal. A continued use of the Ripans Tabules is the surest cure for obstinate constipation. They contain nothing that can be injurious to the most delicate. 1 gross \$2, 1-2 gross \$1.25, 1-4 gross 75c., 1-34 gross 15 cents. Sent by mail postage paid. Address THE RIPANS CHEMICAL COMPANY, P. O. Box 672, New York.



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- 1, 2, 3 clothes baskets.
- 1, 2, 3, 4 market baskets.
- Butcher and Crockery baskets.
- Fruit package of all descriptions.

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DURABLE PAILS AND TUBS.

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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.

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IVORY BAR
SOAP**

FINNAN HADDIES

Fresh Smoked.

ORDERS SENT TO

H. W. NORTHRUP & Co.

St. John, N. B.

WILL RECEIVE PROMPT ATTENTION, ALSO

Dry Codfish, Smoked
Herring, &c., &c.

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General Commission Merchants
and Brokers,

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

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

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

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

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FAC SIMILE OF PACKAGE.



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

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BUT WAY DOWN IN PRICE
ELEGANT PATTERNS.



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ALL SIZES

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An assortment of FANCY LAMPS which we are selling in job lots

Away Below Regular Prices

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

The pure INDIAN TEA of
KEMBLE & CO.,
Calcutta, India,
Is "Second to None" for Purity, Strength, and Flavor. TRY IT.

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

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MUNGO CIGARS. EXCEPTIONALLY FINE.

FINE GOODS OUR SPECIALTY.