

SONS, LARGEST CIGAR MANUFACTURERS IN CANADA.

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$2.00 PER YEAR

VOL. V.

TORONTO, NOVEMBER 13, 1891.

No. 46

FINE GOODS OUR SPECIALTY.

MADRE E' HIJO (7 SIZES)

White as a lily.

"LILY WHITE"

STARCH.

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

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Manufacturers and Wholesale Dealers

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BROOMS AND WHISKS,

Brushes, Baskets, Mats,
Cordage, Grocers' Sundries,

Railroad and
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THE LONGFORD MAN'G CO.,

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THE COOK'S BEST FRIEND
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THE CANADIAN GROCER

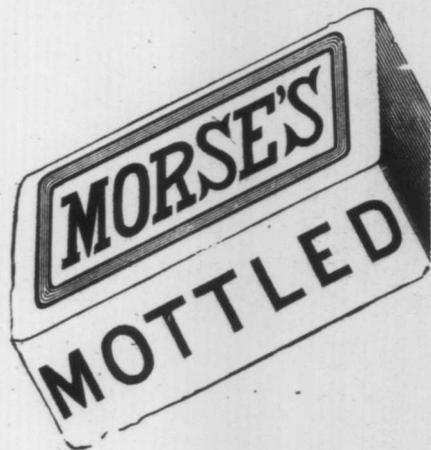
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This is a facsimile of our bottles.

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A FULL LEAD
Glass Chimney.

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Cannot be Beaten
for Design
or Workmanship.

Done up in
One Half Gross Cases.

DALLEY'S
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Sold by all wholesale dealers or the manufacturers.

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

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THE BRITISH COLUMBIA SUGAR REFINING CO'Y.,

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WORKS: VANCOUVER, B. C.

Paris Lumps, Powdered, Granulated and Yellow Sugars.

All of very finest quality and absolutely unadulterated. Manufactured from Pure Cane Sugar.

Finest Golden Syrups.

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

Vol. V.

TORONTO, NOVEMBER 13, 1891.

No. 46

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

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

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Roy V. Somerville, Manager.

SPECIAL TO OUR READERS.

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

"Wholesale" writes: At meetings of creditors of insolvent grocers in Toronto for some years past, the writer has asked the insolvent to show a statement of his own drawings from the store for his family use. In no case has the insolvent been able to produce such an account. The answer has been, "we never keep an account of own drawings for family use." What is THE GROCER'S opinion upon this subject? Should there not be some steps taken to compel store keepers, who buy on credit to show where the goods have gone when they become insolvent?

* * * *

The answer to this question should be found in the trader's books. As a consumer, drawing supplies from his store, he should put himself on the same footing as his credit customers hold in his book-keeping, that is, everything that moves from his store to his household ought to be charged, in the same way as if the goods went unpaid for to any other household. So far as the store is concerned, the transfer from a man's stock to his table is a sale, not a gift. It is the same with everything disposed of in a gratuitous way, as charitable offerings, etc. The Household account should be very strictly kept. As with goods, so with money. Every cent taken from the store revenue for personal or household expenditure should be credited to Cash, with some term in the entry to show

unmistakably that such item is not for the running of the business. The object to be aimed at is a distinct separation of household and store finances. Confusion between the two is to be avoided, in the interests, not of the household, but of the business.

* * * *

The question is one to which creditors are entitled to a clear answer from every insolvent. They have a right to know whether the household has been an unnecessarily heavy drain upon the business. If an answer could be got at in every instance of failure, an important relation between the trader's domestic and commercial economy might be discovered. Very rarely can a trader say to what extent his family has made drafts upon his stock and business; hence, there is no cause of failure so indefinite in the statistics of commercial failure as this one. It may be a very considerable or a very minor cause; there is no basis upon which to found an estimate of the extent of its effect, for the reason that book-keeping seldom takes cognizance of it. If the question could always be answered, therefore, not only would individual cases of reply be satisfactory to creditors, but the collection of replies would furnish useful data as to what percentage of profits could be honestly spared for household outlay. The indulgence of expensive habits has no more right to be covered up than the making away with fraudulent intent of any part of the assets upon which a man's proprietary rights have morally and perhaps legally lapsed.

* * * *

Nobody can say what proportion of the Canadian trade keeps strict account of the stock and proceeds of the store that go out through the channel of household consumption. There may be many traders who follow the practice. One thing is certain: all that do so maintain their solvency, for among those who so far have failed, none have been

able to point to such accounts. That fact alone may throw a good deal of light upon the cause of insolvency in all these cases, as if a sharp eye had been kept upon private expenses there might have been sufficient curtailment of outlay to have prevented failure. The grocer's stock is a sort of magazine of supplies. The family can draw upon it for a great part of the living necessities, and are apt to draw just as hard in dull times as in brisk times. If the stock were hardware, or a similar line, it would not suffer the same inroads and family expenses would be likely to be kept down, at least in dull times. But nothing tends more to ingraft frugal habits than the practice of book-keeping in household economy. That not only shows a record of expenses but also checks extravagance. Anything that enables a man to see a department of expense growing unreasonably fast is of itself a means to correct that ill speed. It is what we are blind to that does the most mischief, and no trader should keep himself blind to the movement from stock or till to personal or family luxury. To remain blind is like shunning to take stock.

* * * *

To prevent his identity as a buyer from his own stock merging into his identity as the seller of that stock, a trader must keep personal accounts distinct from the accounts of his business, and must see that both are conscientiously looked after. It is simply living in a fool's paradise to wear fine raiment and fare sumptuously every day without any clear idea about the cost of such indulgence, or any assurance that it is not eating the vitals out of the business that is expected to be kept going. If a costly mode of living can be afforded, a man should not be afraid to see the daily, weekly or monthly figures which show what the rate of consumption is. If his income warrants it he can keep up the standard of living, if his income from the business does not warrant it, he can lower the standard. Personal accounts in such a case are a sort of warning barometer.

FLOUR AND CREDIT.

A decidedly backward step was taken when certain Ontario millers undertook this fall to force business a little by a return to the credit system. Of the evils of that system, unanimously abandoned by flour manufacturers nine years ago, no other industry had become so completely purged as had theirs. The experience of a period of strictly cash trade has been satisfactory, not only in itself, but also by comparison with the past. Prior to the year 1882, the millers had had a surfeit of the sort of benefits to be derived from selling flour on time. It was their very general and familiar acquaintance with the heavy losses which were the chief harvest of that mode of doing business which led them to renounce it. Everybody in the milling trade felt the enfeebling effects of credit-giving in an unusual degree, in the very last year that the practice was rife. The loss from the eastern trade alone, that in the Maritime Provinces and the Eastern States, was immense. The spirit of failure seemed to be abroad among dealers, and its effects struck nearly all the leading millers of this Province. The result was to precipitate union for the adoption and maintenance of an exclusively cash basis.

Many large dealers in flour ten years ago were enabled to continue in business simply because they were carried by the millers, and were floated upon a capital that represented a part of their indebtedness. A shipment of one or more carloads of flour would be bought on sixty days. The dealer, in need of money, would aim to sell at once if possible and realize cash, not being particular to get as much as he gave, if a concession would accelerate his obtaining the money in view. Before the time of maturity he might operate in some other field of speculation and win or lose, but he generally came short with his payments to the miller. Credit trade in no other manufactured product lends itself so conveniently to designs of this description, as flour is the most staple article in commerce. People must have it, and its conversion into money through sale in small parcels and accommodating prices is a simple matter at anytime. A western miller, towards the close of the credit-epoch, got suspicious that an eastern customer who owed him near \$10,000 was trading on no other resource but simply the money yielded by the flour for which he owed; he was taxed with this, and frankly owned up that he possessed nothing in the wide world but what he had come by through

the generous credit of the miller. He failed a short time after, paying 10c. in the dollar. It was when smitten with the effects of a series of such failures that our millers shook the dust of the credit system off their feet.

When the departure to cash trading was made, the co-operation of the banks was secured. It was felt that absolute credit would be impracticable without this. A draft at sight upon a man in Halifax would sometimes be presented three weeks before the receipt of the shipment for which it was drawn. To meet this the banks all consented to add 30 days' interest at whatever rate was agreed upon, and to give off that a rebate for as many days less than thirty as were not taken up in transit.

Just now, however, there is a large amount of business done on time, some millers giving 30 days, others 60. They are mostly outside of Toronto, and are shipping in carloads to this city and wherever else they can place an order. Travellers from cash mills find business slow, as they are confronted with as low quotations on time. Thus the downward step is taken at the outset in the rejection of a margin to cover credit. Prices as a consequence rule low, for the cash millers declare their preference for cutting over crediting. The result must be that all millers will get on the same basis, that of time or that of credit, before very long. Flour can stand a credit business about as poorly as any article of consumption. It is the product of raw material for which every cent of its value is paid in hard cash at the moment of sale. Since all grain starts out on a basis of cash, the trade in the products of it should be carried through on that basis. The grain-dealer probably does not average more than one per cent. on the money he has invested. About the same rate, plus the expense of manufacture, would cover the miller's usual margin. There is little room in this for losses consequent on credit dealings. The grocery trade cannot welcome the introduction of the time element in the millers' quotations, as where time is obtained time will be given, and one more source of doubtful and bad debts will be added to those that already beset the retailer. It is to be hoped in the interests of all parties concerned that the millers of the country will all shift back to the moorings of a strictly cash trade. They have a record of a credit business that ought to be rich enough in unsatisfactory experiences to convert any believer in the time-theory to the sounder views that have prevailed for some years now.

Mr. G. T. Florey, grocer, Amherstburg, has leased the Lakeview Corner Store in that place, having found his late premises on Murray street inadequate to his increasing trade. His new premises extend to the wharf, thus enabling him during the summer to attend to the marine trade of which he has an exceptionally large share.

TORONTO

RETAIL GROCERS' ASSOCIATION.

The Toronto Retail Grocers' Association met for November on Monday night in Richmond Hall. President Barron occupied the chair. The following other members were on hand: Messrs. Gibson, Thackray, Mara, White, Lindsey, Binnie, Calhoun, Westren, Clarke, Sinclair, Sykes, Booth, McCulloch, Mulqueen, Williamson, Butcher, Noble, Tolchard, Donald, Mills, Roberts.

Shortly after nine o'clock the meeting was opened. The minutes of last meeting were read and confirmed.

Mr. Mara moved, seconded by Mr. Clarke, that Messrs. Jones and Westren be auditors for the current year.—Carried.

NOMINATIONS OF OFFICERS.

The following nominations were made: For President, J. G. Gibson and John Butcher.

For Vice-President, Mr. Butcher and Mr. Clarke.

For Secretary, Mr. Thackray.

For Treasurer, Mr. Williamson, Mr. Westren and Mr. Binnie.

For Directors, four of whom are to be elected, Messrs. Mills, Booth, White, Binnie, Mara.

NOTICE OF MOTION.

Mr. Mara gave notice that he would move at next meeting that the regular meetings be quarterly instead of monthly during the coming Association year.

THE CONVENTION.

Mr. Clarke asked if any communication from the meeting of association delegates held here last month had been sent on to this body.

The secretary said none had been received.

Mr. Mills further explained that the Executive Committee have in hand the list of questions drafted for circulation by the delegates, but were not ready to send the lists out yet, as the expense of printing them was not determined, the question of where the responsibility for that expense should be placed being unsettled. Then the form the circular should take was not decided, the introduction to the questions being a delicate matter on account of the association not wishing to identify itself too prominently with the issue of these circulars. Justice to all parties, and effectiveness as well, required that the questions should appear to emanate from a wider body of trade-opinion. A meeting of the executive should, he admitted, have been held earlier. The executive was directed by the delegates to have the questions printed before circulating to any association.

It was requested that the questions be read, even though the executive was not in order in reporting yet. The chairman directed the secretary to read the list, though

remarking that as everybody had read the list in THE GROCER, there was little necessity for reading them now.

The questions were read by the secretary. They appeared in THE GROCER of the 16th of October.

When they were read, Mr. White drew attention to the fact that the secretary should at once have sent these circulars to every association, including Toronto, as his commission to do so was in the minutes of the meeting at which the questions were formulated. Hence, Mr. Thackray was not called upon to wait for action as to printing or anything else, that might be in consideration by the executive, but should proceed, not as the secretary of the association nor the secretary of the executive, but as the secretary of the convention of delegates.

Mr. Mills admitted that the minutes did bear out Mr. White's view, but explained that at that time the question of expense had not been considered.

The Executive was asked to hasten the preparation and circulation of the questions.

THE COLLECTION DEPARTMENT.

Mr. Booth enquired if it was intended to continue the collection department.

Mr. Gibson said he had heard some dissatisfaction expressed with the work done by this department and thought it ought to be looked into.

Mr. Mara said the Association was responsible for debts collected and for the efficiency of the department.

About this view there was some difference of opinion.

Mr. Mills agreed with Mr. Mara, and moved, seconded by Mr. Thackray, that the Executive look into the working of the collection department at an early date. Carried.

The Secretary turned up the minutes of the meeting at which the plan of the collection department had been adopted, and showed that the Association was responsible.

SHORT MEASURE.

Mr. Noble submitted the question: Should not the jobbers of oysters be required to sell by Imperial measure, instead of by wine measure, the standard on which packages were filled in the United States, and under which they were sold to retailers here? The law, he added required retailers to give Imperial measure.

Mr. Clark thought that fair measure could be exacted, not only in the case of oysters but also in that of fruit, notably cranberries. He moved, seconded by Mr. Booth, that the Secretary be instructed to write to the Inland Revenue Department to ask that the law be enforced in the sale of oysters from wholesale hands, and that the cranberry and other fruit trade be also carried on in accordance with the law.—Carried.

Mr. Clarke felt that fruit and vegetables ought to be sold by weight. He had found it to be the rule for 3 gallon pails to turn out nine quarts in the case of oysters, and so-

called 32-quart boxes held just 26 quarts of cranberries. It was time this was remedied. Spanish onions as well were never up to the weight.

Mr. Westren said that all packages of imported goods, no matter by what foreign standard of volume they were filled, were passed by the Customs officials as containing a certain number of Imperial gallons, quarts, etc. The oyster packages were in all duty charges entered as containing, not 3 gallons, but 2½ gallons.

Mr. Clarke thought that the jobbers of oysters and fruit should be advised by the association that none of their goods would be taken in that did not bear the marks showing the weight of their contents. This did not take the form of a motion.

Mr. White mentioned an instance to show that jobbers' salesmen do not leave themselves liable for prosecution for breaking any clause of the Weights and Measures Act. The salesman says:—"You know as well as I that this pail does not hold as many Imperial gallons as the number of gallons represented, the latter being wine gallons. But it is a pail of oysters nevertheless, and as a pail I sell it for so much. Recollect, I am not quoting now by the gallon."

Mr. Mara said if any person would make to Mr. Stratton, of the Inland Revenue Department, a definite complaint of a package alleged to contain 3 gallons which contained less than that, there is no doubt such a case would be looked into and punished.

Mr. Noble had received five barrels of sweet potatoes, in the bottom of each of which was half a bushel of straw.

THE PIC NIC PROCEEDS.

Mr. Clarke moved, seconded by Mr. Mara, that the net balance of the pic-nic receipts, \$228.81, be put in the Trust Fund. Carried. The money was then transferred from the treasurer of the pic-nic committee, Mr. Mills, to the treasurer of the committee of Trustees, Mr. Barron.

The meeting then adjourned.

THE GROCER'S CLERK.

What might be termed the clerical department of the Retail Grocers' Association of this city has been in successful operation for a number of years. Members of the association when in need of a competent clerk make application to the secretary who generally has the names of several would-be grocers' listed, together with the required recommendations or references. Good character is of course the first consideration. If the aspirant for grocerian honors has had experience in the business so much the better, it not capability and aptitude play an important part in finding for him the employment which he seeks. Some grocers may want a boy to learn the business, while others may want a clerk who is thoroughly conversant with the ins and outs of the trade.

Members have found by experience that the association employment bureau is invaluable, and we venture to say that any move-

ment relative to eliminating it from the conformation of their organization would meet with the most strenuous opposition. Not only does the grocer avoid the expense and trouble of advertising by utilizing the facilities offered by the bureau, but all uncertainty as to the status of his new employee is removed, as none but those with an unblemished record are deemed eligible for positions that may be vacant.

There appears to exist in the grocery business, to as great an extent as in any other, difficulties in the way of securing efficient and reliable help that are perpetually harassing the grocer. Just why this is so has been the theme of many an elaborate discussion, but like the questions involved in other innumerable issues it has remained unanswered. By some the grocer has been held accountable, others moralise and point out the impossibility of drawing supplies from a source that is contaminated by the evils of a degenerate age—the rising generation. The first view of the matter is in some instances undoubtedly correct, as there are employers who look upon their subordinates as pieces of mechanism, more or less ingenious, that must be in motion twelve or fourteen hours a day, with as little lubrication in the shape of wages as possible. Their efforts are never rewarded by a nod of approval or word of commendation, and it follows in logical sequence that one day the clerk walks out of the door for the last time while the grocer inserts another ad. in the "want" columns of the local papers. The fact is that with proper treatment many a clerk, who has been summarily dismissed because of incapacity and inefficiency, would have practically demonstrated his worth if his employer had manifested a more generous spirit in his attitude toward him. A contemporary, discussing this subject, says "many people who are really intelligent and active appear stupid at the outset, and if they fall into the wrong hands, woe is them!" This statement is emphasised by the words of a lady who had had charge of many clerks. Speaking of a certain clerk, she said: "I thought when that girl came to me that I could never put up with her, she seemed so slow and stupid, but during the three weeks that I was trying to make up my mind about her, she would once in a while do something that gave me an idea that she had a brain concealed somewhere about her person. Whether it was in her head or not, I could not tell. I set myself to work to find out about her. I first discovered that she was timid and nervous. That defect I helped her to overcome. Next I discovered her to be slightly hard of hearing on one side. I talked to her on the other. Now she is the best clerk in the place." Manifest more than a selfish interest in their welfare and beneficent results will undoubtedly follow.

Notwithstanding the position taken by the pessimist that in this era there is a lamentable deficiency in the material from which good clerks may be obtained, the fact remains that the transgressors which lead to a disservice of the business relations are not confined to the wage earners alone. One man's methods are rarely if ever in accordance with another's, but mutual concessions go far toward smoothing the way and maintaining pacific relations.—Grocery World N. Y.

TWO HOURS ON A DELIVERY WAGON.

While walking up Cherry street the other day, I met a grocer's delivery clerk, with whom I was acquainted, who invited me to take a ride with him. Having a little leisure time at my disposal, and being assured by the rascally clerk that we would be back in a few minutes, I accepted the invitation and climbed up on the seat.

"There's a mare that knows her business," said the clerk, as he hit her a crack with the whip that sent my feet skyward and my head into a basket of potatoes. After I had regained my equilibrium and pushed the dents out of my hat, I told the scoundrel that I had every reason to believe that the mare did know her business a confounded sight better than her fool of a driver knew his, and that if he would have the kindness to cause the mare and the vehicle to come to a standstill, I would disembark and wend my way back on foot.

"You bet that old mare knows her biz," observed the lad. "She'd start right from the store without any lines and make the round trip without missing a house or making a wrong turn; and (throwing the lines over the dash-board) she'll make a turn the shortest possible way, if she has to skin a telegraph or jump a gutter to do it."

"Gewillikens, boy! What——"

I was interrupted in my remark by the pit of my stomach coming into violent contact with the bullet head of the grocer's dunce. The front wheel on the drivers side struck the curb and slewed around, and the hind wheel ran over the corner and nipped the bark off a maple tree. The driver was used to it and braced himself accordingly, which saved me from being the unwilling cause of holding a coroner's inquest on the corner lot. When I got my breath again, I reminded the grocery slinger that a cabbage head which had tumbled out has been run over and cut in two, and that it would show more respect if he would stop and gather up the remains. But whoever heard of a grocer's clerk showing respect for anything! He said the old mare knew her business and that he had to make the trip before 12 o'clock and couldn't stop for sickness or death.

At a house on a little back street down in Oakdale Park we made our first stop. A peck of peaches and a half dozen eggs were fished out, and, after the dust was blown off the top, it was discovered that five of the eggs had collapsed, and, mingling their contents with the dust of the earth, had imparted to the peaches a sort of daubiness that was not pleasant to look upon. We turned around, ran over the wheelbarrow and started on the home stretch. We had driven a mile and a half with that peck of peaches and six eggs, and delivered them within a few rods of two grocery stores. I

supposed that our customer was either on bad terms with her two neighbor grocers, or else she was a mother-in-law to the distant grocer, and I asked my light-headed companion to explain matters. He said that lady had formerly lived near their store; that "once a customer always a customer" was a law among grocers, and, consequently, a groceryman followed his customers all over the city, and while soliciting orders from them, they often succeeded in picking up new customers in strange territory. I asked the commercial teamster if he could work in subtraction and simple division. Giving the mare a cut with the whip, which upset a basket of potatoes and gave me a kink in the back, he said he had no time to fool away with any such things, and wanted to know why I asked the question. I said I was going to ask him to figure out how long it would take a grocer with fifty customers like the Oakdale Park patron to get rid of a capital of \$1,500; but as he didn't know how to figure and was young in the business, and as I did not wish to discourage him, I told him not to feel badly, as it was quite evident that he could figure as well as his employer.

Our next stop was at a house somewhere on Thomas street. This time it was a peck of potatoes, a bar of soap and a gallon jug of kerosene oil. I waited fully ten minutes for my captor to pop his head out of that back door, and when he did pop I saw at once that something was the matter with him. He was covered with black spots of rage and soot, and bore marks of of having had a terrific tussel with some object which shed its complexion easily. He sprang to his seat and gave vent to his wrath by dealing that innocent mare a brutal blow with the whip, which put two more kinks in my back. But he wasn't mad after all—he only looked made. He said the "old gal" asked him to help her move the cook stove, and he had been on the street long enough to know better than refuse. He said that in the spring and fall, during house-cleaning time, he was frequently asked to help move stoves cupboards etc.; take up and shake carpets, split kindling wood, and help lift the boiler on and off the stove. He had never been asked to entertain the baby while its parent called on a neighbor but he said he was subject to just such things all the time.

At a fashionable place on Henry street the road clerk really got mad. It was a market basket full of small packages, among which had been a sack of eggs. When the basket was lifted from the wagon, a golden stream of yellow colored albumen was exuding from the bottom. Before the clerk discovered it, he had succeeded in ornamenting himself with yellow daubs and stripes of liquid egg. Dropping the basket suddenly on the cobble stones, he pulled out his handkerchief and commenced to rub and swear—that is, if he had not been a grocery delivery clerk he certainly would have used

profanity. The more he rubbed, the more highly ornamental his pantaloons became and the more he swore, and the more I laughed. It had come to my turn to enjoy the fun, and I made the best of my opportunity. He tried to clean off the parcels, but the more he tried the worse they looked. He said he wouldn't care so much if it had happened anywhere else, but right there—but I will spare this young man's feelings from any further description of his peculiar predicament, although he showed no disposition to spare my feelings when he had a chance to do so.

The next stop was away up on North College avenue, where we left what remained of a bushel of potatoes. At a house within gunshot of three or four East Bridge street grocery stores the mare halted, and the egg-bedaubed, soot-besmeared and dust-covered clerk jumped out, but the ten pounds of beans had broken out of their paper house and danced all over the bottom of the wagon until they had become so weighted with an accumulation of egg and dust, that they had completely lost their identity, and could not be delivered.

Our next call was at a house on Union street, where a half bushel of potatoes and a peck of apples had been anxiously looked for since 11:30 a. m. (it was then 12:15 p. m.) but not having arrived in time for dinner, the lady of the house was in a proper frame of mind to bite off the heads of all the grocery delivery clerks in the city. May my head be bitten off seventeen times rather than receive one such curtain lecture as that unfortunate clerk received on that occasion? When we turned the next corner, the lady was still shaking her fists, and reminding the clerk of his utter worthlessness. I was truly repentant by this time and fully forgave my unlucky young friend for the injuries I had suffered at his hands.

When I reached home my wife took me out into the back yard and swept off the dust. She asked me if I had been tied behind some wagon and dragged all the way home. I told her never to speak unkindly to a grocer's delivery boy, or ask him to rock the cradle or carry in the night wood; and never, under any circumstances, to buy a yeast cake or a lamp wick, and order it delivered and go right home and scold the hired girl and abuse the children because her goods had not arrived in advance of her. I assured her that her reputation would not suffer if she even carried a half pound of tea home, and that it was always safer to carry a half dozen eggs than to order them sent by wagon. I was so impressed with the delivery clerk's troubles and misfortunes that I advised my wife to occasionally kiss him for his mother. —Zeno, in Michigan Tradesman.

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

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

PICKING HILLWATTEE
TEA.



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



Selling Agents for above :

LUCAS PARK & CO.,

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CANNED
GOODS.**

They will be dearer late in the season. Write us for prices and brands. Complete in every line, Tomatoes, Corn, Peas, Peaches (3s), Strawberries, Cherries, Etc., Etc.

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It is important to secure competition from good sources when you are in the Market for **TEAS.**

We carry full lines of:—

CHINA, INDIA, CEYLON AND JAPAN TEAS,

in all grades, and you will find it to your advantage to obtain our samples when buying.

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GREENING, BALFOUR & CO., Winnipeg.

LOOK AFTER THE STOCK.

Unless due consideration is given to the condition of a retail stock the very finest selling and buying talents will be rendered of little value to their fortunate possessor. How does it avail a dealer to be able to buy down to the lowest notch, and in the quantities most suitable for the needs of his business, if his stock is kept in such bad order that he can never tell just how many of certain kinds of goods he has on hand, or whether the shelves of the store do not contain articles that should have been disposed of long ago and have grown shop-worn and unsalable. At the recent sale of the stock of a bankrupt grocer in a near-by town, it was discovered that several brands of grocers' specialties had remained on the retailer's shelves from the time of purchase, fifteen years ago, up to the day of the auction. These goods were of an ephemeral nature, had attained but a temporary popularity, and finally had disappeared from the market, their very names having been forgotten. Several hundred dollars' worth of these goods were in the bankrupt grocer's possession on the day of the closing-out sale. Many dealers may consider this an exceptional case, and agree that the failure of the dealer was due to the neglect of one of the elementary principles of store-keeping, but it appeared that the bankruptcy was caused solely by speculation in stocks, and that the business had always prospered until too heavy drafts had been made upon it to meet losses on the speculative ventures of the owner. A merchant who retains in stock for fifteen years goods that are gradually but steadily deteriorating in value, may be successful in amassing a competence, but it is obvious that he would be better off without the drain through the loss of interest on the capital invested in slow-moving, or rather, stationary goods. We would recommend other merchants who, upon reading this, may feel like criticising the bankrupt above alluded to, to take a look around their own stores and first make sure that their upper shelves contain no stock hidden and forgotten, before condemning a fellow-merchant for similar neglect.

Equally negligent is the care of the stock in a store owned by a prosperous retailer in a neighboring city, judging by the experience of the writer a few days ago. Being asked for a can of a certain brand of prepared soups, a clerk in this establishment informed the inquirer that the proprietor had never handled the goods. Surprised at the reply, the intending customer pointed to a pile of the goods near the door, which he had seen in entering, and asked the clerk what label the goods bore, which was that of the brand wanted. The clerk looked confused for a moment and then apologized for his mistake, saying that there were so many kinds of canned goods in the stock it was difficult if not impossible to remember them all. It is

not an uncommon experience of customers of retail grocery stores, upon asking for a certain brand or article, to receive the reply: "Well, I believe we have the goods, but don't remember just where we keep 'em," and after waiting several minutes to be told that the goods will be delivered later, a promise which may be kept or may not, its fulfilment depending upon whether the goods have ever been in stock, or allowed to be sold out before replenishment. It is principally owing to the fact that brands have multiplied so greatly of late years that many retailers' stocks get into such bad shape and, as it were, beyond their control. In past years when one or two brands of soap, starch, chocolate, etc., were all that was deemed necessary in a reasonably well-stocked store, it required but little attention in order to keep the stock well assorted and in good condition, but with the increase of the number of brands of late years the difficulties attending the care of the stock have increased enormously, while the importance of the work has kept pace with the difficulties. It is evident that in the cases such as we have mentioned a stock book is a crying need—a volume in which the quantity of goods purchased should be entered. At frequent intervals the stock must be looked over and the quantities of goods remaining compared with the entries in the book. This constant overhauling of the goods is necessary to ensure cleanliness, as well as to freshen the appearance of the interior of the store, the more often the goods are rearranged on the shelves and the windows the better the impression produced upon customers. It is as though new goods had been received when the stock is thus rearranged, and while performing this task the comparison with the stock book is easily made.—*Merchants' Review.*

DISCOUNT YOUR BILLS.

This is regarded by many of our most successful retailers a principal element of success. In fact, they lay stress upon the practice, as inculcating economy in store and living expenses. Regarding such a policy as imperative, they live economically and work long hours, keeping at it early and late. Their claim is that the extra discounts which prompt cash payments secure are in themselves a good profit. If a merchant doing \$60,000 or \$70,000 per annum can save 2½ per cent. by such a course, there is a clear gain of \$1,500, which in ten years would amount to about \$20,000. Is not that a capital in itself?

The man doing a retail trade of \$30,000 per annum, and saving 2½ per cent. on purchases, gains about \$750, or adds to capital in ten years, as the result of a wise policy in buying, about \$10,000. The amount saved by the believer in discounts often amounts to more than the yearly addition to capital of those who buy on credit. It only requires a few years of what we might term proba-

tionary work to make such a man independent, so that he no longer practices an enforced economy, being able to indulge fancies and enjoy things which previously were set aside in obedience to determination to save all discounts.—*American Grocer.*

CHOOSING A BUSINESS.

The question of choosing a business is a serious one. As a rule, a young man should adopt the calling for which he has a preference. If he has no particular choice, it would be well for him to try different occupations, until he finds one that suits him. I do not counsel changing about to gratify a spirit of uneasiness, for once a young man is installed in the business that he is suited to, he ought to stick to it, writes Russel Sage to the *New York Herald*. I have known young men who entered employments reluctantly, and after a trial became fond of them. A young man must be determined to succeed. After all, there is one great lever, and that is will power. Without it very few men succeed.

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

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

DIAMOND CRYSTAL SALT

It is free from impurities. It is unequalled for sweetness, purity and flavor. It is made by an entirely new and expensive process, which is the principal reason why other manufacturers cannot compete with it for quality. For the table DIAMOND CRYSTAL has no equal. Its freeness from hardening makes it the best for table use. For the Dairy, DIAMOND CRYSTAL has no equal. Its remarkable antiseptic qualities make it the best for Dairy use. For table use, packed in barrels containing 115-2½s—100-3s—60-5s—40-7s and 30-10 lb. bags. For Dairy use, packed in barrels containing 20-14 lb. bags, also 28 and 56 lb. Sacks. On account of the combination entered into by the Canadian Salt Manufacturers, we are enabled to import this high-class manufacture, and are selling at prices as low as ordinary kinds.

Send us a trial order and be convinced of the correctness of the above statements.

Selling Agents for
Diamond Crystal Salt.

H. P. ECKARDT & CO.,
Wholesale Grocers, TORONTO.

Self-Rising Buckwheat Flour.

We are now mailing letters to the trade giving price for this line of goods for this Season. If any friend should be overlooked kindly drop us a card and letter will be sent at once."

The Snow-Drift Baking Powder Co.,
BRANTFORD.

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

Cowan's
Royal Navy Rock Chocolate ;
Cowan's Chocolate Icing ;
Cowan's Chocolate Pudding.
The standard preparations for culinary purposes.
Order through your wholesale grocer or direct from
The Cowan Cocos and Chocolate Co. L'd,
14 and 16 Mincing Lane, Wellington St. W.
Toronto.

GREAT SELLERS.

Adams' Tutti Frutti and other
Staple Chewing Gums.
Each box of Adams' Monte Cristo Gum contains a sparkling brilliant stone ring which is set in the latest Parisian styles.
For descriptive catalogue and elegant hanger signs for windows. Address
ADAMS & SONS' CO.,
11 and 13 Jarvis St., Toronto.

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

SUGARS. { Barbadoes
TEAS. { and
Cuba **MOLASSES.**

FINE LARGE DRY GOD IN BUNDLES. BONELESS FISH IN BOXES.
Canned Salmon, Lobsters, Mackerel and Oysters.

Ex DRACONA.

Malaga Fruits.

W. C. BEVAN & CO.'S	DELIUS BROS. A CO.'S
Imperial London Layers.	Loose Muscatels.
Imperial Cabinets.	London Layers.
Connoisseurs Clusters.	Blackbasket best choice.
Extra Dessert Clusters.	Black Crown Dehesa.
Royal Buckingham Clusters.	Blue Crown Fine Dehesa.
Royal Dehesa Layers.	Malaga Figs, 28 lb. boxes.

Tarragona Soft Shell Almonds.
W. C. Bevan & Co's 3 Crown Shelled Almonds.
Rein & Co's Best Shelled Almonds.

Hudon, Hebert & Cie.,
Montreal.



Put up in lead foil packages, ½ and 1 lb. Selling Agents :
CAVERHILL, ROSE, HUGHES & CO., Montreal.



TORONTO MARKETS.

TORONTO, Nov. 12, 1891.
GROCERIES.

The output of the warehouses during the seven days under market review has been unsatisfactorily small. Heavy groceries have been quite neglected. In sundries the movement has never, of course, been at a standstill, but it has been on the weak side throughout the whole period. The want of money is beginning to be noticed in payments quite as perceptibly as in sales. Renewals are heard of more frequently, which is unusual at this season. The conservative buying of retailers has therefore been justified, as if stocks had been heavily reinforced at the beginning of the bright outlook there would have been some heavy engagements now maturing, and renewal would have been less easily obtainable. Wholesalers are not so loath to carry accounts as they would be if a dimmer prospect lay ahead. Grain has been selling, not very freely, but sufficiently to realise money for the urgent wants of the farmers. The nature of these wants is pretty well indicated by reports from trust and loan companies, who report rather prompt payment of interest and instalments maturing this fall.

CANNED GOODS.

The index to the canned tomato situation has apparently settled down from that wavering movement which perplexed intending buyers for several weeks after ripening began to be general. Every day the conviction is growing stronger that every case of tomatoes put up this year will be salable stock at a paying price. The inter-buying among packers is not so prominent a feature of this week's trade, for the reason that nearly all the canners are on the one side of the market; they seem ready to take lots at fair prices. Shortage in delivery is still complained of, and canners say they can do no better. Tomatoes alone in fair-sized lots are quoted at \$1.10, but in assorted lots, corn, peas, and tomatoes quote at \$1.05. A report of a sale of assorted goods at 97½c., was followed up and disclosed the fact that the assortment did not include a case of tomatoes and that the corn and peas in it were not of high-class brands. On Saturday a 1000-case lot of tomatoes was sold at \$1.05. Corn is probably the easiest at the moment of the three lines of vegetables, but is rarely quoted below \$1. Peas are firm at \$1.05 to \$1.10. Movement in other lines of canned goods is slow. Salmon is quiet at from \$1.35 upwards, and lobsters are also inactive and unchanged.

COFFEES.

The ups and downs in the coffee market are usually both so small and transient that their effect on quotations is never felt, the prices quoted always denoting quite accurately the average resultant of changes one way and the other. Trade is quiet and prices are steady at 19 to 24c. for Rios. Good Rios are wanted.

A report from London says: "The market for coffee on the spot is assuming a more healthy tone, and prices for all descriptions

over the value of 90s. are 1s. to 2s. better, whilst even middling sorts show a slight improvement. Business, however, is very restricted, and sales are made with difficulty. It will be some time before the effects of the recent disorganization can fully pass away."

DRIED FRUIT.

Though the stock of raisins on this market has rarely been so good or cheap, there is little eagerness shown by retailers to get a hold of supplies. Prices do not harden under this neglect. They quote a shade easier on most lines. Very good Valencia off stalks of this season's growth can be bought at 5¼c. From that to 6½c. is the range for new fruit, while old still abounds at 4 to 5c. The price of Sultanas runs from 9 to 13c., according to quality, from grades being in stock. All Malagas went down upon receipt of second shipments. London layers sell at \$2.40 to \$2.65, loose muscatels at \$2.30 to \$2.40, Imperial cabinets at \$2.90 to \$3, connoisseur clusters at \$3.75 to \$3.80, extra dessert clusters at \$4.50 to \$4.75, quarter flats at \$1.25 to \$1.30, black baskets at \$3.80 to \$4, blue baskets at \$4.50 to \$4.60, fine Dehasas at \$5.40 to \$5.50. Currants stand the dull spell very well, an active demand not being necessary to keep prices stable, the extent of the stock alone so far having that effect. Old figs are as low as 5c., though new are firm and choice at 15 to 16c. for 20 lb. boxes of Elemen. Prunes have not yet come to hand, but the expectation of higher prices is general, an advance of ¾c. having taken place recently. A sufficient stock of old is here yet and selling at 5½ to 6½c. in cases. New Persian dates will soon be on the way. Quotations to New York are made on a basis of 4¼c. ex express steamship or 4c. to arrive.

NUTS.

New walnuts are being shipped, but not all the stock is yet afloat. The Grenoble crop is reported good. A considerable remnant of the old stock had been held in the primary market right up to the time when new was coming in. This old has recently been consigned to the United States market. The extent of it and the big prospects of the new crop have dissuaded buyers here from placing orders so far, and easy prices are expected to rule. Some of the old stock has already been sold here as new. It would all have been worked off as new if this year's crop had been short. The prices of almonds, shelled and soft-shelled, have eased slightly under large receipts. Amended quotations are in Prices Current.

Eby, Blain & Co. have received new Taragona soft-shelled almonds, and Canary, Valencia and Jordan shelled almonds.

RICE AND SPICES.

The season's demand for rice has now quite subsided after running off a pretty big volume of stock. Orders still come in for small parcels. Common grades run from 37-8 to 4c., with fine Japan at 5 to 5½c. Spices are featureless, with the exception that domestic pickling gives a little life to the demand for cloves, etc., but at unchanged prices.

SUGAR.

Sugar orders contribute little to the power which runs trade these days. Both granulated and yellow have been exceptionally dull throughout the week. The spell of inactivity which holds all trade in tranquility has perhaps its strongest influence in the sugar market, where buyers are expected to be to the fore even if other lines are slow of sale. What makes the depression the more

strongly felt is comparison with the unparalleled summer trade. Granulated quotes still at 4¼ to 5c., with yellow at 3¼ to 4¼c. The basis of the sugar market appears to be quite steady as raw is unchanged from the improved position noted last week.

Willet & Gray, New York, in their weekly sugar statistical, say:—Raws—Without any special influences working on the market it has remained quiet and steady to strong during the week. Some purchases of beet-root sugar have been reported at 13s. 9d. per cwt. cost and freight. At the close there are no sellers at quotations owing to the firmness and advance to-day in European markets. Refined—Philadelphia refiners have continued to undersell New York refiners all through the week, notwithstanding that New York has reduced prices 1-16c. per lb. for granulated. All the business now is on a hand-to-mouth basis, and it is very encouraging to note the large increase in October over last year—say 48,544 tons increased meltings for the month. The Louisiana crop being smaller than last year; and there existing no necessity for pushing it to market as was done last year, it is fair to expect a continued showing of increased consumption of refined during November. Only one combined refinery is now working in Brooklyn, but that is running at its very fullest capacity.

SYRUP AND MOLASSES.

All sweets share with sugar in the quietude that is the most notable feature of that market. Molasses has not been a good selling article this week though at the close of last week there was a very good call for the better grades of West Indian and New Orleans. No change in prices to be noted. Syrups are quiet and rather easy at quotations.

TEAS.

The movement outward of teas has lagged this week, and not much business with retailers is recorded. Japans are dull, a reaction having set in as a consequence of news of the safe arrival of the Hecla, the reported loss of whose mammoth cargo rather sharpened up business for a spell. Blacks are having the best of it at the moment, though there is little to boast of in the busi-

A. H. BADGEROW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar

Manufacturing Co.,

79 and 81 Jarvis St., Toronto

Highest award, Toronto Exhibition.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

FOR THE
HOME, PICNIC,
CRUISE, or CAMP

The "STAR BRAND" delicious
HAMS & BACON

CAN BE HAD FROM ALL THE
BEST GROCERS

F. W. FEARMAN,
Hamilton, Ont.

SOMETHING NEW!
A GREAT TREAT.

Fresh Cod
TONGUES

In 1 lb. Tins.

This is the Delicacy of the Season.

Pronounced by connoisseurs far ahead of
oysters.

A GREAT LUXURY.

Apply to

EBY, BLAIN & CO., Toronto.

STEWART MUNN & CO., Montreal.

JAS. TURNER & CO., } Hamilton.

LUCAS, PARK & CO., }

Send for Samples.

ALL GROCERS SHOULD SELL
THE

**EMPIRE
BAKING
POWDER.**

Manufactured by

ELLIS & KEIGHLEY,
TORONTO.

"We offer to the Trade."

3,000 half boxes new fine off stalk Valencia Raisins.

3,000 half boxes 3 and 4 Crown Layers.

200 packages New Currants, barrels, half barrels, cases and half cases.

Figs in 1, 6, and 12 lb. boxes, mats and bags.

Peels—Lemon, Orange and Citron, also

500 cases 2lb. blue berries.

Please ask for samples and quotations.

L. CHAPUT, FILS & CIE., Montreal.



BEST GOODS IN THE MARKET.

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

PUT UP BY THE MOFFATT PACKING CO.,
MONTREAL.



THOS. LAWRY & SON,

PORK PACKERS AND LARD REFINERS.

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

PURE LARD A SPECIALTY.

Hamilton, Ont.

**FAULDERS'
"SILVER-PAN"
PRESERVES**

ARE THE BEST—NO EXTRA CHARGE

GOLD MEDAL : - Melbourne, 1888.

FIRST PRIZE : - Windsor, 1889.

GOLD MEDAL : - Edinburgh, 1890.

MADE IN SILVER PANS TO AVOID CONTACT
OF FRUIT WITH COPPER.

ARTHUR P. TIPPET & CO.,

SOLE AGENTS FOR CANADA,

1 Wellington Street East, Toronto.

JAMES TURNER AND CO., WHOLESALE GROCERS, WINES AND LIQUORS.

Our stocks comprise everything in groceries, including the latest novelties.

We are selling agents for the following leading lines :

Ram Lal Pure Indian Teas,

Three grades, FINE, EXTRA, CHOICEST.

Bendsorp's Royal Dutch Cocoa,

Batger's Jams and Marmalades,

Pickstone's Washing Crystal,

Mrs. Millar's Maccaboy Snuff.

The above goods in their respective lines cannot be excelled.



Goods well bought are

1
—
2

SOLD.

Wide awake retailers
buy from us.

We can give you the

BEST GOODS

At the lowest prices.

Try a caddy and see.

Empire Tobacco Co.,

MONTREAL.

MARKETS—Continued.

ness done in them. Grades at about 20c. are the most in favor. Young Hysons are more plentiful and quieter.

There has been more activity in the demand for Indian teas this week, which is probably due to the hardening tendency of the home market.

The Produce Markets' Review says:—
"The increased imports of Indian tea continue to supply the market liberally, the quantity offered at the public sales being upwards of 43,500 packages. Notwithstanding this heavy weight of tea, the demand was equal to it, and the market closes strong, with an advance in some cases on the prices of the preceding week. The better quality of the teas generally accounts for the increasing activity in the demand. The growths which command most attention are those from the Assam districts, as these teas are, on the whole, superior to those of several seasons past, which is borne out by the comparatively high prices that have been paid. The quality of the Darjeeling teas is fairly satisfactory, but falls considerably short of the earlier arrivals, while those from the Sylhet and Dooars gardens, with few exceptions, continue to be inferior to the imports of the previous season. It is satisfactory to learn that strong representations have been made to those interested in the manufacture of the latter growths of the undesirability of continuing the newly-adopted method of preparing the leaf, which, it is hoped, will have the desired effect. At the public sales 43,876 packages were brought forward, and only 4,200 were withdrawn. The above quantity comprised a good selection of all grades, and from the quantity sold it will be seen the demand was well sustained. At the public sales very steady prices have been obtained for nearly all descriptions of Ceylon tea. There has been a good assortment of tea of fair quality, all of which has sold well. Fine to finest Brokenes were actively competed for, and in several cases 1s. 8d. to 1s. 9d. was realized for fine descriptions. Fine Pekoes were in specially good demand and sold at rather better prices, while the lower grades of Souchongs kept fully up to last week's rates. Of the 14,976 packages offered at auction, 1,620 were withdrawn. In Javas, 808 packages were offered at sale, all of which sold at steady prices.

PETROLEUM.

Shipping is quite active, but with the increased volume of business there has been no increase or other modification in price, the quotations noted for weeks holding good still.

The Petrolia Advertiser reports: Petrolia Crude \$1.24 per bl., Oil Springs Crude \$1.35. We quote crude oil this week at one dollar and thirty-four cents; but within the last two days a weaker feeling has manifested itself in consequence of the refiners having concluded to work off their present stock on hand before loading up with more crude. The demand for refined oil still continues at 11½c., f.o.b. here for car lots, which is exceedingly low for the magnificent brands that are now being turned out by our refiners.

DRUGS AND CHEMICALS.

A light week's business has been transacted. The usual mild demand in healthy weather is kept up, but with no exciting circumstances to disturb prices.

BUTTER AND CHEESE.

The outside prices of last week are now nearly impossible to realize. The freer delivery of butter which has begun to be notable in last week's trade showed no slackening throughout this and supplies have

come forward at a satisfactory rate of arrival. There is an increasing proportion of seconds in the stock received by consignment, the country merchant evidently finding some other mode of outlet for choice butter. Dealers from other collecting centres are said to be giving inducements for the shipping of choice to their hands, and as they buy out and out, they have the preference. A few packages of very fine butter have sold at 19c., but this price is exceptional, 18c. being scarcely attainable any longer. The ruling price for good butter is 17c. Grade at about 16c. are in the most liberal receipt. Stock as low as 13c. also arrives quite freely, though not particularly desired. Large rolls are more numerous this fine weather at 17 to 18c. Creamery tub runs up to 25c., with tubs as high as 28c.

Cheese is not in any new phase. The price is 10½c. for good full creams.

COUNTRY PRODUCE.

BEANS—There is no zest to the demand yet, though usually at this season it is lively. It is now beginning to open up. This market has taken a very considerable quantity of stock from farmers within easy reach. Cars of prime hand-picked are sold at \$1.35. Re-selling is at \$1.50 to \$1.55.

DRIED APPLES—A sale of a lot at 4c. here is reported, though 4¼c. is the quotation which represents the bulk of the business done. The stock jobs out at 4 3/4 and 5c.

EVAPORATED APPLES—Are 6c. outside and 6 1/4c. here in cars for ordinary and 6 1/2 to 6 5/8c. respectively for choice. The business has been limited.

EGGS—Are firm at 18c. for fresh stock, which is scarcer this week, and 14 to 15c. for limed.

GAME—Receipts continue to be fully up to requirements, which are moderated somewhat by freer supplies of poultry. Part-ridges are 40 to 50c. and ducks 30 to 50c. per brace. Venison is 5c. in the carcase and 7 to 9c. in the haunch.

HAY—Buying is quite free at \$1.50 for choice timothy.

HIDES—Have weakened down another quarter, quoting at 4½c. for No. 1 green cows' and 5c. for No. 1 green steers'. Cars of buffs are dull at 5¼c.

HONEY—Slow movement in the honey market continues to be experienced. The stock is ample at 7 to 10c. for strained and 12½ to 15c. for sections.

HOPS—Are firmer and higher at 15 to 16c., though the space between buyers and sellers is not narrowing fast. There is more confidence, however, in the attitude of holders.

ONIONS—The price has eased under freer supplies to \$1.75 and \$2.25, the outside figure standing for very choice stock.

POULTRY—Large shipments of turkeys have been forwarded to catch the Thanksgiving demand, and prices have kept at 8 to 10c. Fowl are 30 to 50c. a pair, ducks 35 to 60c., and geese 5 to 7c. a pound.

POTATOES—Steadiness is the most marked feature of the situation. Cars are held at 40 to 45c., and out of store lots are 50 to 60c. There is neither a glut nor a dearth of stock.

SEEDS—The situation develops slowly delivery being still very backward. Scarcely any stock has yet been seen. Alsike quotes at \$5.50 to \$6 for prime to choice and \$6.50 for extra.

SKINS—Sheepskins are taken readily at 80c. Fair supplies come forward. Calfskins are quiet at 6 to 7c.



BENDSDORP'S ROYAL DUTCH COCOA.

Manufactured at Amstersdam, Holland.

Is absolutely Pure and Soluble Very delicate in flavor and of great strength. It will please more of your customers than any other Cocoa on the market, and please you because it pays a good profit. Packed in cases of 12 lbs. each. Price, ¼ lb. cans, \$2.40 per doz.; ½ lb. cans, \$4.50 per doz.; 1 lb. cans, \$8.50 per doz.

ORDER A CASE AT ONCE OF

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

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

Compare the quality with any other.



INCREASE YOUR TRADE

BY HANDLING

"KENT BRAND"

Fine Mixed Pickles.

Ask your Wholesale Grocer for them or write direct to

The KENT CANNING AND PICKLING CO.,

Chatham, - Ont.

JOHN PETERS & CO.,

General Commission Merchants and Brokers,

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

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

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

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

JAMES E. BAILLIE,
PORK PACKER, TORONTO.

Hams, Breakfast Bacon Rolls.



GANONG BROS.,

ST. STEPHEN, N.B.

MANUFACTURERS OF THE



CHOCOLATES.

N. K. FAIRBANK & CO.,

COMPOUND



REFINED LARD.

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

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



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

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

GEO. MATTHEWS

PACKER and CURER of the "Rose Brand"

Hams, Bacon and Lard,

ALL NEW STOCK.

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

MARKETS—Continued.

STRAW—The market is moderately well stocked at \$6 to \$6.50.

WOOL—No improvement is to be reported. Prices are 18 to 19c. for fleeces.

DRESSED HOGS AND PROVISIONS.

A diminution in the receipts of hogs has been attended by an expansion in prices. The falling-off in the proportion of light weights has also been beneficial. Stock has not gone begging, and instead of packers turning over light weights to butchers the latter have been called on to supply any spare heavy weights to packers. Prices hold firmly at \$5.25 to \$5.50, with \$5.62 1-2 paid in one or two instances to get raw material to continue cutting. All products have been in fairly good request.

BACON—Long clear is more plentiful and easier at 8 1-4 to 8 1-2c. Smoked backs and bellies are 10 1-2 to 11c. Rolls are 8 3/4 to 9c.

HAMS—Are a shade easier, quoting now 11 to 11 1-2c. for new smoked.

LARD—Is unchanged, at 10 to 10 1-2c. for pure and 8 1-4 to 8 1-2c for compound.

BARREL PORK—Mess is \$14 and short cut \$16.

FISH AND OYSTERS.

The weather is unfavorable for trade in fresh fish, and the supply of haddock and cod is small, but will be abundant in a couple of weeks. Portland haddies are scarce and the price has risen to 8 1-2c. There has been a good demand for herring and the supply is short. In other kinds the demand is easy. Oysters are moving freely and steadily at \$1.25 to \$1.30.

FLOUR AND FEED.

The prices of flour and feed have been stationary since last report. A reasonably good run on stock has been experienced. Prices are as here follow:—\$5.75 for Manitoba patent, \$5.25 to \$5.35 for Ontario patents, \$4.50 for straight roller, \$4.40 to \$4.50 for extra, \$2.25 to \$4 for low grades, \$5.25 to \$5.40 for strong bakers'. Graham flour is \$4.50, standard oatmeal \$4 to 4.30, rolled oats \$4 to 4.30, Kiln-dried corn meal is \$3.75 to \$4.00, rolled wheat \$4.50 to 4.75; wheat bran \$12, cracked corn \$1.50 per cwt., mixed chop \$20 to \$25, split peas \$4, pot barley \$4.25, oats 35 to 37c.

FRUITS.

Apples are moving quite freely both to and from jobbers' hands. The price range is \$1.50 to \$2.50, the latter for hard stock. The easy prices help the demand. Cranberries quote at \$8.25 to \$9 per barrel for dark Cape Cods, and from 25 to 50c. lower for light stock.

Clemes Bros. sold a 1,000-barrel lot of apples the other day for shipment over the border. The fruit was select, red apples preponderating.

GREEN FRUIT.

Jamaica oranges are easier at \$7 to \$7.50 and find free sale. Floridas are coming forward quite freely at \$3.25 to \$4. They are quite ripe and merchantable now. In lemons, Maoria's are about done, but Malagas are plentiful at \$4.50 to \$5. Messinas are just beginning to arrive but are not yet quoted. Malaga grapes range from \$4.75 to \$5 for normal weights but for heavy weights the price runs up to \$6.50. Sweet potatoes are \$2.50 to \$3 for Jerseys. Baltimores are now hard to get, the little stock on the spot quoting at \$2 to \$2.50. Bananas are scarce. As they are required to be shipped green to arrive here in condition, there is little buying,

it being impossible without banana-rooms to bring the stock to a mature state. They are \$1 to \$1.75.

SALT.

Trade is brisk, in a small way, but wholesale buyers are few. About 2,000 packages of Liverpool coarse has been received, and this ends the shipment for a while. The following are the prices: Coarse, car lots, f.o.b. 70c.; small do 85 to 90c.; Dairy, car lots, f.o.b. \$1.25; small do, \$1.50; quarter-sacks, 45 to 50c.; Common five, car lots, 85c.; small do 95 to \$1; Rock salt per ton \$15.

DRY GOODS.

A little increase in actual business in winter lines is the only modification there is to note. Wholesalers still find fault with the demand, which commonly gets to very good proportions about this time. The season is not so advanced as it is wont to be at this date, and this accounts to a large extent for the backwardness of trade.

MONTREAL MARKETS.

MONTREAL, Nov. 12, 1891.

The markets during the past week have been fairly active, but the volume of business has not been quite so large as it was, but there is a fair trade doing in an urban way in groceries, which makes up quite a jobbing business. To the country, however, the movement is smaller than it was, and jobbers are not taking as freely from first hands as they did. Aside from the comparative quietness, however, there is no change, and in most lines firmness is shown, while stocks in no particular are heavy. The export movement in produce continues, cheese, butter, eggs and apples all sharing equally, while the values are satisfactory, so that the farmer can hardly complain of scarcity of money, especially when his crops in every other respect are most satisfactory. He appears to be holding on a little to long though, and perhaps it would be just as well to realize now as wait for higher prices that might fail to materialize.

SUGAR, ETC.

The sugar market continues steady, with a quiet business doing and prices show no change. Yellows are being quoted at 3 1/2 to 4c., and granulated at 4 1/2c.

Syrups are selling fairly well at 2 3/4 to 2 1/2c., and there is a fair jobbing demand for Barbadoes molasses at 36 to 37c.

TEAS.

Teas are very quiet, in fact the trade may be said to be at a standstill. Some brokers predict a strong enquiry for blacks before the close of navigation, but the indications do not point to any marked improvement.

COFFEES AND SPICES.

All advices on coffee are firm and there is no change in the feeling noted last week. Rios move fairly well at 18 1/2 to 19c., and Jamaicas at the same. Spices steady, with business in cloves and pepper on lb. basis of 9 1/2 to 10c.

RICE.

There is a good movement in rice, the business on Western account being particularly good, with a very fair demand from the Eastern provinces. We quote: Patna \$4.50 to \$5, Japan \$4.25 to \$4.50, standard \$3.90, and off grades \$3.50 in car lots.

DRIED FRUIT.

The activity noted in our last in dried fruit has to a certain extent been continued, and there is a fair business to note both in

Valencia raisins and currants. Valencia raisins have moved in round lots at 5 3/4c., and stocks in first hands are further reduced, while currants met a fair enquiry at 5 1/2 to 5 3/4c. On the whole the market is a sound, strong one.

GREEN FRUIT.

There is no change in green fruit, which rules firm and unchanged, Jamaica oranges selling at \$7 to \$8 and Floridas \$3.75 to \$4. Lemons are unchanged, at \$4.50 to \$6 per box.

FISH.

The firm feeling in fish is maintained under small supplies. B. C. salmon in barrels have been moving at 12c. and Labrador stock is unchanged. Lake trout have been moved at \$4 and herring are firm, and in fact the same can be said of all other descriptions.

APPLES.

The apple market has maintained a shady feeling and the first heavy shipments to Liverpool seem to have met a very fair market for the feeling here is unchanged and business transpires on the old basis at \$2 to \$2.10 in car lots for greenings and red stock respectively.

HOPS.

The hop market does not show any change and there has been no business to note.

PROVISIONS.

There is a good trade doing in pork at lower prices. The stocks of old short cut have been about all moved, and the new pack offering is selling 25c. lower at \$16.75 to \$17. Western mess is also lower in sympathy with the Chicago market, but nothing but old pork is being dealt in packers holding the new pack for \$3 advance over old pack. Lard and smoked meats are in fair demand. We quote:—Canadian short cut, per brl. \$16.75 to \$17; mess pork, western, per brl. \$13.75 to \$14.25; short cut, western, per brl. \$16.75 to \$17.00; hams, city cured, per lb. 10 1-2 to 11 1-2; hams, canvassed, per lb. 00 to 00; lard Canadian, in pails, 0.08 3/4 to 9c; bacon, per lb. 9c. to 10c; lard com. refined, per lb. 7 3/4 to 8c.

EGGS.

There is a fairly good demand for eggs. The local demand is very satisfactory, and some small shipments were sent across the

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51 Front Street East,

TORONTO.

Wholesale Fruit and Commission Merchants, Importers of Nuts, Figs, Dates, Oranges, and Lemons, Fancy California Evaporated and Dried Fruits, Sweet Potatoes, Cranberries, etc.

CORRESPONDENCE SOLICITED.

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New Currants.

New Sultanas.

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WHOLESALE GROCERS,
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LEONARD BROS.,

Wholesale Fish Dealers,

Are now prepared to fill all orders for their

Celebrated Boneless Codfish

(from new fish)

packed in 5, 10, 25 and 40 lb. boxes, 2 lb blocks wrapped in waxed paper.

SEND FOR QUOTATIONS.

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

ALL GROCERS SHOULD SELL
THE

Empire
Baking
Powder.

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

TO GROCERS.

SIMCOE CANNING COY'S

Goods are warranted first-class.

PUSH THEM.

Order through your wholesale
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DO YOU SELL

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

Pure Gold Manufacturing Co.,
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—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

Old Government Java Arabian Mocha, Plantation Ceylon, Maracalbo
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Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

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GOLD

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DELHI CANNING CO.,

Jamaica Exhibition.

WE are still at the front and propose staying there, the high standard of excellence for which our goods are noted will be fully maintained this coming season. When purchasing Canned Goods keep in mind the **Maple Leaf Brand** prepared by the Delhi Canning Co. Every can is honestly filled and perfectly reliable. Our fruits are noted for their high syrups and natural flavors.

Delhi Fruit and Vegetable Co.,

FACTORIES : DELHI AND NIAGARA.

SUGARS DOWN.

The Wholesale Grocers' Boycotte does not prevent me underselling them
17 cents per hundred on

GRANULATED SUGAR—

The Combination price is now 5 cents per lb., and I am selling at \$4.83 per hundred.
I have a large stock.

New Currants, New Raisins,
New Figs, Canned Goods (1891 pack)

Which I am selling at lowest Cash prices. Write for quotations of Teas and General Groceries.

JAMES LUMBERS,

WHOLESALE GROCER,
TORONTO.

MONTREAL MARKETS—Continued.

water last week. There is also some inquiry for well kept eggs from the United States. The range for kept and limed eggs is 15 to 16c.

GAME.

The demand for partridge is slow, the supply being too large for the requirements of the trade. Firsts are quoted at 40c. to 45c. per brace, and seconds 20 to 25c. Venison is not coming in very freely, and sells readily at 13c. to 14c. for saddles and 7 to 8c. for carcasses. Hares are quoted at 20 to 25c. per brace.

ASHES.

The demand for ashes is fairly good, and sufficient to absorb all offerings. First pots are quoted at \$4.60 to \$4.75, seconds at \$3.90 to \$4, and pearls at \$6.25.

BUTTER.

The butter market rules firm, although the demand on export account is not brisk. Late made creamery commands steady prices, and 24c. and over has been made. Choice Townships dairy is not plentiful, and prices are made, 20c. being spoken of. Finest creamery, 23½ to 24c.; Finest Townships, 17 to 19c.; Western dairy, 16 to 17c.

CHEESE.

The move in cheese continues and, in addition to business already noted, we hear that lots of finest Townships have been moved at 10c., and it is now undoubted that finest Western stock could not be moved under that figure. In fact we advance our quotation slightly in this respect. Finest September and October, 10 to 10¼c.; finest French and Eastern, 9¾ to 9½c.; medium, 9 to 9½c.; cable, 50s.

GRAIN.

The grain market continues firm, with a good enquiry reported for coarse grains. The stocks in store compared with those of a week ago show a decrease of 79,270 wheat, 217,992 corn, 27,702 oats, 21,567 rye, and an increase of 25,579 barley; compared with a year ago there is an increase of 180,618 wheat, 61,082 peas, 18,591 oats, 106,280 barley, 64,011 rye, and a decrease of 10,734 corn. We quote: No. 1 hard Manitoba, \$0; No. 2 do. \$1.05 to \$1.07; No. 3 do., 97c; No. 2 Northern, \$1.04; peas, 78 to 79c. per 66 pounds in store, 77 to 78c. afloat; oats, 35c. per 34 pounds in store, 36c. afloat; corn, 68c. to 69c. duty paid; feed barley, 48 to 50c.; good malting do., 60 to 62c.

FLOUR.

There is a fair local demand reported for flour at steady prices. The stocks in store show a decrease of 15,177 barrels compared with a year ago. Patent spring, old wheat, \$5.40; Patent spring, new wheat, \$5.00 to \$5.30; Patent winter, \$5 to \$5.28; straight roller \$4.75 to \$4.80; Extra \$4.40 to \$4.50; Superfine \$3.95 to \$4.00; City strong bakers' old wheat, \$5.00 to \$5.00; City strong bakers, new wheat, \$5.00 to \$5.00; Strong bakers' \$4.75 to \$5. to 5.50.

TO THE FIRST BUYER.
TO THE SECOND BUYER.
TO THE THIRD BUYER.
TO THE USER AND CONSUMER.

SURPRISE Soap

gives the best satisfaction.

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The St. Croix Soap, Mf'g Co.,

St. Stephen, N. B.

Branches:

MONTREAL: 17 St. Nicholas St.

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

OATMEAL.

There is not much doing in oatmeal, but holders are firmer in their views. Standard, per bag, \$2.10 to \$2.20; granulated, \$2.10 to \$2.20; rolled, \$2.10 to \$2.20.

FEED.

The feed market is quiet but steady, bran and shorts being scarce. We quote:—Bran, \$13 to \$14; shorts, \$15 to \$16; middlings, \$17 to \$18; moullie, \$24 to \$25.

backward. There is nothing new locally regarding refined sugars. In molasses there is only a small trade in jobbing doing.

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

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

HALIFAX MARKET QUOTATIONS.

(Wholesale Selling Rates.)

HALIFAX, Nov. 11, 1891.

BREADSTUFFS.—The flour market remains much the same as it was last week. Cornmeal is firm. Oatmeal is higher. Oats are also firm.

Manitoba highest grade patents, \$5.75 to 6.00; High grade patents, \$5.10 to 5.20; Good 90 per cent Patents, \$4.95 to 5.05; Straight grade, \$4.80 to 4.90; Good seconds, \$4.40 to 4.60; Graham flour, \$4.90 to 5.15; Oatmeal, \$4.35 to 4.45; Kiln dried corn meal, \$3.25 to 3.40; Rolled wheat, \$5.55; Wheat bran per ton, \$18.50 to 19.50; Middlings, \$23 to \$23.50; Shorts, \$21.50 to \$22.50; Cracked corn, per ton, \$35.00; Moulee, \$24; Split Peas \$4.00 to \$4.10; White beans per bushel, \$1.50 to 1.55; Pot Barley per bbl, \$3.90 to \$4.00; Canadian oats, choice quality new, 41c. to 43c.; Hay per ton, \$12 to 13.

SUGAR AND MOLASSES.—The raw sugar market is still reported firm. The estimate of the beet root supply is smaller than anticipated and the foreign cane product is

BARGAIN COUNTERS.

The bargain counter is one of the principal features of all dry goods stores of any pretensions to magnitude, and is gradually being introduced in the smaller establishments. Probably in time no general store-keeper in the country will be without this feature of enterprising modern store-keeping, because when conducted properly it never fails to act as a powerful magnet with female customers. Not only can the bargain counter be made profitable in itself, but it also is of great assistance in disposing of goods that never reach it. The first use that is generally made of the bargain counter is to work off damaged or shopworn goods, or goods that have been kept in stock until they have become antique in style. The dealer having been successful in quickly moving such goods in this manner, is led to try the virtues of the bargain counter in order to dispose of a portion of an excessive stock of a certain

WE ARE BUYING

Dried Apples.

SEND SAMPLES AND QUOTATIONS.

ESTABLISHED 1866.

STANWAY & BAYLEY
BROKERS

AND GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST. TORONTO.

WE ARE BUYING

Evaporated Apples

SEND SAMPLES AND QUOTATIONS.

ESTABLISHED 1841.

W. H. Schwartz and Sons,

Coffees,
Spices,
Mustard.
HALIFAX, N.S.

ORIENT MILLS.

SINCLAIR, HOOD & CO.,

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

Importers and Manufacturers of

Coffees,
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CREAM OF TARTAR, BAKING POWDERS,
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We are desirous of representing two or three more Importers or Manufacturers in any lines of Grocery goods we do not now handle.



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

J. CLEGHORN & SON,
Wholesale Fruit and Oyster Dealers
94 YONGE ST., TORONTO.

Bulk and Canned Oysters and Haddies, etc., fresh daily.

Florida Oranges, Almeria Grapes, Cape Cod Cranberries, Lemons, Spanish Onions, Nuts, Figs, Dates, etc., in stock.

J. F. YOUNG & CO.,
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Our business is Solely Commission. The only plan which does justice to the Consignor. We handle everything which the Country Storekeeper has to send from home to sell. None of our own goods to sell in preference to yours when the market is good. Nothing between you and best price obtainable except a small commission.

Prompt Sales and Quick Returns.
We Furnish Egg Cases. Try Us.

T. W. CLARK & CO.,

General Commission and Provision Merchants and Wholesale Dealers in Dairy Products.

Consignments solicited and business transacted for Eastern Canada Merchants.

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70 and 72 FRONT ST. EAST,
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**NEW CURING HAMS,
BACON, PORK,
NEW PURE LARD.**

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

For Choice full flavor goods send us a Sample order.

Jas. Park & Son,
Toronto, Ontario.

The Ontario Produce Co'y.

Produce Brokers and Commission Agents,

70 COLBORNE STREET, TORONTO,

Solicit consignments of the following:

Tub, Large and Pound Roll BUTTER.

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BEANS ONIONS APPLES.

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

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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.

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Solicit consignments of Country Produce from Storekeepers.

71 Colborne St., Toronto.

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Consignments Solicited.

SPECIALTIES: Canned Goods, Dried Apples, Evaporated Apples, Codfish.

Quotations and samples sent on application. A trial solicited.

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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.

line of goods that may be new in style and in fair demand, but which do not move out rapidly enough. From this is but a step to the use of the counter as an attraction for buyers to get them into the store and in the mood for purchasing, when they may be more easily induced to buy of goods that have not been reduced in price, for it must be understood in the first place that "bargain counter" means a place for bargains otherwise goods that have been marked down in price. Considerable skill is usually required to run a bargain counter to the best advantage in localities where competition is brisk, and rival dealers are enterprising and ingenious, and proper attention must be paid to its management, but practice makes perfect, and any trouble to which the dealer may be put will be well rewarded by the results.

All kinds of goods may be placed upon the bargain counter, according to circumstances, such as notions and articles which are supplied by city wholesalers expressly for that purpose, slow-selling goods, damaged goods, and articles which have been bought at especially low rates in large quantities, in fact everything that requires to be disposed of promptly. But when these are not available, articles that are sufficiently attractive to draw customers to the store should be used, or a variety may be offered, the best results usually following when the offerings are numerous and varied.

The dealer having decided to try the virtues of a bargain counter and selected the articles to be placed upon it, the question of location should receive careful consideration. The counter being intended principally as an advertisement, should be given a conspicuous place in the store, not hidden away where it would be difficult for intending customers to find it, but as near as possible to the entrance of the store, and the more room the better. A well managed and advertised bargain counter ought to draw a good many people, in well populated towns and cities, and unless they can be accommodated with sufficient space to move about in and examine the goods, the chances are that they will not visit the store a second time. A recent writer upon this subject says: "When properly and liberally used the bargain counter exerts a subtle and penetrating influence; it is a power that acts like a tonic, toning up and making vigorous the entire system. It tends to increase the number of customers, aisles thronged with ladies create a favorable impression, and convey the idea of the flourishing and prosperous condition of the business." It is obvious, therefore, that the position and space to be accorded the counter are questions of importance. The more the counter is advertised in the local newspapers the better the prospects of its success as an attraction for the public, hence the description of the goods to be offered, as well as their prices, should be

announced in the papers at regular intervals. It is not necessary to deceive the public in regard to the merits of the goods offered. Let them be genuine bargains, and the announcement that the prices have been reduced will be sufficient to attract buyers, without resorting to misrepresentation. If damaged goods are to be sold, the depreciation in value must not be concealed, otherwise considerable loss of trade may ensue. Square dealing is essential in the management of the bargain counter as in any other department of a business.—Merchant's Review.

DO YOU DO ALL FOR YOUR BUSINESS?

Some men who have been in business for a very long time get into a certain groove and they never try or make an effort to get out of it. These are generally those of a class who believe that their business is not only satisfactory, but that it cannot be very much improved upon. There is, however, another class who are to some extent in the same condition, or rather frame of mind, but they belong to the ne'er-do-weels. Both of the above would under ordinary circumstances resent any advice given to them, and at the same time consider it a gross piece of interference with their own private affairs, but in doing so they unquestionably stand in their own light and must be conceded to be their own worst enemy. Egotism and impotence have many things in common, and our observation has led us to regard both as an enemy to success.

It is the bright man who is willing and able at all times to take advantage of any suggestion that may be made to him, who by far nowadays stands the best chance of success. It is very unfortunate for people to get an idea into their heads that their business is perfect and that it cannot well be improved upon. We have seen many a business man which if it was pushed to its legitimate ends would really have extraordinary scope, but it has been dwarfed by neglect as well as by the idea that it could not well be improved. Some men, when their business is not just what they would desire, sit down and mope over it, and, Micawber-like, wait to see what will turn up. This is all very well as far as it goes, but it is not the way to get out of a hole or to make the most of your business. It is the man who is capable of spitting on his hands in the hour of adversity and makes a resolution to do certain things who will ultimately succeed. It is idle to suppose that a business cannot be improved. Indeed, it would be impossible to find a business in any part of the world which could not be improved management be bettered in some way or other. It is astonishing when you really view the situation to find how many there are in business who are perfectly satisfied with their lot, and who do not, year in and year out, make any strenu-

ous efforts to bring about any desirable improvement. It may appear strange to many of our readers that a man who owns a business should not show any disposition to improve it. But we could point to scores of stores in this city, and for that matter to many in other parts of the country, where improvement is never thought of and where the same old jog-trot methods of doing business have been in existence for a quarter of a century. They believe that their business has reached its perfection, while they are in some cases hardly able to meet their expenditures. Yet if these same men were to do all for their business that their business and their abilities could command, it would make a very different showing and would tell a very different story indeed.

Have you done all for your business that you possibly can? Have you seriously thought how it can be improved upon? The misfortune is that the bulk of the merchants do not seriously think in this line. They set out for themselves with a certain goal to reach, and when they have got there their ambition ceases. We have seen in many cases where the father has left a business to the son and the son has never made the least effort to improve upon what has been left to him. He has simply gone along in the old rut and been perfectly satisfied with a kind of mechanical conduct of the business. There is something about this method of transacting business that appears to be very attractive to the average merchant. He says the same thing, does the same thing, in the same way from the beginning to the end. There is no sparkling genius that brings itself out, but everything is allowed to go on just the same "as the old man left it." This is unquestionably a gigantic mistake. Indeed, it may be said in some cases to be nothing short of a criminal neglect.

We must repeat the query which heads this article—Do you do all for your business? Is there not some little detail which you neglect? Or is there not something that a little attention to would certainly develop the business in more ways than one? The fact is that even the very best merchant who believes in his innermost soul that he does not neglect any portion of his business really has his weak points. It is well for those who know that they have weak points and can guard against them. If your business is worth doing at all, it is unquestionably worth doing well, and it is just as easy, nay in the long run far better, to do it well than to do it badly. There is much more satisfaction in it, there is less trouble, there is greater profit, and there is infinitely more comfort.—National Grocer.

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

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

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

SPECIALTY.

- Stone Ground Flour -

No Frozen Wheat used.

Meals and Feed of all kinds.

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SPOOL SILKS & TWISTS,

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

CORTICELLI SILK CO.,

ST. JOHNS, P. Q.

Dyspepsia and Bronchitis Cured.



Suffered for three years with dyspepsia and bronchitis, tried several remedies prescribed by the most expert physicians without benefit; was induced to try ST. LEON MINERAL WATER. I used the same freely as directed for a few months, as I found this water the first remedy to relieve me from above complaints. I recommend ST. LEON with the greatest pleasure.

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FLOUR, FEED AND PRODUCE MERCHANTS.

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

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BRANDON ROLLER MILLS,

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— MANUFACTURERS OF —

Hungarian, Patent, Strong Bakers

-- FLOUR --

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

Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y,
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Dominion Mills,

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HEADQUARTERS FOR

OATMEAL

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

Write for Samples and Prices.

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Roller Millers.

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Manufactured "Hulgarian" System.

Our brands are

Classic,
Anchor,
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Strong Bakers.

Heavy dealers in

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

Quotations by wire.

Address, **STRATFORD, ONT.**

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OATMEAL

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D. R. ROSS, - EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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



FLOUR High Patents, Bakers and Low Grades.

Split Peas, Pot Barley and Corn Meal.

Feed of all kinds.

E. D. TILLSON, TILSONBURG, ONT.





President Barron of the Retail Grocers' Association had a very sharp spell of illness last week.

It is reported that Robertson & Son, wholesale grocers, Kingston, have withdrawn from the Guild.

James Brick, of Kingston, has left for Montreal, where he has accepted a position with a wholesale grocery firm.

Sloan & Crowther will move into the building recently vacated by Eby, Blain & Co., corner Front and Scott streets.

Mr. Wm. McGill, has bought out Mr. Moderwell, St. Catherines. Mr. McGill will take charge of the store this week.

Messrs. Whitely & Edwards, of Goderich, have shipped to London, Eng., 6,000 barrels of apples. Mr. Whitely will also take the voyage.

The owners of the Jacobs sugar factory, one of the oldest establishments of the kind in Prussia, have made application for an extension of credit.

Mr. George Walker has purchased the grocery business of Mr. Robert Berry, Main street, Deseronto, Ont., and has already entered upon possession.

Mr. W. C. Foster, who has been book-keeper with Hitchcock Mosher, Cockburn Island, has purchased an interest in the firm of Glanville Bros., Thessalon.

James Medland, who for the past year or so ran a store for Laing & Co., at Cornwall, Ont., left for Smith's Falls, to conduct a store in the interest of that firm.

Mr. Boomer, of Warren Bros. & Boomer, has been laid up for the past two weeks. He is now on the mend and is expected to be down to business in a day or two.

At the last meeting of the Halifax Grocers' Association the question of early closing was considered, and a campaign in behalf of that movement has been begun.

Mr. A. J. Denny, late of the City Mills, has opened a flour and feed store, at 656 Dundas street east, London, to be known as the "White Cloud" flour and feed store.

Mr. T. J. Foster, Richard's Landing, has been here making his winter purchases for shipment before the close of navigation. He paid a visit to the Board of Trade.

Mr. C. E. Armstrong has opened out in the store on the corner of Buell and George streets, Brockville, Ont., with a new and fresh stock of everything usually found in a well appointed grocery.

Messrs. Robert Vickery and J. O. Clark, of Boston; F. C. Park and A. S. Ewing, of Montreal, and Alexander Jardine, of To-

ronto, are applying for incorporation as the Clark Coffee Company. The capital stock is to be \$50,000.

J. R. Hambridge shipped 100 cases of eggs to Liverpool from Aylmer the other day.

The tea and coffee stock, amounting to \$910, of the Jackson Tea Company, was sold to J. W. Broderick, of London, for 53 1-2 cents on the dollar, by W. Y. Brunton, on Friday.

Peanuts have been grown at Bullock's Corners, Ont., this year by W. J. Morden, and sold at the Hamilton market. The appearance and taste are the same as the tropical fruit.

Two of Montreal's most genial wholesale grocers, Mr. C. P. Hebert, of Hudon, Hebert & Cie., President Dominion Wholesale Grocers' Guild, and Mr. L. E. Geoffrion, of Chaput, Fils & Cie., were in the city Tuesday last.

For the past two years the seed trade has been cutting prices to competition until, with one or two exceptions, all the firms lost money. A recent meeting resulted in an agreement and a uniform price, so that all firms will sell at an equal footing.

The Toronto Biscuit and Confectionery Co., this week shipped large orders to British Columbia and Halifax, N. S. This is certainly doing business from the Atlantic to the Pacific Ocean. Toronto maintains its reputation of being the distributing centre for Canada.

Mr. Wm. Richardson shipped, this week, two car loads of eggs, from Walkerton, their destination being to the old country. A car contains 12,000 dozen. The egg season is practically over now and Mr. Richardson is about to take, or has already taken his rigs off the road.

The West Oxford cheese factory has undertaken to manufacture an enormous cheese in 1892, to weigh 15,000 pounds (7 1-2 tons) for the World's Fair at Chicago; 225,000 pounds of milk will be required to produce the curd in the manufacture of this cheese, and will require the milk from 11,250 average cows for two milkings.

The other morning a watchman near Bonner's fruit store, 790 Dorchester street, Montreal, saw a man coming out of the store with something in his hands. Instead of stopping he ran away, at the same time dropping when called a pair of scales on the sidewalk. On going to the store and lighting up the watchman found that the door had been wrenched open, and the stock was in the worst mixed up condition possible, nuts, peaches, grapes, oranges and all kinds of fruits had been taken from baskets, bags and boxes and dumped one on top of the other, the whole being topped with some of the choicest candy in stock.

The Hamilton Retail Grocers' Association have been discussing an early closing hour, but without arriving yet at the adoption of

one. The following members were appointed to canvass the retail grocers and report: James Main, Richard Roe, W. J. McFadden, Richard Raycroft, A. Hayes, E. Winniffrith, C. Holt, E. McCoy, John Ronar, John Eustice, A. Ballantine, D. Sullivan, C. Bremner, D. Carroll, J. Horning, W. B. Ballantine, James H. Bolligan, G. Hunt, D. Henry, W. Dodman, O. H. Morris, Geo. Smith, J. Duff, H. McAllister, M. Marlatt, J. Kavanagh, C. H. Peebles, J. O. Carpenter and T. Hazel. They will also try and bring as many into the association as possible. The following motion was also passed:—That the association request all the wholesale houses in the city to discontinue the practice of selling to consumers.

The leading representative of the molasses industry in New York is the house of Messrs. N. W. Taussig & Co., located at Nos. 379, 381 and 383 Washington Street, with a sales office at No. 124 Front Street. This reliable and responsible house was established in 1886, by Messrs. Wm. Taussig & Sons, in Jersey City, and was removed to that city in 1871. The present firm, consisting of Messrs. N. W. and Felix Taussig, sons of Wm. Taussig succeeded in 1884, and have built up an immense and influential trade throughout the entire United States. The building occupied is a substantial five-story structure, 80 x 60 feet in dimensions, and unsurpassed facilities are possessed for conducting all operations under the most favorable auspices and upon the largest scale. The firm turn out when busy seven hundred barrels of molasses per day. Their supplies come from New Orleans and from Porto Rico, Trinidad, Cuba, Barbadoes, Antigua and some of the smaller islands in the West Indies, and the utmost pains and care exercised in the selection and grading of the same. The firm carry a stock for supplying the wholesale grocery trade in Boston, Baltimore, Chicago, Portland and Bangor, Me., and the exigencies of the business require the services of forty men. The largest orders are filled with promptness and care, and inducements are constantly offered to the trade as regards both reliability of goods and the liberality of terms and prices which challenge comparison and defy successful competition. The Messrs. Taussig are natives of District of Columbia, residents of Jersey City, and young men of large business experience, thorough enterprise and sterling personal worth, who are worthy of every confidence and the largest measure of success. Mr. Felix Taussig was in town a few days ago.



"CAIRN'S" HOME MADE MARMALADE.

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

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

BLAIKLOCK BROS.,

General Agents for Canada.

MONTREAL

TORONTO AGENTS:

WRIGHT & COPP,

40 Wellington St. East, Toronto.

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

- FLATS -

In stock fresh "Clover Leaf" Salmon and "Clover Leaf" Lobsters, in flat tins, containing the finest parts of the fish.
 Be particular to look for the word "CLOVER LEAF" on every label.

Sloan & Crowther
 WHOLESALE GROCERS,
 59, 61 and 63 Front St. E.,
TORONTO.

STUART, HARVEY & CO.

IMPORTERS AND
WHOLESALE GROCERS

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

NOW IN STORE:

- New Muscatels,
- " London Layers,
- " Connoisseur Clusters,
- " Valencia Shelled Almonds,
- " Sultanas.

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To the Trade.

NEW ARRIVAL OF
 NEW SULTANA RAISINS.
 NEW LONDON LAYER RAISINS.
 NEW IMPERIAL CABINET do
 NEW CONNOISSEUR CLUSTER RAISINS.
 NEW CURRANTS IN BARRELS.
 NEW CURRANTS IN 1/2 BARRELS.

Write for quotations. Specialty of Sugars.

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 WHOLESALE GROCERS,
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WARREN BROS. & BOOMER,
 35 and 37 Front St. East,
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ESTABLISHED 1846.

Wholesale Grocers and Importers of

TEAS,
SUGARS,
COFFEES,
TOBACCOS.

95 & 97 Dundas St., London, Ont.

BALFOUR & CO.,
 IMPORTERS OF TEAS

—AND—
WHOLESALE GROCERS,
HAMILTON.

WESTERN ONTARIO AGENTS FOR

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

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

JUST ARRIVED !

Consignment finest Mocha Coffee.

Write for Samples and Quotations.

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

Thos. KINNEAR & Co

Wholesale Grocers and Importers of

TEAS,
SUGARS,
COFFEES,

AGENTS FOR

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

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

47 Front St. E., - TORONTO.

CEYLON TEAS.

THE CELEBRATED



is packed expressly for

J. W. LANG & CO.,
 Wholesale Grocers, Toronto.

NEW FRUITS.

(IN STORE)

CURRANTS--
 VOSTIZZA,
 "CRESCENT"
 FINE PROVINCIAL,
 (In cases, barrels and 1/4 barrels.)

RAISINS--
 VALENCIA, C. Morand brand.
 Selected and finest Off Stalk.
 Black Basket Malaga.

FIGS--
 Fine to Choicest Eleme in 1 lb., 10 lb. and 20 lb. boxes.

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

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HUGH BLAIN.

New Tarragona Soft Shell
ALMONDS

—ALSO—

New Valencia Shelled Almonds.

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 Accountant, Auditor, Etc.
 EXPERT AUDITING, BUSINESS INVESTIGATIONS and GENERAL ACCOUNTING A SPECIALTY.
 Accounts Adjusted, Books Opened, or Audited. Books written up. Trial Balances and Balance Sheets Prepared.
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TORONTO SALT WORKS,
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 Sole City Agents for the "Canada Salt Association"
 Dealers in all kinds of Table, Dairy, Meat Curing, Barrel and Land Salts.
 The "Acme" Table Salt (new process) will not get damp or hard.
 Two Silver Medals, at Industrial Exhibition, Toronto, 1890, for our "Acme" Table Salt and our "Star Brand" Dairy Salt.

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COUGH DROPS.

Every retailer should have them at this season of the year. Watson's Cough Drops are the best in the world for the throat and chest; for the voice unequalled. "R. & T. W." stamped on each drop. Write R. & T. WATSON, TORONTO, for Prices, etc.

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M. LEFEBVRE & CO. Established 1849.
GOLD, SILVER
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BRONZE MEDALS
 20 1st prizes.
MICHEL LEFEBVRE & CO'Y
 Manufacturers of
Lion--L--Brand
 Pure Vinegars, Mixed Pickles, Jellies, Jams, Preserves.
 Montreal, P.Q.



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

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

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

Send for Price List of our various brands of chewing gum.
C. T. HEISEL,
 36-38 Lombard St. TORONTO.



HOW'S THIS FOR BIZ. :

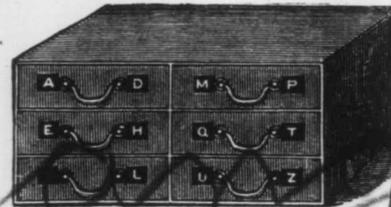
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 GROCERS send for sample and press opinions, of the fastest selling article of the day, BIG SELLER, BIG PROFIT.
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PURE CONFECTIONERY, FINEST BISCUITS.
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AGE CABINETS.

Strong, Handsome and Useful.

These Cabinets will be found most useful for Business Literary Men and others who require a handy receptacle for papers in daily use. As will be seen by cut they are lettered on each Drawer and inside have clip and filing index.



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"The Goods are right."
 --PUBLIC OPINION.
ST. LAWRENCE CORN STARCH } For Cooking.
ST. LAWRENCE IVORY GLOSS } For the Laundry.



Always Reliable !!!

The secret of the great popularity which "BARM" Yeast enjoys is that it can be depended upon,

Always reliable.
Never Fails.
Successful every time.

Consequently it pays every one to handle "BARM" Yeast.

TRY IT !!!

BARM YEAST MFG. CO.,

TELEPHONE 1920.

35 Wellington St. E., Toronto.

ALL GROCERS SHOULD SELL
THE

Empire Baking Powder.

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

PICKLING VINEGAR.



T. A. LYTLE & CO.,
Bonded Manufacturers,
124-128 RICHMOND ST. W.,
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P. DOTY & SON,

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MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

Oakville, Ont.



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

JAMS and JELLIES
IN GLASS AND PAILS.
Wholesale Only.

The British Columbia Fruit Canning and
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VANCOUVER, B.C.

Importers and Manufacturers of

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

Chivers' Carpet Soap

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

Chivers' Disinfectant Cloth Soap

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

J. H. WALKER,
Alma, Ont.

TO THE TRADE

—IN—

Canned Goods.

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

Faithfully yours,

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

A. HAAZ & CO.,

Bonded Manufacturers of

Honey Dew, White Wine, Malt and Cider
VINEGARS.

74 Bagot Street, Kingston, Ont.

BREADMAKERS' YEAST.



BREAD made of this Yeast took 132 First Prizes at Ontario Fall Shows
Over 10,000 ladies have written to say that it surpasses any yeast ever used by them.
It makes the lightest, whitest, sweetest bread, rolls, buns and buckwheat pancakes.
BAKERS in nearly every town in Canada are using it.
PRICE FIVE CENTS.



*We are children who cheerfully join in the chorus
When Breadmaker's Yeast is the subject before us—
Mamma tried all the rest,
So she knows it's the best.
'Cause her bread is the whitest, her buns are the
And we eat all the pancakes she dare set before us.*

THE BREADMAKER'S YEAST.





SALES MADE OR PENDING.

The general store stock of R. D. Beals, Nictaux, N. S., is sold.

Joseph Symmington, Brandon, Man., has sold out to J. W. Wallace.

The crockery stock in the estate of Mrs. E. M. Crawford, Toronto, is sold.

I. Lawlor & Son, hardware and grocery dealers, Dartmouth, N. S., have been succeeded by Samuel Thomson.

J. W. Schurman, general merchant and lumber dealer, River Philip, N. S., advertises his business for sale by tender.

PARTNERSHIPS FORMED AND DISSOLVED.

Heckert Bros., general merchants, Commercial Cross, P.E.I., have dissolved.

Lovitt & Lovitt, Yarmouth, N. S., have registered a co-partnership as wholesale grocers.

REMOVALS AND DEATHS.

Geo. Capps, grocer, Toronto, is dead.

Hugh Fraser, grocer, Amhurst, N. S., has removed to Oxford.

John Mahoney, general merchant, Guysboro, N. S., is dead.

R. Crittenden, general merchant, Lakelet, Ont., has removed to Belmore.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Napoleon Morin, grocer, Montreal, has assigned.

G. Chartier, general merchant, St. Benoit Que., has assigned.

L. P. Methot, general merchant, Fraserville, Que., has assigned.

James Methot, general merchant, Grand River, Que., has assigned.

A. Blondeau, general merchant, Black Lake, Que., has assigned.

Andrew Gillis, general merchant, Port Milgrave, N.S., has assigned.

C. J. Thomas, grocer, Toronto, has assigned to John Ferguson, Toronto.

F. X. St. Pierre, general merchant, Lyster Station, Que., has assigned.

Gilbert Doucett, grocer and dry goods dealer, Jacquet River, N.B., has assigned.

Clare Bros., general merchants, Lamash, Ont., have assigned to H. H. Miller, Hanover.

S. S. Young, wholesale grocer, Trenton, Ont., has assigned to John Taylor, Belleville.

A HANDY CATALOGUE.

The new Catalogue of The Copp, Clark Co., Limited, is a well-filled volume of information of the description that is needed to facilitate trade between that house and its army of customers. The convenient arrangement of its matter and the fulness of its entries show that one of the objects aimed at in its compilation was to make the book of service to the retailer. Nothing could come closer to the elimination of distance between wholesaler and retailer than the Catalogue does. A detailed index at the back enables the intending buyer to make ready reference to whatever his stock wants suggest the purchase of. He can then come to town with a certain amount of information noted as a basis of business. The Catalogue, being an exhaustive one, is of course too lengthy for reference to be made even to its general heads. There is an almost endless variety of blank book and stationery lines, classified, described and priced. Office supplies take up another big tract of space with like notes and abundant illustration. School findings are exemplified in manifold forms, and a large mass of miscellaneous matter closes the book. All retailers should be supplied with a copy, as it possesses the sort of information to fore-arm the buyer with.

THE GREATEST WINDOW attractions ever issued for the Holiday season. An original creation, including a number of new and novel designs for window displays and store decorations, adapted to any line of business, with illustrations and diagrams. Price, 90¢, paid 75¢. Send for a copy to

HARRY HARMAN,
Originator of novelties in window dressing and decorating,
P. O. Box 113, LOUISVILLE, KY.

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

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

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

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

The neglect to look after minute details in the factory is a source of great loss to many producers.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

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

"There are geniuses in trade, as well as in war, or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

BUSINESS CHANCE.

NEW HONEY. COMB OR EXTRACTED—We can supply the trade. Write for prices. GOOLD & CO., Brantford, Ont. 46

STEEL, HAYTER & CO.,
Importers of

INDIAN TEAS

Direct from their estates in Assam.

New Season's Teas are now arriving.

PROPRIETORS OF THE WELL-KNOWN

"MONSOON" BRAND.

Samples and Quotations on application.

11 & 13 Front St. E. Toronto.

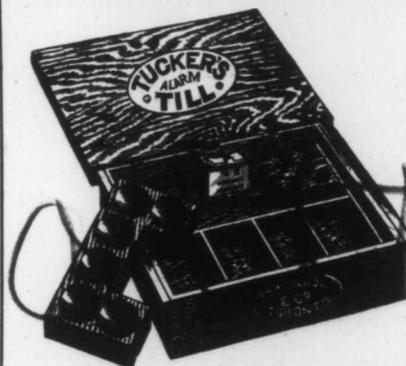
Calcutta and London Firm: Octavius Steel & Co
Telephone 2354.

ALL GROCERS SHOULD SELL
THE

EMPIRE
BAKING
POWDER.

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

COMBINATION ALARM TILL.



The most Improved Till made.
It can be set to 32 different combinations. Price, \$2.50.

GEO. SPARROW & CO.,
33 Colborne St., Toronto, Ont.



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

Reader Prices Current

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is what



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WHAT IT REPRESENTS :

One pound of JOHNSTON'S FLUID BEEF contains as much real nutrition as **FOURTEEN AND A QUARTER POUNDS** of Prime Beef-Steak.

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

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The St. Lawrence Sugar Ref'g Co., Montreal.
The British America Starch Co., Brantford.

DURABLE PAILS AND TUBS.



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THEM

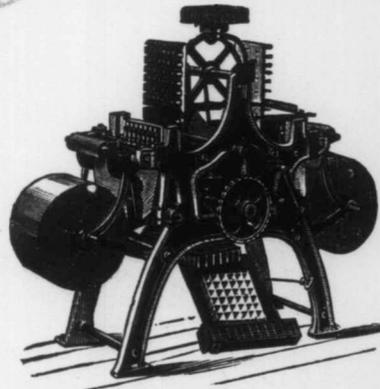
The Wm. CANE & SONS MANUFACTURING Co
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The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. **BEST GOODS MADE.**

Represented by
Chas. Boeckh & Sons, Toronto,
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Sole Manufacturers of Machine Made Egg Case Fillers. (Straw Board.)



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

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MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

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

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

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IN PACKAGES AND IN ROLLS. PERFORATED AND PLAIN.

Made from very Choicest, Purest Stock.

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IMPERIAL,	4½ x 6½	1000 sheets.
ROYAL,	4½ x 6½	Special
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PERFORATED AND PLAIN ROLLS

STANDARD,	HOTEL,
FACTORY,	ATLANTIC.

SPECIAL BRANDS AND WRAPPERS PUT UP TO ORDER. ENCOURAGE CANADIAN MANUFACTURE.

We are sole owners in Canada of all the Patents and Rights of The Albany P. W. Paper Co.

Prices Attractive and Discounts Liberal.

THE E. B. EDDY CO., - HULL, CANADA.

Prices Current, Continued—

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

CHEWING GUM.

ADAMS & SONS.

To Retailers.	
Tutti Frutti, 36 5c bars	\$1 20
Bo-Kay (new)	150 pieces 1 00
Sappota,	150 " 1 00
Magic Trick,	115 " 0 75
Red Rose,	115 pieces 0 75
Sweet Fern,	230 " 0 75
Puzzle Gum	115 " 0 75
Coolah	115 " 0 75
Monte Cristo, new	180 " 1 30

C. T. HEISEL.

To retailers per box	
Red Jacket,	115 pieces 0 75
Royal Fruit,	36 5c. pkgs. 1 20
Digestive,	120 pieces 0 80
Large Heart	150 " 1 00
Globe Picture	150 " 1 00

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S.	
Chocolate—Per lb.	
French, 1/4's, 6 and 12 lbs.	0 30
Caracas, 1/4's, 6 and 12 lbs.	0 35
Premium, 1/4's, 6 and 12 lbs.	0 30
Sante, 1/4's, 6 and 12 lbs.	0 26
Diamond, 1/4's, 6 and 12 lbs.	0 24
Sticks, gross boxes, each	1 00
Cocoa, Homeopat'c, 1/4's, 8 & 14 lbs	30
" Pearl	25
" London Pearl 12 & 18 "	32
" Rock	30
" Bulk, in bxs.	18

BENSOPOR'S ROYAL DUTCH COCOA.	
1/4 lb. cans, per doz.	\$2 40
1/2 " " "	4 50
1 " " "	8 50

JOHN P. MOTT & CO'S.

R. S. McIndoe, Agent, Toronto.)
Mott's Broma.....per lb \$0 30
Mott's Prepared Cocoa..... 28
Mott's Homeopat'c Cocoa (1/4s) 32
Mott's Breakfast Cocoa..... 35
Mott's Breakf. Cocoa (in tins) 40
Mott's No. 1 Chocolate..... 30
Mott's Breakfast Chocolate... 28
Mott's Caracas Chocolate..... 22
Mott's Diamond Chocolate... 22
Mott's French-Can Chocolate 26
Mott's Navy or Cooking Choc. 26
Mott's Cocoa Nibs..... 30
Mott's Cocoa Shells..... 5
Mott's Vanilla Chocolate stick 22 & 24
Mott's Confec Chocolate..... 23c-40
Mott's Sweet Choc. Liguors 21c-30

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	
Hygienic, 1/4, 1 lb. boxes	70, 75
Iceland Moss 1/4 lb in 12 lb boxes	35
Soluble (bulk) 15 & 30 lb bxs	18, 20
Soluble (tins) 6 lb and 12 lb.	20
Cocoa Nibs, any quantity	30, 35
Cocoa Shells, any quantity	05
Cocoa Essence..... per doz	1 40

CHOCOLATES—

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

WALTER, BAKER & CO'S

Chocolate—	
Prem'um No. 1, bxs. 12 & 25 lbs each	40
Baker's Vanilla in bxs 12 lbs each	52
Caracas Sweet bxs 6 lbs each, 12 bxs in case.....	53

Eagle, sweet & spiced, bxs 12 lbs each 33
Vanilla Tablets, 416 in box, 24 bxs in case, per box 65
Spanish Tablets, 100 in box, 12 bxs in case..... 3 00

German Sweet Chocolate—

Grocers' Style, in cases 12 boxes, 12 lbs each	25
Grocers' Style, in cases 24 boxes, 6 lbs each	25
48 Fingers to the lb., in cases 12 bxs 12 lbs each	25
48 Fingers to the lb., in cases 24 bxs 6 lbs each	25
Cocoa—	
Pure Prepared boxes, 12 lbs each	40
Cracked, boxes, 20 lbs each, 1 lb and assorted papers.....	32
Cracked, in bxs, 12 lbs., each, 1/2 lb papers	32
Cracked, in bags, 6, 10 & 25 lbs each	32
Cocoa and shells, 12s and 25s.....	30
Breakfast Cocoa—	
In bxs, 6 & 12 lbs., each, 1 lb. tins	45
In boxes, 12 lbs., each, 1 lb. tins, decorated canisters.....	45
Broma—	
In boxes, 12 lbs., each, 1 lb. tins.....	40
GIBSON & GIBSON'S per lb	
Sydney Gibson's Cocoa, 1/4s	0 30
Dr. Clarke's Cocoa, 1/4s and 1/2s, tins	0 45
Soluble Cocoa bulk in boxes.....	0 18
Prepared do	0 22
Sydney Gibson's Chocolate, 1/4s, and 1/2s	0 30
Gibson's Rock do 1/4s	0 28
Dr. Clarke's do 1/4s	0 30

Confectioners' Pure Chocolate

10 lb. blocks..... 1 00

Vanilla choc. sticks, per gross..... 1 00

Gibson's Icina, 1/2 doz. in case. 1 25

Gibson's Icina, 1 lb 2 " 2 25

Packed chocolate, white and pink assorted, or if required, any kind separate.

COFFEE.

GREEN c. per lb	
Mocha.....	30, 35
Old Government Java.....	27, 32
Bio.....	19, 24
Plantation Ceylon.....	29, 31
Porto Rico.....	24, 28
Guatemala.....	24, 26
Jamaica.....	22, 23
Maracaibo.....	24, 28

WHOLE ROASTED OR PURE GROUND.

ELLIS & KEIGHLEY'S.

c. per lb	
Java.....	33, 34
Java and Mocha.....	34, 36
Plantation Ceylon.....	35
Arabian Mocha.....	37
Santos.....	28, 28
English Breakfast.....	16, 24
Royal Dandelion in 1 lb tins.....	26
TODHUNTER, MITCHELL & CO'S	
Excelsior Blend.....	33
Our Own.....	31
Laguays.....	29
Mocha and Java.....	32, 33
Java, Standard.....	32
" Old Government.....	30, 32
Arabian Mocha.....	36
Santos.....	28
J. W. COWAN & CO.	
Standard Java in sealed tins, 25 and 50 lbs.....	36
Standard Imperial in sealed tins, 25 and 50 lbs.....	32
Standard Blend in sealed tins, 25 and 50 lbs.....	33
Ground, in tins, 5, 10, 15 and 25 lbs.....	20, 30
Say's Parisien, in 1/2 and 1 lb tins	30

EXTRACTS.

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

FIRE LIGHTER.

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

FLUID BEEF.

JOHNSTON'S, MONTREAL.

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

FRUITS.

FOREIGN. c. per lb.

Currants, Provincial, bbls.....	5 1/2, 6 1/2
" " " " 1/2 bbls	6, 6 1/2
" " " " cases	6 1/2, 7
Filiatras, bbls.....	6 1/2, 6 3/4
" " " " 1/2 bbls	6 3/4, 6 3/4
" " " " cases	6 3/4, 6 3/4
Patras, bbls.....	6 3/4, 7
" " " " 1/2 bbls	7, 7 3/4
" " " " cases	7 1/2, 7 3/4
Vostizas, cases.....	7 1/2, 9 1/2
" " " " 1/2 cases	8 1/2, 10
5-crown Excelsior (cases).....	9 1/2, 10
Dates, Persian, boxes.....	9 1/2, 9 3/4
Figs, Elames, 14 oz., per box	5 1/2
" 10 lb boxes	5 12
" 20-lb "	15 16
" Seven-Crown.....	16 1/2 17
Prunes, Bosnia, bags.....	" "
" " " " cases.....	5 1/2 6 1/2
Raisins, Valencia, off stalk,	4 5
" New, off stalk.....	5 1/2 6 1/2
Selected.....	7 1/2 8
Layers.....	8 1/2
Raisins, Sultanas.....	9, 13
" Eleme.....	" "

DOMESTIC.

London layers.....	2 50 2 65
Loose muscatels.....	2 30 2 50
Imperial cabinets.....	2 90 3 00
Jonnoisseur clusters.....	3 75 3 80
Extra dessert.....	4 50 4 75
" qrs.	1 25 1 30
Royal clusters.....	6 00 6 25
Fancy Vega boxes.....	6 75 6 80
Black baskets.....	3 80 4 00
" qrs.....	1 25 1 30
Blue.....	4 50 4 60
Fine Dehesas.....	5 40 5 50
" qrs.....	1 80 1 90
Lemons, Malaga.....	8 00 8 50
" Maori.....	8 50
Oranges, Jamaicas.....	7 50
" Floridas.....	3 75 4 25

LICORICE.

YOUNG & SMYLLIE'S LIST.	
5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box	1 00 1 25
" Ringed" 5 lb boxes, per lb.	0 40
" Acme" Pellets, 5 lb cans, per can	2 00
" " Fancy boxes (30s)	
per box.....	1 50
" Acme" Pellets, Fancy paper boxes, per box (40s)	1 25
Tar Licorice and Tolu Wafers, 5 lb cans per can	2 00
Licorice Lozenges, 5 lb glass jars	1 75
" 5 lb cans.....	1 50
" Purity" Licorice, 200 sticks	1 45
" 100 " " "	0 72 1/2
Imitation Calabria, 5 lb bxs p lb	0 25

LARD.

"FAIRBANK'S" REFINED COMPOUND.
In Butter Tubs..... 0 08 1/2
Fancy "..... 0 04
3-hoop pails..... 0 09 0 09 1/2
60 lb. cases of 3 lb., 5 lb., and 10 lb. tins, per lb..... 0 10

MUSTARD.

ELLIS & KEIGHLEY'S. cts

Durham, Fine, in 1/2 and 1 lb tins	25
" " " " per lb	22
" Fine, in 1 lb jars.....	70
" Fine, in 4 lb jars.....	30
" Ex Sup., in bulk, per lb.	20
" Superior, in bulk, per lb	15
" Fine, " " "	15

COLMAN'S AND KEEN'S

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

NUTS.

per lb.	
Almonds, Ivica.....	14 15
" Tarragona.....	14 15
" Fornigetta.....	18 14
Almonds, Shelled Valencia	32 35
" " Jordan.....	40 45
" " Canary.....	28 30
Brazil.....	12 13
Cocoanuts, per 100.....	6 00
Filberts, Sicily.....	11
Filberts, Oblong.....	11 11 1/2
Peanuts, roasted.....	12 13
" green.....	9 10
Walnuts, Grenoble.....	15 16
" Bordeaux.....	10, 11
" Naples, cases.....	12 13
" Marbots.....	12 13
" Chilis.....	12 13

PICKLES & SAUCES.

BRYANT, GIBSON & CO'S. TORONTO

PICKLES.	
John Bull, mixed, in bulk.....	\$0 45
" Chow Pic'le, in bulk	0 50
" Mixed & Chow Chow	1 90
" Mixed & Chow-Chow pts	2 15
" Mixed & Chow-Chow qts	3 40
" " " " 16 g.	1 90
Horse Radish, bottles, per doz	2 25

SAUCES.

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

LEA & PERRIN'S. per doz.

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

PRODUCE.

DAIRY. Per lb

Butter, creamery, rolls	\$0 27 \$0 29
" tub.....	0 25 0 26
" dairy, tubs, choice	0 17 0 19
" " " " medium	0 13 0 16
" low grades to com.	0 10 0 13

To the Grocers and Confectioners of Canada.

Although only in business since March our success has been such thro' your kindness that we feel we cannot let this opportunity pass without thanking you for your many favors to us the short time we have been running. We assure you it was no easy task to persuade many persons that our goods and prices were right and you no doubt did not always find it an easy task to get your customers to try a new brand such as ours. We have labored hard and spent considerable money to make our Biscuits and Confectionery what they now are—the very best. We assure you nothing will be left undone to keep them perfect so long as we are in the field. We truly try to please you all, and assure you that our aim will be to manufacture from the highest grades of the many articles used in our business. We wish it were possible to make the personal acquaintance of you all, but just now it is not possible for us to visit you all but extend to you a hearty invitation to call upon us when in Toronto. No one will be importuned to buy. We will let our goods, prices and style of doing business win your favors. Again thanking you for your support, we remain,

Yours truly,

The Toronto Biscuit and Confectionery Co.,
7 Front St., E.

GEO. W. BOOTH.
HENRY C. FORTIER.
CHARLES J. PETER.

Prices current, continued—

Butter, pound rolls.....	0 18	0 20
" large rolls.....	0 16	0 18
" store crocks.....	0 16	0 18
Cheese.....	0 09 1/2	0 10 1/4

COUNTRY

Eggs, fresh, per doz.....	0 18
" limes.....	0 15
Beans.....	1 50
Onions, per bbl.....	1 75
Potatoes, per bag.....	0 40
Hops, 1891 crop.....	0 13
" 1891.....	0 13
Honey, extracted.....	0 08
" section.....	0 12 1/2

PROVISIONS.

Bacon, long clear, p lb.....	0 08 1/2	0 08 3/4
Pork, mess, p. bbl.....	14 00	17 00
" short cut.....	16 00	17 00
Hams, smoked, per lb.....	0 11	0 12
" pickled.....	0 10 1/2	0 11 1/2
Bellies.....	0 10 1/2	0 11 1/2
Rolls.....	0 08 1/2	0 09
Backs.....	0 10 1/2	0 11
Lard, Canadian, per lb.....	0 10	0 10 1/4
Hogs.....	5 25	5 75
Tallow, refined, per lb.....	0 05	0 05 1/2
" rough.....	0 02	

RICE, ETC.

Rice, Aracan.....	3 1/2	4c
" Patna.....	4 1/2	5 1/2
" Japan.....	5 1/2	5 1/2
" extra Burmah.....	3 1/2	4
Grand Duke.....	6 1/2	7 1/2
Sago.....	4 1/2	5 1/2
Tapioca.....	5 1/2	5 1/2

SPICES.

GROUND.		Per lb.
Pepper, black, pure.....	\$0 12 1/2	\$0 15
" fine to superior.....	10	15
" 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.....	30	35
Nutmegs.....	75	120
Mace.....	1 00	1 25
Mixed Spice, choice to pure.....	30	35
Cream of Tartar, fine to pure.....	25	37

STARCH.

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

No. 1 White, 4 lb cartons.....	5 1/2c
Canada Laundry.....	6 1/2
Silver Gloss, crates.....	6 1/2
Satin, Starch 1 lb chromos.....	7 1/2
No 1 White, barrels & halves.....	4 1/2
Benson's Canada Prepared Corn.....	7 1/2
Canada Corn.....	6 1/2
Rice Starch, 1 lb.....	9

BRITISH AMERICA STARCH CO BRANTFORD.

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.....	6 1/2
Canada Laundry, Boxes.....	4 1/2
Pure Prepared corn.....	7 1/2
Challenge Corn.....	6 1/2
Rice Starch, fancy cartons.....	9
" cubes.....	7 1/2

KINGSFORD'S OSWEGO STARCH.

Pure Starch.....	8
40-lb boxes, 1, 2, and 4 lb. pack'g's.....	8
36-lb boxes, 3 lb. packages.....	8 1/2
12-lb.....	8 1/2
38 to 45-lb boxes.....	8
Silver Gloss Starch—	
40-lb 1, 2 and 4 lb packages.....	9
40-lb " 1 lb package.....	9 1/2
40-lb ".....	10
40-lb " assorted 1/2 and 1 lbs.....	9 1/2
6-lb " sliding covers.....	9 1/2
38 to 45 lb boxes.....	9
Oswego Corn Starch—for Puddings, Custards, etc.—	
40 lb boxes, 1 lb packages.....	8 1/2
20.....	8

ST. LAWRENCE STARCH CO'S

Culinary Starches—	
St. Lawrence corn starch.....	7 1/2
Durham corn starch.....	6 1/2
Laundry Starches—	
No. 1, White, 4 lb. Cartons.....	5 1/2
" Bbls.....	4 1/2
" Kegs.....	4 1/2
Canada Laundry.....	4 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.....	7 1/2

SUGAR. c. per lb

Granulated, 15 bbls or over.....	4 1/2
" less than 15 bbls.....	5

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

SYRUPS AND MOLASSES.

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

TOBACCO AND CIGARS.

British Consols, 4's; bright twist, 5's; Twin Gold Bar, 8's.....	67c
Ingots, rough and ready, 7's.....	64
Laurel, 3's.....	57
Brier, 7's.....	55
Index, 7's.....	50
Honey-suckle, 7's.....	58
Napoleon, 8's.....	54
Royal Arms, 12's.....	55
Victoria, 12's.....	53
Brunette and Lovely, 12's.....	50 1/2
Prince of Wales, in caddies.....	51 1/2
" in 75 lb boxes.....	51
Bright Smoking Plug Myrtle, T & B, 3's.....	60
Lily, 7's.....	55
Diamond Solace, 12's.....	50
Myrtle Cut Smoking, 1 lb tins.....	70
1 lb pg, 6 lb boxes.....	70
oz pg, 5 lb boxes.....	70

GLOBE TOBACCO COMPANY.

CUT SMOKING TOBACCO.

The Old Flag, 1/2 lb. in 5 lb. boxes.....	70c
" " " 1 lb. Fancy Tins.....	70c
" " " 1/2 " " ".....	41c

Gold Flake, 1-5, 6 lb boxes.....	79c
" " 1, 5.....	70c
" " 1-10, 5.....	80c
" " 1 fancy tins.....	70c
" " 1 " glass jars.....	41c
" " 1 " ".....	77c
Hand Made 1-5, 6 lb boxes.....	65c
" " 6.....	68c
" " 1 fancy tins.....	68c
" " 1 " glass jars.....	49c
" " 1 " ".....	75c

GRANULATED SMOKING TOBACCO.

Uncle Tom, 1-5, 6 lb boxes.....	45c
" " 1-10, 6 lb.....	45c
LONG CUT SMOKING TOBACCO.	
Wig Wag, 1/2, 6 lb boxes.....	41c
" " 1-5, 6 lb.....	43c
" " 1-10, 6 lb.....	45c

FINE CUT CHEWING TOBACCO.

Golden Thread, 5 & 10 lb balls.....	95c
Globe.....	90c
Victoria.....	75c
High Court.....	70c
Jersey Lilly.....	65c
Golden Thread, 1-16 " Foil in 1/2 gro. boxes, per gross.....	9 05
Solace " 1-16 " Foil in 1/2 gro. boxes, per gross.....	6 05

CIGARS—S. DAVIS & SONS, MONTREAL.

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

Cigarettes, all Tobacco—

Cable.....	7 00
El Padre.....	11 00
Mauricio.....	15 00

DOMINION CUT TOBACCO WORKS, MONTREAL.

CIGARETTES. Per M.

Athlete.....	\$7 50
Puritan.....	8 25
Sultana.....	5 75

KINGSFORD'S

OSWEGO

STARCH



PURE AND SILVER GLOSS CORN STARCH

FOR THE LAUNDRY | FOR THE TABLE

THE STANDARD OF EXCELLENCE ABSOLUTELY PURE

FOR SALE BY ALL LEADING JOBBERS IN CANADA

T. KINGSFORD & SON,

OSWEGO, N.Y.



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.
"ACME" LICORICE PELLETS, In 5-pound Tin Cans.

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

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

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

Manufactured
Exclusively by

YOUNG & SMYLIE,

BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices current, continued—

Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
CUT TOBACCOES. per lb	
Puritan, tenths, 5 lb. boxes	74
Old Chum, ninths, 5 lb. box	71
Old Virgin, 1-10 lbpkg., 10 lbx	62
Gold Block, ninths, 5 lb boxes	73
CIGARETTE TOBACCO.	
B. C. N. 1, 1-10, 5 lb boxes	83
Paritan, 1-10, 5 lb boxes	85
Athlete, per lb.	1 15
Hyde Park	10 50

SOAP.

Ivory Bar, 1 lb. bars	per lb 5 1/2
Do. 2, 6-16 and 3 lb bars	" 5 1/2
Primrose, 1/4 lb. bars, wax W	" 4 1/2
John A. cake, wax W. per doz	42
Mayflower, cake	42
Gem, 3 lb bars per lb.	3 50
" 13 oz. 1 and 2 lb. bars	3 1/2
Queen's Laundry, per bar	5 1/2
Pride of Kitchen, per box	2 75
Sapallo, 1 gross boxes	3 25
" per gross, net cash	12 00

TAYLOR, SCOTT & CO.

Baby's Own, 1 doz boxes	per doz 1 25
Our Boy	" 1 25
Sea Foam	" 75
London Bouquet	" 60
Oatmeal	" 60
Paris Assorted	" 0 75
Albert Oatmeal bar, 3 doz. boxes	0 75
" White Castile bar, 3 doz. boxes	0 75
Fatherland, 1 doz boxes, p. gro.	5 00
MORSE'S SOAPS. Per lb	
Mikado (wrapped)	0 04
Eclipse	0 04
Stanley Bar	0 04
Defiance	0 04
Toronto, 12 oz.	Per doz 0 50
Ruby, 10 oz.	" 0 30
Monster, 8 oz.	" 0 24
Detroit, 14 oz.	" 0 48
Lily White	" 0 90
Everyday	" 0 80
Queen City, 14 oz.	" 0 72

Mottled in 5 box lots, 100 bars	5 00
" " 60 bars	3 00
Floater (boxes free)	6 50
Electric	2 75
Hard Water Electric	2 50
Royal Laundry	3 25
Octagon	4 00

Royal Magnum	Per doz 0 25
" 25 doz per box	0 20
Anchor, Assorted	0 10
" Castile	0 10
Morse's Assorted	0 45
" Windsor	0 45
" Castile	0 45
Bouquet, paper and wood	0 80
Prize Magnum, White Castile	0 72
" " Honey	0 72
" " Glycerine	0 72
" " Oatmeal	0 72

" " Honeysuckle	Per box 0 72
Sweet Briar	0 85
Extra Perfume	0 55
Old Brown Windsor Squares	0 30
White Lavender	1 00
Per doz	
White Castile Bars	0 85
White Oatmeal	0 85
Persian Bouquet, paper	2 50
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood	0 40

Heliotrope, paper	1 50
Carnation	0 60
Rose Bouquet	0 60
Cocoa Castile	0 40
Arcadian	0 45
New Arcadian, per gross	4 25
Ocean Bouquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 00
Magnolia	1 20
Oatmeal	0 85
Unscented Glycerine	0 90
Grey Oatmeal	0 60
Plain Honey	0 70
Plain Glycerine	0 70
Plain Windsor	0 70
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20

WOODEN WARE. per doz

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

Matches, 5 case lots. Single cases	
Parlor	1 70
Telephone	3 90
Telegraph	4 10
Safety	4 20
French	3 60
Railroad (10 gro. in case)	
Single case and under 5 cs.	\$1 00
5 cases and under 10 cases	3 90
Steamship (10 gro. in case)	
Single case and under 5 cs.	3 80
5 cases and under 10 cases	3 70

Mops and Handles, comb.	1 25
Butter tubs	\$1 60 \$3 20
Butter Bowls, crates ast'd	5 60

CLOTHES PINS.

5 gross, per box	0 75
4 gross, " "	0 85
6 gross, " "	1 20
CHAS. BECKH & SONS, per box	
5 gross, single & 10 box lots	0 75 0 80
Star, 4 doz. in package	0 85
" " 6 " "	1 25
" " 4 " cotton bags	0 90

INDURATED FIBRE WARE.

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



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

DURABLE PAILS AND TUBS

WM. CANE & SONS, MANUFACTURING CO NEWMARKET.

Per doz.	
Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish.	3 25
No 1 tubs	9 50
No 2 " "	8 50
No 3 " "	7 50

YEAST.

BARM MFG. CO. per box

3 doz. 5c. packages, in boxes	1 00
3 doz. 10c.	1 95
1 1/2 " 10c. and 3 doz. 5c. packages in assorted boxes	2 00



BREADMAKER'S per box

5c packages, 36 in box	1 00
2c " 45 in box	0 50

"OUR NATIONAL FOODS."

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

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto	
10 dy. to 60 dy	2 20
8 dy. and 9 dy	2 65 2 70
4 dy. to 7 dy	2 90 2 95
3 dy. " " " " C.P.	3 95 4 00
3 dy. " " " " A.P.	3 45 3 50

HORSE NAILS:
"C" 60 to 60 and 10 per cent. from list.

HORSE SHOES:
From Toronto, per keg 3 50

SCREWS: Wood—
Flat head iron 7 1/2 p.c. dis
Round " " 7 1/2 p.c. dis.
Flat head brass 7 1/2 p.c. dis.
Round head brass 7 1/2 p.c.

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

1st break (25 in and under)	1 35
2nd " (26 to 40 inches)	1 35
3rd " (41 to 50 ")	3 30
4th " (51 to 60 ")	3 50
5th " (61 to 70 ")	4 00

ROPE: Manila 0 12 0 12 1/2
Sisal 0 08 0 08 1/2
New Zealand 0 08 0 08 1/2
AXES: Per box, \$6 to \$12.
SHOT: Canadian, dis. 7 1/4 per cent.
HINGES: Heavy T and strap 0 42 0 5
Screw, hook & strap. 0 31 0 42

WHITE LEAD: Pure Ass'n guarantee ground in oil.

25 lb. irons	per lb 5 1/4
No. 1	" 5
No. 2	" 4 1/4
No. 3	" 4

TURPENTINE: Selected packages, per gal. 0 55 0 55
LEASSED OIL: per gal, raw 0 38 0 59
Boiled, per gal. 0 61 0 62
CASTOR OIL: Best per lb. 0 083 0 09
GLUE: Common, per lb. 0 10 0 11

PETROLEUM.

F. O. B. Toronto. Imp. gal.	
Canadian	0 15 40 16
Carbon Safety	0 17 0 18
Canadian Water White	0 20 0 22
Amer'n Prime White	0 23 0 24
" Water White	0 25 0 00
Photogene	0 27 0 00

DRUGS AND CHEMICALS.

Alum	lb \$0 02 \$0 03
Blue Vitriol	0 06 0 07
Brimstone	0 02 1/2 0 03 1/2
Borax	0 13 0 14
Camphor	0 65 0 75
Carbolic Acid	0 35 0 45
Castor Oil	0 11 1/2 0 12 1/2
Cream Tartar	0 20 0 31
Epsom Salts	0 01 1/2
Paris Green	0 16 0 17
Extract Logwood, bulk	0 13 1 14
" " boxes	0 15 0 17
Gentian	0 10 0 18
Glycerine, per lb	0 18 0 30
Hellebore	0 16 0 17
Iodine	5 50 6 00
Insect Powder	0 35 0 45
Salpêtre	0 08 1/2 0 09
Soda Bicarb, per keg	2 56 2 75
Salt Soda	1 00 1 56
Madder	0 12 1/2

VINEGAR.

A. HAAZ & CO.	
XX, W.W.	0 20
XXX, W.W.	0 25
Honey Dew	0 30
Pickling	0 30
Malting	0 45
THE BADGEROW FALCONER VINEGAR CO	
French Bordeaux	per gal 0 34
Tarragona	" 0 32
Triple	" 0 30
Fruit Vinegar	" 0 27
Pickling	" 0 28
XXX	" 0 25
Extra XX	" 0 22
XX	" 0 20
X	" 0 16
Cider Vinegar	0 16 to 0 25
Honey Vinegar	0 50 to 0 60
Eng. Malt Vinegar	0 07 to 0 08
Bottled Malt Vinegar, qts.	2 00
Methylated Spirits	2 00 to 2 25

FISH.

Oysters, per gallon	1 25 1 30
Pickrel, per lb	0 06
Pike	do 0 08
White fish	do 0 08
Salmon Trout	0 08
Lake herring	1 75 3 00
Pickled and Salt Fish:	
Labrador herring, p. bbl	5 50 6 00
Shore herring	5 00
Salmon trout, per 1/4 bbl	4 25 4 50
Dried Fish:	
Codfish, per quintal	5 25 5 75
" cases	5 00 5 50
Boneless fish	per lb 0 04
Boneless cod	" 0 06 1/2 0 08 1/2
Smoked Fish:	
Finnan Haddies	per lb 0 07 1/2 0 08 1/2
Blosters	per box 1 00 2 25
Digby herring	" 0 15
Sea Fish:	
Haddock	per lb 0 06
Cod	" 0 06
B.C. salmon	" 0 18

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

CHEMICAL LABORATORY, MEDICAL FACULTY, MCGILL UNIVERSITY.

MONTREAL, September 9th, 1887.

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Yours truly,

G. P. GIRDWOOD.

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