

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

THE CANADIAN GROCER
 & GENERAL STOREKEEPER

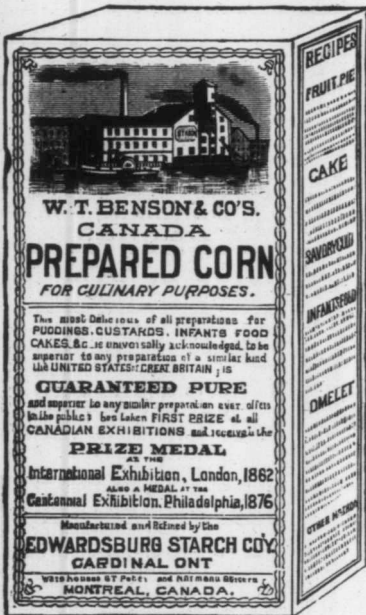
PUBLISHED WEEKLY
 \$200 PER YEAR

VOL. V.

TORONTO, APRIL 10, 1891.

No. 15

Fac-Simile of Package.



Registered.

BENSON'S
 CANADA PREPARED CORN

Superior to any Imported
CORN STARCH.

RELIABLE AND UNIFORM
 IN QUALITY.

FOR SALE BY EVERY GROCER.

H. A. NELSON & SONS
 MANUFACTURERS

AND

Wholesale Dealers

-IN-

BROOMS
 AND
WHISKS,

Brushes, Woodenware,
 Baskets, Cordage,
 Grocers' Sundries.

MONTREAL,

TORONTO.



IS THE BEST.

ASK FOR

MOTT'S

DUNN'S
BAKING
POWDER

THE COOK'S BEST FRIEND

Largest Sale in Canada.

Taylor, Scott & Co.

TORONTO.



THE BEST

IS THE CHEAPEST.

Retail Price, 25c.

For sale by all first-class grocers

FINE GOODS OUR SPECIALTY.

MUNGO CIGARS, EXCEPTIONALLY FINE.

MADRE E. HIJO (7 SIZES).

EL PADRE AND CABLE.

ALL-TOBACCO CABLE AND EL PADRE CIGARETTES.

THE CANADIAN GROCER

EVERY Reader of this paper is a buyer. Therefore advertisers should see that their advertisements do not grow stale. Change them constantly, introducing new goods if you have them; if not let us know what you have in seasonable articles. This is what readers want

ALWAYS ASK FOR THE
'John Bull' BRANDS.
 Manufactured by
BRYANT, GIBSON & Co.



AGENCY FOR—
 Ganong's Lily Chocolates,
 Terry's English Bottled Confectionery,
 Negree's French Crystallized Fruits.

L
A
B
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L
S

Glossed or Plain

—FOR—

**Fish,
 Fruit,
 Vegetables,
 Meats,**
CANS, BOXES OR BARRELS.

Get your Quotations and Samples before placing your orders elsewhere.

THE BURLAND LITHO. CO.,
 9 Blury Street, MONTREAL.

Bond or Free

Warehouse Receipts Issued,
 Negotiable anywhere.
R. CARRIE,
 27 Front St. E., Toronto.

STORAGE

The Canada Sugar Refining Co.

Redpath (Limited),
 MONTREAL.



We are now putting up, expressly for family use, the finest quality of PURE SUGAR SYRUP, not adulterated with Corn Syrup, in **2-lb.** cans, with movable tops.

FOR SALE BY ALL GROCERS.

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

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

J. B. McLEAN & CO., (Ltd.)
PUBLISHERS.

115 ST. FRANCOIS XAVIER STREET,
MONTREAL.

6 WELLINGTON STREET WEST,
TORONTO.

Vol. V.

TORONTO, APRIL 10, 1891.

No. 15

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.

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. G. Hector Clemes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

THE RECENT ACTION OF THE GUILD.

The Wholesale Grocers' Guild has issued an official statement regarding its recent trouble with Mr. James Lumbers and Mr. P. C. Larkin. A copy will be found in this issue. Its appearance is timely, for the reports published in the press and through circulars have led many to believe that the Guild was a most tyrannical organization. It shows that it was necessary for the Guild to take the action it did.

Business men generally take little stock in the quarrel between Messrs. Lumbers and Larkin and the Guild. They want to know whether the Guild is necessary for the well-being of the wholesale grocery trade, and whether they exact enormous profits on the goods sold. Men go into business to earn a living. There are often circumstances which seriously interfere with their ability to do so. The greatest of these is competition. This leads to cutting or advancing prices. Sellers reduce prices to secure custom. Buyers raise prices to draw it to them. In the grocery trade the cutting is done chiefly in sugars; this is felt more in the cities and large towns. In the smaller places, when competition is close, dealers advance their buying prices 2 to 3c. or more per dozen on eggs, or per lb. on butter, above their value, to draw customers. These unbusinesslike methods often lead to bankruptcy, and affect

not only those who are responsible for the trouble, but other merchants in the community. Nearly every town has had this trouble; in nearly every place business men have signed agreements not to do so in the future, and in nearly every instance some one has immediately broken faith, hoping to gain slight temporary advantages. We all remember the experience we had in Toronto in 1887, when the retail grocers agreed on prices which would enable them to get a profit on sugars. The agreement was broken in a few days. It is evident that the only way such agreements can be made binding is to make it a serious offence to break them. This briefly is the position in which the wholesale grocery trade found itself some years ago. They were losing heavily by the cutting in sugar. Agreements were made and generally broken a week later. Finally, the refiners recognized that many of their customers might become bankrupt if cutting were continued, and that they would in consequence lose money by them, and decided to sell white sugars to those who cut prices at an advanced figure, so as to prevent the practice. When this was agreed to Mr. Lumbers applied for re-admission to the Guild. The Retail Grocers' Association opposed it. This put the Guild in a three cornered fight. They were forced to offend either Mr. Lumbers or the retail trade. They chose—very properly—to stand by the retail trade and refused to admit him until he complied with the terms of the President of the Retail Grocers' Association. Some members of the Guild thought that this decision was unfair, and have since asserted that he had just ground for the bitter fight which has since been in progress. There can be no doubt but that he has carried on his fight well. He learned early what many wholesale grocers do not yet know, that "printers' ink" pays. From his circulars, he has not derived much benefit, for his connection with the Grange movement had made many enemies in the retail trade who consigned—as they do most circulars—to the waste basket. He has, however, worked the daily papers well. They have printed columns of

sympathy and cartoons, and it has paid him. He has cut prices and caused trouble for the members of the Guild. They have always treated him liberally until it dawned on them that in doing so they were aiding him to injure themselves. It now seems likely that he will eventually follow the example of others.

While the position occupied by the Guild is one of strength, it has not been used to exact big profits. The following shows the cost and profit of handling 100 lbs. granulated sugar:—

IN ONE-BARREL LOTS.

Cost in Montreal \$6 50
Cash discount 2½ per cent. 16.25

Net 6.3375
Freight16
Interest, 1 per cent. 6.50
Exchange1

Net cost 6.5725
Sold for \$7.00
Less cash discount 1 p.c.7

Deduct cost 6.93
6.5725
Profit per 100 lbs., =3575

Rate of profit is $\frac{3575}{65725}$ or 5.42 per cent.,
or say 5½ per cent.

IN FIFTEEN-BARREL LOTS.

Selling price is 6.8750
Less cash dis. 1 p.c. 0.6867

Net cost as above 6.8063
6.5725

Profit per 100 lbs.2338

Rate of profit is $\frac{2338}{65725}$ or 3.54 or say 3½ per cent.

Is 5½ per cent. gross profit on single barrels or 3½ per cent. on lots of 15 barrels too great? These figures are obtained only on white sugars—not on yellow or raw—and no account is taken of the cost of doing business and bad debts.

The whole difficulty seems to resolve itself into this position. The wholesale trade refuse longer to give Mr. Lumbers terms or conditions on sales different from what they give each other.

AN OFFICIAL STATEMENT FROM THE GUILD.

EDITOR CANADIAN GROCER :

SIR,—The Wholesale Grocers' Guild has refrained from entering into a public discussion of its position, because the members have felt that any person interested in its affairs knew perfectly well how and where the fullest information could be obtained. In addition to this, the members of the Guild took the position at the time of its formation, and have steadily adhered to it ever since, that, if it could be shown that an injustice was being done to either the retail trade or the consumers it would be promptly redressed.

While the members of the Guild have the keenest sense of the value of individual rights, and will yield to none in maintaining the principles of liberty and equality, they are equally alive to the fact that restraint is just as essential to human welfare, and believe in observing a proper enforcement of these principles up to the point best suited to secure the greatest measure of human freedom consistent with human safety.

Having given briefly the general attitude of our members on these questions, I am instructed to state concisely the principal features of the case now before the public.

Mr. James Lumbers was one of the original members of the Toronto Wholesale Grocers' Guild in 1884. At the first meeting he seconded this resolution: "That the first payment, that is the payment for 1884, be made promptly, and all subsequent annual subscriptions be payable in advance on the first day of February in each year." He attended every meeting held by the Guild during the year. He then omitted to pay his dues, and in consequence lost his membership. On May 7th, 1887, he applied for re-admission into the Guild in the terms of the following letter:—

TORONTO, May 7th, 1887.

E. A. WILLS, Esq.,
Sec. Dominion Grocers' Guild.

DEAR SIR,—As I understand that before I can again become a member of the Grocers' Guild it is necessary that my annual fee should be paid from the time I left the Guild, so you will kindly send me an account of same along with any other papers or agreements which I will have to sign, before my name can be re-instated.

Yours, etc.,
(Signed) JAMES LUMBERS.

The retail grocers anticipated Mr. Lumbers, application for re-admission, and addressed the following letter to the Guild on the 4th of May, 1887:—

TORONTO, 4th May, 1887.

Mr. E. A. WILLS,
Sec. Grocers' Guild, Toronto.

DEAR SIR,—As there is considerable uneasiness existing at present among the retail grocers relative to the working of the combination price on granulated sugar, I may state that this mainly arises from the fact

that reports are in circulation to the effect that several retail houses, who also do some jobbing trade, are endeavoring to get themselves placed on the same footing as legitimate wholesale houses with the refiners, and if these reports are correct and there is any possibility of such demands being granted, you will readily see there is good reason for dissatisfaction among the greater portion of the retail trade. In addition, there is the possibility of the position of the trade being still worse, if other sugars should at any time be placed in the combination.

The only way in which such apprehensions may be allayed is that the refiners and the Guild do justly by drawing the distinctive line between retail and wholesale houses sharply, namely, that any house selling goods directly to the consumer is a retail house, no matter if, in addition to such trade, it also does some wholesale business. This rule, as regards our city, can easily be acted on, from the fact that none of those, either retail or jobbing houses, have been getting supplies direct from the refiners, as there was no advantage.

There are other matters in connection with the working of the regulation which it is not necessary I should allude to, the matter I have mentioned being the most important.

The Retail Grocers' Association may at its next meeting consider the question, but in the meantime I have endeavored to bring under your notice the general feeling among the grocers, and from which you will see the necessity of strict impartiality being observed by all parties concerned, if such feelings of dissatisfaction are to be allayed.

I am, dear sir,

Yours respectfully,

(Sgd.) ROBERT MILLS,
President Retail Grocers' Association.

Mr. Lumbers would doubtless have been again admitted as a member had not the President of the Retail Grocers' Association objected so decidedly. The Wholesale Grocers' Guild sustained the views of the retail trade, and in consequence Mr. Lumbers was refused admission, and the rule was established "That any house selling goods directly to the consumer is a retail house, no matter if, in addition to such trade, it also does some wholesale business."

It is not necessary for a wholesale grocer to be a member of the Guild to obtain all the business benefits which the members enjoy. All that is required, is to observe the same conditions in the conduct of his business, and he will be entitled to the same advantages. Mr. Lumbers does this in every instance, except one, and therefore enjoys all the benefits of the Wholesale Grocers' Guild, except on the one article. He is a party to all the so-called "Combines," and I believe abides by them with the single exception of hard sugars. These he has been buying from the wholesale trade at the same price as all other retail grocers, and has been re-selling at less than cost, for the purpose of obtaining other business. Instead of advertising in the newspaper at so much per line, he sells granulated sugar at a loss as an advertisement, and besides gets free advertising from the press in terms of commendation for doing what business men regard as

a dishonorable act. The Guild has no complaint against Mr. Lumbers' way of doing business nor against the press for supporting him, so long as truths are stated, further than a general expression of regret at the practice of unfair business methods. While the Guild does not wish to complain further than already stated, it must reserve the right to refuse to deal with those whose every effort is unfairly directed against the interest of its members. On what grounds could the members be expected to furnish Mr. Lumbers, or any other person, with ammunition to so unfairly use against themselves? The astonishing feature is that they should under such circumstances have supplied him with the "sinews of war" so long. It must not be understood from this that the members of the Guild refuse to sell Mr. Lumbers. He can buy goods on the same conditions that the members of the Guild can buy from each other. If he wants to buy from a member of the Guild, surely it is a reasonable condition to make, that the buyer will not sell articles having an established price to the seller's customers at less than the seller is allowed to sell them. This condition has been in force as between the members of the Guild, and in justice to them it must also be enforced as between members of the Guild and outside jobbers. From this it will be seen that Mr. Lumbers has been treated with more than reasonable consideration, while he on the other hand has been using the most unwarrantable language towards the rest of the trade. If any wholesale firm is anxious to sell goods at less than cost, there are lots of articles without having fixed prices which can be so disposed of. The Guild must drop Mr. Lumbers' case with the remark, that any individual or institution which is avowedly or substantially endeavoring to injure its members must no longer calculate with certainty on receiving its support.

A word about Mr. Larkin. He poses as a martyr. Mr. Larkin is simply a broker, and in no sense is he eligible to be classed as a wholesale grocer. He should have never been admitted to the Guild, but was admitted on the assurance that he was going into the wholesale grocery business. He has no warehouse and therefore pays no rent, nor taxes, nor wages to a staff. He has a desk for himself, and is purely a broker, or as a retail merchant put it "I go to Mr. Larkin and can buy tea and sugar, but he has no grocery list." Notwithstanding this fact, had he seen fit to act with the trade he would probably have remained a member. There are a number of commission merchants and brokers on Front street, quite as eligible for membership in the Wholesale Grocers' Guild as Mr. Larkin, and who have been on the market a much longer time and who are therefore entitled to at least equal consideration. The Wholesale Grocers' Guild, like every other society must be confined to those eligible for membership.

Yours,

THE SECRETARY,

WHOLESALE GROCERS' GUILD

MEN OF THE TIMES.

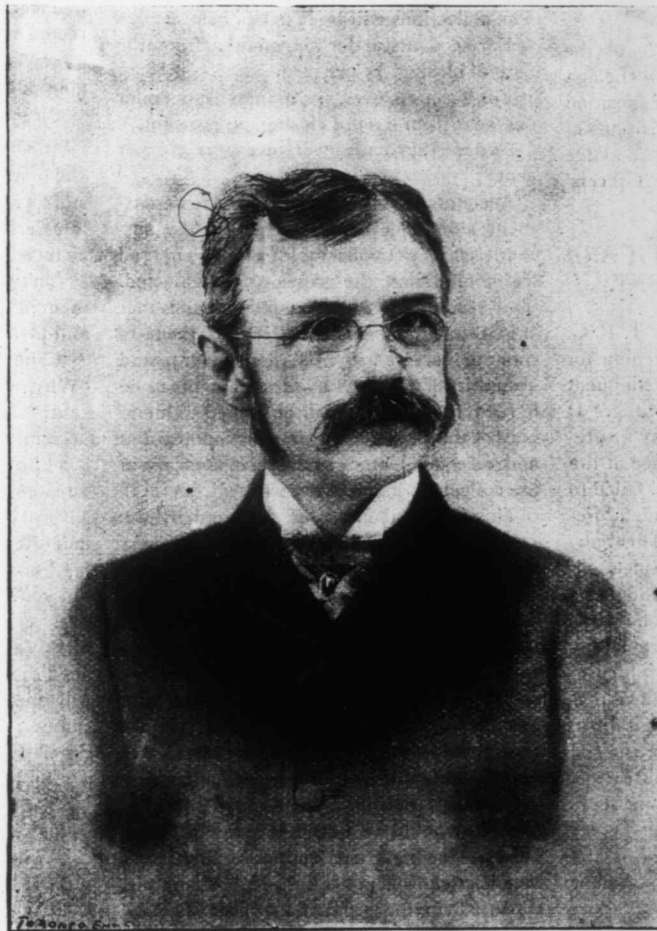
MR. CHARLES CHAPUT.

"L'enseigne fait la chalandise."

Mr. Charles Chaput is a member of the firm L. Chaput, Fils & Cie., wholesalers and importers of groceries, teas, fine liquors, etc., Montreal. The house of which he is a member is one of the oldest and most prominent in Canadian trade. The first of May, 1892, is its jubilee birthday, the business having been founded in 1842. In that year, Mr. L. Chaput, whose name stands first in the style of the firm, began as a retail grocer on the north-west corner of Commissioner and St. Peter streets, right opposite the old Parliament buildings. On that corner the business he began alone was continued thirty years, and grew both in the magnitude of its trade and the amount of the capital it involved, two other partners having been added, and a wholesale branch having been developed. Mr. Ed. St. Denis, came in 1855. The business was carried on under the style of L. Chaput & Cie., till 1862, when Mr. Charles Chaput, son of the founder of the house, was admitted a partner. Then, too, the house took the style L. Chaput, Fils & Cie., which it still bears.

Mr. Chas. Chaput, the latest acquisition to the firm in its original stand, had undergone a training that fitted him admirably for the onerous position of partner in a pushing house. He was 22 years of age, full of energy, educated, already well experienced, and a native of the city he was so long to do business in. He studied at the best English schools in Montreal, and during the latter part of his course he took private lessons from French professors. He left school at eighteen years of age and went into the office with his father. There he obtained the very best schooling for a business man, a schooling that was not merely clerical, but that was broadly practical. He learnt the grocery trade in all its details, in its wholesale and retail aspects, and labored both with hand and head. He went through the whole course from the bottom, and learnt well the duties of the counting-room, the warehouse and the salesroom. He consequently brought to his father's firm in 1863 an acces-

sion of strength that had a good groundwork of intelligent experience and energy under it. Mr. Charles Chaput owed as much to heredity as he owed to environment for the fibre of his business make-up. His father was a man of strict business ideas, a pushing, sterling man. When he began in 1842 he made it a habit to lay aside a certain amount every day to meet his rent account with. This illustrates not only the provident nature of the man, but also his perseverance and his integrity. These qualities he transmitted to his son, whose business career gives ample testimony to his possession of them. The history of his house



MR. CHARLES CHAPUT.

since he became its financial director and manager, has been, with the assistance of his partner, Mr. E. St. Denis, who as a salesman was second to none—a record of success attending able administration. In 1872 the business was moved to the north-east corner of the same intersecting streets, on whose north-west corner the firm had cultivated too big a business for their premises. In 1876, Mr. L. Chaput retired from business to enjoy a well deserved rest, after a successful career of thirty-four years. In 1884 the composition of the firm was further modified by the admission of two of its most faithful employes, Mr. L. N. St. Arnaud, and Mr. L. E. Geoffroin. They had been ten years in the

service of the firm before they became part of its corporate being. From the time of their admission the house has remained of the same make-up.

That make-up is, as has been shown, of the unfolding and progressive sort. The business began with one man and expanded till it included five, but the concern always grew its own partners. That is, those who became partners had received their business education and had given ample proof of their abilities in the service of the house before they were chosen as partners. They had first put in their years of probation, and had acquired an interest in the firm which identified its welfare with their own. The firm being the nursery of its own partners could not but be a successful one. It is impossible to say how many young men in its service were observed with an eye and an intention to test the stability and worth that was in them as the grounds of ultimately selecting or rejecting them as partners. It is hard to say how many were rejected in the work of building a composite trade fabric like the present house of L. Chaput, Fils & Cie. It is certain that the very best way of building a permanent business like it was followed. Every active member of the firm has the roots of his connection with it struck into the soil of years preceding his partnership in it.

The firm moved to their new premises at Nos. 2, 4 and 6, De Bresoles St. Montreal, in October 1889. There they have the largest building of any wholesale grocery in that city, and probably the largest in the Dominion. Their offices and sample rooms are models of convenience and attractiveness, and are separated by partitions of plate glass. In the new stand the business done is immense, aggregating above \$1,000,000 per annum. The means by which this big trade has been accumulated have been partially referred to in the account given of the composition of the firm. Methods of carrying on business have done the rest, and these methods have been of the most rigidly square-dealing sort. A man gets what he buys, and receives no treatment that will estrange his trade. He invariably returns after once having done business with L. Chaput, Fils & Cie. Square-dealing has thus attached a vast volume of patronage. And it is not difficult to keep attached. The firm employ few

travellers, though they advertise liberally, which latter fact is assuredly another of the causes of their success. What further holds them in the foremost place they are in to-day is the fact that they have the prestige of an old name. This secures them the support of all who believe that sound business must be the policy whereby sound commercial health in old age is best preserved. That the firm's customers are of the best and the conduct of their business is in able hands is shown by the smallness of their yearly losses, which do not average more than one-fifth of one per cent. of the annual business done. It takes consummate ability and shrewdness on the part of the members of this firm to direct so economically so large a business.

Mr. Chas. Chaput is a member of the board of directors of the Hochelaga Bank; treasurer of the Montreal Exposition Co., and occupies several other positions of trust. He is also one of the most active members of the Montreal Wholesale Grocers' Association.

TORONTO'S DELINQUENT LIST AND COLLECTING DEPARTMENT.

The Executive Committee of the T. R. G. A. had their meeting the other evening for the purpose of considering the delinquent list, and how to make it self supporting. It will be remembered that this matter was referred to the new executive committee at the January meeting. The committee failed to report upon it in February, but made a presentation at the March meeting. This however did not prove satisfactory, since, although they recommended that it should be self supporting they did not show how this should be brought about. Considerable discussion ensued, for, while no one wanted to drop the list, there was a certain unwillingness to either tax the members for it or to draw for its sustenance from the special fund. Finally the executive committee was augmented by the addition of four members for the purpose of unravelling the knotty question, a feeling being expressed at the same time that a collection department should be added with the list as a part thereof. We always believed that prevention was better than cure, and we still hold to that belief. The list, as conducted last year, was as near perfect as could have been expected. In minor details it might have been improved, and those improvements would have been introduced as a natural result of the experience gained. The principles, however, were correct. During the last three months of the year an exchange of lists was effected between the grocers and bakers, so that every grocer in addition to the grocers' list was receiving that issued by the bakers, and vice versa. All this will now be changed.

The committee have decided to recommend the establishment of a collecting department, to be run upon a self supporting

basis. The plan was introduced by the Secretary, who furnished the lists of last year. He has been in communication with associations on the other side of the line, and has culled the best features from the numerous plans. He proposes in the first place to charge members of the Toronto Association \$5 per year for the collection department, and will use a sliding scale of commissions for collections. The department is to be open to non-members at a fee of \$8 per year, a discrimination of \$1 against non-members. Thus a member will pay to the Association \$2 per year and \$5 to the collection department, if he enters in that part of the work, making \$7 in all. The non-member will pay \$8 for collection department only. The collections will be taxed as below:

For accounts under six months from the date of closing, 15 per cent.

For accounts over six months and under one year from date of closing, 20 per cent.

And for accounts over one year, 25 per cent.

Accounts that are taken from the department after once being lodged (unless surrendered as not collectable) will be charged the commission the same as if collected. The committee will also recommend that the Association guarantee the payment of moneys received by the department, and secure itself from loss by arrangements to be agreed upon. A list will be issued to members of the department showing names and addresses of debtors whose accounts are in the collector's hands.

This proposal has been accepted by the committee, who will present it at the next meeting, and if ratified should be in running order by the 1st of May. The secretary has announced his willingness to take the matter in hand, if he is assured of the hearty support of the members, but unless he receives generous support he prefers that some one else run it. His work in the past should be a guide as to his capabilities, and there is very little doubt as to its success if the plan is entered into in the proper spirit.

There should be a large turnout of members at the next meeting, for, unless the members show some interest in the matter, it will fall to the ground. Aside from this, there is some other very important business to transact, so that the April meeting should prove a very attractive one.

INTERIOR OF A GROCERY STORE.

One of our illustrations this week shows the interior view of the grocery store of Mr. Geo. Hasenflug, Waterloo, Ont., and is a model of neatness in every particular. Mr. Hasenflug has adopted this novel way of advertising, which is to be commended to the retail trade. He has a large number of photos taken, and has distributed them about town to his own customers, as well as some others, and no doubt the attractive appearance of his store, as represented, brings new customers. Success in all trades now is based on "neatness and despatch."

THE TORONTO ASSOCIATION'S NEXT MEETING.

The Toronto Retail Grocers' Association meet on Monday evening next, and from the call being sent out the meeting is likely to prove an important one. The recent developments in wholesale circles are stirring up the members to increased activity. It is already rumored that one of the refineries only requires support, and it will shake the sugar agreement, but aside from that there is the question of bringing in sugar from the States, which at present prices some members claim would yield a profit. There are now some fifteen to twenty retail grocers' associations in Ontario. Most of these, if not all, have pronounced against combinations, and a well-directed movement from these bodies will have a very far-reaching effect. There should be a good attendance Monday night.

HE GOT A RECEIPT.

"Some time ago I was trading in a village store," says a correspondent, "when one of the clerks came to the junior partner, who chanced to be waiting on me, and said: 'Won't you please step to the desk a moment? Pat Flynn wants to settle his bill, and insists on having a receipt.'"

"The merchant was evidently annoyed. 'Why, what does he want of a receipt?' he said; 'we never give one. Simply cross his account off the book; that is receipt enough.'"

"So I told him," answered the clerk, "but he is not satisfied. You had better see him."

"So the proprietor stepped to the desk, and after greeting Pat with a 'good morning,' said, 'You wished to settle your bill, did you?' to which Pat replied in the affirmative.

"Well," said the merchant, "there is no need of my giving you a receipt. See! I will cross your account off the book," and suiting the action to the word he drew his pencil diagonally across the account. "That is as good as a receipt."

"And do ye mane that that settles it?" said Pat.

"That settles it," said the merchant.

"And ye're sure ye'll never be after askin' me fur it again?"

"We'll never ask you for it again," said the merchant, decidedly.

"Faith, thin," said Pat, "and I'll be after kapin' me money in me pocket, for I haven't paid it yet."

The merchant's face flushed angrily, so he retorted, "Oh, well, I can rub that out."

"Faith, now, and I thought that same," said Pat.

"It is needless to add that Pat obtained his receipt."—Youths' Companion.

Mr. Charles P. Hebert, member of the council of the Board of Trade, and one of the partners in the well-known house of Hudon, Hebert & Cie., has gone in search of recreation to California. He will be absent till May.—Le Prix Courant.



J. E. Hutton, of Thornbury was in the city last week.

Whaley & Co. are closing their Brockville business and will open a store at Fort William.

Mr. Charles Tisdale, Novar, spent a few days in the city this week.

Mr. T. Kieran, wholesale grocer, is confined to his house with a broken leg.

Mr. W. J. Zæger, Newton, has purchased the general store business carried on by his brother, P. Zæger, at that place, and has now taken possession.

Messrs. McBride, Harris & Co. are advertising a large consignment of oranges and lemons to arrive in May, which will be sold by public auction. (See advt.)

Mr. Ganong, of the Surprise Soap Co., St. Stephen's, N.B., and Mr. Forristall, the Ontario representative of that firm, were in the city last week for a short time. Their soap has secured a strong foothold in this province, and they have made arrangements to push their sales here still further.

J. A. Todd & Son, Victoria, B.C., wire Stanway & Bayley to contradict the report that they have sold their canneries to a syndicate. They say that nine out of the seventeen canneries on the Fraser have been sold to a syndicate. We expect there will not be as much competition this season, as all their fish will go to England.

The Halifax Sugar Refining Co., with works at Woodside, near Halifax, has been successfully floated, most of the stock being taken by a number of Glasgow gentlemen. Amongst the Canadian shareholders appears the name of Mr. Robert Munro, of the firm of Ferguson, Alexander & Co., manufacturers, of Glasgow and Montreal, and that of Mr. Wm. H. Evans, of the same firm.

Messrs. Mills Bros., whose stand at the corner of King and Jarvis streets, Toronto, has been one of the best and most popular retail grocery establishments in the city, have removed to their new store at the corner of Church and Carleton streets. Mr. R. Mills has devoted a good deal of attention to the internal arrangements of the new store, and it is one of the most complete in the city.

A grocer in posting his books the other day discovered that a gallon of molasses sold on credit was entered without the name of the purchaser. The clerk who made the sale no longer remembered to whom. Wishing to make an experiment, the grocer charged the gallon of molasses to twenty of his credit customers. Nineteen paid with-

out saying a word. The twentieth objected and the clerk remembered exactly that it was to this man that the molasses had been sold. — *Le Prix Courant.*

More room, more room, is what Mr. J. Dunfee, Port Hope, says he must have, and partitions have to come down to make it, and in the next few days he will make a change in the appearance of his store, and although his stock is now nicely arranged he will be able to improve on that as well as his floor space, which is very much needed, especially on market days. Mr. Dunfee is up to the times, and we are pleased to repeat his words that THE CANADIAN GROCER is a welcome visitor each week.

Mr. Geo. Glass, one of Port Hope's enterprising merchants, with an eye to a business location, has moved across the street into the commodious premises at the corner of Walton and Queen streets, where he has the much desired room for his business and the comfort and convenience of his customers. The store and stock are now metropolitan in every respect.

A SALESMAN'S VIEW OF IT.

"I'm dead tired of the load we fellows have to carry," said a crack salesman in our hearing. "We are accused of getting up all sorts of excuses, so that we can convince the house that it is desirable or necessary to cut prices. When our firm are accused by their competitors of having set the pace a little too swift on the down grade, it is a mighty convenient thing to lay it on the backs of the salesmen who are not there to speak for themselves. Why, I know that my own firm often give me credit for setting up a job on them, so that I can get special rates for a favorite customer. Perhaps I may do something of that kind once in a while, but it can't hold a candle to the cold-blooded, deliberate way in which members of the firm will not only once in a while, but often, cut their own prices when there isn't anything to be gained by it at all. You can't blame a salesman for trying to make himself solid with his best customers by securing for them the best treatment his house will grant. That's not only human nature, but it's a salesman's best trait. He ties customers to him and to the house. But the firm; why, they cut for any sort of a buyer, whether his trade is worth having or not. Take a case in point. A while back I got into a jangle over some mixed-up shipments to a two-penny firm down at Mosquitoville. After a good deal of correspondence and no satisfaction to either party, one of the firm took a jaunt down to see the kicker, who was but a small buyer with only a limited credit, so that all the boys fought shy of selling him much of a bill, and when they did they took mighty good care to make him pay top prices. Well, when our high muck-a-muck went down to see him to settle the fuss, he not only granted everything that chap

wanted, but sold him another bill, bigger than the house had ever booked in that direction before. I was nearly paralyzed on my next trip down there when my man showed me with a chuckle how well he had fared. The firm didn't give it away to me. Oh, no! I had been barely informed that the old trouble was adjusted and that the merchant in question had ordered some more goods to show his esteem for the house. Well, I was flabbergasted when I learned the facts. And the joke of it was that the member of our firm who sold the goods knew and was thoroughly conscious of what he was doing, for he cautioned the merchant not to tell me how well he had been treated. But he couldn't keep it to himself. He always wants to buy direct from the firm. He is through with travelling men, he says. "I could go on giving you a lot more of just such freaks, but I guess I have said enough."—*Ex.*

HE SAT UNDER THE SIGN.

He was a real pretty young man, and he was gotten up in the highest style of the art. He sat in the street car next to the stove, and regarded with evident admiration a pair of very positive, very loud checked and very new trousers, which he pulled up carefully at the knees to prevent any tendency to bagging.

The car rattled and clattered along and all the passengers gazed into upward vacancy, like all the street car passengers do. Finally a fair maiden who sat opposite the young man saw something and giggled, after the fashion of her kind. Then she looked at the nice young man and giggled again, then she nudged her fair companion and the fair companion gazed across the car, looked at the young man and giggled. A small boy followed their looks, stared at something over the young man's head and then snorted.

All this annoyed the nice young man, who had been looking very wise. The laughing increased and grew and spread and the nice young man grew desperate. He got up to see what was over his head that caused the unseemly cachination. He found it. It was one of those big cardboard signs designed by Oscar J. Gude that adorn horse cars. It was painted in big black letters, and it said:

"The young man sitting beneath this card is one of our customers. He is very fussy and hard to please, but my! isn't he an elegant dresser? He has on a pair of our \$3 pants."

The nice young man left the car—left it in haste, in anger—leaving behind him some very naughty words that smelt of sulphur.—*Knight & Atmore's Weekly.*

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

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

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

A DUTY ON TEA.

The necessity for a reduction or possibly for the abolition of the duty on sugar, which the example of the United States forces upon the consideration of our Government, has led to a good deal of speculation as to what shall be done to counterbalance the loss of revenue, if the duty be wholly or partly removed from sugar. The opinion most commonly heard is that a compensating duty will be levied on tea. Perhaps there is no other grocery commodity that can bear duty so well as tea. Instead of reducing the consumption of tea, we believe a reasonable duty would be the means of increasing it. There would likely be fewer pounds consumed but there would as likely be more money's worth consumed.

At present there is an enormous quantity of low grade tea sold to retail at 25c. a pound. It is consumed by that class of people who

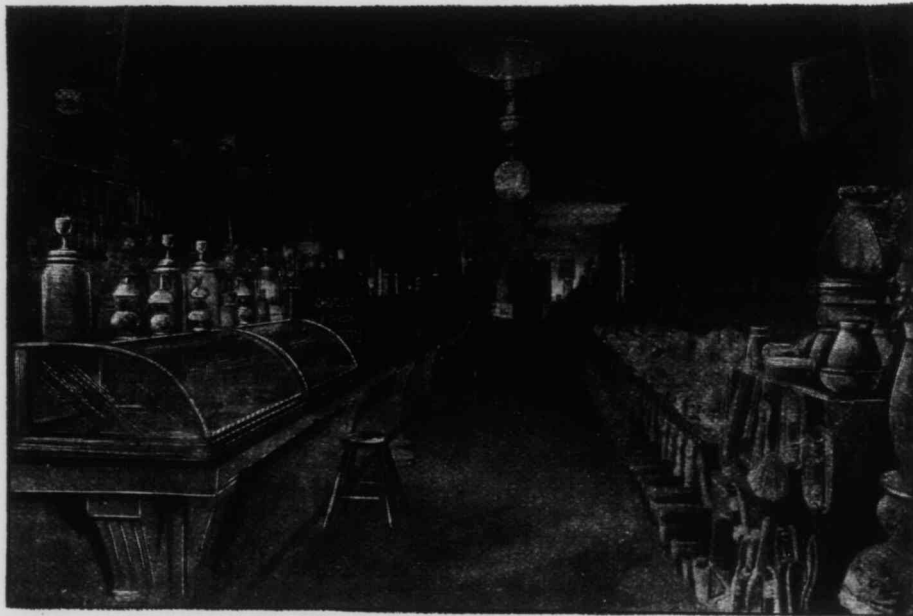
quire a double charge to brew a cup, and easily consume twice as much poor as they would consume of good. They thus add to the cost the price of handling twice instead of once. If the dealer has to handle twice the bulk of poor in order to take in once the money to be derived from a given quantity of good tea, it is manifestly to his interest to sell more of the good tea than he now sells. The profit on good tea is also larger.

If a specific duty were imposed on tea, so that all grades would be taxed alike, there is no doubt an impulse would be given to the consumption of good and medium teas, and that there would be less poor stuff used. The percentage of duty decreasing with the value of the tea would be the real effect of a uniform specific duty. The heaviest taxed tea would be the lowest priced, and a slight premium would thus be put upon the consumption of good tea. Further, the duty is

ways and finally managed to bring him face to face with the question: How much of the capital you represent is absolutely your own?"

This may seem a trifling incident, but it is one of tremendous import in the business world. Men who wear "box overcoats with big bonebuttons," a big diamond in their shirt front, and carry a cane during business hours, are looked upon as lacking in common sense and business sagacity. It betrays more time, money and thought bestowed on personal adornment and selfish gratification than is consistent with the maintenance of a high credit. Who ever saw Russell Sage, many times a millionaire, walking down Broadway with a cane, and yet he is an elderly man? Kid gloves in business circles kills a man's credit. It indicates the fop and not the financier. A man of advanced years and high standing might venture such habits, but, as a rule, the sagacious, wily, successful man of trade and commerce does not carry a cane until compelled to do so by reason of advancing years.

The subject of our remarks was denied a credit, as an analysis of his affairs convinced



Interior of Geo. Hasenflug's Grocery, Waterloo.

drink tea because of its stimulating qualities. They want something that will act as a restorative. To get solace or restoration out of 25 cent tea is a pretty hard matter, and the man or woman who does it with any success must use a good deal of the infusion. The making of a cup that has any strength at all will require easily twice as much leaf as would be required if 50c. tea were used. Two pounds of 25 cent tea are bought every time a pound of 50 cent tea would be bought. There is really as much money laid out in tea as if, instead of the low grade tea drunk, there were half as much good tea drunk by those who buy the poor stuff. Half as much good tea would replace with ample satisfaction all the poor tea that is used, and would entail no doctor's bill to counteract poisonous effects.

The farmers buy a lot of the very cheap tea, and would be healthier and no poorer if they used only what was good. They re-

less felt in that part of the range where qualities differ almost imperceptibly. Two or three cents of difference in medium grade tea do not represent as wide a gap in quality as the same money difference represents in low grade tea. The tax would therefore leave the option to the purchaser of one good medium grade tea or another a shadow below it. It would mean more in the low grade range.

TOO HANDSOME TO LOOK AT.

He was an applicant for credit at one of the mammoth dry goods houses, and thus the credit clerk talked: "He was too handsome to look at. He wore a box overcoat, with big, bone buttons, silk hat, and carried a cane. He was so trim and nice that I determined to find out all I could, but he was very shy and I had to get at him in various

the examining party that the applicant was bankrupt and did not know it. Doing a trade of \$170,000 per annum, he owed \$42,000, reported expenses of \$20,000, and claimed a capital of \$18,000. His book accounts were larger in amount than his capital. Liquidation in his case meant a compromise, and no matter "how handsome he looked," he could not deceive the wily and acute dispenser of credit.

We cannot emphasize too strongly the necessity for young men and clerks to avoid dudish habits during business hours; to so dress and conform their conduct to the unwritten laws of business as not to awaken comment or criticism upon their appearance. As sure as they go to extremes, wear check trousers, glaring scarfs, diamond jewelry, a conspicuous gold chain, a club of a cane, patent leather boots and kid gloves, they stab their credit and will be compelled to make a clean and clear statement of their resources and liabilities before confidence in their standing is established. And confidence is the basis of credit.—American Grocer.

CANADIAN PACKERS' ASSOCIATION

The annual meeting of the Canadian Packers' Association was held here Thursday and Friday, April 2 and 3. Mr. W. Boulter, Picton, in the chair. There were also present D. Marshall, Aylmer Canning Co.; W. P. Innes, Simcoe Canning Co.; W. A. Ferguson, Delhi Canning Co.; B. R. Nelles, Grimsby; W. E. Hardison, Phoenix Canning Co., Welland; S. Fenton, Erie Preserving Co., St. Catharines; H. I. Matthews, Lakeport Canning Co.; W. C. Breckinridge, Norton Manufacturing Co., Hamilton; A. C. Miller, M.P., Picton; D. W. Douglas, St. Johns, Que.; J. A. Black, St. Davids; L. J. Correll, Oshawa. Letters were read from other firms regretting their inability to be present.

After calling the meeting to order the President delivered the following address:—

TO THE MEMBERS OF THE
CANADIAN PACKERS' ASSOCIATION:—

GENTLEMEN,—It affords me much pleasure in again meeting you at our annual meeting. Since we last met together in the city of Hamilton and at the banquet there tendered to us by the Norton Manufacturing Co. in that City, and at which we had the pleasure of having with us the Secretary of the National Canned Goods Association of the United State, E. S. Judge, Esq., proprietor of the Baltimore Trade, the canned goods journal of that country, a gentleman who has devoted his time for the benefit of those engaged in the packing of canned goods, and as our guest we did our best to show him on his first visit what this fair Dominion of Canada was. We had a country to be proud of. Although we all felt, as I may say, blue at the prospect then before us of either having to sacrifice our goods or carry them over another year, I feel grateful as one engaged in this business that by us all judiciously looking at the position of affairs, reducing our output of goods instead of striving to see, as in the past, how many goods we could pack, to pack as few as possible and by so doing enabled to meet together to-day feeling in a much better position than a year ago. But, gentlemen, I ask you to carefully look into the future. You all know "One robin does not make summer," nor one year of being able to sell goods at a fair profit make millionaires of any of us. Don't let us recklessly repeat the dose we had of 1888 and 1889, packing more goods than can possibly be sold, but by carefully regulating our packs to the requirements of the country, then those at present engaged in the business may possibly succeed. You all know the old proverb, "Nothing succeeds like success." Let me add, at no

time should a business man be more cautious in looking carefully after his business than when he is successful. Our business is one requiring careful watching. Our plants and machinery are valueless for any other purpose, and don't let us delude ourselves with the thought we have everything down fine, and that each year we will have a surplus at our banks. I look with more fear at the result of the coming season's pack than in the past. I had the pleasure of again attending the annual meeting of the Western Packers' Association of U. S. at Chicago in February with our esteemed friends, A. E. Carpenter, of the Ontario Canning Co., and W. Marshall, of Aylmer Canning Co., and they will agree with me that that institution impressed upon each member caution as to the output of each factory. Their success depended on the reduction of their packs instead of increasing them, and let the old

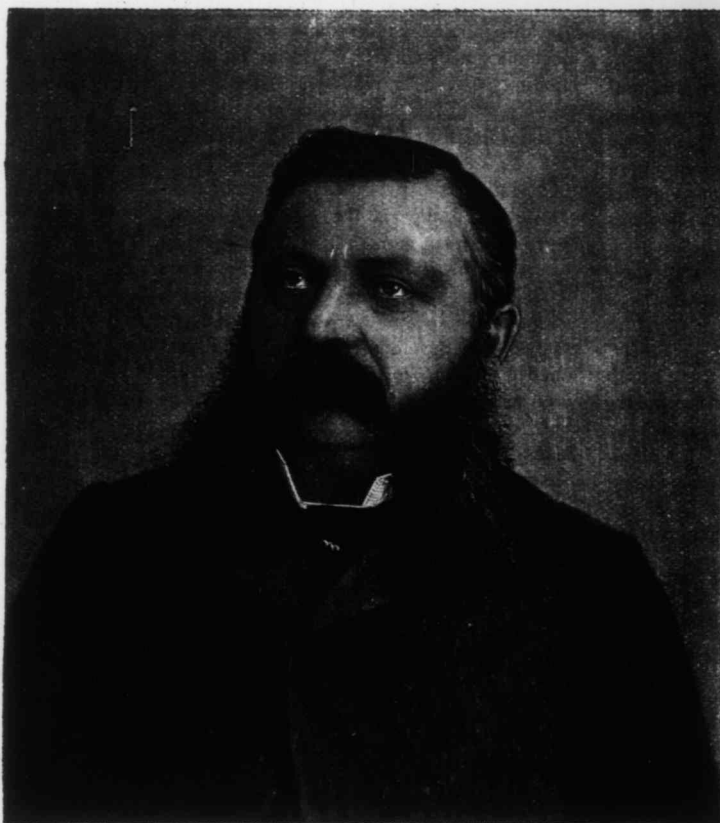
business men is to look matters fairly in the face. Our reports up to the first of the year show that the packers have disposed of their packs generally, but they are not consumed yet, and will not go into consumption as rapidly as when sold as in the past, at and below cost. I would always prefer a limited pack and quick sales and goods at prices that will put them cheaply in the consumers' hands. Now, in conclusion, we are pleased to welcome back from England our old American friend, Fenton, of the Erie Preserving Co., who has been over there to no doubt imbibe many English views, and eventually we hope to make a thorough good Canadian of him. Also I am gratified at the result of the elections and that the wise fiscal policy of the Government has been sustained and our honored chieftan, the Hon. Sir John A. Macdonald, has again been entrusted with the guidance of Canada's

future, and whilst he sits at the helm the ship of state will be carefully guided and float serenely away from the annexation rocks that loomed up in the imagination of the opposition in the late contest. Our business, interested more directly than any other manufacturers, is identified with the welfare of the farming community, and each one of us knows the folly of allowing the inferior canned goods of our neighbors to come into our country. We are now packing a better class of goods than they do, and our people believe it. It took years to work it up, competing as we did with their gods, and pleased are we all to know that our markets here are yet for Canadians. Efforts are being made to work up a trade with the Motherland, and I trust we will be able there, as we have in Canada, to show to them that our goods are superior to those exported there from the United States. Let me advise you to continue on in the good work, let the watchword of each packer be to improve each year the quality of our goods. Keep our Association together, our meeting together, even socially, has done us all good. Our statistical reports have been of great advantage. See that they are promptly and correctly sent in to the Secretary, and recollect that we, as many others have done, may "succeed through disaster and fail from success." Since our first organization in 1883, I have been honored with your confidence with the exception of two years, in which the late and respected T. M. Nairn held the position of President. It seems to me that some other member should now be selected to fill the position of President, and I respectfully tender to you all my thanks for the trust reposed in me, and wishing you a prosperous year,

I am yours truly,
WELLINGTON BOULTER.

TORONTO, April 2, 1891.

Mr. Correll, Oshawa, and Black Bros., St. Davids, were elected members. The Secre-



MR. W. BOULTER,
President, Canadian Packer's Ass'n.

goods kept over from year to year be disposed of. The greatest trouble over there is so many rushing into the business. The shrewd Yankee seeing others doing business determines to get "thar" and take his chances of doing so with success or a "crash." We unfortunately have, to a certain extent, the same element to contend with here. I repeatedly have had parties write me this winter wishing information as to starting a factory, each one claiming that they had a good point for "fruit producing," forgetting that it is as desirable to have a good fruit disposing locality as well—thinking all they had to do was to pack goods and the returns would be there "promptly." This has caused more to go into the business than the requirements of the country demand. Our duty as sensible

tary-Treasurer reported a balance on hand of \$13.73. Officers were elected as follows:—President, W. Boulter. Vice-President, S. Fenton. Secretary-Treasurer, J. MacLean. Executive Committee, W. A. Ferguson, D. W. Douglas, W. P. Innes, D. Marshall.

Auditors, A. C. Miller, M.P., and H. I. Matthews.

A vote of thanks was tendered to the President, and his address was received and adopted and ordered to be given to THE CANADIAN GROCER for publication. A similar vote was given to the Secretary-treasurer.

A number of matters of general interest to the Association were then discussed and referred to committees. A number of representatives of lithographing and canners' supply establishments were present at part of the session showing samples and giving quotations. The most important action of general interest to the trade discussed and acted upon was the appointment of a committee composed of Messrs. Boulter, Douglas and Ferguson, to wait upon the Dominion Government to urge "That canned goods packers be given a rebate of duty on peaches used for canning purposes."

The same committee was also instructed to confer with the Government and urge such a change in the tariff as would reduce the prices in sugar.

If they are successful in both these applications, packers say they will be able to put up peaches and other sweetened fruits cheap enough to enable them to export large quantities to Europe. The auditors reported that they had examined the accounts of the Secretary-Treasurer and found them correct.

TRAINED MEN ALWAYS IN DEMAND

The young men who claim that it is difficult to secure a situation, be they ever so willing to work, are simply mistaken or they have been sadly neglected in youth. There is always a demand for young men in the retail store, in the jobbing house, the factory—in fact in all active pursuits, but while many are called and chosen, few are retained, because they are incompetent or unwilling to comply with the exactions of the business or trade in which they engage. It is the young man who determines to succeed at all hazards who not only retains his position, but advances rapidly, and with the experience gained he can command a salary commensurate with his worth, whereas when he embarks in any pursuit he cannot expect to name the figure at which his remuneration is to be fixed. The moment he attempts to do anything of that kind he is coldly treated by the very man who would otherwise have given him employment, and the response to his inquiry for a position is that only "experienced" men are wanted. The clerk who expects to stand behind the counter and sell goods from the outset, will not succeed. It is the young man who is

willing to take down the shutters in the morning and put them up at night, build the fires, sweep out and spend his spare time in studying the stock, who is wanted. He will get behind the counter and sell goods in due time, and will be well paid for it when he does, though he may start in at a very meager salary. In the trades it is the same. The boy who faithfully serves as an apprentice will always outstrip the one who gets a few ideas and goes to a new town where he palms himself off as a "jour." The mechanical trade schools accomplish wonders in certain lines, but the man who began in the little country town and worked his way up by degrees is always in demand. Clerks who have served an apprenticeship in the village retail store and served it faithfully are always in demand both in city and country—in retail and jobbing houses—and so it is with mechanics as well. It is grit and a determination to succeed that wins.—Ex.

THE CHEAP APARTMENT STORE.

One of the most curious features of mercantile life to-day is the existence of the cheap apartment store. It is not strictly an American institution, though it flourishes better on this side of the water than abroad. Scientifically speaking, it might properly be treated as a development of the old-fashioned "general store," only with new environments and with added features. In its first inception it is entirely a "cheap" affair, basing its claims to patronage upon the "bargains" it offers. As the majority of consumers are always impressed by the idea of buying goods less than cost, and from the nature of things cannot be expected to have any idea of actual values, such appeals always attract numbers whose notions of cost are solely relative.

The fact that the apartment store offers any class of goods much less than they can be bought from the regular dealer may mean either that they are doing it for an advertisement or that they are content with smaller margins of profit. The usual wonder expressed is that they can sell goods so cheap, and yet make money—a kind of reductio ad absurdum to which the natural and logical reply is that they evidently handle many goods that must yield them satisfactory returns. As to the objection of their competitors in the separate lines of trade, that they do not conduct their operations in a legitimate way, that, of course, is something in which the general public have little interest, seeing that they care more for cheap purchases than for any maintenance of profits. If these stores prove successful, they sooner or later extend their line to include—with a few exceptions—almost everything usually sold by retail dealers. These few exceptions are notable, and are principally such articles of standard merit as are demanded because of their reputation and quality, and in whose purchase price

cuts but little figure; or else it is some complicated line requiring a special knowledge and experience in its handling. As the greater mass of hardware is embraced in these two exceptions, it will be readily seen why these apartment stores have so little to offer in this line. A few cheap hatchets, padlocks and tacks usually make up their assortment. Among the crowd of bargain hunters at these stores the carpenters, machinists and builders are usually noticeable by their absence. As to the future of these stores, whether they are a permanent institution or merely a passing phase of mercantile life, must remain entirely a matter of opinion. For the present, however, they stand as remarkable instances of energy, skill in advertising, wide grasp of detail, shrewd knowledge of certain phases of human nature, and bold disregard of conventionalities and traditions on the part of their managers.—The Age of Steel.

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

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

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

To Grocers!

There are three articles which the consuming public have decided are the best of their kind in the market, and it will pay every grocer to keep them in stock. They are

The "Horseshoe" brand of canned fruits and vegetables.

Packed by Bowly Bros. & Co. of Waterford, Ont.

"Cairns" Home-made marmalade, jams and jellies.

Packed by Alexander Cairns, Paisley, Scotland.

The "Trident" brand of canned salmon.

Packed by Ed. Wadhams, Ladner's Landing, B.C.

Every package of the above brands guaranteed as to quality and weight.

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

E. LAZENBY & SON,
18 TRINITY STREET, LONDON.



Absolutely the Finest Quality of Pickles Packed, most generally used in England. Quotations on application.

Canadian Agents: Arthur P. Tippet & Co.,
St. John and Montreal.

R. A. LUCAS,

J. H. PARK,

R. T. STEELE,

GEO. E. BRISTOL.

LUCAS, PARK & CO.,

WHOLESALE GROCERS AND IMPORTERS,

73 McNAB STREET NORTH, HAMILTON, Ont.,

If you require any "kind" or "quality" of tea please examine Travellers' bargains or send for samples. We are making it "interesting" for buyers of "Syrups." Try our "L. P. & Co." brands Coffees, Extracts and Spices, prices same as before but subject to change. Look out for inferior goods. "Our name" is a guarantee of quality.

Letter Orders a Specialty.

MUNN'S

Labrador Herrings

Quality very choice. Apply early as quantity is very limited.

STEWART MUNN & CO. - Montreal

KOFF NO MORE.

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.

Mention THE GROCER.

M. J. Woodward & Co.,

PRODUCERS OF CRUDE,

Manufacturers of

Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c

PETROLIA, -- ONTARIO.

DURABLE PAILS AND TUBS.

TRY



THEM

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

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

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

LOCKERBY BROS., WHOLESALE GROCERS,
75 ST. PETER STREET,

MONTREAL, P. Q.,

ARE OFFERING THIS WEEK

SUGARS.
TEAS.

{ Barbadoes
and
Cuba

MOLASSES.

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

Canned Salmon, Lobsters, Mackerel and Oysters.

HUDON, HEBERT & CIE.,

WHOLESALE GROCERS

— AND —

WINE IMPORTERS,

NO TRAVELLERS ON THE ROAD.

304, 306 St. Paul St.

143, 145 Commissioners St. MONTREAL.

— A Stunner. —

Bowlby's Preserved Apples--Something new, finest goods of the kind ever offered. \$1.50 per doz. Send for sample case.

TURNER, ROSE & CO., Montreal.



BEST GOODS IN THE MARKET.

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

PUT UP BY THE MOFFATT PACKING CO.,
MONTREAL.



A WHOLESALER WHO SELLS TO CONSUMERS.

THE EDITOR, CANADIAN GROCER.

WIARTON, March 25th, 1891.

DEAR SIR,—I received a marked copy of the daily Globe of March 21st, with a rather sensational heading in regard to the refusal of the Wholesale Grocers' Guild to supply Mr. James Lumbers with sugars and other general groceries. Now, no doubt the sending of these papers to me and other grocers' is a bid for our support, out of sympathy for Mr. Lumbers in his struggle with the Guild, but it is a fact pretty well known by country grocers that for years Mr. Lumbers has been supplying Grangers and others with groceries to the detriment of the country retail trade. As he sends out his circulars all over the country, and will sell a bill to any one who can send him a dollar, I think Mr. Lumbers must have an unlimited amount of cheek to expect the retail grocers to patronize him. If he wants to do a retail trade let him do it, but I hope all country and city retailers will refuse to patronize any man who tries such a game.

Yours truly,
COUNTRY GROCER.

[THE GROCER was informed some months ago that Mr. Lumbers had ceased selling to consumers, and his advertisement was inserted in this paper on that understanding. He says that he will give a reward to any one who can prove that he sells to consumers.—ED. GROCER.]

A REMINISCENCE.

EDITOR, CANADIAN GROCER:

SIR,—I am just in receipt of a circular from Mr. James Lumbers, of Toronto, addressed to the "Merchants of Ontario," in which he invites in pleading terms their sympathy and support in fighting the Wholesale Grocers' Guild. Your readers are doubtless aware that the issuer of the above mentioned circular has been for some years purporting to be carrying on a wholesale grocery business in Toronto. At present he certainly is catering for the trade of the retail merchants of this Province, but what is his past record? Is there a grocer in this Province who has forgotten that this same gentleman has been the chief source of supply and sustenance for an organization known as "The Grange," whose objects on paper were the cultivation of that relationship amongst the farming community that would tend to a disseminating of views on subjects relating to their business, and which would

doubtless be productive of beneficial results but whose real objects, however, were the extermination (so far as lay in their power) of the retail merchants who were striving to make an honest and legitimate living in their community? The history of this now almost totally extinct society is too well known to the readers of your paper to require further reference. The circular before referred to is headed "Boycotted." Does its issuer deserve better treatment from either wholesale or retail merchants?

While I do not wish to be understood as being in sympathy with the Guild of the wholesale grocers, or any combination or monopoly whose objects for combining are the serving of their own interests, yet I cannot endorse the actions of a disappointed trader who may not happen to be a member of such combine, not because of his anxiety for the welfare of the retailers, but in all probability because he has been refused admittance to the Guild. One reason for such refusal would be his inability to comply with the conditions requisite to membership therein, so long as he continued the policy of supplying the few remaining straggling members of the Grange. Those business relationships he had sought and cultivated in the palmy days of this order. A man must have considerable nerve to ask for the sympathy of the retailer, while still continuing to supply the consumer.

A COUNTRY MERCHANT.

HANOVER, April 6.

DISCOUNT VS. INTEREST.

THE EDITOR OF THE GROCER.

DEAR SIR,—As there has been so much said about the Wholesale Grocers' Guild shortening credit, and about the discounts allowed by them, it has caused me to think the matter over and to ask what discount really means? Is it not a delusion to the purchaser after all? Why should there be a discount on any goods? All discount that is allowed is really added to the price of the goods. We like discounts, and without thinking the matter over, are quite satisfied that we have got a big bargain, while in reality we do not get off one cent from the value of the goods. Some take the ground that the larger the purchase the larger the discount should be. That seems to me a dangerous argument, for if carried out the goods could be bought at fifty cents on the dollar, and it would have a tendency to drive all small dealers out of business. That seems to be the desire of some of the discount grumblers. We find that different goods have different discounts running from 1½ to 6 per cent. If an article is only worth a dollar why ask a dollar and five cents, and then say they only intend to take a dollar? Is that not what some call shark dealing? Who ever heard of a discount off flour? Grain of all kinds is net cash. Pork, cattle, horses, etc., are all net

cash. I can buy ten barrels of flour just the same as if I bought a carload or ten cars, no difference, and there is no grumbling over that kind of goods because we don't get a discount off. Now, sir, I believe this style of business should be changed, and all goods net cash or in 30 days. Then, when we get credit, pay for it by interest equal to the present discounts. Then there could be no misunderstanding about discounts. Then large and small cash buyers could buy just as they liked, and the credit man would soon find that he too would have to do the same or get out of business. Just as long as we get what is termed credit for six months without interest, just so long we will have to give it. But if goods were sold for what they were worth, and interest charged where credit is given, we would be in a position to say to our customers that we had to have the cash or interest, same as we have to pay. As it is now, nearly every customer knows just the length of time we get on the different kinds of goods, and thinks it very hard if we do not grant the same terms. They all know that pork and flour are net cash, and do not expect to get either without the money, and very seldom ask for it on credit. Why should a wholesale house sell me \$1000 worth of goods, and then say all they want for them is \$950, as the \$1000 was on six months time. Suppose I go to the bank and get

Grocers make money by selling

EMPIRE BAKING POWDER

PURE, STRONG, and CHEAP.

ELLIS & KEIGHLEY,
Toronto, Manufacturers.

THE A. G. PEUCHEN CO.,

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Pure Paris Green

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THE A. G. PEUCHEN CO., Ltd.,
Manufacturers Paints and Varnishes,
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**New Eastern Townships
MAPLE SYRUP AND SUGAR.**

ABSOLUTE PURITY GUARANTEED.

Wilkins & Co., Adamsville, Que., have contracted for the product of over 150,000 trees.

Among the makers who supply us are a few who have sugar orchards counting 4,500 trees, notably the Old Col. Westover bush—The Colonel is a hero of the "Fenian Raid of 1866."

Special Prices to Large Buyers.

Address **JOHN WILKINS,**

20 Temperance St., Toronto, Ont.
Montreal and Lower Province merchants will please address Wilkins & Co., Adamsville, Que.

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BRONZE MEDALS

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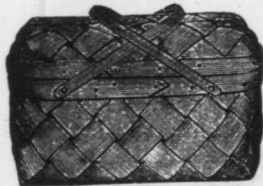
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- 1, 2, 3 satchel lunch baskets
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- Butcher and Crockery baskets.
- Fruit package of all descriptions.

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**MUNN'S PURE
BONELESS
CODFISH**

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

**TASTY
ECONOMICAL
DELICIOUS**

Send for Sample at once.

**STEWART MUNN & CO.,
MONTREAL.**



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HARVEY & Co.**

Importers and

WHOLESALE GROCERS

A Large and Well-Assorted Stock of

Teas, Sugars and General Groceries

HAMILTON, ONT.

STAR BRAND
**FEARMAN'S
HAMS AND BACON.**
Hamilton, Ont.



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

TEST FREE

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

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

SOLD BY ALL LEADING GROCERS.

LEONARD H. DOBBIN, MONTREAL. Sole Agent for Canada.

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

**RICH AND
PERFECTLY SEASONED.**



**Ram Lal's
PURE
INDIAN TEA**

GUARANTEED ABSOLUTELY PURE
AS MANUFACTURED ON THE
GARDENS IN INDIA.

A fancy parcel of Indian Tea, sold at auction in London for £10 10s. 6d. per pound. All brokers say this price was paid to boom a blend of the buyers. We have sample here of the head blend in Ram Lal's Green label, counterpart of this was sold by the Growers, at auction, for 12s.—\$3 per pound; experts pronounce latter sample fully equal to that sold at £10. 12s. 6d. We shall be glad to show our friends, so drop in and see the Indian tea that sold at auction for 12s., say \$3, used in Ram Lal's blend.

**JAMES TURNER & CO.,
HAMILTON.
WHOLESALE AGENTS.**



STANDARD BRANDS.

Golden Plug.
Gem.
St. Lawrence.
Sterling.
Hawthorne.
Star.
Empire.
Currency.
Joy.

Send for
Price List
or
a sample caddy
of each
sort you use.

Empire Tobacco Co.,
Montreal.

\$1000 on six months' time, and then turn round and say allow me 5 per cent. and I will give you \$950 now. I guess I would not get it. Nor, do I get the \$1000 worth of goods for \$950. There is where the delusion comes in. I would like to hear the opinions of others on the question and may write you again.

MERCHANT.

Trout Creek, 3rd April, 1891.

LIBERATE RAW SUGAR.

EDITOR, CANADIAN GROCER :

SIR,—In view of the recent removal of the import duty on sugar by the United States government, it becomes an imperative necessity for Canadians to seriously consider the situation thus created.

With the duty off their raw material, the American manufacturers of refined sugar, sugar confectionery, preserved fruits, sweetened chocolate and coccas, and all goods into which sugar enters largely, will be placed at a great advantage over their Canadian rivals, even in the Canadian market. It is clearly then the duty of our government to either increase the import duties on sugar made goods or greatly reduce, or entirely remove the duty on raw sugar. The latter alternative is probably the more promising one at the present time. It is quite clear, however, that the Government cannot do without the large sum annually collected from importations of sugars. Any loss to the revenue sustained though a whole or partial removal of duties would have to be made up by a re-distribution of taxation.

By a reference to the trade and navigation returns I find that the imports of sugar into Canada for the fiscal year 1890, produced a revenue of \$2,726,257.39. Of this amount \$44,756.89 was collected from refined sugars and raw sugar not above No. 14 D. S., leaving a balance of \$2,681,500.50 to be provided for by the Minister of Customs. The question then arises, How is this large sum to be obtained? Another glance at the trade and navigation returns, shows that if a duty of ten cents a pound were imposed on the 18,455,475 pounds of tea imported into Canada for the last fiscal year, we would have \$1,845,547.50, or considerably over two-thirds of the required amount. Ten cents a pound on coffee would add \$320,036.90, bringing the total amount derivable from these two articles alone, to \$2,165,584.40, or near enough for all practical purposes.

Another important phase of this question which appears to me worthy of every consideration on the part of the Government is the great benefits that would result to many of our manufacturing industries through cheaper sugar, whereas tea and coffee are not raw materials in any manufacturing industry in Canada. Our manufacturers of confectionery, jams and jellies, cocoas and chocolates and canned fruits, and of many other lines of goods where sugar is a raw material, would hail with de-

light the removal of the sugar duties. It would enable them to compete in the open markets of the world with British and American manufacturers of sugar goods, and this desirable state of affairs, it appears, can be brought about without the revenue of the country suffering to any material extent.

Sugar is more of a necessary of life than either tea or coffee and for that reason alone the abolition of duties would be popular with the people at large, while a specific duty on tea and coffee would tend to raise the quality of these beverages. Some of the vile stuff sold as tea and coffee are beverages only in name.

The importance of the subject, Mr. Editor, is my excuse for taking up so much of your valuable space, and with your kind permission I would like to ask the opinion of your readers (many of whom are much better able to judge than I am) as well as your own views as to the merits of the proposals which I have just submitted.

Yours truly,

FREDERIC JAMES GIBSON.

LETTER FROM HIGHER LATITUDES.

CHRISTIANIA, March 23, 1891.

EDITOR CANADIAN GROCER, TORONTO :

SIR,—In reply to yours of March 6th as to how Canadian goods are taking in this country, I shall be glad to give you the desired information as far as the lines that we handle. I will first mention the Johnston Fluid Beef Co., of Montreal. Before ever the Johnston Fluid Beef Co. thought of introducing their goods here we have had Liebig's, Cibell's, Kemrich's, Koch's, and various other meat extracts on the market. It was therefore not very easy to make the grocers believe that Johnston's Fluid Beef was not like the others, a meat extract, but contained all the strength-giving elements of prime beef, and not like the others an extract, but pure fluid beef. We have also received a large quantity of "Staminal" from the same company. A teaspoonful in a cup of hot water makes a fine cup of beef tea, and on account of the cold climate we have here it is a great favorite. It is served here in the restaurant and dining-rooms, and the last quantity we received was sold out in one week, and we had to telegraph to Montreal for more. You will thus understand that the Johnston Fluid Beef Co.'s products have taken the lead in Norway and Sweden, as well as it they have long ago in Canada. We have also received bill of lading from Messrs. Hiram Walker & Sons, of Walkerville, Ont., for whiskey. The reputation of their goods seems to warrant that there should be a market in this country for them, and we will let you know later how it takes.

THE CANADIAN GROCER makes its regular appearance, and as it contains much information of value for a business man, it is read with much interest. Wishing it all possible success, I remain,

Yours respectfully,

C. E. SONTUM,
Care of C. E. Sontum & Co.,
Christiania, Norway.

CORTICELLI

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

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

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



**SILVER
STAR
STOVE
POLISH,**

THE PHENOMENAL POLISH,

BLACK, BRILLIANT, BEAUTIFUL,
Handsomely put up in 3 doz. hinged cases,
can be had from all wholesale grocers,

Or from **F. F. DALLEY & CO.,**
PROPRIETORS,
Hamilton, Canada.



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

Traveller Wanted.

A thoroughly competent man, with good experience of and connection with

**The Wholesale Grocery
and Jobbing Trades,**
to represent THE E. B. EDDY CO. Apply at the
Head Offices, Hull.

N. K. FAIRBANK & CO.,

COMPOUND  REFINED LARD.

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

Condensed Mince Meat.

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

Will not ferment in
warm weather.

Sells at all seasons
by all wholesale
grocers.



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

Packed in $\frac{1}{4}$ and
gross cases.

Sole manufacturer
for Canada.

Ask your wholesale
grocer for it.

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

JAS. WATSON & Co.,

Coffee and Spice
Dealers.

Toronto, Ont.

GEO. MATTHEWS

-PACKER and CURER.-



PURE LEAF LARD A SPECIALTY.

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

"Mallawalla" Pure Indian Tea.

A rich and delicious blend. Put up in 1-2 and 1 pound tinfoil packages, with attractive labels. Packed in 50 lb. Cases, separate or assorted, half and half. Retail at 50c. per pound, allowing the jobber a handsome profit, nothing equal to it in the market for the money.

W. H. GILLARD & CO.,

WHOLESALE GROGERS, HAMILTON, ONT.,

Agents for Canada.

INDUSTRIES THAT NEED FREE SUGAR.

Of the Canadian industries that will be adversely affected until some change, correlative to the abolition of the sugar duty by the United States, is made in our customs tariff, that of the manufacture of confectionery is not the least important. It was, even before the admission of free sugar to the United States, an ill-protected industry. The duty on imported confectionery is 1¼c. per lb. and 35 per cent., but that has been more than counterbalanced all along by the heavy duty which is on the raw materials. Those on which the weight of the duty is most heavily felt are glucose syrups, shelled peanuts, coconuts, and essential oils. On nearly everything but raw gums and vanilla the manufacturer has had to pay a duty, in most cases a heavy one. The consequence is that the makers of confectionery have had hard work to hold their own against United States makers, who are not hindered by our import duty from stocking the market at various points along the frontier. They have the above named raw material free, and this gives them the advantage over competitors protected by only 1¼c. per lb. and 35 per cent. ad valorem. In the western towns of this province and in the Maritime Provinces there has long been a large quantity of United States candy sold. There is none sold in Toronto, but that is owing to the excellence of the local manufacture.

In a month or so we may expect an inroad of representatives of United States makers. They will not come in at once because they have no goods to offer. The manufactories in that country have been virtually, in most cases actually, closed down pending the introduction of free sugar. They did not want to make up a large stock from raw material of which the chief constituent—sugar—would cost 2c. a pound more than it would after April the first. So, to avoid being caught with a stock they would have to sell at a loss, they stopped making. When they do come our makers might as well retire, unless there is some adjustment of our duty in their behalf. With the present odds against them they would be unable to stay in the race a year, and the closing up of our confectioners would mean no work to at least 500 employes in this city alone.

The chocolate makers of the United States are already astir. Three travellers and one principal of leading houses across the border called on a local confectionery firm this week. They have an advantage, and they are making speedy use of it.

If the protection of the confectioners were the only consideration, it could be accomplished by a specific duty of 8c. per lb. But that is not the only consideration involved. There are other manufacturers who use sugar on a large scale, who would be equally at the mercy of the foreign makgr. The chocolate makers, the canned fruit men, etc., are

almost in the same boat with the confectioners in respect to the one raw material, sugar. If the duty were removed from raw sugar, all these manufacturers would be adequately protected without the necessity of disturbing any other of the relations between the tariff and their industries. The sugar refining industry would certainly be benefited by the removal of the duty, because of the great impulse given to consumption.

THE SUGAR DUTY HANDICAPS CONSUMERS.

In his letter, which we publish in this issue, Mr. Gibson shows cause why the duty on raw sugar ought to be removed or diminished. His argument has a two-fold basis, in the facts that sugar is a necessary article of consumption, and that it is a raw material in many important lines of native manufacture. He also shows the feasibility of substituting a tea and coffee duty for that now levied on sugar.

It will be some time yet before we need apprehend any considerable importation of refined sugar from the United States. The cost of manufacture there does not yet permit of sales being made below 4½c. at the refineries, and that 4½c. would grow like a rolling snowball by the time sugar bought at that figure in New York would reach the Canadian consumer. Here is the way the little increments would adhere to it:—

	Per Cwt.
Cost in New York.....	\$4.50
Specific duty.....	\$1.50
Ad. val. duty of 35 per cent....	\$1.57
Extra duty for indirect importation of	
7½ per cent. on above duty.....	.23
Freight, etc.....	.25
	\$8.05

That is, the cost would be \$8.05 per cwt., or a little more than 8c. per lb. to the Canadian importer, who can get home refined sugar from wholesale hands at 6¾c. Clearly, the United States refiners are not yet in a position to flood this country with sugar, and will not be until the cost of production will bring the initial price considerably below 4½c. But while the protection of our refiners may not be an urgent consideration at present, it may become one by the time the sharp demand of midsummer consumption begins to be heard from. Our refiners, whose present output is the product of raw bought before the change, may not be able to keep down to present prices when their raw material has to be bought a month hence. The immensely enlarged consumption which will be an effect of the easy prices in the United States must certainly bring up the price of raw, and thus make the cost of production greater to our refiners. In the absence of any reduction in the duty, these would not have an offsetting increase of consumption over which to spread the extra cost and break the abruptness of the necessary increase in price. They would in fact

have to levy the increase in the cost of production upon a shrunken volume of consumption, as perceptible increase in prices would check consumption. An advance in the price of refined, necessitated in the United States by any advance in the price of raw, would perhaps be inappreciable there while it would be pronounced here, the duty remaining on. Thus, it is conceivable that United States sugar would overflow the barrier at present in its way.

The duty on raw ought to be removed, and distributed over other goods less distinctly entitled to be classed as necessaries. The era of cheap sugar has surely dawned, when a nation so addicted to protectionism as the United States admits sugar free. This country should be behind no other in recognizing the importance of taking the heavy burden off the masses that it lays upon them when it taxes their sugar. That is the fundamental basis of any plea for duty free sugar.

EXTRAVAGANT LIVING.

More failures of the present day are brought about by extravagant living than many people have any idea of and in such cases the principles of these concerns do no deserve that sympathy which they seek from their creditors and the public. This high living has special reference to the managing partner of the wholesale firm which failed a short time since in this city. His silent partner who put most of the capital into the concern, agreed to the managing man drawing a certain sum, which was considered ample for his station. This, however, was insufficient, and he asked for about 50 per cent. more, which was also allowed by mutual agreement, and as he had not the conscience to make any further demands for an increase in his already liberal allowance he drew just double the sum he was expected to use for his personal expenses, against the express agreement of the partnership. This it is needless to say in the present age of competition and small profits, the business could not stand, and the result was that this managing partner recklessly appropriated to his own personal benefit the money of his creditors and sleeping partner, and ultimately ruined the business. Such a man is only fit for a subordinate position, and should never be allowed to assume the reins of partnership, lest his extravagant propensities lead him eventually into far worse difficulties. Such men are safer where they can draw a stated income and should never be placed in a position where they have the disposition of the funds of a concern. If more were written upon the subject of the too extravagant and high toned living of many of our business men, it might have a salutary effect, and save a number of firms from the inevitable ruin which is sure to result through one or more of their partners living beyond their means.—Trade Bulletin.

DAVIDSON & HAY

Wholesale Grocers,
36 Yonge Street,
TORONTO, ONT.

Aylmer Chicken Soup

Great care being used in preparation of this highly commended Canadian Manufactured Article. As a Strengthening Food it is very wholesome and nutritious.

If you haven't already got it in stock, send order.

Sloan & Crowther

WHOLESALE GROCERS,
TORONTO.

New

Brazil Nuts.

H. P. ECKARDT AND CO

Wholesale Grocers,
3 FRONT ST. EAST, TORONTO.

Thos. KINNEAR & Co

Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,

AGENTS FOR

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

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

47 Front St. E., - TORONTO.

WARREN BROS. & BOOMER,

IMPORTERS

AND

WHOLESALE GROCERS,

35 and 37 Front St. East,

TORONTO, ONT.

SUGARS, COFFEES AND TEAS,
SPECIALTIES.

EDWARD

ADAMS & CO.

ESTABLISHED 1846.

Wholesale Grocers and Importers of

TEAS,
SUGARS,
COFFEES,

Tobaccos, Wines and Spirits

95 & 97 Dundas St., London, Ont.

BALFOUR & CO.,

IMPORTERS OF TEAS

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Wholesale Grocers

HAMILTON.

SMITH & KEIGHLEY

WHOLESALE GROCERS

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Mediterranean Fruits.

FINEST SELECTIONS IN THE MARKET

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China, Japan, Indian and Ceylon

TEAS.

9 Front St. E., Toronto

STEEL, HAYTER & CO

IMPORTERS OF

INDIAN TEAS

Direct from their estates in Assam.

Assams, Kangras, Darjeelings and Indian Oolongs in stock.

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.

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Wholesale Grocers,
TORONTO.

CLARK
ARMOUR
FAIRBANK
LIBBY

Canned and Potted Meats.

These goods usually advance at this season.

ORDER IN TIME.

33 Front St. East.

PERKINS, INCE & Co.,

41 and 43 Front St., Toronto.

IMPORTERS.

Offer full stock of

TEAS,
COFFEES,
SUGARS,
and General Groceries.

A few choice MALAGA RAISINS remaining, also CHOICEST and FINE FIGS in Boxes.

Just arrived: Prime Sicily Filberts

J. F. EBY.

HUGH BLAIN

PRUNES

ARRIVING IN A FEW DAYS.

ATLAS, IN CASES,
BOSNIAS, IN BAGS.

EBY, BLAIN & Co.,

Wholesale Grocers,

FRONT AND
SCOTT STS.

TORONTO.



TORONTO MARKETS.

TORONTO, April 9, 1891.
GROCERIES.

This has been an average week with the wholesale grocers. No specially stimulating circumstances are at work to mend trade very markedly just now, so that but average weeks may be looked for for some time. Improvement on the trade done a few weeks ago there certainly has been. This week's sales, as last week's, have been much like those of former springs. Wholesalers consequently report themselves satisfied with the business they have done during this first fortnight in April. If trade keeps at the same pace into the middle of May, it will be far from phenomenal, but it will be substantial. The week's demand has been stronger for brown sugars, canned goods and tea than for anything else. Money seems to be not very much freer, though the value of agricultural products has been steadily maintained at the advance begun two weeks ago.

CANNED GOODS.

There has been a good output of stock this week, chiefly in small orders, which continue to be numerous. The smallness of the orders is the effect of the circumstances which check speculation, so that trade is run more by cash power than it was. The prices of last week are maintained with increasing strength. Tomatoes are exceptionally firm at \$1.35 to \$1.40, the latter figure being the basis of a considerable business done. There has been very little done in futures, the disposition of packers being evidently not strongly favorable to such business just yet. The policy of most of the packers seems to be to limit their output this year to manageable proportions, and then not to be so over anxious beforehand as to make rash contracts.

COFFEES.

The demand for fine coffees is fair, the supply limited, and prices steady. In lower grade stock there is no change, and but little trade. The news is stronger on Rio than it was a week ago.

DRIED FRUIT.

It requires a considerable volume of stock to supply the demand that is operating quietly, but at the same time vigorously. People use more dried fruit than is generally thought at this time of year. The consumption of currants and raisins is now active and will continue to be throughout the summer season, increasing rather as harvest draws on. Prunes are wanted, but are scarce, and the high prices of those in stock bring the demand more upon an equality with the supply. Figs and dates receive a considerable amount of attention just now. There are no changes in the price of any class of fruits. All are steady at last week's quotations.

NUTS.

Nuts are quiet. The only change to be noted is an advance in the price of shelled almonds, which quote now at 35 to 37c.

RICE AND SPICES.

The trade in rice would be better if stock were more plentiful, but fine grades are still scarce. Advices from Hingo say:—"Farm-

ers stick to their old policy of keeping the markets short of supplies, and in consequence a sort of panic set in towards the end of last month among the native dealers because they were unable to fulfil all the engagements they had entered into. The excitement has somewhat abated during the last few days, and prices may gradually come down again, but a fall cannot be reckoned upon with certainty, as farmers have become very independent through their success and might perhaps continue their policy of holding the harvest. As long as the wheat and barley crops are not secured (say about June next), no reduction of any importance can be looked for with any reasonable assurance of being realized."

Spices are steady, and in normal demand.

SUGAR.

The price of granulated has declined $\frac{1}{8}$ c., 15 barrel and larger lots quoting at $6\frac{3}{4}$ c., and smaller lots at 7c. Other white sugars have declined in proportion. This does not seem to be an effect of the decline in the United States market, though granulated is retailing in Boston at 5c. The United States refiners are apt to be kept busy for some time supplying the demand that had come close to a standstill before the date for the removal of the duty. If they were in a position to stock this market at once prices would no doubt have to come down here, but the United States refiners have not yet got their business adjusted to the new conditions sufficiently to begin stocking this market. The local trade in yellows has been moderately good. The lowest price is now $5\frac{1}{4}$ c.

It is reported that the Nova Scotia Sugar Refining Company has shut down and will remain closed until it is known what action the Government will take with regard to the duties.

Willett & Gray, New York, in their weekly sugar statistical, say: The transition has been made from duty paid to duty free sugar, and the American people are already receiving the full benefit of the removal of the duty. Early on the morning of the 1st of April the retail grocers reduced the price of granulated sugar 2c. per lb., giving 20 lbs. for \$1, instead of 14 lbs. as before, and in many places 100 lbs. are given for \$4.75. Nothing like this has ever taken place in America, and we can now say, regarding sugar, that we are on the basis of the most favored nations. We estimate that 900,000 bbls. of free sugar (130,000 tons) were distributed to the trade of the United States on the 1st day of April, and at least half as much more has been sold by refiners for delivery during the entire month of April; and this entire amount of sugar has been sold by the refiners at the one price of $4\frac{1}{2}$ c. per lb. for granulated (other grades at a regular parity), which is a notable fact, and could probably occur in no other country than America. Stocks of refined were reduced to a minimum by the 31st of March, throughout the country, many retail grocers reporting less than 100 pounds, and the greatest activity exists in filling the vacuum from the government warehouses and bonded cars. Delays in some cases are unavoidable, but much less disappointment exists than was anticipated.

SYRUPS AND MOLASSES.

Syrups are a quarter of a cent lower than they were a week ago. There are virtually and perhaps literally no D or U syrups. The demand is moderate. Molasses has made no change this week, and is not particularly active.

TEAS.

The position of this market is not apt to change materially before the arrival of new crop stock. Scarcity of the grades wanted is



JAMES LUMBERS.

SUGARS DOWN.

My price for one or more barrels

EXTRA GRANULATED SUGAR

is Twenty cents per hundred less than the Wholesale Grocers' Guild from one up to fifteen barrels and my Discounts on Sugars are one and one-half per cent.

Although I am

BOYCOTTED

I am prepared to offer all lines of goods as in the past, and all orders shall receive my prompt and careful attention.

I carry a full line

Teas,
Sugars,
Tobaccos,
Canned Goods,
and all
General Groceries

My Gunpowder,
Hyson and Japan Teas

at 22 cents per pound are giving entire satisfaction.

RED HERRINGS

or DIGBY CHICKENS.

Which I am offering at 13c. per box. There are about 45 herrings in a box.

JAMES LUMBERS

Wholesale Grocer,

67 Front St. East,
TORONTO, ONT.

IT HAS NO EQUAL.



A Quick Seller!

Why?

Because, when customers buy a package they are so surprised at the result, that they buy another and recommend their neighbor to buy one also.

ORANGEVILLE, 2nd April 1891.
 DEAR SIR,—I saw your advertisement, and thought I might as well write. Father keeps the "Barm" Yeast in his store and seems to sell a great deal of it. Mother made delicious bread and buns with it. To-day, I heard a lady in the store say that it was the best Yeast she had ever used.

BIRDIE LEIGHTON,
 Box 104, Orangeville.

BARM YEAST MANUF'G CO.,
 35 Wellington East, TORONTO.

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.
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E. P. Breckenridge, Toledo, Ohio, Pres
 Edwin Norton, Chicago, Vice-Pres
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The Norton Manufacturing Co.,
 MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit Cans, Paint Pails and Cans,
 Lard Pails, Baking Powder Cans.

Capacity, fifty thousand fruit cans per day.

Sole Agents in Canada for
 Norton Bros., "Solder Hemmed" Caps, and
 Grocers' sample goods, and Haskell's
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Traders' Bank Chambers, Yonge St.,
 Cable Address: "Seymour." TORONTO.

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EMPIRE BAKING POWDER

PURE, STRONG, and CHEAP.

ELLIS & KEIGHLEY,
 Toronto, Manufacturers.

GROCERS SHOULD SELL

Cowan's Hygienic Cocoa.

It is undoubtedly the Best in the World.

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

EDWARDS, CATCHPOLE & CO'Y

MANUFACTURERS OF

French Blacking, Stove Polish,

Writing Inks and Mucilage.

33 Wellington East, Toronto.

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.,
 31 Front Street East, Toronto.

Todhunter, Mitchell & Co.

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELRIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS. :: TORONTO.

MEDITERRANEAN FRUIT.

Five direct steamers are bound for Montreal, and due to arrive during the month of May.

There will be 100,000 boxes of Oranges and Lemons sold by

Public Auction. We will Examine, Buy, and Ship the fruit for a moderate charge. Correspondence solicited.

McBRIDE, HARRIS & CO.,

134 McGill St.--1 to 21 College St.,

MONTREAL.

EVERYONE

who uses

"Surprise" Soap

is pleased with it.

Do you handle it?

MARKETS—Continued.

likely to make the position of holders stronger. There has been a good enquiry for Indian teas, but more attention is being given to Ceylons on account of the high prices ruling for Indians. In London Indian tea has been more liberally offered, the quantity exceeding that of last week by upwards of 2,500 packages. Although the demand has not materially improved, there is more enquiry, especially for the lower-priced teas, which indicates that the stocks held by the trade are considerably reduced. It was not only natural that retailers should abstain from buying, so long as they held stock much cheaper than the prices at which they were able to purchase. The firmness of the market in the interval, however, proves the strength of the statistical position, which is more likely to increase than diminish for some time to come. At the public sales 21,729 packages were offered and 3,750 withdrawn, in consequence of the bids being below what importers would accept. The competition was active for the lower and finest descriptions, with occasional improved values, while the medium grades sold at about late rates. The sales of Ceylon teas have again been large, and as the retail trade,

until the last few days, were somewhat disinclined to buy, prices have again receded. During the latter part of the week, however, a stronger feeling has been apparent, and dealers have shown willingness to hold stocks in anticipation of a renewed demand after Easter. It is now clear that Ceylons must attract by far the greatest attention until August, and a firm market is therefore probable, although the supplies will be the largest on record.

PETROLEUM.

Local prices are those of last week, but they are firmer. Business is fair.

The Petrolia Advertiser reports:—Petrolia crude, \$1.36¼ per bbl.; Oil Springs crude, \$1.38¼ per bbl. The above figures are the ruling prices for crude oil to-day in Petrolia, and are firm at those figures. We shall be surprised indeed if it does not touch \$1.40 by our next issue. The fact is crude is scarce, and the drill is not helping it at all by any developments that will increase the supply. Unless some new wells are struck the price of crude oil must necessarily reach \$1.50 per barrel, and, what is more, will remain there. The consumption is not decreasing, on the contrary it is constantly increasing and will continue to do so from this out, and when the Inland Revenue returns for the year ending 30th June next, are received, both producers and refiners will be astonished at the great increase which will have taken place this year in the consumption of Canadian refined oil. Refined oil is firmer in price, although naturally dull at this season of the year. We quote the price now at 12½ cents f.o.b. here, but all the refiners claim to be losing money even at that price.

DRUGS AND CHEMICALS.

The demand for the staples kept in general stocks has been rather quiet. The only changes in prices are a reduction in carbolic acid, which quotes now at 40 to 45c; a reduction in glycerine, now selling at 18 to 20c; and a reduction in insect powder, which is now 38 to 45c.

BUTTER AND CHEESE.

Butter sellers continue to be favored by a good market. There is a very capacious demand now, and but little stock. The market is kept bare, butter being waited for and taken off nearly as soon as it reaches the hands of the dealers. Low grade stock is a small proportion of the receipts now, and goes off with the rest. The market is in a very healthy position, and prices will be on stilts until the stock of new begins to be swelled by grass feeding. There seems no reason to apprehend the incursion of any heretofore undiscovered stock of old butter. The good prices have surely brought into the light all there is of that class of butter. Prices vary from last week's quotations only in dairy tub and large rolls, good dairy tubs being 20 to 22c., medium 14 to 16c. and large rolls 17 to 21c.

Cheese is even firmer than it was last week. The stiffness of export prices makes those of the domestic trade very firm, 12c. being freely paid for September.

COUNTRY PRODUCE.

APPLES—The market is rather dull at present. The best prices paid, and those reluctantly, are \$3.50 to \$4.50. There is a considerable quantity of stock on hand.

BEANS—Are higher, though not in special demand, the prices running from \$1.35 to \$1.60.

DRIED APPLES—Are firmer at 8½c. A car sold for shipment to Winnipeg on Tuesday at that figure.

EVAPORATED APPLES—Are up, no stock being purchasable at the lowest point in last week's quotations. The lowest is now 14c.

EGGS—Are quite plentiful now, and the present aspect of the market favors the prospect of an early farther decline. Prices are 16 to 17c.

HAY—Is improving, good timothy being worth \$9, while lower grades do not quote below \$7 50.

HIDES—Are steady at 5 to 5½c. for green.

HONEY—Is slightly better this week, 10c. being the price paid for good clear, and grading down to 8c. Sections are unchanged, 14 to 16c. holding.

HOPS—Are steady at 35 to 38c.

OATS—Are scarce and unchanged at 57 to 58c.

ONIONS—The supply is so meagre that holders can get their price, up to \$4, which is the highest yet going for reds. Whites run up to \$3 50.

POTATOES—Are arriving in broken lots at \$1.05, and go out of store at \$1.10 to \$1.20. Cars are worth 90c. and upwards, but are coming in only rarely.

SEEDS—Alsike is \$9 to \$10 per bush., red clover \$4.90 to \$5.10, and timothy \$1.70 to \$1.90. Trade continue good with brightening whether.

SKINS—Are unchanged, bringing \$1 to \$1.45.

STRAW—Is quiet at \$6.50 to \$7.

TALLOW—Is selling at 2c. for rough and 5½ to 6c. for refined.

WOOL—Is as inactive as ever at 19½ to 20c.

FISH.

The demand for fresh fish has now to be confined chiefly to spring salmon and cod. The former is arriving freely, and a good

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EMPIRE BAKING POWDER

PURE, STRONG, and CHEAP.

ELLIS & KEIGHLEY,

Toronto, Manufacturers

WE ARE BUYING

Dried Apples.

SEND SAMPLES
AND QUOTATIONS

ESTABLISHED 1899.

STANWAY & BAYLEY

BROKERS

AND

GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST, TORONTO.

WE ARE BUYING

Evaporated Apples

SEND SAMPLES
AND QUOTATIONS.

MARKETS—Continued.

business is done by local jobbers with New York, to which market three tons are shipped every week by a Toronto dealer. The stock of Fraser salmon will be plentiful for a month yet, when supplies will begin to come in from the Restigouche and stop the trade from the West. Salmon is now 20c. There is little lake fish now—trout, white fish and herring being out—and pickerel and pike being in slender supply, the former at 7c., the latter at 5c. Lake fish will not be more plentiful for a fortnight yet, as, though the weather is mild here, the ice is as thick as ever in the inlets of Georgian Bay, Lake Huron and Lake Superior. At Port Arthur fishermen are cutting holes in the ice. There is usually a quiet month after Lent in the lake fish trade. In dried, salted, pickled and smoked fish, the market is quite lively yet, as good in fact as it was any time during Lent. Split lake herring are now out of date. Of sea fish cod is slightly changed, being now 8½c. There are no flounders. Everything else is the same.

GREEN FRUIT.

The sale of green fruit has been more active this week, the demand for both oranges and lemons—chiefly for the latter because of la grippe being so prevalent—having been maintained well throughout the week. The only change in prices is an advance in Valencia oranges, which are selling at \$6.50 now. Bananas are unchanged, as are also pineapples, the former being \$1.50 for red, and \$1.75 to \$2.50 for yellows, while pineapples are \$2.50 to \$4.50.

PROVISIONS.

Trade is mending. A very good demand has been at work this week for all products, and some of these have advanced as a consequence. Dressed hogs are scarce.

BACON—Long clear is up to 8c., at which figure it is quite firm. Bellies are 10½ to 11c., backs 10 to 10 1-2c., and rolls 9 to 9 1-2c.

DRESSED HOGS—Are worth \$5.50 to \$6, and are taken readily.

HAMS—Are unchanged at 11 to 11 1-2c.

LARD—Is higher, quoting now at 9 1-2 to 9 3-4c.

MESS PORK—Has advanced to \$15 for heavy, while short cut is unchanged at \$16.50.

SALT.

The trade in salt is growing each week. It is now quite active. The prices in cars are: Barrels \$1.40, sacks 70c., dairy \$1.25, land \$4.50.

DRY GOODS.

The demand is better than it was last week, but wholesalers are not yet satisfied with it. Better weather and better roads are improving times somewhat, but the improvement in the demand is not as marked as the improvement in the roads and weather.

RAW FURS.

Trade is dull. The quotations are the same as those of a week ago. They are:—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.50; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.50; Muskrat, fall, 12c.; spring rat, 25c.; winter, 15c.; otter, \$8 to \$13; raccoon, 25 to 80c.; skunk, 25 to \$1.75.

BUSINESS CHANCE.

GROCERY BUSINESS FOR SALE DOING the largest retail business in town. Apply to Switzer & Brown, Collingwood, Ont. 18

Buy direct from the Mills.

MANITOBA FLOUR.
All Grades from Choice Hard Wheat.

Correspondence from Cash Buyers Solicited.

LEITCH BROS.,
FLOUR MILLS. - OAK LAKE, MAN.

MELDRUM & DAVIDSON,

MERCHANT MILLERS,

PETERBORO',

MANUFACTURERS OF

Choice Winter Wheat and Manitoba

FLOURS

Mikado, White Lilly, Delight, Manitoba.

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

HALIFAX AGENT. J. P. Cox.

CAR LOTS or BROKEN LOTS

—OF—

Flour, Meal, Buckwheat Flour, Cornmeal, Rye Flour, or anything in the Flour, Feed or Grain line furnished on shortest notice at lowest prices.

J. & R. ROBSON,

Millers and Grain Dealers, Brantford, Ont.

SEAFORTH OATMEAL MILLS

Manufacturer of and Dealer in

Rolled, Granulated & Standard Oatmeals,

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

D. D. WILSON,
SEAFORTH, ONT.

N. WENGER & BROS.,
AYTON, ONT.

Manufacturers of

Winter Wheat Flour

KLEBER and EDELVEIS } Patents.

MAY BLOSSOM—(straight roller).
MINERVA—(extra).

Write for Samples and Prices,

N. Wenger & Bros.,
AYTON, ONT.

Canadian White Enamel Sign Co.,
Sole Agents for Caesar Bros.
The Most Durable Sign Letter.

4 Adelaide St. W., Toronto.

A responsible agent wanted in every town and city.

WALKER, HARPER & COMPANY
OXFORD MILLS.

"FLOUR" Manufactured by Improved Roller System.

BRANDS:

Golden Star. Golden Sheaf.
Oxford. Ontario Queen.
Regal. Jubilee.

Manufacturers of
STANDARD AND GRANULATED OATMEAL.
ROLLED OATS. ROLLED OATMEAL.

DEALERS IN

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

ADDRESS:

NORWICH, ONT.

Mixed cars a specialty.

HODD & CULLEN

Roller Millers.

FLOUR

Manufactured "Hulgarian" System.

Our brands are

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

Heavy dealers in

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

Quotations by wire.

Address, **STRATFORD, ONT.**

EMBRO OATMEAL MILLS.

D. R. ROSS, EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

MONTREAL

MONTREAL MARKETS.

MONTREAL, April 7, 1891.
GROCERIES.

There is precisely the same condition of affairs to note as prevailed a week ago. There is some trade doing as noted then, but it is solely in the way of supplying immediate requirements, as buyers generally evince a strong disposition to trade ahead. They may perhaps be wrong in this as regards profits, but in the long run a conservative course is the best, as it removes any possibility of the great danger of overstocking. On the whole the conditions seem satisfactory enough, and when the open season arrives a good fair movement may be expected. The more active lines of the week have been tea and coffee, and now all the Japans really worth having under 17c. have been all cleared off the market, while as regards coffee stocks are exceptionally small. In fruit there is nothing particular to note, and values generally in all lines are unchanged.

SUGAR, SYRUPS, ETC.

The uncertainty about the duty on raw material is still a great bar to business in the sugar market, and until it has been dissipated business is hardly likely to assume large proportions. However, there has been a little more doing this week in the way of meeting immediate requirements, as stocks had completely run out, but it has not been kept up. Values remain unchanged at 5½c to 5¾c. for yellows and 6¾c. for granulated.

Syrups may be described as occupying the same position as sugar, that is there is some movement in a small way towards meeting actual necessities, and prices remain the same, 3½ to 4c.

There is nothing new to note in molasses, and business is of a very quiet kind; in fact there is little to note. The stock remaining in first hands on spot is not over 1,000 odd puncheons, and is all the property of one holder, who is jobbing it out slowly on a 35c. basis. Some business is noted in Trinidad and Antigua at 31 to 32c. There is nothing particularly new contained in advices from the Islands up to date since our last report.

TEAS.

The tea market has continued fairly active during the week, principally for Japans, running from 17c. and upwards; in fact the market is pretty well cleared up of all desirable lots offering under that figure. Blacks are on the quiet side, and we have nothing special to note regarding them.

COFFEE.

Stocks here are limited, and the same seems to be the case at other centres, consequently the tone of the market is very strong, although we have little business to note.

FRUIT.

The fruit market has presented no very noteworthy features since our last report; in fact, aside from some little movement on currants there is practically nothing to note regarding dried fruit, which, however, has ruled firm. Valencia raisins are quiet, with no business doing, and prices remain as be-

Butter, Eggs, Potatoes,
Onions, Cheese, Oats,
Apples, Hay, Straw,
Hogs, Poultry, Fish,
Evaporated and Canned
Goods wanted at once

BEST BRANDS OF
Bakers' and Family Flour

ALSO WANTED.

We handle all lines of FARM AND
ORCHARD PRODUCE as well as
DAIRY.

Write for Quotations for this market or
Britain to

IMPERIAL PRODUCE CO'Y.,
OF TORONTO, LTD.,
69 Front Street East, Toronto.

fore, firsts 6c and seconds 5¾ to 5¾c. Currants have a stronger tone in consequence of recent advices from Patros, which quote an advance of ½c., and although we still quote 5¾ to 6c. as a range, it is doubtful if much stock could be moved on this basis now. Some fair lots have been turned over at 6c., but buyers are still more or less indifferent about ordering ahead, and are taking only what they want. The movement from second hands to actual distributors is not great, nor is it likely to be until the roads are more passable. But then April is usually an interim month of quietness.

On green fruit we have the same remarks to make, and it is unlikely that there will be much business until after the first arrivals by direct steamers, as most buyers are holding off for these sales. It is not known yet exactly when the first steamer will arrive. Oranges are jobbing out at unchanged prices, and lemons are the same.

RICE.

There is nothing particular to note regarding this article as business at present is unimportant and prices unchanged. We quote Japan \$4.25 to \$4.50, standard \$3.00 and off grades \$3.50 in cars lots.

CANNED GOODS.

There is a good demand, reported for canned tomatoes, peas, corn and other vegetables, the stocks of which are now well reduced. In consequence holders are asking outside figures and tomatoes are now quoted at \$1.30 to \$1.40 and peas \$1.40 to \$1.50.

FISH.

This market is utterly without feature at the moment the merest jobbing trade moving and consequently we have nothing to note. Most of the trading lines are in small supply in fact some of them are entirely ex-

hausted but with the limited call this does not amount to much. Briefly it is quite likely that the market will remain featureless until the open season. We have no change in prices to note.

APPLES.

The local business in apples is of an ordinary jobbing kind, and prices rule unchanged at from \$5 to \$6.50, according to quality. A recent cable from Liverpool states that the market has a somewhat better tone and that a lot of 1000 barrels of western stock netted from \$4.50 to \$6.75 in the west the outside price of course for some choice barrels that the lot comprised.

PROVISIONS.

With the country roads as they are, provisions should naturally be quiet and the movement small, and this is the case just now. Consequently aside from a quiet jobbing trade we have nothing to note, but when the roads improve an accession to the movement is certain to ensue. We quote prices unchanged: Canadian short cut, per barrel \$16.50 to \$17.50; mess pork, western, per barrel \$16.00 to \$17.00; short cut, western, per bbl \$16.75 to \$17.50; hams, city cured, per lb 10¾ to 11½c.; hams, canvassed, per lb 0 00 to 0 00c.; lard, Canadian, in pails, 8½ to 9c.; bacon, per pound, 9 to 10¼c.; lard, com., refined, per lb, 8 to 8¾c.

MAPLE PRODUCTS.

Receipts of maple sugar are more free than a week ago and although the demand is fair prices have fallen away a trifle and now choice bright one-pound blocks are bringing 8c., and dark, discolored stock 6¾c. up. Syrup is easier, also under freer receipts, and 70 to 75c. for ordinary one-gallon cans is now the range with 5½ to 6c. per lb. in the wood.

ASHES.

The ashes market rules easy, first pots being now worth \$4.70 to \$4.80, and seconds \$3.70. The stocks are not heavy, but receipts are running rather than way when compared with the demand, which gives signs of falling off. Pearls are purely nominal in the absence of business, but a small lot received the other day was turned over at \$6.25, which will furnish some idea.

EGGS.

The receipts of eggs are not heavy for the season, but the market does not show any great strengthening tendency; in fact the demand is rather slow and prices rule from 19 to 20c., which is somewhat lower than the figure we quoted this time last week.

BUTTER.

This market presents few new features, and the only business doing as far as the spot market is concerned is in choice new dairy, which is arriving only in limited supply, and command good figures, as the stocks of finest are all exhausted. In fact there is nothing now on the market in the way of old stock except poor butter, and although there is some distributive movement in it it is extremely slow. Prices are unchanged. Fine dairy, new made, 25 to 26c.; fine dairy, old made, 22 to 23c.; Morrisburg and Brockville, 20 to 21c.; Western dairy, 16 to 17c.; old butter, 6 to 8c.

CHEESE.

There is positively nothing to note in regard to this article except that there is a small movement to local grocers in colored at about 12c. Foreign advices show no change, and although the cable is down a shilling it is more perhaps for inducing a freer movement than anything else.

GRAIN.

The grain market rules quiet, and there is little doing speaking in a general way. There is some business reported in May peas at 92

MONTREAL MARKETS.—Continued.

to 94c., while oats are somewhat easier under a quieter demand, but prices are unchanged. Speaking generally, however, there is a movement in car lots of most all grains, barley attracting some attention. The stocks in store show an increase of 32,241 bushels of wheat, 8,869 bushels of peas, 11,546 bushels of oats, 25,000 bushels of barley, and a decrease of 645 bushels of corn and 6,847 bushels of rye. Compared with the corresponding date last year there is an increase of 288,227 bushels of wheat, 142,362 bushels of oats, and a decrease of 67,573 bushels of corn, 253,035 bushels of peas, 1,222 bushels of barley and 27,860 bushels of rye. We quote: No. 2 hard Manitoba, \$1.12 to \$1.14; No. 3 do., \$1.01 to \$1.03; No. 2 Northern, \$1.03 to \$1.05; feed do., 70c. to 75c.; peas, 90c. per 66 pounds in store; 92c. to 94c. afloat May; Manitoba oats, 56c.; Upper Canada do., 58c. to 60c. per 34 pounds; corn, 80c. duty paid; feed barley, 59 to 60c; good malting do., 60c. to 65c; rye, 70c. to 75c.

FLOUR AND MEAL.

The flour market shows little or no change just at present, although there is a good jobbing business on city account. Until the country roads improve, however, and the open season is here, the movement is hardly likely to assume any magnitude.

Oatmeal is remarkably firm, and is undoubtedly working higher, although we cannot cite any actual advance of \$3.20, our present spot price, as yet, but sales have been made in the country at equivalent to more than that laid down here. Patent spring, \$0.00 to \$5.80; patent winter, \$5.35 to \$5.50; straight roller, \$5.10 to \$5.20; extra, \$4.60 to \$4.80; superfine, \$4.00 to \$4.25; fine, \$3.75 to \$0.00; city strong bakers', \$0.00 to \$5.50; strong bakers', \$5.25 to \$5.50. Oatmeal, standard, per bag, \$0.00 to \$3.20; granulated, \$0.00 to \$3.20; rolled, \$0.00 to \$3.20.

ST. JOHN, N.B., MARKETS.

ST. JOHN, N.B., April 6, 1891.

GROCERIES.

We noticed considerable improvement in trade the past week in all lines. There has been a steady demand for such staples as flour, meal, oatmeal, beans, etc. The prices of all mentioned have stiffened somewhat. Eggs have been in great demand and have advanced 2 to 4c. per doz.

PRODUCE.

POTATOES—The price has declined a little, as receipts have been fairly large. We quote \$1.65 to \$1.90.

APPLES—The coasting vessels have come out of winter quarters and are bringing a considerable quantity of apples, and prices are fairly good. No. 1, Baldwins, are being bought at \$3.75 to \$4; No. 2 are selling slow at from \$2.25 to \$3.

EGGS—The supply has been far short of requirements, and prices have advanced. They are selling to-day at 22c. in small lots.

BUTTER—There is considerable butter being offered. The poor quality is what causes the few sales, though anything choice is picked up quickly. Prices range from 17 to 20c.

CHEESE—Is in good demand and prices some little higher for choice, 10¼ to 11½c., though some are being offered at 9¼c. The latter are of poor quality and are selling slow.

FLOUR—There has been a steady demand for flour, and prices have advanced from 10 to 20c. Most of the dealers are holding

large stocks and do not seem anxious to sell. The price to-day is \$5.90 to \$6 for high grades. Patents \$5.50 to \$5.65.

MEAL—Is still higher, with no one anxious to sell. The millers are short of corn, though they have considerable bought to arrive, but the head winds have detained vessels, and stocks are getting very low. The price is \$3.80 to \$3.90.

OATS—Also are higher and in good demand. The price ranges from 67 to 70.

SUGAR—The opinion seems to be that sugar will be lower, and holders of large stocks are looking around to place. Some yellows are being offered at 5¼ to 5½c. Granulated 6¼ to 6½c.

FISH—Dry cod and pollock are beginning to come in again and are selling at \$4.35 to \$4.75 for cod, \$2.20 to \$2.50 for pollock. There are no pickled fish except Canso, and they are bringing \$6.00 for whole and \$3.25 for half barrels. There are not enough fresh fish to supply local demand.

HALIFAX MARKETS.

HALIFAX, April 7, 1891.

BREADSTUFFS—Markets are still booming. Breadstuffs and provisions of all kinds are very nervous and excited, and whilst we make no change in our quotations, we may add that the outside figures are below the current mill rates. For instance, cornmeal could not be laid down here under \$4.25, and rolled oats under \$6.50, whilst you notice that our quotations are considerably under these figures.

FISH—On fish there is nothing to report—no sales, no arrivals. Vessels are just beginning to fit out for the spring fishery.

FLOUR—Manitoba highest grade patents, \$6.50 to \$6.75; high grade patents, \$5.60 to \$5.75; good 90 per cent. patents, \$5.40 to \$5.50; straight grade, \$5.20 to \$5.30; superior extras, \$5.10 to \$5.20; good seconds, \$4.75 to \$4.85; Graham flour, \$5.25 to \$5.50.

OATMEAL—Rolled, \$6.10 to \$6.30.

CORNMEAL—Kiln dried, \$3.30 to \$4.10; do. in bond, \$3.40.

GRAIN, ETC.—Rolled wheat, \$5.50; wheat bran, per ton, \$24 to \$25; middlings, \$27; cracked corn, including bags, \$40 to \$42; ground oil cake, per ton, \$35 to \$40; moulee, \$32 to \$34; split peas, \$3.75 to \$4; white beans, per bushel, \$1.80 to \$2; pot barley, per barrel, \$3.90 to \$4.10; Canadian oats, choice quality, 64 to 68c.; hay, per ton, \$11 to \$12.50.

MOLASSES—Barbadoes, 33 to 34c.; Demerara, 35 to 38c.; diamond N., 48c.; Porto Rico, 34 to 35c.; Cienfuegos, 31c.; Trinidad, 32 to 33c.; Antigua, 32 to 33c.

TOBACCO—Black, 38 to 44c.; bright, 42 to 58c.

THE OUTLOOK FOR COFFEE.

The indications are that coffee will be quoted higher within a short time, and predictions are freely made that figures will be well maintained. The present condition is one of great firmness, and there is a large decrease in the visible supply.

The crop reports from the East indicate that Java coffee will be decidedly short this year. In consequence of this report there has been a disposition on the part of buyers to operate in this class of coffee. The disposition is to regard the situation as rather

strong and decidedly in favor of holders. There are many who regard the present condition of the Java coffee crop as inferior, and that choice coffee will be very difficult to obtain during the coming season. There seems to be no doubt that the truth is in favor of a short supply, and considering that there has been a limited supply for such a length of time, it is only natural that the holders should have the best of the situation.

There is no news of importance with regard to the Brazilian coffee crop, and a large yield is expected.—Commercial Bulletin, Minneapolis.

GIBSON & GIBSON,

SELLING AGENTS FOR

HAMILTON VINEGAR WORKS CO.;
SARNIA MAIZE AND MILLING CO.;
MOFFATT PACKING CO. of Montreal;
DOMINION VERMICELLI AND MACARONI CO.

OFFICE: 35 Wellington St. E., Toronto.

The Packers' Association of Canada, admit that the labels produced by the
SUN LITHO. CO.,
are superior to those produced by any other house in the Dominion. For Samples, Prices, etc., apply

SUN LITHO. CO.,
TORONTO.

Grocers make money by selling

**EMPIRE
BAKING
POWDER**

PURE, STRONG, and CHEAP.

ELLIS & KEIGHLEY,

Toronto, Manufacturers.

W. BOULTER & SONS,
Picton, Ont.

PACKERS OF THE CELEBRATED



Canned Fruits and Vegetables.

Every can has a Lion on the Label. This label is a guarantee to the consumer that the quality is first-class. Ask your Grocer for the Lion Brand. Do not take any other.

**Bay of Quinte
Canning Factories.**

Head Office,
PICTON.

Branch,
DEMORESTVILLE.

PROSPECTS FOR A JAMAICA TRADE

Believing that some of the observations made and opinions formed by Mr. Eby, of Eby, Blain & Co., during his recent sojourn in Jamaica, would be of interest to business men, a representative of this paper called upon that gentleman and obtained an interview, of which the following is the substance :

Mr. Eby believes that the possibilities for a very large and profitable trade between this country and Jamaica are not offset by any insuperable obstacles. There is a demand for products such as Canada has to sell, a demand so far cultivated chiefly by the United States. This could be got hold of in the present favorable mood of the islanders for closer trade relations with this country. Of course the getting hold of it, even with this advantage, is not a matter of coming, seeing and conquering, but one of assiduous effort on the part of Canadians to displace United States commodities by better or cheaper ones from this country. Before the Canadians can do this Mr. Eby considers that they must have a better steamship service. To compete with United States rivals, our shippers must have more than a monthly trade intercourse. If the government would follow up its laudable beginning, it would subsidize a fortnightly service instead of the monthly one there now is between Halifax and Kingston. This Mr. Eby thinks would suffice to put Canadians upon an equal footing with United States traders.

In the matter of flour, for example, for which there is a very capacious demand in Jamaica, the Canadian exporter has to compete against heavy odds until he can forward supplies every two weeks. Not only in the matter of service is the United States exporter ahead of the Canadian, but in the fact of possession. Having secured the market first he can hold it with greater ease against new comers by his ample carrying service. Possession in such circumstances is almost equivalent to mastery of the situation, and the most is made of it. To bar out Canadian flour, dealers in United States, flour worked upon the credulity of the natives. The latter were made to believe that we could not grow fall wheat in Canada, and that flour made from our spring wheat was hard to keep wholesome and would not make good bread. The efforts of the Commissioner, Mr. Adam Brown, whom Mr. Eby considers to be the right man in the right place—did a good deal to correct the mistrust that this absurd story succeeded in scattering abroad. He had bakers brought to Kingston who turned out bread from Canadian flour on a gigantic scale, and this was given gratuitously to the public. Of course they liked it, and took the evidence of their own senses rather than that of their United States informants.

Mr. Eby is assured that we can do a good trade in nearly all the products that we have the means of preserving in hot weather.

Salted meats and canned meats will sell well in Jamaica. Such dairy products as will stand the weather—and packing will enable all well-made products of the dairy to stand it—will command ready sale there. For fish we have always had an immense market in the West Indies, so we have not to develop one in Jamaica now. Certain of our harder fruits, if canned or dried would also, in Mr. Eby's opinion, be saleable to the Jamaicans. Apples, plums, cherries are among these. The native fruits are almost endless in their variety, many kinds never being heard of in this country. Their delicacy preventing them from becoming articles of commerce, they are all consumed on the island. Still, there is a fondness for northern fruits which may be made the basis of a considerable trade.

Carriages, furniture, tinware, stoves, safes, are a few more of the lines named by Mr. Eby as certain to find a large demand ready for them in Jamaica. He believes that Canadians can make money by manufacturing such wares to suit that market. It would promote the demand from Jamaica if we had better facilities for carrying some of the staple products of the island directly to our country, products that we have now to get indirectly from New York, and for which we have consequently to pay more money. Such are bananas and other West Indian fruits. If we had expeditious means of carrying them there is nothing in the greater distance to increase appreciably the loss in transit.

Mr. Eby likes the island. It has a very rich soil, one whose natural fertility makes the use of artificial manures needless. The natives are, like most tropical peoples, rather indolent, and have perhaps reached the full measure of their wants and of their productiveness, but these are already considerable enough to support a big trade, that Canada might as well have a large share of as not.

Mr. Eby's trip has evidently agreed with him. His appearance and his words agree in affirming that he enjoyed it, and derived from it what he undertook it to get, namely, rest, recreation and health.

ADVERTISING BY MANUFACTURERS AND WHOLESALEERS.

It is from the class of manufacturers or wholesalers selling but a few customers that one frequently hears the remark that "Advertising will not sell goods; my salesman must see the customer to make the sale, even if I do advertise."

How many first sales are made in any business without the dealer or his representative meeting the customer? In the retail trade it is the almost invariable rule that the seller meets the purchaser. "Yes, but that is different," he will reply; "the customer comes to the store, while we have to go to the customer." What brings the customer to the store? Advertising, most assuredly, or prosperous firms would long ago have ceased to employ it. And what is the

HOW TO

Help your Travellers

Some firms say they have travellers on the road calling upon retailers constantly and there is therefore no necessity to advertise in THE CANADIAN GROCER & GENERAL STOREKEEPER. Experience proves that an advertisement is of very great assistance to the travellers.

Thos. Davidson & Co., Montreal, Manufacturers of tin and stamped ware, write:—"Our travellers found our advertisement in your paper a great assistance."

Mr. J. H. Wethey, St. Catharines, Manufacturer of Condensed Mince Meat, says he had frequently called upon a retailer in that city but could never make a sale. He put an advertisement in THE CANADIAN GROCER and about three weeks later the retailer referred to called upon him to make a purchase and said that until he saw the advertisement in THE GROCER he had no idea there was a condensed meat factory in that city.

Tarbox Bros., Toronto, Manufacturers of Mops, Grocers' Specialties, etc., say the advertisement in THE GROCER has helped their travellers materially. They tell of several instances where a retailer would not look at their goods until he saw the advertisement.

difference between advertising to people whom you cannot sell unless they come to you, and advertising to people whom you choose to subsequently visit? There is none, except your one great advantage that the retailer cannot make the sale unless the prospective customer calls of his own volition, while you follow up your man and adjust yourself to his convenience. Advertise in neither case and your traveling salesman is in the same position as the clerk behind the retail counter; and in either instance you lose the decided advantage of the previous knowledge, on the part of the prospective purchaser, of your firm, business, goods and prices. For it must not be presumed that the average manufacturer is more thoroughly known to the trade throughout the country than the average store to the residents of any city. And even then inadaptability in the salesman, goods or prices can defeat either sale.

Carry it further. Are not polite treatment, honest goods and fair prices as much of a hold upon a retail customer's regular trade as the same qualities in your travelling salesmen and goods? And if those qualities can be made to hold business in the wholesale trade, why not in the retail trade? Is a green salesman any more efficient in one trade than the other? Is an experienced salesman less efficient? Does the dealer buy stock of the first salesman who comes along any oftener than the retail purchaser takes the goods at the first store visited? Is it not a fact that the last store visited is the one where the sale is made, and that the dealer is often "not ready to buy," but really waiting to see several of "the boys'" samples before he does buy? Why does the retail customer inquire for particular goods at a particular store? There are other stores, just as well known, that keep the same kind

of goods. Why does the dealer wait to see a particular line of samples from a particular house? He has already been shown the same kind of samples from just as good a house. Possibly it is advertising that incites the inquiry of the retail purchaser; it is just as liable to be advertising that causes the dealer's action. You admit that it is advertising that makes the retailer's business; what logic have you upon which to deny that it will make the wholesaler's business?

And actually does the manufacturer who is desirous of selling only jobbers employ advertising at a disadvantage in comparison with the manufacturer catering to the retailers? Take the shoe business. There is no manufacturer who makes so complete a line of goods that he can stock any retail store in the country, and many manufacturers could not even supply a single want of every retailer. If his price is right, the material, quality, style of workmanship of any of his lines may not just fit the retailer's want; or everything may be right except the price, which, satisfactory in one section of the country, is too high for another. He may be able to sell all around a particular retailer, and yet not meet his requirements. Yet that retailer, and many others, is a regular reader of his advertisement. Neither can this manufacturer for the retail trade reap direct benefit from the copies of the publication that go to other manufacturers, or to the jobbing and certain other branches of the shoe trade. Like all advertising manufacturers, the man who wishes to sell only jobbers, or a certain class of trade, must use a publication a considerable part of the circulation of which has not full value for him. But in view of the fact that his average sale is equivalent to several sales to a retailer, the fact that but a small per cent of the paper's readers are his possible customers still leaves

him on a par, as regards business results, with the manufacturer who sells to retailers, and whose business connections are more numerous. He has as good an opportunity of securing the trade of certain per cent of the jobbers as the other manufacturer has of securing the trade or the same per cent of retailers. And that is all he wants.

It is only by such arguments that a class of possible advertisers can be made to understand that they are not paying an undue price for advertising. It is sometimes necessary to establish an individual kindergarden for each (hoped for) advertiser, and to so grade the children in classes that the lessons may not be too difficult. Some men will accept electricity, theology and a lot of other things upon the say-so of anybody, but will stand around and watch the advertising success of others, and emit nothing but a great big "Why?" as an answer to every argument. If they had not accepted the use of electricity and the theories of theology upon the knowledge and experience of others they would now be going to bed when it becomes dark under the table and wallowing in uncertainty as to their future disposition. But when it comes to advertising—"Oh, I had a card in the paper once. Run it three months and it cost me forty dollars. Didn't do no good."

Probably if he had advertised mosquito hides or steel steamships given away to children he might have received some replies and have sold some of his regular goods. But he had a card, and it cost forty dollars.

Bah!

All of which is upon the supposition that the manufacturer wants customers. If he does not, by all means he should not advertise.—A. C. Ladd, in Printers Ink.

WHY Do 75 per cent. of our Canadian Canners buy their labels and other lithographic work from

THE SABISTON LITHO. and PUB. CO. ?



BECAUSE They have the largest corps of skilled Artists in the country.

BECAUSE They have the best machinery.

BECAUSE Their equipment is more complete than any other Litho. house in the country, and

BECAUSE They turn out the most satisfactory work.

This Company occupies 4 flats of the GAZETTE building, in Montreal, equal to a floor space of 35,000 square feet.

The business was commenced a little over 3 years ago by A. Sabiston and from the smallest establishment at that time has grown within the above period to be the largest of its kind in the country. This fact speaks for itself.

Before placing your orders for lithographic work, see what

The Sabiston Litho. & Pub. Co.

can do for you. Address all communications to

A. Sabiston, Man. Dir. Sabiston Litho. & Pub. Co., MONTREAL.



HAPPY REMINISCENCES.

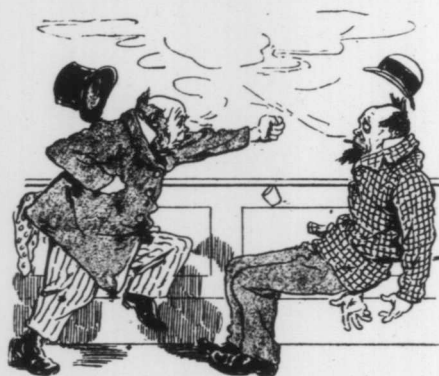
(With Apologies to Puck.)



DOOLY—(Member of Guild) Do yez remember the good toimes we had, Patsy, when yez were one av us, and, one time in eighty-four, when yez wanted us to make all the boys pay their dues in advance.

HOGAN—(Ex-member) Oi can't call it to moind this minute.

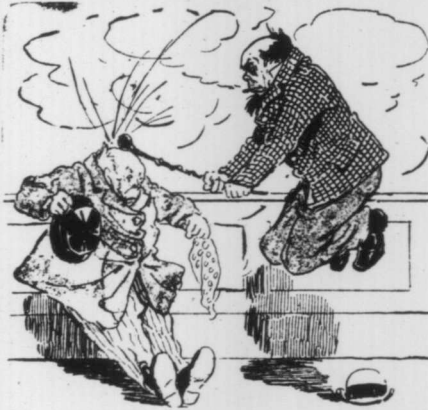
DOOLY—Yes, yez did, and sure yez were the first man to forget to pay, and when the Guild reminded ye of it in eighty-seven, yez call us liars, and Oi hauled off an t'umped ye wan—



—loike that?



HOGAN—Oi remember it well now, and if it hadn't been for the Retail Grocers' Association I would have been wan of yez yet. But Mister Dooly, do you 'call the fact that when yez t'umped me, Oi came back at yez—



—loike this?—



—and that?



DOOLY—Oi do! An' it's sure I am that thim happy days will come again.

CO-OPERATIVE STORES.

Trades Unions and Farmers's Alliances are responsible for the opening of co-operative stores in various parts of the country. That they will prove successful is contrary to all experience, and their failure is only the matter of a little time.

There must be some sufficient reason for the failures that have attended this class of enterprises in the past, and its investigation will not prove uninteresting.

Speaking broadly, the explanation of the failures of the past in this line lies in the fact that practical philanthropy and successful business do not succeed together. A man may be a philanthropist and successful in business, but these characteristics must be exercised toward different classes of persons. He cannot be a philanthropist as to his patrons and succeed in his business.

How do these truths work themselves out practicably in co-operative stores?

A store cannot be maintained without buying and selling. There must, therefore,

be some one to purchase for the store, and some one to sell for the store.

Assuming for the purposes of this argument, that the person in charge of the co-operative store is simply the agent of the organization, and turns out the goods to members without profit. Still he must possess skill as a buyer, or else he cannot compete with other buyers. His goods will cost him too much, and his principals too much.

But if he be a really first-class buyer, he will command a large salary, which, when paid along with rent, insurance, etc., will make the goods furnished the association through him quite as expensive as if bought elsewhere.

Another thing: Co-operative stores cannot supply members with all that they require. They do not therefore secure full patronage. And even when patrons are conveniently near, they soon discover the articles the co-operative store sells more cheaply than other dealers, and purchase that only, going elsewhere for anything that can be had on more satisfactory terms outside the association store.

It is a simple illustration of human nature. Business is selfish. Members of an asso-

ciation open such stores to save money, and the persons who manage the store do so for their individual gain.

The theory of the co-operative store is false. It pretends to be based upon philanthropy, and is, in fact, based upon selfish desire for gain, just like any other business, and sooner or later the false position precipitates a wreck. It always has been so, and it always will be so. The race of philanthropists is not numerous enough, nor rich enough, to realize the alleged anticipations of these co-operative associations.—Dry Goods and Grocery Reporter.

BREADMAKER'S DRY HOP YEAST

Makes light white, wholesome, and delicious Bread.

For sale by all wholesale grocers, at \$1 per box.

Manufactured by THE BREADMAKER'S YEAST CO., TORONTO, ONT.

**JAMES E. BAILLIE,
PORK PACKER,
TORONTO.**

Long Clear Bacon, Mess Pork, Short Cut Pork, Breakfast Bacon, Backs, Spiced Rolls, Pure Lard, Sugar Cured Hams, White Beans, Dried and Evaporated Apples, at close prices. Write for quotations.

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

T. W. CLARK & CO.,

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

Consignments solicited and business transacted for Eastern Canada Merchants.

Established 1886.

VANCOUVER, B.C.

References: Bank of British Columbia.

**WILLIAM RYAN,
Produce and Commission Merchant,
72 FRONT ST. EAST, Toronto, Ont.**

—DEALER IN—

Labrador Herring, barrels and halves. Lake Superior Whitefish and Salmon Trout. Lake Herring. New Cured Hams and Bacon. Pure Canadian Lard. Mess and Short Cut Pork.

Write for Prices.



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

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

ORANGES.

Our First Car RIVERSIDE SEED-LINGS and WASHINGTON NAVELS now due; two cars FLORIDA ORANGES just arrived. Mostly saleable sizes. Lowest market price.

**J.F. YOUNG & CO.,
PRODUCE AND COMMISSION MERCHANTS**

74 Front St. E., Toronto.

Our business is Solely Commission. The only plan which does justice to the Consignor. We handle everything which the Country 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.

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

FANCY CALIFORNIA EVAPORATED AND GREEN FRUITS A SPECIALTY.

Correspondence solicited, and prices on Foreign Fruits, Figs, Dates, Nuts, etc., furnished on application.

29 Church St., Toronto
TELEPHONE 806.

**Wm. DAVIES & Co.,
TORONTO.
PACKERS AND CURERS.**

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

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

For Choice full flavor goods send us a Sample order.

Jas. Park & Son,
Toronto, Ontario.

**CANNED
FINNAN HADDIES**

QUALITY GUARANTEED.

Write us for Prices.

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

**LEONARD H. DOBBIN,
Commission Agent.**

AGENT FOR
Bryant and May's Safety and other matches.
Write for Prices.

Fraser Building St. Sacramento St.,
MONTREAL, P.Q.

**JNO. A. MOIR,
GENERAL AGENT.**

Consignments Solicited.

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

41 St. Francois Xavier Sts., Montreal.

LAURENCE GIBB

Provision Merchant,

83 COLBORNE STREET, TORONTO.

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

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

**JAS. DICKSON & CO.,
26 WEST MARKET STREET.**

Provision and Commission Merchants.

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

**Reesor & Rogers,
Produce and Commission Merchants**

Solicit consignments of Country Produce from Storekeepers.

71 Colborne St., Toronto.

Telephone 2291.

Established 1874.

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

Wholesale Dealer in Butter, Eggs and General Produce. Consignments solicited. First-class reference.

McLAREN'S



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

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

THE
ST. LAWRENCE SUGAR REFINING CO'S
Granulated
and Yellows
ARE PURE.

- NO BLUEING -

Material whatsoever is used in the manufacture of

OUR GRANULATED.

A. H. BADGEROW. ALEX. H. DIXON.
The Badgerow, Dixon Bonded Vinegar
Manufacturing Co.,
79 and 81 Jarvis St., Toronto
Highest award, Toronto Exhibition.

A. HAAZ. C. DE CARTERET.
A. HAAZ & CO.,
Bonded Manufacturers of
Honey Dew, White Wine, Malt and Cider
VINEGARS.
74 Bagot Street, - Kingston, Ont.

TO GROCERS.
SIMCOE CANNING CO'S

Goods are warranted first-class.

PUSH THEM.

Order through your wholesale
House.

ADAMS & SONS'
TUTTI-FRUTTI
CHEWING GUM.

The fastest seller the trade handles to-day.

Other Staple Brands :

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

Northumberland Paper and Egg Case Co.
Sole Manufacturers of Machine Made Egg Case
Fillers. (Straw Board.)

REINDEER



BRAND.

CONDENSED MILK

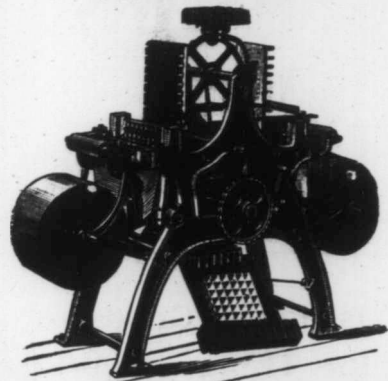
Pure, rich, full weight. For many purposes superior to ordinary natural milk.

CONDENSED COFFEE

A valuable article, combining pure Coffees, Milk and Sugar. Prepared for use in a few
seconds by simply adding boiling water. Makes an excellent cup of Coffee.

These are decidedly reliable and satisfactory goods to handle.

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



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



ALWAYS
USE
JOHNSTON'S FLUID BEEF
FOR IMPROVING
Soups, Sauces and Gravies.

W. G. A. LAMBE & CO.,
Late WILLIAMSON & LAMBE.
STORAGE
54 & 56 Wellington St. E., 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.

Women Who Know a Good Thing



When they see it all say that the "TARBOX" SELF-WRINGING MOP is indispensable to every well-regulated household, **LIGHT, HANDY, DURABLE.** Wrung at arm's length without wetting the hands, thus avoiding CHAPPED, or Sore hands. No stooping or straining of the back. Sold everywhere. Ask

your dealer for it and take no other. The name of "TARBOX" cast on every mop.

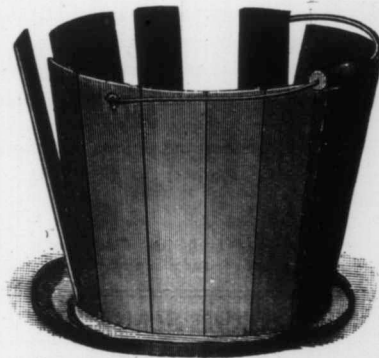
Dealers will consult their interests by addressing us if they are not carrying a stock of the above mop.

TARBOX BROS.,

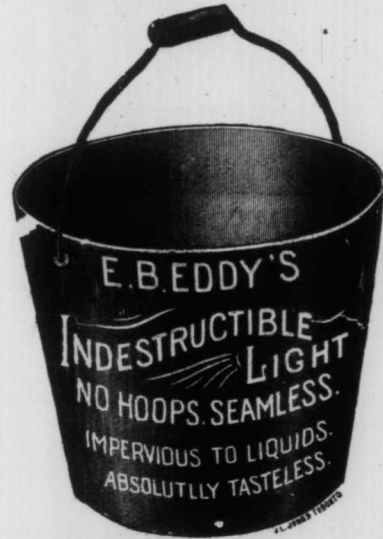
73 Adelaide Street West, Toronto,

Sole Manufacturer

CATCH ON!



The Old Wooden Bucket.



E. B. Eddy's Indurated Fibre Pail.

The Neatest, most Durable, most Attractive and very Best Ware in the Market! The Cheapest because the most Durable!

These Superior Wares are moulded in one piece from wood fibre. No hoops. No joints. Cannot leak, shrink, swell or water soak. Will not taint milk or other liquids. Proof against hot and cold water, kerosene oil, benzine or naphtha.

If your Wholesale Grocer does not keep these wares in stock, apply direct to the sole owners of the Patents and sole Manufacturers in Canada.

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

JAMS
AND
JELLIES
SUPERIOR
IN
QUALITY.

Raspberry, Strawberry, Blackberry, Plum, Grape, and Apricot Jams.

Red Currant, Raspberry and Strawberry Jellies.

Glass, Tin and Wood Packages.

✠ ADMITTED BY ALL ✠

That our Jams and Jellies are superior in quality. We have a full line in all size packages. Can ship in a moment's notice. Goods guaranteed.

DELHI CANNING CO.,
DELHI, ONT.

OUR Mr. Tew, who has just returned from a visit to the English potteries, has brought out with him lines of Porcelain, Opaque, and Printed Wares, etc., entirely new to the Canadian market.

Our Tea, Dinner, and Toilet Wares top the market in both shape and decorations. Our Maple Leaf and Alaska Granite lines command inspection. Please examine our goods before ordering elsewhere.

R. TEW & CO.,

Crockery, Glassware, Fancy Goods, Lamps, etc.

10 FRONT ST. East,

(Adjoining New Board of Trade Building)



SALES MADE OR PENDING.

The stock in the estate of Thomas Cox, grocer, Brantford, is sold.

A. J. Chisholm, general merchant, Port Hastings, N.S., is selling out.

Major Wilkins, grocer, Vancouver, B. C., has sold out to Whitney Bros.

J. R. Grant, general merchant, Lucan, Ont., has sold out to Gillies Bros.

J. J. Dunlop, general merchant, Virten, Man., has sold out to Pineo & Merrick.

The stock in the estate of Wm. F. Thomson, general merchant, Millbank, Ont., is sold.

Geo. E. Buckley, Niagara Falls, Ont., has sold out his grocery business to Frank Menzies.

PARTNERSHIPS FORMED AND DISSOLVED.

Bere & Dudemaine, dealers in tobacco, etc., Montreal, have dissolved.

Morrison & Musgrave, commission tea merchants, Halifax, have dissolved.

Wright & Hollis, commission dealers in fruits, etc., Montreal, have dissolved.

Smith & Co., general merchants, Orono, Ont., have dissolved, G. M. Long continuing.

FIRES.

Geo. Maurer, general merchant, Teeswater, Ont., is burnt out.

Grace A. Warren, general merchant, Brooklin, Ont., is burnt out.

F. Clementson & Co., dealers in crockery-ware, St. John, N.B., are partially burnt out. Insured.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

W. V. Gordon, grocer, Montreal, has assigned.

Moise Monette, grocer, Montreal, has assigned.

F. L. Malzard, general merchant, Arichat, N.S., has assigned.

J. & D. McBurney, produce dealers, Montreal, have assigned.

C. F. Wright, grocer, Lunenburg, N.S., is offering to compromise.

J. J. Beaudet, general merchant, St. Philomene, Que., has assigned.

R. Larocque, general merchant, St. Ephen D'upton, Que., has assigned.

Napoleon Morin, general merchant, Chicoutimi, Que., has assigned.

Elisha Tingley, general merchant, Upper Sackville, N.B., has assigned.

F. G. Denby, grocer, Toronto, has assigned to G. M. Gardner, Toronto.

D. H. Payne & Co., general merchants, Hartland, N.B., have assigned.

Alfred Deslaurier, provision dealer, Vercheres, Que., offers to compromise.

The creditors of F. X. Labelle, general merchant, St. Janvier, Que., have met.

H. N. Raby, general merchant, St. Andre Avelin, Que., has obtained an extension.

McMullen & Morrison, crockery and glassware dealers, Toronto, are offering to compromise.

T. A. Clark, general merchant, Straffordville, Ont., has assigned to C. F. Clarke, Tilsonburg.

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

SITUATION WANTED.

YOUNG MAN WANTS SITUATION—Understands the grocery business thoroughly. first-class references. Apply, J. George, 453 Church St.

BUSINESS CHANCES.

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

TO LET—GENERAL STORE—ONE OF THE finest business stands in county of York; rent moderate, immediate possession. Apply to Box 420, Richmond Hill, Ont.

VERY DESIRABLE BUSINESS FOR SALE.

We offer the business known locally as "Hayward's Great Cash Grocery" in its entirety; it was established May 1, 1881, upon a capital of \$6,000; has always done an exclusively cash trade; no accounts opened; the first year the trade was but \$51,000; it is now doing a trade upwards of \$300,000, which can be largely increased, as Buffalo is rapidly growing; with the increase in business we have been obliged to twice remove into larger quarters; present number of employees, 38; number of wagons used, 7, with outside trucks doing the heavy hauling; the location is one of the best in the city for general trade, both local and suburban, occupying part of the new block known as the Jewett Building, being the double stores 323-325 Washington street, between South and North Division; 45x140 feet, with elegant basement and 5th floor same dimensions; power, running independent elevator; store steam-heated; power and heat from building on rear street; so no dust, dirt, or machinery to attend to; a very favorable lease for 6 years from May 1, 1891, which includes power and heat in rental price; we offer the business; possession May 1, 1891, as the principal owner desires to retire. The best of help now engaged. The manager for past ten years will remain, or will take an interest. Any live business man with \$30,000 cash, or approved securities in part, can make a fortune here in a few years. In ten years we have paid out over \$16,000 for advertising the business, while the net profits over all have exceeded One Hundred Thousand Dollars. The business is offered in good faith up to April 15th; if not sold by that date, withdrawn from market. Parties thinking of buying had best visit us personally, look over the business in all its details, and then be ready to trade quickly. We refer to Buffalo business men generally. No slow-coaches need apply, as the business is too rapid for setters. Address Hayward & Co., Buffalo, N. Y.



TENDERS.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Indian Supplies" will be received at this office up to noon, of **STURDAY, 9th May, 1891**, for the delivery of Indian Supplies, during the fiscal year ending 30th June, 1892, consisting of Flour, Beef, Bacon, Groceries, Ammunition, Twine, Agricultural Implements, Tools, etc., duty paid, at various points in Manitoba and the North-West Territories.

Forms of tender, containing full particulars relative to the Supplies required dates of delivery, etc., may be had by applying to the undersigned, or to the Indian Commissioner at Regina, or to the Indian Office, Winnipeg.

Parties may tender for each description of goods (or for any portion of each description of goods) separately or for all the goods called for in the Schedules, and the Department reserves to itself the right to reject the whole or any part of a tender.

Each tender must be accompanied by an accepted Cheque in favor of the Superintendent General of Indian Affairs, on a Canadian Bank, for at least five per cent. of the amount of the tender, which will be forfeited if the party tendering declines to enter into a contract based on such tender when called upon to do so, or if he fails to complete the work contracted for. If the tender be not accepted, the cheque will be returned and if a contract be entered into for a part only of the supplies tendered for an accepted cheque for five per cent. of the amount of the contract may be substituted for that which accompanied the tender; the contract security cheque will be retained by the Department until the end of the fiscal year.

Each tender must, in addition to the signature of tenderer, be signed by to sureties acceptable to the Department for the proper performance of the contract based on his tender.

This advertisement is not to be inserted by any newspaper without the authority of the Queen's Printer, and no claim for payment by any newspaper not having had such authority will be admitted.

L. VANKOUGHNET,

Deputy of the Superintendent-General of Indian Affairs.

Department of Indian Affairs,
Ottawa, March, 1891.

- STORAGE -

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,

TORONTO.



SAWS CIRCULAR, Shingle, Re-sawing, Drag, Gang, Cross-cut, etc.

Write for Prices or Telephone 5120.

THE GLOBE TOBACCO WORKS COMPANY OF LONDON

LIMITED,

Wish to call the attention of the Wholesale and Jobbing Trade to their Choice Standard Brands of Tobacco.

FLAKE CUT SMOKING.

The Old Flag. Gold Flake.
Hand Made.

GRANULATED SMOKING.

Uncle Tom.

LONG CUT SMOKING.

Wig Wag.

FINE CUT CHEWING.

Golden Thread, Globe, High Court, Victoria, Jersey Lily.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, April 9, 1890.
This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.

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

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

BAKING POWDER.

Dunn's No. 1, in tins	Per doz	2 00
" " 2, in tins	"	75
Cook's Gem, in 1 lb pkgs	\$1 75	
" " 7 oz	85	
" " 2 oz	40	
" " 5 lb tins	65	
" " bulk, per lb	12	
Empire, 5 dozen 4 oz ca s	Per doz	\$0 75
" " 4 " 8 "	"	1 15
" " 2 " 16 "	"	2 00
" " 1/2 " 5 lb cans	"	9 00
" " bulk, per lb	"	15

COOK'S FRIEND.

Size 1, in 2 and 4 doz boxes	Per doz	\$2 40
" 10, in 4 doz boxes	"	2 10
" 2, in 6 "	"	80
" 12, in 6 "	"	70
" 3, in 4 "	"	65
Found tins, 3 oz in case	3 00	
12 oz tins, 3 oz in case	2 40	
5 oz tins, 4 "	1 10	
5 lb tins, 1/2 "	14 00	
Ocean Wave, 1/2 lb, 4 doz cases	75	
" " 1/2 lb, 4 "	1 30	
" " No. 1, 2 "	1 90	
" " 1 lb, 2 "	2 20	
" " 5 lb, 1/2 "	9 60	

BISCUITS.

Arrowroot	Per lb	\$0 11 1/2
Abernethy	9	
Ginger Nuts	11 1/2	
New York Fruit	14	
People's Mixed	10 1/2	
Pilot Family	6 1/2	
Snowflake	11	
Niagara	15	
Soda, 1 lb packages	7 1/2	
" " 3 lb	20	
Sultans	12 1/2	
Oyster crackers	6	
Milk biscuit	10	
Butter crackers	9 1/2	
Tea	11 1/2	
Wine	9 1/2	
Wine, sweet	9	

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " 1/2 " "	2 10
" " 1/4 " "	1 10
Spanish, No. 3	4 50
" " 10	9 00
Jacquot's French No. 2	3 00
" " 3	4 50
" " 4	8 00
" " 1-gross Cabinets, asst.	7 50
EDWARDS, CATCHPOLE & CO'S	
No. 1	per gross 9 00
No. 2	do 4 50
No. 3	do 3 60

BLACK LEAD.

Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz., or 1/4 gro., 4 oz.	
TELLIER, BOWWELL & CO'S	
Royal Black Lead, per gross	\$1 80
F. F. DALLEY & CO.	
Silver Star Stove Paste	Per gross 9 00
Packed in fancy wood boxes, each box contains 3 doz.	
EDWARDS, CATCHPOLE & CO'S	
Crown Polish, No. 1, per gross	9 00
No. 2	4 80

BLUE.

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

BROOMS.

Carpet... 4 strings	Per doz	2 90
X Parlor, 2 "	"	2 65
Louise 3 "	"	2 65
1 Gem 4 "	"	3 25
2 " 3 "	"	2 65
4 " 2 "	"	2 30
4 " 2 "	"	1 95
O Hurl... 4 "	"	2 65
" " 3 "	"	2 35
" " 3 "	"	2 05
" " 3 "	"	1 70
OK " 2 "	"	1 35
Hvy Mill 4 "	"	3 70

CORN BROOMS.

CHAS. BOECKH & SONS, per doz	
X Carpet, 4 strings, net	\$3 20
" " 4 " " "	2 90
" " 3 " " "	2 65
XXX Hurl 4 " " "	2 60
1X " 4 " " "	2 40
2X Parlor 4 " " "	2 25
" " 3 " " "	1 95
" " 3 " " "	1 70
" " 2 " " "	1 30
Girls " 2 " " "	1 50
Railway 4 " " "	3 00
Ship " 4 " " "	4 00
2 Cable 2 wire bands, net	3 00
" " 3 " " "	4 00
Hearth 2 strings, net	1 75
" " 2 " " "	1 50
" " 3 " " "	1 30
" " 4 " " "	1 30

CANNED GOODS.

Apples, 3's	Per doz	\$1 15 \$1 20
" gallons	"	3 10 3 25
Blackberries, 2's	"	2 00 2 10
Blueberries, 2's	"	1 25 1 40
Beans, 2's	"	0 95 1 10
Corn, 2's	"	1 10 1 25
Cherries, red pitted, 2's	"	2 25 2 40
Peas, 2's	"	1 25 1 35
" sifted select	"	1 35
Pears, Bartlett, 2's	"	2 00 2 25
" Sugar, 2's	"	1 50
" 3's	"	2 00
Pineapple, Baltimore	2 40 2 50	
" Bahama	2 90 3 00	
Peaches, 2's	2 75 2 85	
" 3's	3 75 3 85	
" Pie, 3's	1 60 1 65	
Plums, Gr Gages, 2's	2 00 2 10	
" Lombard	2 00 2 10	
" Blue	1 90 2 00	
Pumpkins, 3's	1 00 1 10	
" gallons	3 00 3 25	
Raspberries, 2's	2 45 2 50	
Strawberries, choice 2's	2 40 2 50	
Succotash, 2's	1 50 1 65	
Tomatoes, 3's	1 35 1 45	
Finnan haddies	1 50	
Lobster, Clover Leaf	2 75	
" Crown	2 50	
Mackerel	1 15 1 25	
Salmon, 1's	1 40 1 55	
" white	1 10 1 25	
Sardines Albert, 1/2's tins	11, 11 1/2	
" 1/2's "	15, 18	
" Martiny, 1/2's "	10, 10 1/2	
" 1/2's "	18, 19	
" Other brands, 9 1/2, 11, 16, 19		
" P & C, 1/2's tins	23, 25	
" 1/2's "	33, 36	
" Amer, 1/2's "	6 1/2, 8	
" 1/2's "	9, 11	

MARMALADE, JAMS AND JELLIES.

CAIRN'S.

(Blaklock Bros., Montreal, Agents.)	
Marmalade, Price, f.o.b. Montreal, dz.	
" Home Made," glass 1 lb.	\$2 35
" " " " " 2 "	3 25
" " " " " 4 "	4 15
" Stone 7 "	13 20
Scotch " White 1 "	2 10

Jams.

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

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

CANNED MEATS.

CLARE'S.

Comp. Corn Beef 1 lb cans	\$1 60
" " 2 " "	2 65
" " 4 " "	5 00 5 15
" " 6 " "	7 75 8 00
" " 14 " "	18 60 19 20
Minced Collops, 2 lb cans	2 60
Roast Beef	1 60
" " 2 "	3 15
" " 4 "	5 85
" " 2 "	7 00
Par Ox Tongue, 2 1/2 "	\$7 25 7 50
Ox Tongue	7 50
Lunch Tongue, 1 "	3 00 3 10
" " 2 "	5 25 5 75
English Brawn, 2 "	2 50 2 60
Camb Sausage, 1 "	2 50
" " 2 "	4 00
Soups, assorted, 1 "	1 35
" " 2 "	2 25
Soups & Bouilli, 2 "	1 80
" " 6 "	4 50
Potted Chicken, Turkey, or Game, 6 oz cans	1 50
Potted Ham, Tongue or Beef, 6 oz cans	1 35
Devilled Tongue or Ham, 1/2 lb cans	1 35
Devilled Chicken or Turkey, 1/2 lb cans	2 25
Sandwich Ham or Tongue, 1/2 lb cans	1 50
Ham, Chicken and Tongue, 1 lb cans	1 50

MINCE MEAT.

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

CHEWING GUM.

ADAMS & SONS.

Tutti Frutti, 36 5c bars	To Retailers.	\$1 30
Bo-Kay (new)	150 pieces	1 00
Sappota	150 "	1 15
Magic Trick	115 "	0 85
Black Jack	115 "	0 85
Red Rose	115 "	0 85
Sweet Fern	230 "	0 85
Adams' N. Y. Gum, 200	"	0 50
Caramel Tolu	72 "	0 40
New Fruit Ass't.	115 "	new 0 75
Fuzzle Gum	115 "	0 75
Colah	115 "	0 75

ALWAYS ORDER

RECKITT'S BLUE.

Prices Current, Continued—

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S.

Chocolate— Per lb.

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

Cocoa, Homoeopatic, 1/4's, 8 & 14 lbs 30

- " Pearl " " " 25
- " London Pearl 12 & 18 " " 22
- " Rock " " " 30
- " Bulk, in bxs. 18

JOHN P. MOTT & CO.'S
R. S. McIndoe, Agent, Toronto.)

Mott's Broma per lb \$0 30

Mott's Prepared Cocoa 28

Mott's Homoeopatic Cocoa (1/4's) 32

Mott's Breakfast Cocoa 46

Mott's Breakf. Cocoa (in tins) 45

Mott's No. 1 Chocolate 30

Mott's Breakfast Chocolate 28

Mott's Caracas Chocolate 40

Mott's Diamond Chocolate 22

Mott's French-Can. Chocolate 20

Mott's Navy or Cooking Choc. 30

Mott's Cocoa Nibs 5

Mott's Cocoa Shells 5

Mott's Vanilla Chocolate stick 22&24

Mott's Pure Confec Chocolate 22c-38

Mott's Sweet Confec Choc. 21c-30

COWAN COCOA AND CHOCOLATE CO.

Cocoas—

- Hygienic, 1 1/2 lb. boxes 70, 75
- Ice land Moss 1/2 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, 3/4, 1/2 in 10 lb bxs 30
- Queen's Dessert, " 35
- Vanilla " 35
- Sweet Caracas " 25
- Chocolate Powder, 15, 30 lb bxs 40
- Chocolate Sticks, per gross 40
- Pure Caracas (plain) 1/2, 3/4 lbs 30
- 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—

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

German Sweet Chocolate—

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

Cocoa—

Pure Prepared boxes, 12 lbs each 36

Cracked, boxes, 20 lbs each, 1 lb and assorted papers 28

Cracked, in bxs, 12 lbs., each, 1 lb. papers 28

Cracked, in bags, 6, 10 & 25 lbs each 28

Cocoa and shells, 12s and 25s. 25

Breakfast Cocoa—

- In bxs, 6 & 12 lbs., each, 1 lb. tins 40
- In boxes, 12 lbs., each, 1 lb. tins, decorated canisters 43

Broma—

- In boxes, 12 lbs., each, 1 lb. tins. 37



GIBSON'S GIBSON'S Sydney per lb

- Gibson's Cocoa, 1/4's 0 30
- Soluble Cocoa bulk in boxes 0 18
- Prepared do " " " 0 22
- Sydney Gibson's Chocolate, 1/4's and 1/2's 0 30
- Gibson's Rock do 1/4's and 1/2's 0 30
- Dr. Clarke's do 1/4's 0 40
- Confectioners' Pure Chocolate 10 lb. blocks 0 30
- Vanilla choc. sticks, per gross. 1 00
- Gibson's Icina, 1/4's, 4 doz. in case. 1 35
- Gibson's Icina, 1 lb 2 " " 2 40

COFFEE.

GREEN

c. per lb.

- Mocha 32, 35
- Old Government Java 30, 33
- Rio 22, 23 1/2
- 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
- Laguayra " 29
- Mocha and Java 32, 33
- Java, Standard 33
- " Old Government 30, 32
- Arabian Mocha 36
- Santos 28

J. W. COWAN & CO.

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

EXTRACTS.

Dalley's Fine Gold, No. 8, per doz. \$0 75

- " " " " 1, 1 1/2 oz. 1 25
- " " " " 2, 2 oz. 1 75
- " " " " 3, 3 oz. 2 00

FLOUR AND MEAL.

per bbl.

- Flour, Family \$5 10 5 45
- " Manitoba Patent 5 90
- " white wheat patent 5 70
- " Strong bakers' 5 40
- Oatmeal, standard, bbis 6 00
- " granulated, " 6 20
- " rolled " 6 20
- Rolled Oats 6 20
- Bran, per ton 18 00
- Shorts 20 90
- Cornmeal 4 00 4 40

FLUID BEEF.

JOHNSTON'S, MONTREAL.

per doz.

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

FRUITS.

FOREIGN. c. per lb.

- Currants, Provincial, bbis. 6 1/4, 6 3/4
- " " " " 1/2 bbis 6 1/4, 6 3/4
- " " cases 6 1/4
- Filiatras, bbis 6 1/4, 6 3/4
- " " " " 1/2 bbis 6 1/4, 6 3/4
- " cases 6 1/4, 6 3/4
- Patras, bbis 6 3/4, 7
- " " " " 1/2 bbis 7, 7 1/2
- " cases 7 1/4, 7 3/4
- Vostizzas, cases. 7 1/4, 8 1/4
- " " " cases 7 1/4, 8
- 5-crown Excelsior (cases) 9 1/2, 9 3/4
- " " " 1 case 9 1/2, 9 3/4
- Dates, Persian, boxes, 5 1/2, 6
- Figs, Elemes, 14 oz., per box 10 12
- " 10 lb boxes 12 1/2 13
- " 20 lb " 15 16
- " Seven-Crown 18
- Prunes, Bosnia, hhd's 7 3/4, 8
- " cases, new 8 1/2 10
- Raisins, Valencia, off stalk, 6 1/2 6 1/2
- Selected 7 1/2 8
- Layers 8 8 1/2
- Raisins, Sultanas 17, 18
- " Eleme 7 1/2 8
- " Malaga:
- London layers 3 00 3 25
- Loose muscatels 2 35 2 75
- Imperial cabinets 3 25 3 50
- " qrs. flat. 1 00
- Connoisseur clusters 4 00 4 25
- Extra dessert " " 4 75 5 00
- " " qrs. 1 50
- Royal clusters 6 00 6 50
- Fancy Vega cartoons 2 75
- Black baskets 4 00 4 25
- " qrs 1 30 1 35
- Blue " qrs 4 75 5 00
- " " qrs 1 50 1 60
- Fine Dehesas 7 00 7 25
- " qrs 2 00 2 25
- Lemons, Malaga
- " Palermos 4 00 4 50
- " Messina 4 00 4 50

Oranges, Floridas 4 00 4 50

- Jamaicas
- Valencias 6 50
- California navels 5 00 5 50
- River seedlings. 3 75 4 00

DOMESTIC.

- Apples, Dried, per lb 0 08 0 08 1/2
- do Evaporated 0 14

GLASSWARE.

TAYLOR, SCOTT & CO.

c. per doz

- Lamp Chimneys, O 32
- " " A 35
- " " B 45

GRAIN.

- Wheat, Fall, No. 2 1 08
- " Red Winter, No. 2 1 08
- " Spring, No. 2 1 02 1 08
- " Man. Hard, No. 1
- " " No. 2 1 16 1 17
- Oats, No. 2, per 34 lbs. 57 58
- Barley, No. 2, per 48 lbs. 59
- " No. 3, extra 59 1/2
- " No. 3 53 54
- Rye 75 76
- Peas 80 81
- Corn 77

HAY & STRAW.

- Hay, Pressed, "on track 7 00 9 00
- Straw Pressed, " 5 00 7 00

LARD.

"FAIRBANK'S" REFINED COMPOUND.

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

MUSTARD.

ELLIS & KEIGHLEY'S.

cts

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

COOLMAN'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 16 17
- " Formigetta
- Almonds, Shelled Valencias 35, 37
- " " Jordon 45, 55
- Brazil 10 10 1/2
- Cocoanuts 6 00
- Filberts, Sicily 11
- Filberts, Oblong 14 15
- Peanuts, roasted 12, 13
- " green 9 10
- Walnuts, Grenoble 18
- " " Bordeaux 12, 13
- " " Naples, cases
- " " Marbots 13 1/2
- Chilis 12 15

Toronto Biscuit and Confectionery Co's

SODAS

Are giving unusual satisfaction.

Ask for the Yellow Boxes with Red Label, and take no other. Send for Price List to 7 FRONT ST. E., TORONTO.

Prices current, continued—

PICKLES & SAUCES.		
BRYANT, GIBSON & CO'S. TORONTO PICKLES.		
John Bull, mixed, in bulk	\$0 60	
" Chow Pic'le, in b'lk	65	
" Mixed & Chow-Chow pts	2 15	
" Mixed & Chow-Chow pts	3 25	
" 16 g.	1 90	
Horse Radish, bottles, per doz	2 25	
SAUCES.		
John Bull, kegs, per gal.	1 25	
" 1 pt. bottles, per doz		
(according to quantity) 90c to	1 00	
Devonshire Relish, kegs p. gal	1 75	
" 1 pt. bottles,		
per doz	1 25	
Niagara Tomato, kegs, per gal	1 25	
" Reputed pints	1 25	
Terry's Candied Peels. c. per peels	16	
Lemon, 7 lb boxes.	18	
Orange,	18	
Citron	30	
CROSS & BLACKWELL'S.		
Pickles, all kinds, pints, per doz	3 25	
LEA & PERRIN'S. per doz.		
Worcester Sauce, 1/2 pts.	\$3 60	\$3 75
" pints	6 25	6 50
PRODUCE.		
DAIRY.		
Butter, creamery, rolls	\$0 00	\$0 00
" tub.	0 20	0 22
" dairy tubs, choice	0 14	0 16
" low grades to com.	0 05	0 11
Butter, pound rolls.	0 22	0 25
" large rolls.	0 17	0 21
" store crocks	0 15	0 18
Cheese	0 11	0 12
COUNTRY		
Eggs, fresh, per doz.	0 16	0 17
" limer		
Beans	1 35	1 40
Onions, per bbl.	3 00	4 00
Potatoes, per bag on tr'k		0 90
Hops, 1899 crop	0 15	0 18
" 1890 "	0 35	0 38
Honey, extracted	0 08	0 10
" section	0 14	0 16
PROVISIONS.		
Bacon, long clear, p. lb.	0 08	
Pork, mess, p. bbl.	15 00	16 50
Hams, smoked, per lb.	0 11	0 11 1/2
" pickled		

Bellies	0 10	0 11
Rolls	0 09	0 09 1/2
Backs	0 10	0 10 1/2
Lard, Canadian, per lb.	0 09 1/2	0 09 1/2
Hogs	5 50	6 00
Tallow, refined, per lb.	0 05 1/2	0 06
" rough,		0 02
RICE, ETC.		
Rice, Aracan	Per lb	
" Patna	3 1/2	4c
" Japan	5, 6 1/2	
" extra Burmah	3 1/2	4
Grand Duke	6 1/2	7 1/2
Sago	4 1/2	5
Tapioca,	5 1/2	6 1/2
SPICES.		
GROUND.		
Pepper, black, pure.	\$0 20	\$0 23
" fine to superior	12	18
" white, pure	32	35
" fine to choice	25	30
Ginger, Jamaica, pure.	25	27
" African,		18
Cassia, fine to pure	18	25
Cloves,	25	40
Allspice, choice to pure	12	15
Cayenne,	30	35
Nutmegs,	75	1 20
Mace,	1 00	1 25
Mixed Spice, choice to pure	30	35
Cream of Tartar, fine to pure	25	37
STARCH.		
EDWARD & BURGH STARCH MFG. CO.		
MONTREAL.		
BRITISH AMERICA STARCH CO.		
BRANTFORD.		
No. 1 Laundry, 4 lb cartons	c. per lb.	5 1/2c
Canada Laundry		4 1/2
Silver Gloss, crates		6 1/2
Lily White, crates		6 1/2
Silver Gloss, 1 lb chromos.		6 1/2
Lily White, 1 lb chromos.		6 1/2
Satin, Starch 1 lb chromos.		7 1/2
Brantford Gloss, 1 lb chromos.		7 1/2
No 1 Laundry, barrels & halves		4 1/2
No 1 Prepared Corn		4 1/2
Canada Corn		6 1/2
Challenge Corn		6 1/2
Rice Starch, 1 lb.		9
Cube, 1 lb.		7 1/2
KINGSFORDS OSWEGO STARCH.		
Pure Starch—		
40-lb boxes, 1, 2, and 4 lb. pack'g's	8	
36-lb boxes, 3 lb. packages	8	

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 1/2 lb package	9 1/2
40-lb "	10
40-lb assorted 1/2 and 1 lbs.	9 1/2
8-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 1/2
SUGAR. c. per lb	
Granulated, 15 bbls or over	6 1/2
" less than 15 bbls.	7
Paris Lump, bbls	7 1/2
" less than a bbl.	8 1/2
Extra Ground, bbls	8
" less than a bbl.	8 1/2
Powdered, bbls	7
" less than a bbl.	7 1/2
White refined	6 6 1/2
Extra bright refined	6 1/2
Bright Yellow	5 1/2
Medium	5 1/2
Brown	5 1/2
Raw Jamaica, in bags	5 1/2
SYRUPS AND MOLASSES.	
SYRUPS. Per lb.	
Redpath's "D"	bbls. 1/2 bbls
" "M"	
Redpath's "B"	3 1/2
" "VB"	3 1/2
" Extra V.B.	3 1/2
" Ex. Sup.	3 1/2
" XXX Sup.	4 1/2
Corn Syrup	4 1/2
MOLASSES. Per gal.	
Trinidad, in puncheons.	38, 40c
" bbls	40, 42
" 1/2 bbls	42, 44
New Orleans, in bbls	48, 65
Porto Rico, hdds.	38, 45
" barrels	42, 47
" 1/2 barrels	44, 49
TEAS.	
GREENS. Per lb	
Gunpowder—	
Cases, extra firsts	42, 50c
Half chests, ordinary firsts.	22, 38
Cases, sifted, extra firsts	42, 50
Cases, small leaf, firsts	35, 40

Young Hyson—Moyunes	
Half chests, ordinary firsts	22, 38
" seconds	20, 22
" common	18, 20
PING SUEYS.	
Half chests, firsts	28, 32
" seconds	20, 22
Half Boxes, firsts	28, 32
" seconds	20, 22
JAPAN.	
Half Chests—	
Choice	38, 40
Choice	32, 36
Finest	28, 30
Fine	25, 27
Good medium	22, 24
Medium	19, 20
Good common	18, 19
Common	16, 17
Nagasaki, 1/2 chests Pekoe	20, 22
" Oolong	17, 18
" Gunpowder	18, 20
" Siftings	8, 12 1/2
CONGOUS.	
Half chests, Kaisow, Moning	52, 55
Caddies and half chests	15, 50
Cadies, Pakling and new makes	18, 50
OOLONG.	
Half chests Formosa	34, 50
Caddies	36, 55
ASSAMS.	
Chests and half-chests Pekoe	22,
SCENTED ORANGE PEKOE.	
Boxes, Foochow and Canton	28, 60
TOBACCO AND CIGARS.	
British Consols, 4's; bright twist,	
5's; Twin Gold Bar, 8's	62c
Ingots, rough and ready, 7's	59
Laurel, 3's	52
Brier, 7's	50
Index, 7's	45
Honeysuckle, 7's	53
Napoleon, 8's	49
Royal Arms, 12's	50
Victoria, 12's	48
Brunette and Lovely, 12's	45 1/2
Prince of Wales, in caddies.	46 1/2
" in 75 lb boxes	46
Bright Smoking Plug Myrtle, T & B, 3's	55
Lily, 7's	48
Diamond Solace, 12's	45
Myrtle Cut Smoking, 1 lb tins	65
1/2 lb pg, 6 lb boxes	65
oz pg, 5 lb boxes	65

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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

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PARASOLS—See our Range. Some beautiful novelties.
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 PRINTS—Special new lot of the latest grounds and prettiest designs, just received.
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 HOUSE FURNISHINGS—Carpets, Curtains, etc. Big variety.
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GLOBE TOBACCO COMPANY.	
CUT SMOKING TOBACCO.	
Per lb.	
The Old Flag, 1/2 lb. in 5 lb. boxes.	66c
" " 1 lb. Fancy Tins	65c
" " 1 lb. Fancy Tins	36c
Gold Flake, 1-5, 6 lb boxes.	65c
" " 1-0, 5	65c
" " 1 fancy tins	75c
" " 1 glass jars	36c
" " 1 glass jars	72c
Hand Made, 1-5, 6 lb boxes	63c
" " 1 fancy tins	63c
" " 1 glass jars	70c
GRANULATED SMOKING TOBACCO.	
Uncle Tom, 1-5, 6 lb boxes	40c
" " 1-10, 6 lb	4c
LONG CUT SMOKING TOBACCO.	
Wag Wag, 1/2, 6 lb boxes	36c
" " 1-5, 6 lb	35c
" " 1-10, 6 lb	40c
FINE CUT CHEWING TOBACCO.	
Golden Thread, 5 & 10 lb pails	90c
Globe,	85c
Victoria,	70c
High Court,	60c
Jersey Lilly,	60c
Golden Thread, 1-16 " Foil in 1/2 gro.	
boxes, per gross	9 00
Solace " 1-16 " Foil in 1/2 gro.	
boxes, per gross	6 00
CIGARS—S. DAVIS & SONS, MONTREAL.	
SIZES. Per M	
Madre E' Hijo, Lord Landsdowne	60 00
" " Panetelas	60 00
" " Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins	55 00
El Padre, Reina Victoria	55 00
" Reina Vict., Especial	50 00
" Conchas de 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	6 25
Sultana	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
CUT TOBACCO. per lb.	
Puritan, 1/2 lb pkg., 5 lb boxes	65
Old Chum, 1/2 lb pkg., 5 lb boxes	65
Old Virgin, 1-10 lb pkg., 10 lb boxes	57
Gold Block, 1/2 lb pkg., 5 lb boxes	65
CIGARETTE TOBACCO.	
B. C. N. 1, 1-10, 5 lb boxes	78
Paritan, 1-10, 5 lb boxes	80
Athlete, per lb	1 10
SOAP.	
Ivory Bar, 1 lb. bars	per lb 51
Do. 2, 6-16 and 3 lb bars	" 41
Primrose, 4 lb bars, wax W	" 41
" 1 round	" 42
John A. cake, wax W. per doz	42
Mayflower, cake,	42

Gem, 3 lb bars per lb.	34
" 13 oz, 1 and 2 lb. bars	34
Queen's Laundry, per bar	5 1/2
Pride of Kitchen, per box	2 75
Sapolio, 1/2 gross boxes	3 25
per gross, net cash	12 00
TOILET SOAP.	
TAYLOR, SCOTT & CO.	
per doz.	
Baby's Own, 1/2 doz boxes	\$1 25
Our Boys, 1/2 " "	1 25
Sea Foam, 1/2 " "	75
London Bouquet, 1/2 " "	60
Oatmeal, 1/2 " "	85
" " " " " "	60
Paris Assorted, 1/2 " "	0 75
Albert Oatmeal bar, 2 doz. boxes	0 75
White Castile bar, 2 doz. boxes	0 75
per gro.	5 00
Fatherland, 1/2 doz boxes.	5 00
WOODENWARE.	
per doz	
Pails, 2 hoop, clear No. 1	\$1 70
" " " " " No. 2	1 90
Pails, 2 hoops, clear No. 2	\$1 60
" " " " " " "	1 80
" " " painted " " " "	1 80
Tubs, No. 0	9 50
" " " " " " " "	8 00
" " " " " " " "	7 00
" " " " " " " "	6 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
per case	
Matches, 5 case lots Single cases	
" " Parlor	\$1 75
" " Telephone	4 05
" " Telegraph	4 30
" " French	3 60
per doz.	
Mops and Handles, comb.	1 25
Butter tubs	\$1 60
Butter Bowls, crates ast'd	3 60
CLOTHES PINS.	
per box	
5 gross, single and ten box	0 75
lots	0 75
Star, 4 doz. in package	0 85
" " 6 " " "	1 25
" " 4 " " cotton bags	0 90
INDURATED FIBRE WARE.	
per lb.	
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
" " " "	13 25
" " " "	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" " " "	9 00
" " " "	8 00
" " " "	7 00
" " " "	3 25
Milk pans	2 75
Wash Basins, flat bottoms.	3 00
" " round " "	3 75
Handy dish	18 00
Water Closet Tanks	18 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.	
per box	
Barm yeast in boxes of 2 doz.	
10c. and 2 doz. 5c. packages,	
per box	2 00
Royal Yeast Cakes, 3 doz 10c.	
packages in case, per case	\$1 95
Royal Yeast Cakes, 3 doz 5c.	
packages in case, per case	1 00

OUR NATIONAL FOODS.	
per doz	
Desiccated Wheat	pkgs. doz \$2 30
" " Rolled Oats	4 " 2 25
Snow Flake Barley	4 " 2 25
Desiccated Rolled Wheat	3 " 2 25
Buckwheat Flour, S. R.	4 " 2 25
Prepared Pea Flour	2 1/2 " 1 80
Baratena Milk Food	1 " 3 00
Patent Prepared Barley	1 " 1 80
Patent Prepared Groats	1 " 1 50
Gluten Flour	4 lb. 2 80
Farina, very choice	1 1/2 lb. 1 30

HARDWARE, PAINTS AND OILS.	
CUT NAILS, from Toronto:	
10 dy. to 60 dy	2 55 2 60
8 dy. and 9 dy	2 85 2 90
4 dy. to 7 dy	3 05 3 10
3 dy	C.P. 4 05 4 10
3 dy	A.P. 3 55 3 60
HORSE NAILS:	
" C" 50 and 10 per cent. to 60 from list.	
HORSE SHOES:	
From Toronto, per keg	3 60 3 75
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:	
25 in and under	1 55 1 60
26 to 40	1 60 0 00
41 to 50	3 60 0 00
51 to 60	3 90 0 00
61 to 70	4 20 0 00
ROPE: Manila	0 15 0 16
Sisal	0 11 0 12 1/2
AXES: Per box, \$6 to \$12.	
SHOT: Canadian, dis. 7 1/4 per cent.	
Hinges: Heavy T and strap	05 05 1/2
" " Screw hook & strap	03 1/2 04 1/2
WHITE LEAD: Pure Ass'n guarantee ground in oil.	
25 lb. irons	per lb 5 1/2
No. 1	" 5 1/4
No. 2	" 4 3/4
No. 3	" 4 1/4
TURPENTINE: Selected packages, per gal.	
" "	0 62 0 63
Linseed Oil, per gal, raw	0 64 0 65
Boiled, per gal	0 67 0 68
CANTOR OIL: Best per lb.	0 11 0 12
GLUE: Common, per lb	0 10 0 11

PETROLEUM.	
F. O. B. Toronto.	
Imp. gal.	
Canadian	\$0 16
Caron Safety	0 17 1/2 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.	
per lb.	
Alum	\$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 75 0 80
Carbolic Acid	0 40 0 45
Castor Oil	0 13 0 14
Cream Tartar	0 30 0 31
Epsom Salts	0 01 1/2 0 02 1/2
Paris Green	0 18 0 22
Extract Logwood, bulk	0 13 0 14
" " boxes	0 15 0 17
Gentian	0 10 0 13
Glycerin, per lb	0 18 0 20
Hellebore	0 16 0 17
Iodine	5 00 5 50
Insect Powder	0 38 0 45
Salpetre	0 08 1/2 0 09
Soda Bicarb, per keg	2 56 2 75
Sal Soda	1 00 1 25
Madder	0 12 1/2

VINEGAR.	
A. HAAZ & CO.	
per gal.	
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 25
Honey Malt Vinegar	0 50 to 0 60
Bottled Malt Vinegar, qts.	2 00
Methylated Spirits	2 00 to 2 25

INK.	
EDWARD CATCHPOLE & CO.	
per gross	
Blue black, 2 oz., per gross	4 00
Jet Black, 2 oz.,	3 75
All colors, 2 oz.,	4 50
Blue black, quarts, per doz	5 00
" " pints,	3 25

FISH.	
Frozen Fish:	
Trout	per lb
Whitefish	do
" Manitoba do	"
British Columbia salmon	per lb
Lake herring	per 100
Picklerel	per lb 0 07
Pike	do 0 05
Smelts	
Pickled and Salt Fish:	
Labrador herring, p. bbl	5 75 5 50
Shore herring	" 4 50 5 50
Salmon trout, per 1/2 bbl	4 25 4 50
Whitefish	" 5 25
Lake herring split	"
Dried Fish:	
Codfish, per quintal	5 25 5 75
" cases	5 00 5 50
Boneless fish	per lb 0 04
Boneless cod	" 0 08 1/2 0 08 1/2
Smoked Fish:	
Finnan Haddies	per lb 0 07 1/2 0 08
Bloaters	per box 1 00 1 50
Digby herring	" 0 16
Sea Fish:	
Haddock	per lb 0 05 1/2 0 06
Cod	" 0 08
Spring salmon	" 0 20
Flounders	"
Halibut	" 0 20

THE CANADA MEAT PACKING CO.,

MONTREAL,
BEEF AND PORK PACKERS,

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

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

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First-class Family and Commercial Hotel.
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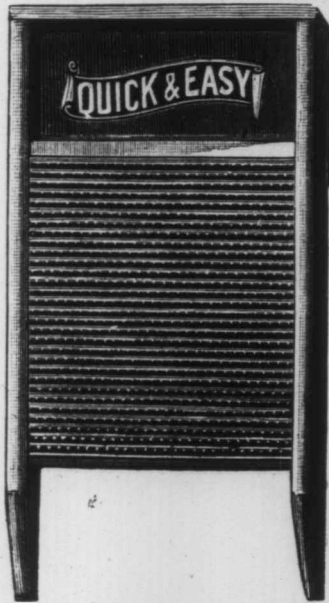


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For choice family trade. Made of selected corn, and handles striped and varnished.

- | | | |
|----|------------|----|
| 35 | "Peerless" | 35 |
| 30 | "Ideal" | 30 |
| 25 | "Royal" | 25 |
| 20 | "Anchor" | 20 |
| 15 | "Crown" | 15 |

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SILVER CREAM BAKING POWDER,

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No Glass, Crockery, or other Fakir schemes with this Powder.

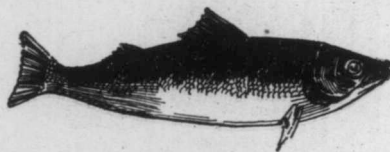
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 Sells itself after one Trial. Prices Current



Fraser River Salmon

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 - AND -
 "BRITANNIA"

Brands of canned salmon are the finest packed in British Columbia. The canneries being situated at the mouth of the Fraser River are in a position to pack their fish fresh from the boats.

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