

Imitation . . .

Is said to be the sincerest flattery. That being so, we ought to feel highly flattered by imitators who, by copying the package try to pass off inferior French Matches for

Eddy's "TELEGRAPH" MATCHES

which are put up in packages like the sketch given here.



To IMITATE is FLATTERY,
To COUNTERFEIT is FORGERY.

We Protect Jobbers handling our Matches from any drop in price, on stock in hand.

The E. B. EDDY CO. :
HULL, CANADA.

BRANCHES AND AGENCIES AT :

Toronto, Montreal, Winnipeg, Hamilton,
Kingston, St. John, N.B., Halifax,
Quebec, Victoria, B.C., St. John, N.F.,
Melbourne and Sydney, Australia.

“Standard Goods are the best to Handle”

The Finest Class of Preserves and Marmalade manufactured in England.



FAULDER'S
PRESERVES
AND
MARMALADE

MADE IN PATENT

Silver Pans

TO AVOID
CONTACT OF
THE FRUIT
WITH
COPPER

FOR SALE BY

A. M. SMITH & CO.,
London

BALFOUR & CO.,
Hamilton

H. P. ECKARDT & CO.,
Toronto

BAULD, GIBSON & CO.
Halifax

GEO. CHILDS & CO., Montreal

WHITEHEAD & TURNER, Quebec.

Fry's
Cocoas
AND
Chocolates

Diamond Chocolate. The finest low priced Chocolate made.

“Gold Medal” Sweet. The favorite in sweet Chocolates.

Pure Concentrated Cocoa. The highest grade of Cocoa manufactured.

STANDARD QUALITY. PROFITABLE LINES.

NO STOCK COMPLETE WITHOUT THESE GOODS.

J. S. Fry & Sons

BRISTOL.

LONDON.

SIDNEY, N.S.W.

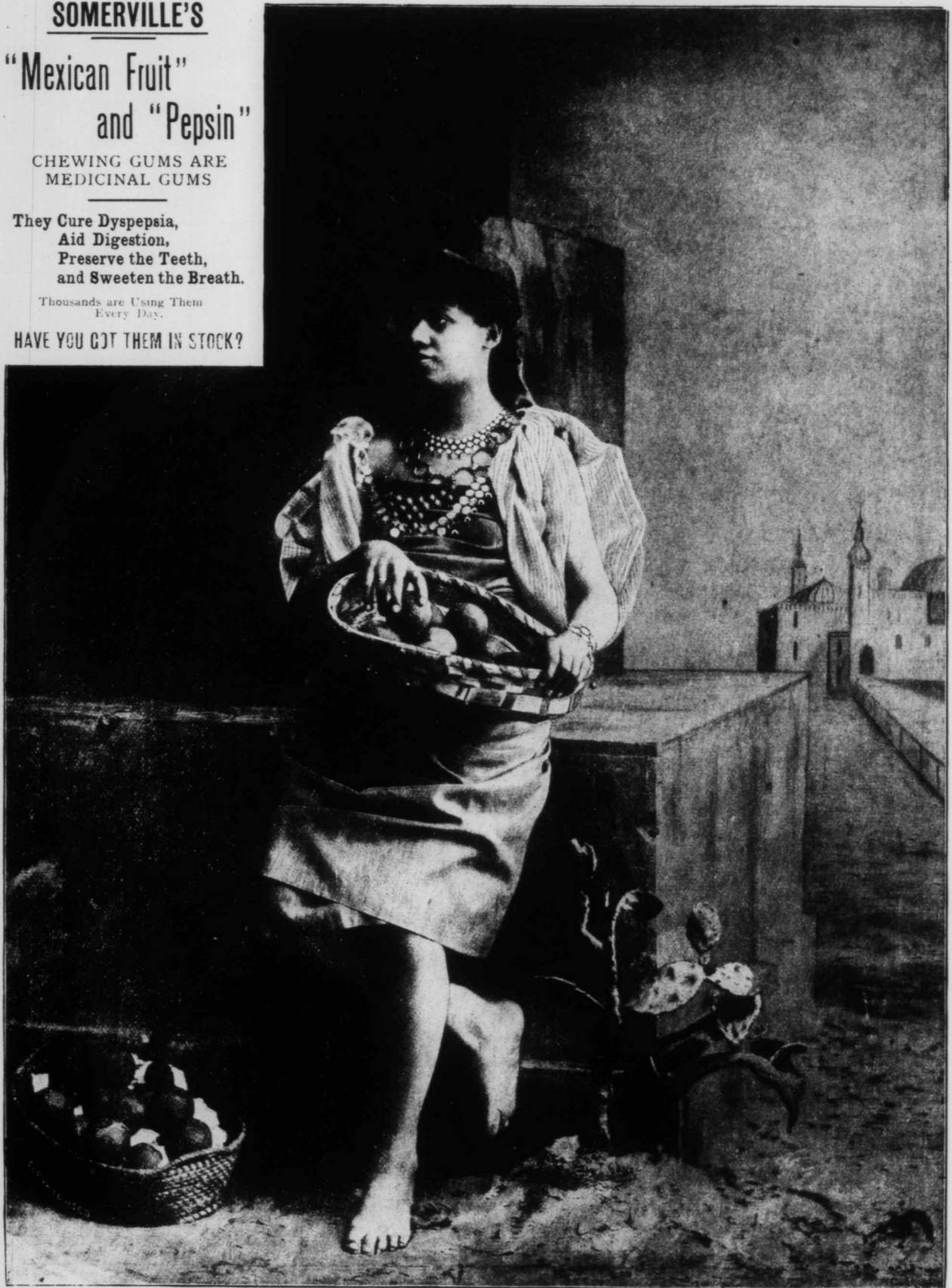
SOMERVILLE'S
"Mexican Fruit"
 and **"Pepsin"**

CHEWING GUMS ARE
 MEDICINAL GUMS

**They Cure Dyspepsia,
 Aid Digestion,
 Preserve the Teeth,
 and Sweeten the Breath.**

Thousands are Using Them
 Every Day.

HAVE YOU GOT THEM IN STOCK?



The **"MEXICAN FRUIT"** Seller.

It's in the Ring . .



PUT UP BY

PURE GOLD MFG. CO. TORONTO.

Adam's Horehound Tutti Frutti

Send for Elegant Advertising Matter.

ADAMS & SONS CO., 11 and 13 Jarvis St., Toronto, Ont.

Toronto Salt Works,

128 Adelaide East, TORONTO

Dealers in Table, Dairy, Meat Curing Barrel, Rock Lump, and Land Salts.

Higgin's Eureka and Ashton's English Dairy Salts. Land Plaster.



Sold by the Wholesale Grocery Trade and the Manufacturers,

THE HAMILTON COFFEE AND SPICE CO

Sales Increase Yearly It Holds Trade

DUNN'S BAKING POWDER THE COOK'S BEST FRIEND LARGEST SALE IN CANADA.





THE TALK OF THE TOWN

**NELSON MORRIS & CO'S
EXTRACT OF BEEF**

Healthful and invigorating to the consumer; profitable to the merchant. These goods sell readily and no grocer can afford to lose the profit to be made on them. 40 lbs. of beef is used in making 1 lb. of extract.

W. H. Gillard & Co., Wholesalers only **Hamilton, Canada.**

JOHN MOUAT, Northwest Representative, WINNIPEG, MAN.

Thanks.

Wm. Paterson & Son

Biscuits and Confectionery

BRANTFORD, ONT.

V
J B
THE
T
HEA
MOI
NEW
EUR
J
S
goc
are
per
fou
vic
the
les
em
fish
if f
obt
me
bus
wel
cle
bus
his
the
are
els
1
cla
affi
sto
da
cle

THE CANADIAN GROCER

Vol. VIII.

TORONTO AND MONTREAL, JANUARY 26, 1894

No. 4

J. B. McLEAN,
President.

HUGH O. McLEAN,
Sec.-Treas.

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

HEAD OFFICE: - - - 10 Front St. E.

MONTREAL OFFICE: - 148 St. James St.
E. Desbarats, Manager.

NEW YORK OFFICE: Room 41, Times Building,
Roy V. Somerville, Manager.

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

SHAKING always brings the big potatoes to the top of the measure; so does times of trade depression the good clerks. Just now country merchants are engaged in the task of cutting down expenses; and in pursuance of this some have found it necessary to dispense with the services of some of their clerks. Naturally the clerk that is the most inefficient, and the less solicitous regarding the interests of his employer, has to go first as a rule. The fisherman will not assort his catch so closely if fish are scarce as he would if the opposite obtained. It is much the same with the merchant in regard to his clerks. When business is brisk, and his staff of clerks are well employed, he will bear more with the clerk of inferior ability than he will when business is quiet and he purposes curtailing his staff. When the latter condition obtains, the clerks of mediocre or of inferior ability are cut off and sent to hunt up positions elsewhere.

There is always room at the top for first-class clerks, and the present condition of affairs should stimulate assistants in the store and warehouse to greater effort. Today, as in all ages, there are too many clerks whose scale of interest in the wel-

fare of their employers is far too low, and concern about their ease and comfort too great. If there is a customer to be waited upon, the clerk should do so promptly. Occasionally a customer comes into the warehouse or store at the hour when some, at least, of the clerks are going out for lunch, and not infrequently first one and then another requested to wait upon him will excuse himself with the remark: "Oh, I'm going out for lunch. Let some of the other fellows wait upon him." The customer naturally feels himself slighted; and a customer slighted is sometimes a patron lost. Clerks must take interest in their employer's business if they ever hope to make life a success. They must strive to learn the peculiarities of the customer—to know their likes and dislikes. They need to be conversant with their business and the articles appertaining to it. To have some acquaintance with the current literature of the day and the condition of the markets, particularly those relating to his own business, is also an essential. Thus qualified he is able to converse intelligently with those who patronize his employer's store, thereby increasing his popularity as a clerk, and, consequently, his value to his employer, which is the end-all every clerk should seek.

The Duke of Connaught's recent command regarding shoe laces in the British army contains a moral for business men. His object in regard to so little a matter was the perfection of the efficiency of the soldiers under his command. "It is the little things that make the muckles;" and it is close attention to details that insures success in business. First of all a man needs to fit himself for the business he intends following. Then, once in business, it is

necessary for him to know how to buy. This is a most important qualification, and many a merchant has failed because of a want of it. The necessity of being a good salesman and of devising ways and means of securing patronage is, of course, understood. Equally so is the importance of exercising a close scrutiny of the accounts. But while these, the fundamental principles of success, are so well known, they are apt to be forgotten, and a timely reminder tends to their being exercised more vigorously.

Never before was, probably, the evil of cutting prices more prevalent, or the desire on the part of merchants for its discontinuance stronger than now. The fact of the matter is, it is working its own remedy. The medicine those merchants are taking, whose characteristic is "cutting," is insolvency; and it is being administered, although unconsciously, by their own hand. The "horrible example" they present is a warning which many discern, and which not a few endeavor to profit by. During the recent holiday season one or more instances of this came under the observation of this journal. One, particularly, comes to memory at the moment. Like a good many others, this particular merchant had been in the habit of cutting prices during the Christmas season in order to induce trade. Last Christmas he resolved to discontinue the practice; and, notwithstanding that his competitors continued the practice as of yore, and that money was supposed to be scarcer and times harder, he not only made more money than he ever did, but did a larger business as well. It is safe venturing that there is at least one merchant who has departed from the old way.

In England, if one can judge from the tone of the exchanges, the movement for reform

We cover the ground from the Atlantic to the Pacific, and have double the circulation of any other journal in Canada.

in "cutting" seems to be more preconcerted than in any other country. There the merchants are combining together in towns and cities, with a view to crushing out the evil. A correspondent of Grocers' Review, noting this movement, said: "They know and feel that the present despicable state of things has existed too long, and that an earnest attempt should be made to improve matters. They know and feel that the abolition of the present suicidal policy of quoting prices for goods that do not enable them to meet expenses with ease, and the substitution of a legitimate competition, would result in placing the trade generally upon a stronger basis, the natural result of inestimable benefits accruing to its members all round. The idea very prevalent in the present day is that the day is past wherein the doctrine existed to the effect it was the duty of every member of the trade to endeavor to annihilate his neighbor and monopolize the whole trade of the district, and that to-day the doctrine exists to the effect that they are brethren and members of a specified trade. They desire to combine and seek the good of each other, and to place the trade on a sound and substantial basis; they desire to earn a living with less worry and care; they desire proper and commodious premises for the storage and disposal of their goods and chattels; they desire an earlier system of closing, in order to give their assistants that liberty which is their proper right to seek and to hold and to utilise for the purpose of improving those physical, mental, and intellectual faculties they are the recipients of at the hands of their Maker; they desire, indeed, to wear an aspect of business men and not a sentimental, philanthropic aspect. To accomplish all this they know, and are convinced, that better quotations must rule. Legitimate competition must be in existence, and by the adjective legitimate I mean that pricing of an article which will insure an adequate return for expenses incurred in putting such article in circulation." The man who takes his own life is looked upon as a fool; but the merchant who ends his business career by adopting the suicidal policy of cutting prices is certainly not much better mentally.

* * *

When storms are raging the mariner needs to consult his chart more frequently than he would under ordinary conditions; and when times are hard the live merchant scrutinizes more closely the columns of his trade journal, both to gauge the trend of the markets and to gather hints that will assist in making his business more profitable.

COUNTRY MERCHANTS AND CREAMERIES.

THE country retail merchant can, if he will, give the farmer hints on many subjects that will be mutually beneficial. He is in position to do this in consequence of his being in closer touch with the outside world.

One way in which the country merchant may exercise his influence and thereby obtain results mutual is in regard to the establishment of creameries.

Upon creameries depends the life of the Canadian butter trade. At present we supply Great Britain with about 2 per cent. of the butter she annually purchases.

Butter, in order to secure the patronage of the consuming markets abroad, must be uniform in quality and in color. This is imperative, and this is where Canadian butter is lacking. It is obvious then that the more the making of butter is centralized the nearer to the ideal must the product necessarily become.

During the last two or three years there has been a substantial growth in the number of those creameries, but still there is abundance of room for further development in this respect. The fact that good butter is so scarce at the moment and medium and low grade so plentiful is evidence sufficient of this.

One of the banes of the country retailer's life is the butter he takes in trade from his customers. Some of it he knows is good and some of it he knows is bad, but in many instances he cannot discriminate in the price he shall allow for fear of giving offence and thereby lose a customer. Then he, in his case, is too often careless in packing the butter for shipment to the central markets, throwing into a heap yellow and white, good and bad, and working it all up together.

It is obvious that if there was a creamery the country merchant would benefit in more ways than one. Were there a creamery in his locality the farmers would naturally sell their milk to it instead of undertaking themselves the laborious work of churning it into butter, and afterwards carrying it in to the country merchant. In the one instance the farmer would get cash, and in the other goods. Which of the two the farmer prefers is obvious.

It is equally plain, too, that the establishment of creameries tends to increase the possibilities of doing business on a cash basis. The farmer brings in "truck" for groceries, hardware, etc., often because his supply of the current medium of exchange is limited. He sells his wheat and his live stock for cash, and if he sells his milk to the creamery for cash too it is clear that he would have more cash on hand, and less reason for demanding long terms of credit, while the retailer, on the other hand, would have two grievances minimized at least. He would be saved the difficulty of discriminat-

ing between the different makes of butter brought him by his several customers, and he would have stronger ground for refusing longer terms of credit, while the farmer would have less reason for asking such privileges.

That the country merchant can advance good and sufficient reasons for urging the farmers to establish a creamery in his district, if one has not been already conveniently located, is obvious. He has the results which have been obtained by those in existence to guide him. We have at the moment before us data regarding the creamery at St. Jacob's, Ont. This creamery last season had about 350 patrons. These supplied milk enough from 1,500 cows to enable the creamery to turn out 130,000 lbs. of butter. There were paid out to the farmers for milk \$22,000, while \$2,500 was disbursed for wages and gathering the cream, and \$2,000 in purchasing salt, tubs, and other incidentals. This meant about an average of 85 pounds of butter per cow at 17c per pound. In addition to this the farmers had all the milk they needed for their own requirements. It must be remembered, too, that last season was an unusually dry one. Yes, it is to the interests of country merchants for them to boom creameries.

THAT ADULTERATED GREEN TEA.

A STATEMENT which appeared in the Montreal Gazette on Wednesday last to the effect that shipments of the adulterated Pingsueys, rejected at New York, were being made to Montreal from there has, our own correspondent says, raised quite a rumpus in the market in that city, not because such shipments have never been made before, but because the general public are now aware of the fact for the first time. Investigation reveals that these teas have been going to Montreal for years, the lumbering districts on the Ottawa, St. Maurice, and other rivers in the province, and the demand from the back sections in the French parishes accounting for almost all of them. The Montreal public proper, therefore, have little experience of them, but the fact that they can be sold at all in Canada reveals a state of things that certainly demands a remedy. According to the Commercial Bulletin of New York, which editorially referred to these very shipments to Montreal, and its comments are endorsed by the trade in Montreal, the stuff—for it is nothing but stuff—now being offered is nothing but mud, rice, gum, and coloring, with a very little tea, so little in fact that the adulteration can be promptly detected by chewing, while drawing shows how small the percentage of actual tea there is. The coloring, once the stuff has been tested in the cup, gives a liquor of an extremely dark color, and the smell is strong and harsh. Its peculiarly strong, rank flavour, which is

said to be the very property which pleases the lumberman and habitant who buy it.

It is claimed that there is nothing very injurious in its ingredients, and that there are no steel filings or any such things in the tea. This may be true, but that portion of the public who like a pure cup of tea, or as nearly pure as they can get it, will hardly feel comfortable when they know that such food can be sold without any check or inspection.

With the temptation of high prices unscrupulous traders are too liable to do a little mixing on their own account and increase their profits when they know they can do it without any fear of unpleasant consequences to themselves. In fact this year it is claimed that the stuff has brought as high as 15c., when in former seasons the range has been from 7 to 10c.

The shortage of the Pingsuey crop is the cause for the appreciation in price, and also accounts for the larger supply of the adulterated article which is offering. As noted in last week's GROCER, 15,000 packages had been rejected in New York, and possibly the bulk of these have gone to Montreal.

All this makes the want of a regular system of tea inspection in Canada more apparent. In the United States there are inspectors in all the large cities and, being analysts, they know how the goods are adulterated, which Canadian dealers do not, but simply guess how. In fact, the more conscientious traders hope, now that the facts have been put before the public, that it will spur the Government on to adopting some system of appraising and inspecting tea like the one in vogue across the line. If they are so particular about the class of whiskey that is to be drunk, they should be equally so about tea.

THE TOBACCO MATTER.

THERE was a special session of the Dominion Guild of Wholesale Grocers in the Board of Trade, in Montreal, on Thursday last.

The special object of the conference was the recent circular sent out with regard to Macdonald's tobacco, to the effect that there was a reduction in black tobaccos of 3c., and in brights of 3c. to 4c., and that in future no wholesaler who bought these goods was bound down to sell them at any stipulated price, but could do as he thought fit.

As is well known, this circular of Mr. Macdonald's has caused a lot of discussion among the wholesale grocery trade throughout the country. Accordingly, the meeting on Thursday last was awaited with considerable interest.

The following were among the gentlemen who gathered in the council room of the big building on St. Peter street, Montreal: Messrs. Childs (G. W. Childs & Co.), Choput (S. Choput & Fils), Kinloch (Kinloch,

Lindsay & Co.), Carter (Carter, Galbraith & Co.), Forbes (Ransom, Forbes & Co.), Birks (Birks, Corner & Co.), and Hughes (Coveshell, Hughes & Co.), Montreal; Blain (Eby, Blain & Co.), Eckhardt (H. P. Eckhardt & Co.), Dixon (Davidson & Hay), Kinnear (T. Kinnear & Co.), Boomer (Warren Bros. & Boomer), and Ince (Perkins, Ince & Co.), Toronto; Balfour (Balfour & Co.), MacPherson (Stewart & McPherson), Lucas (Lucas, Steele & Bristol), Gilliard (W. H. Gilliard & Co.), Hamilton; Mazurette (Mazurette & Co.), E. Adams & Co., London; also Messrs. Rose, of Berlin, and Watt, of Brantford, with Mr. Wells, the secretary of the Dominion Guild.

The deliberations, of course, were private, but GROCER's correspondent was given to understand afterward by one of the gentlemen present that the tobacco matter had been gone over very carefully, and it was decided to communicate with Mr. Macdonald and see whether it was not possible to come to some agreement in regard to the matter, so as to prevent indiscriminate cutting, such as his notice would very likely lead up to. What his expectations were as to the success of this effort, the gentleman would not say until the matter had been reported to the different Provincial Guilds, and then they would take action. In the meantime, members of the different guilds were strictly observing the old agreement, that is, they were selling Macdonald's tobaccos to their patron's at the usual jobbers' advance on the manufacturer's price.

Another Montreal wholesaler who was spoken of did not appear very sanguine as to the probability of the wholesalers making Mr. Macdonald look at matters in their light, for he considered that the move, as intimated in last week's GROCER, was directed at other manufacturers. He thought, however, that if the wholesale grocers, as a body, would act together, they could make it interesting for any manufacturer, even allowing that he was such a wealthy one as Mr. Macdonald. For instance, if "the Guilds, as a body, notified that gentleman that they could not handle his goods under the circumstances, but took up some other line and pushed it, it might not be pleasant." The notice sent out by Mr. McDonald, in his opinion, simply meant that ere long the various cutting tactics in vogue on other lines would be resorted to on tobacco also. He mentioned also in this connection that the special meeting informally discussed these matters also, notably the methods which had been adopted recently in connection with sugar and other lines, and severely condemned them.

Anglo-American Telegraph Company have entered into a contract for a new cable to be laid between Ireland and Newfoundland, to be completed this summer. The cost of this undertaking is £450,000.

HOW AUSTRALIAN MEAT IS PREPARED.

AN Australian paper gives some details as to how Australian preserved beef is prepared. The winter months, which are our summer months, are the season of operations, the preserving process being, of course, more easily accomplished in the cool weather. At works situated on the Orara River, about 30 miles from Grafton by water, but by road only ten miles, the season commenced in March, and up to the 20th of August upwards of 7,000 fat cattle were slaughtered.

The cattle are purchased by weight, each carcass, when skinned and cleaned, passing under a steelyard, and the rates for this year were \$2.50 per 100 lbs. for best bullocks, \$2.25 for inferior bullocks or cows, and \$2 for old cows. The average daily slaughter was 50 bullocks or 60 cows.

The meat is cut up in small pieces, boiled in soup in scalders, strained and tinned; and the tins, when soldered, are packed in cases of various sizes. The tins themselves are of various capacity, from 2 lbs. up, but 6 lbs. is the commonest size. The soup is reduced to extract by means of a series of condensing pans, and this finds a ready market in England.

From the caul and kidney fat about two tons of butterine is weekly turned out, and the bones, offal and other refuse are boiled down for tallow, of which there are two grades. The shank and marrow bones go to England with the horns, hoofs, and tail hair; the other bones are sent to a drying shed, and in the slack season reduced to bone dust by a crushing machine at the works, and thus converted into a fine soil fertilizer.

This year some corned beef has been tinned, but marrow and tongues have been treated in this way each season. There is a plant for the extraction of neat-foot oil, and no portion of the beast is permitted to go to waste save the blood. The boning of the meat is done by contract, as is also the making of the tins, the company importing the tinplate from England and likewise the material for solder.

The tinsmiths have a department of their own, fitted up with the requisite appliances peculiar to the trade. A cooper on the premises constructs the casks for tallow and butterine. A blacksmith's forge provides for the necessary ironwork and repairs, and the pine for the packing cases is cut at a circular saw bench at the works from logs that are obtained from a forest in the district some thirty miles distant. This is also a separate contract.

The packing and shipping are also done by contract. In the season fully 100 hands are engaged, and the majority of them are housed in the cottages that dot the hillside in the vicinity of the works.

Three engines, varying in size from 10 to 15 horse power, drive the whole of the machinery needed for all operations, and, through piping from the boilers, steam is conducted to heat condensers, retorts, scalders, and butterine boilers, the whole of the pans being constructed on the "jacketed" system.

WHERE CARE IS NEEDED.

IN first-class confectionery stores the consumer's prejudices against the handling of food products with the bare and possibly dirty hand is taken into consideration, remarks Merchants' Review, and the attendants use tongs for the purpose of selecting the kinds of candy ordered by the customer. Of course the candy may have passed through many sweaty and dirty palms before reaching the store, but so long as the customer has not been witness to anything of an offensive nature, she is satisfied, and confectioner shows his sagacity by avoiding all causes for offense while the wares are in the store or being packed for delivery. As women are notably dainty in their tastes and ways, and as they form the bulk of the grocer's custom, as they do the confectioner's, it is wise of the former to pay as much attention to the question of personal cleanliness in the store as the latter is compelled to by force of competition and custom. Habit makes people callous about many things, and it is too much to expect that the constant handling of many dissimilar things will not make the grocer and his clerk less sensitive as regards the condition of their hands than they would be if engaged in a totally different business as, say, the dry goods business. The tendency, when one has to weigh out butter, tea, cheese, coffee, mackerel and spices in filling a single customer's order, is to make one careless as regards the chances of the goods suffering in flavor from contamination in the handling, not to mention the possibility of the customer being disgusted with witnessing the process, and therefore such carelessness is to a certain extent excusable. Indeed, it is practically impossible to avoid offending, in this manner, the more finicky class of people, owing to the nature of the business. At the same time, the less often food products are touched with the bare hands in the customer's presence, the better for the grocer's chances of success, and care should be taken that no flagrant cause for offense is given. A neat appearance of the person is desirable, for it is certain that, if untidiness and a dislike of soap and water is exhibited in the personal appearance of the grocer and his assistants, a certain per centage of custom will be driven away from the store. The grocer who smokes during business hours runs a big risk. One cannot smoke without one's fingers becoming flavored with tobacco, but the inveterate smoker is apt to lay down his cigar for the purpose of waiting upon a customer, and without washing his hands, go to the cheese box or butter tub and weigh out goods with his tobacco-tainted fingers. The consequence is that the articles acquire a disagreeable flavor, and the customer, if a woman, is quick to perceive the cause. To sum up, it behooves the grocer to remember that food products re-

quire more careful handling than articles of clothing and other non-edible goods, and that neatness and cleanliness of the store and person are more imperatively demanded of the dealer in foods than the members of other branches of the retail business, that women are quick to take offense where none is intended, and that the majority of the average grocer's customers is composed of the fair sex, whose whims and tastes must be reckoned with in order to achieve success.

THE ART OF FREEZING FISH.

SCIENCE has conquered nature, and has demonstrated that to preserve fish it is not necessary to salt them, says a contemporary. Freezing is the thing in the future, and Sandusky, Ohio, is the place where the first attempt has been made to carry on the business in a general way. Frozen fish are taking an important place in commerce and in the cuisine, and as the industry becomes more general the demand for salt fish will probably drop off to a great extent.

About three years ago A. J. Stoll, a fish commission dealer in Sandusky, began to experiment with freezing fish, and soon found that the invention of the ice-making machine would be his salvation. Last year he completed his scheme, and now he has a plant in full operation, employing twenty-five men and a capacity of freezing and preserving twenty tons of fresh fish each year. In a year Mr. Stoll expects to double the capacity of the plant.

The method used is very simple, yet interesting. The fish are unloaded from the schooners and placed in the dressing vats, where the refuse matter is removed and the fish sorted and graded according to the species. This is only done with the larger fish, but the small ones are not mutilated. The fish are placed in pans made of metal that will not rust, being placed in layers, and the pans carried to the cooler. This cooler is a sort of a vault filled with pipes arranged in tiers and compartments like the shelves of a pantry and made to fit so perfectly that no space is wasted. These pipes are filled with freezing fluid, and the temperature is kept at zero. From here, after freezing twenty-four hours, the pans are removed to the preserving vaults, where they are placed on pipes arranged as in the first-mentioned vaults.

Just step in once, after standing around in the hot sun of a July day. Of course overcoats are neglected in the summer, but in two minutes you discover yourself in the atmosphere of the Arctic regions, and, glancing at a thermometer, you will see the mercury registered at eighteen below zero. A massive door is opened, and before your eyes is a big stack of block wood—no things are what they seem, for you find the wood very cold. It is the fish that will be

distributed to your market man, perhaps many years hence, and the meat is so frozen that when emptied from the pans the fish appear like chunks of wood, and are so solid that they must be thawed several hours before the fish can be separated.

It has been demonstrated already that flesh kept frozen at such a low degree of temperature will remain perfect for a period of years, and it is believed that the fish may be preserved ten years and then turned over to the fish dealer fresh as the day they were caught.

Brine is circulated by the pumps through every foot of the pipes, and returns to the tank for cooling for redistribution in the space of one minute. The Sandusky plant cost \$25,000.

THE SECRET OF SUCCESS.

The basis of success in all occupations which involve the relations of employer and employed is, remarks an exchange, that the employer should have an accurate knowledge of the work to be done, what it consists in, how to do it, and how long it should take. A man of business who neglects this places his interest entirely in the keeping of irresponsible agents and, human nature being what it is, arrives in due time at insolvency. This is why the self-made man, who has been sternly initiated into the whole mysteries by having himself stood in the ranks of the employed, outstrips those who seem to start fair from the vantage ground of education and capital, and builds a fortune where others miserably fail. As the mistress of a household who neither knows what a servant's duties are nor how they may be fulfilled fails to manage her house well, so the man who does not understand the duties of workmen placed under him is at the mercy of any deception they may be pleased to practice upon him with reference to the quality or the quantity of the work they perform.

BIG PROFITS IN APPLES.

HOLDERS of apples are realizing big profits from sales on this market as well as in England. A car of Northern Spies was sold here this week a \$5 per bbl., and sales in the West have been made at \$4.50 f. o. b. for shipment to Great Britain, one lot of 600 bbls. going to Edinburgh and 150 bbls. to Glasgow. Account sales have also been received from England of straight lots of Spies, netting \$4.86 in the West, and Golden Sweets netted \$3.46 in the West. These are remarkably high prices, showing clear profits of \$350 to \$400 per carload. The shipments from Canada and the United States have been extraordinarily light as compared with those of last season. A cable has just been received from Glasgow reporting the market there firm, demand strong, and market bare. In this market further business has just been reported at \$2.90 for Talman Sweets and \$3.75 to \$5 for Baldwins, Seeks, Spitz, and Spies.—Trade Bulletin, Montreal.

J.
keeper
premi
glass
moder
ance.
D.
hands
his st
John
Florid
is bei
GROC
Hillier
succes
It
busine
Tinda
red re
on by
in the
Ale
forme
mons
starte
own a
Wa
merch
were
have
Davie
of the
posse
J. B
ran tw
had h
ed out
S.
Padg
engag
task o
the A
he is
having
Bar
of T
openi
Carlet
Wh
Bryne
seems
able l
and, fi
it to a
A w
Toron
ing pa
elers a
pleasu
will be
Mr.
Newr

BRIEFS ABOUT RETAILERS.

J. T. C. LANG has bought the bankrupt stock of W. Byers, South Monahan. D. R. McIntosh, general store-keeper, Lucknow, is moving into his new premises there. The shop front is of plate glass, and the counter and shelves are modern in design and handsome in appearance.

D. C. Strachan, of Goderich, has had a handsome new plate glass front put in, and his store has been nicely refitted.

John Hillier, of Goderich, has gone to Florida in search of health. His business is being carried on by his family. THE GROCER hopes that Mr. Hillier's trip will prove successful.

It is expected that the business of the late John Tindale, whose death occurred recently, will be carried on by his widow. Stock is in the meantime being taken.

Alex. A. Cutting, of Guelph, formerly with A. J. Fitzsimmons of the same place, has started into business on his own account.

Wallbridge & Clarke, merchants, Belleville, who were burned out recently, have bought out Palmer & Davies, on the opposite side of the street, and have taken possession.

J. B. Turner, grocer, who ran two stores in Gananoque, had his western stock burned out last week.

S. Barnes, of Barnes & Padget, Toronto Junction, is engaged in the congenial task of serving as a juror at the Assizes. He says that he is getting \$2 per day and having a "high old time."

Barnes & Padget, grocers, of Toronto Junction, are opening a branch store at Carleton.

Whatever others may be doing W. Mc-Bryne, grocer, Parliament street, Toronto, seems to be doing an increasing and profitable business. His stock is well assorted and, furthermore, he knows how to display it to advantage.

A well-known grocer, in the east end of Toronto, is engaged in getting up a sleighing party for February 1. Several city travelers are anticipating it with a good deal of pleasure, so it is safe to expect that there will be a "big time."

Mr. Brodie, formerly with Brunton, Bros., Newmarket, has formed a partnership with

a Mr. Montgomery, and will begin business in that town. The new firm placed its opening order with Sloan & Crowther last week. Montgomery & Brodie will handle groceries, boots and shoes, and gents' furnishings.

S. Ruthven & Co., grocers, Parliament street, Toronto, have got out a series of pretty calendars for distribution among their customers.

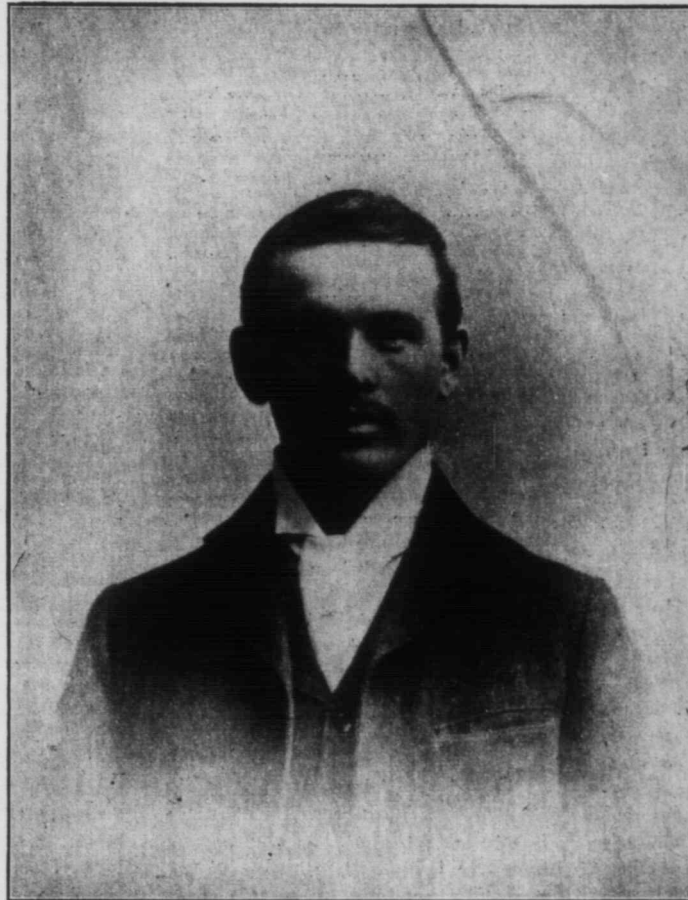
W. Dutton, 1,498 Queen street west, Toronto, has recently got in a shipment of woodenware which he is displaying to advantage. Some members of the trade might gather pointers from taking a peep at it.

JAMES S. WALLACE.

PLUCK and perseverance, genialty, and intelligence, concern and welfare for the house he represents, and enthusiasm for the goods he sells, are the essentials necessary to a successful traveler. Canada has many travelers who possess these characteristics to a degree. One of them is James S. Wallace, whose portrait is found below. Mr. Wallace had his first taste of business when, as a lad, he did duty in his father's general store at Southampton, county of Bruce. After a few years spent with his father he came to Toronto, entering the employ of Wm. Radcliffe, the well-

known retail grocer at Queen and Parliament streets. Mr. Radcliffe is known the city over as a sharp, shrewd, and capable business man, and from him young Wallace learned much. "My going with Radcliffe did me more good than anything else," he was once heard to remark. On leaving Mr. Radcliffe, about seven years ago, the subject of our sketch entered the employ of Taylor, Scott & Co., and for five years he represented that firm on the road, covering the ground from Port Arthur to Victoria, B. C. In July last he accepted the Ontario agency of the St. Croix Manufacturing Co., of St. Stephen, N.B., makers of Surprise Soap. His territory covers the Province outside Toronto, while it is probable that he will occasionally take a trip to the coast in the interest of his firm, the territory being so well known to him and he to the merchants that are to be found within its confines. Mr. Wallace is a great enthusiast on Surprise Soap. He believes there is nothing like it, and he never tires singing its

praises. And he can sing—or rather talk, particularly when Surprise Soap is his theme.



James S. Wallace.

Huston Bros., St. Thomas, will soon open out in the corner now occupied by A. D. Mitchell, a new stock of groceries, boots and shoes, etc. The store will be refitted and repaired at once. A. Finlayson is to have charge of the new store.

A new grocery store has been opened out by H. S. Ramey, at Humberstone.

Dakota seedsmen are advertising Manitoba wheat for sale for seeding purposes, and lay particular stress on the announcement that it is the best seed wheat that can be procured for these latitudes.

The annual meeting of the Port Arthur Board of Trade was held on the 18th inst. W. C. Dobie was elected president; James A. Fraser, vice-president; H. A. McKibbin, secretary-treasurer; George T. Marks, Daniel F. Burk, J. J. O'Connor, S. W. Ray, Franklin S. Wiley, George W. Brown, Joseph Brimson, William J. Bawlf, Joseph G. King, George Hodder, W. W. Russell, and J. T. Meikle were elected members of the council of the board for 1894.

MERRY-MAKING GROCERS.

Music washes away from the soul the dust of everyday life—Aurbach.

THIS was the motto that graced the program of the sixth annual At Home of the Toronto Retail Grocers' Association, held in Webb's parlors Tuesday evening last; and if there was any dust of business or any other species of care on the souls of the 400 or more persons, young and old, that entered the building in the early hours of the evening, it was soon washed away.

The retail grocers have held many successful At Homes, but that of Tuesday night probably surpassed them all. For quantity and quality of pleasure, and for brilliancy and sociability of company, and for recherche of arrangement it certainly did, whatever it might have been from a financial point of view; but there is no doubt about it in this last named respect either.

Webb's parlors could have scarcely ever had an aggregation of guests nearer approaching the ideal. The pretty ladies that are one of Toronto's boasts were there in force, and, "Tell it not in Gath, publish not in the streets of Askelon," to the daughters of grocers were awarded the honors for beauty by young men and old men who pose as connoisseurs in this respect. The costumes were brilliant, yet not gaudy; fashionable, yet modest. Here are a few of them: Miss Blong, cream and shot velvet green; Miss Gibson, cream; Mrs. Andrew Park, grey and pink; Mrs. (Dr.) Cleland, pink silk; Mrs. Britton, yellow silk; Mrs. Dallimore, cream; Miss Eichhorn, white silk; Mrs. (Dr.) Wallace, fawn silk; Miss Smith, yellow silk; Mrs. Farewell, red and black; Miss Butcher, Nile green; Mrs. T. Holman, pink silk; Miss Minnie Lauder, white silk; Miss Meyer, pale blue crepe; Miss Corbett, white crepe; Miss Earsman, crepe.

President R. Donald did not follow the the custom usually obtaining at entertainments of the kind, but he made an ideal chairman nevertheless. His opening remarks were brief and to the point, and after the first number had been called he left the concert program to take care of itself. That the program was varied and of an interesting description may be gathered from its perusal:

- Song Selected
T. A. BAKER.
Song The Cat Came Back
FRANK WRIGHT.
Reading. The Lightning Rod Dispenser
NEIL BURTON.
Ventriloquist
H. SIMPSON.
Song Selected
T. A. BAKER.
Reading How Ruby Played
NEIL BURTON.
Song Ting-a-ling
FRANK WRIGHT.
Ventriloquist
H. SIMPSON.
Miss McGraw was pianist. The comic

songs of T. A. Baker, and Frank Wright, and the ventriloquism of H. Simpson were the best received, and, notwithstanding the rule laid down by President Donald, these three gentlemen had to comply with demands for encores. The clever hits of Mr. Simpson particularly delighted and amused the audience.

The concert program was exhausted shortly after 10 o'clock. Then came on, to the majority of those present at least, the most interesting feature of the evening—the dancing. The program of dances had been prepared with much care and gave entire satisfaction. Glionna's orchestra was in excellent form, the floor was in splendid condition, and it is not therefore surprising that the dancers never seemed to tire. This was the list of dances:

- PART 1.
1. Lancers The Globe
2. Waltz Marina
3. Polka Fencing Master
4. Jersey K. P.
5. Lancers Glionna's
6. Waltz Flower of Italy
7. Schottische (Highland) Watermelon Jig
8. Waltz Reigning Beauty
9. Polka Coon's Dance
10. Lancers Mirth

- PART 2.
11. Lancers The Nadjy
12. Jersey Wonders
13. Polka Visions of Love
14. Rye Rocco Sauria
15. Lancers Pioneer
16. Jersey La Petite
17. Military Schottische Dancing in the Kitchen
18. Waltz Our Last, but—

- EXTRAS.
Waltz Dramatic News
Military Schottische
Waltz Philharmonic

There led off in the first two sets: First set—Mrs. and Mrs. R. Donald, Major Hay and Miss Gibson, Mr. W. D. Wilson and Miss Smith (of Seaforth), Mr. W. Ince, jr. and Miss Butcher. Second set—Mr. and Mrs. John Butcher, Mr. James Lumbers and Miss Cleghorn, Capt. Adams and Miss Adams, Mr. Henry Wright and Miss Nealon.

Among those present were the following:

A—Capt. James Adams, Mr. and Mrs. A. Anderson, Miss Alford.
B—Mr. and Mrs. S. I. Britton, Miss E. Barrows, H. J. Bray, W. R. Booth, Mr. and Mrs. A. F. Baker, Miss Baker, Miss Booth, J. D. Bradshaw, E. V. Blong, Miss Batist, Miss M. Blong, Mr. and Mrs. Bond, Miss Breckenden.

C—Dr. and Mrs. Cleland, A. E. Clemen, Miss Cowper, Mr. and Mrs. D. W. Clarke, Miss Clarke, Mr. and Mrs. D. Casey, Gordon Crean, School Trustee Clarke, Mr. and Mrs. T. H. Cleghorn, Mrs. A. G. Carruthers (Ottawa), Miss Crone.

D—Mr. and Mrs. T. Dowswell, Mr. and Mrs. E. B. Dewey, F. J. Dexon, C. E. Dawson (of Dawson & Co.), Mr. and Mrs. R. A. Donald, A. D. Deverace, Miss Dewey (Surrey, England), Mr. and Mrs. W. Dallimore.

E—Mr. and Mrs. Eddy, Miss Eddy.

F—W. H. Ferguson (President London

Grocers' Association), J. K. Fairbairn, Mr. and Mrs. L. Farwell.

G—Mr. and Mrs. F. Gallow, Mr. and Mrs. J. G. Gibson, Mr. and Mrs. O. A. Graham.

H—Major J. D. Hay, H. H. Hudson, Mr. and Mrs. A. Hutchinson, Miss J. Hutchinson, A. Hutchinson, Mr. and Mrs. John Hawley, Mr. and Mrs. C. Husband (of Husband Bros. & Co.), Mr. and Mrs. T. Holman, J. Heywood, R. Hannah.

I—W. Ince, jr.

J—Mrs. J. Johnston.

K—Mr. and Mrs. Chas. Kimpton, J. A. Knox, H. B. Kelly, J. D. Kelly, Miss E. Kelly.

L—James Lumbers, Ed. Lewis, Miss Lauder, Mrs. Lindsay, Mr. and Mrs. L. A. Lawson, W. P. Lumbers.

M—M. Mitchell (Todhunter, Mitchell & Co.), Mr. and Mrs. Robert Marshall, Mr. and Mrs. J. R. Morrish, S. K. Moyer, Mr. and Mrs. W. J. McCleary, Alf. E. Mason, Miss McGowan, John Mathers, Miss Mathers, Mr. and Mrs. J. E. Malcolm, George McWilliams (McWilliams & Everist), Miss Belle McWilliams, Miss Lilly McWilliams, Mr. and Mrs. E. H. Moore, Mr. and Mrs. S. G. Martin, Mr. and Mrs. H. W. McCulloch, B. McCann (of A. Campbell, Toronto Junction), H. M. Mulholland, J. G. Moody (of Musson & Co.)

N—Mrs. Neal.

O—E. B. Oke, W. O'Connor, Miss O'Connor.

P—Mr. and Mrs. A. Park, Miss Preston, Miss Parker.

R—J. W. Ruttan, Miss Ruttan, J. F. Rogers, Miss Rogers, R. A. Ryan, Mr. and Mrs. S. S. Richardson, R. A. Ramsey, jr., Mr. and Mrs. W. Radcliffe.

S—E. E. Sutton (Secretary London Grocers' Association), Miss M. Steele, W. J. Sykes, Mr. and Mrs. C. Shields, Mr. and Mrs. W. R. Stewart, Mr. and Mrs. T. F. Smith, R. H. Stewart, Miss E. Smith, Miss M. Smith (Seaforth), Mr. and Mrs. A. E. Skinner, Mr. and Mrs. T. H. Smith, W. B. Strawger, J. M. Sinclair, Mr. and Mrs. A. B. Smith, Master Albert Smith, Mr. and Mrs. J. A. Steel, Mr. Snow, Miss Snow, Miss Sinclair.

T—Robt. Thompson and sons, H. Toledhard, Mr. and Mrs. Thompson, Mr. and Mrs. H. E. Trent, Mr. and Mrs. H. W. Thorpe.

W—W. D. Wilson, Dr. and Mrs. Wallacey Mr. and Mrs. H. S. Walker, Robt. J. Woods, Mrs. and Miss A. R. Williamson.

Y—J. F. Young, Miss Young, Mr. and Mrs. J. R. Young.

Although there were only a few of the heads of the several wholesale grocery houses present, yet most of the houses were well represented. And this shows it: Davidson & Hay—Major Hay, Fred. Dixon, Charles Shields. Eby, Blain & Co.—W. H. Seyler, F. J. Blackburn, D. Casey. Perkins, Ince & Co.—Wm. Ince, jr., Robert Marshall.

A LADY WITH A JUST GRIEVANCE!

A lady in St. John, N. B., (who does not wish her name published) has made the following statement to Messrs. Harding & Smith, Manufacturers' Agents, St. John:—

She had some handsome Pillow Cushions and 5 o'clock Tea Cloths worked in silk, and had been in the habit of having them washed with SUNLIGHT soap by one of the girls in the house.

THEY ALWAYS WASHED BEAUTIFULLY.

Recently these articles came from the wash WITH THE COLORS ALL RUN.

THE LADY INVESTIGATED

and found that the girl had come across and used a piece of another maker's soap, freely advertised and made in New Brunswick, which had practically ruined the goods in question.

To use the lady's expression: Her Pillow Cushions and Tea Cloths are away down in value, but

SUNLIGHT SOAP

IS AWAY UP IN HER ESTIMATION.

British Scientists have contributed their opinion that SUNLIGHT SOAP is so chemically pure that it cannot injure either the finest fabric or most delicate skin.

Sloan & Crowther—A. Irving. Smith & Keighley—Capt. Adams and Alex. Anderson. P. Larkin & Co.—Mr. McQuain. James Lumbers—James and W. Lumbers.

This was the committee to whose untiring energy the arrangements were so well made: R. Donald, D. W. Clark, A. White, A. R. Willhamson, M. McMillan, A. G. Booth, F. W. Johnston, A. Sinclair, H. Tolchard, J. Doyle, H. W. D. McCulloch, J. Marshall, J. G. Gibson, F. S. Roberts (chairman), Robert Mills (treasurer), R. M. Corrie (secretary). The stewards were D. J. Kelly, R. H. Stewart, and P. J. Mulqueen.

It was after 2 a.m. when the orchestra played the last dance and the merry votaries of Terpsichore wended their way to their carriages or the electric cars.

NOTE BOOK GLEANINGS.

There was no cutting—not even any "cutting out."

The smoking and card rooms were well patronized.

Harry Webb well maintained his reputation as a caterer.

President Donald had the right hand of fellowship for everybody. So had the committee.

Secretary Sutton, of the London Association, was the subject of one of Ventriloquist Simpson's hits.

President Ferguson and Secretary Sutton, of the London Retail Grocers' Association,

were among the first to come and the last to go. They did not dance, but they seemed to have a good time nevertheless.

"A nice affair? Well, I should say it was. Why, it's magnificent," Major Hay was heard to remark

Capt. Adams tripped through most of the dances, and the gracefulness of his movements drew forth many admiring remarks, from the ladies particularly.

The starch interests were well looked after by Mr. Arthur Hutchinson and "Count" Heywood, of the St. Lawrence and British American companies, respectively.

"Fathers" Mills and Gibson compiled the dance program, and if they do not dance themselves their handiwork shows that there was a time in their history when they did.

Mr. Peters represented the Toronto Biscuit and Confectionery Co., and James Mortimer, T. Holman, C. E. Edmunds, Dave Fleming, R. C. Grey, and D. F. Crung performed a like office for Christie, Brown & Co.

TO TELL GOOD LARD.

According to an expert, says an exchange, good lard is white, granular, of the consistency of salve, has a slight, peculiar odor, and a somewhat sweetish, oily taste. Exposed to the air and light, it becomes yellowish to yellow, and acquires a rancid taste. It

liquefies between the fingers. Its melting point is between 89 and 91 degrees F. It congeals at 78 degrees F.

TRADE TOO DULL FOR GAS.

We had occasion to pass a grocery store on the west side of town a few days ago. It was eight o'clock in the evening, and the avenue was crowded with people. This particular store looked as though it was in mourning for the loss of something—it was so dim. A few gas jets flickered inside the store; the windows were left in total darkness. It was the picture of gloom and despair. We ventured inside, found the proprietor, who certainly was in a despondent mood. "Why don't you light up?" we deigned to ask, to which he replied, "Trade is too dull; I have to be very careful of the gas." It struck me that "too careful of the gas" was the cause of his dull trade.—Retail Grocers' Advocate.

WILL HAVE TO TAKE A BACK SEAT.

The peanut districts of the Atlantic will likely have to take a back seat, says the Inter-Ocean. California is going into the business. She has raised 15,000 sacks the past year, and has hardly begun. Peanuts are reported on the Pacific slope "dull and weak at three to four cents per pound." An enterprising peanut raiser near Los Angeles has invented a picker and cleaner which is described as "a cross between a chicken-coop and a churn," but does its work well.



[This department is made up largely of items from travelers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

A SNEAK thief was caught stealing eggs from the store of John Miller, grocer, 77 Queen street west, Toronto, Saturday night.

The merchants of Portage la Prairie contemplate combining for the purpose of enforcing the cash system.

Pilgrim Bros., manufacturers of ginger ale, etc., Hamilton, are about to establish a branch of their business here.

Burglars recently ransacked the grocery warehouse of Stevenson & Rockett, Vancouver, B.C., the other night.

James Page has sold his bakery to James Pepper, of the United States. Mr. Pepper has placed a waggon on the road and will hustle for business.

The principal grocers in South London have been agitating early closing for several weeks past, and they have now agreed to close their stores at 7 o'clock every evening except Saturday.

James Kelly, Philip Collins, John McCarthy, and Thomas Driscoll, four Montreal grocers, were each fined \$150 and costs or three months in jail for allowing liquor to be drank in their stores.

That excellent trade journal, THE CANADIAN GROCER, ushers in its eighth birthday with a new head, and it is not a swelled head incident to the new year either, but reflects credit upon our ever creditable contemporary.—Herald of Commerce, Detroit.

Henri Paquin, who was charged by Inspector J. A. Watkins, of the Inland Revenue Department, with having in his possession unstamped manufactured tobacco, was fined \$50 and costs, the minimum penalty, by Judge Lugas, in the Police Court, Montreal, one day last week.

Biddy—"Sure the gentleman of the house is not at home, sor."

Caller—"I'm sorry, for I wanted to pay him a little bill I owe him."

Biddy—"In that case, sor, I'll ask him again"

Strange though it may appear, the scarcity of potatoes in the United States has led this winter to the importation of quantities from England. J. Z. Keeble, of the Peterboro, Eng., firm of Keeble Bros., hay and produce merchants, says his firm have made several shipments of potatoes from Liverpool to New York at a good profit. Mr.

Keeble has spent the last six months here in purchasing hay for the English market. Owing to the prevailing prices he leaves here for New York to look after the potato trade now being worked up.—Star, Montreal.

The flour mills at Duluth and Superior have been shut down, and there is not a barrel of flour moving. "Various causes," says the Manitoba Free Press, "are alleged for this state of affairs, such as overproduction and financial stringency, but the facts remain the same—no demand and consequently no movement."

The second annual meeting of the Provincial Pharmaceutical Association will be held at the College of Pharmacy, Toronto, on Thursday and Friday, February 8th and 9th. Two addresses of interest are promised, one by Mr. R. S. Muir, on "New Avenues of Trade," and the other by Mr. Hy. Waters, of Ottawa, on "The Preparation of Pharmaceutical Elixirs."

W. D. Mathews & Co.'s malt house at Leroy, N.Y., caught fire Saturday. It required over two hours of hard work to gain control of it. The damage caused by the flames was slight compared with that resulting from the smoke and water. Mr. Edward Rogerson, a member of the firm, says that the loss will amount to \$35,000. It is fully covered by insurance, placed in about 30 companies.

The annual general meeting* of the shareholders of the Edwardsburg Starch Co., limited, was held last week in Montreal. The report of the president was read and adopted, and the statement of the company's business was considered satisfactory. The following directors were elected for the ensuing year:—G. F. Benson, W. Stanway, C. G. Hope, J. D. Reid, C. R. Hosmer, W. Strachan, and R. Cunningham. At a subsequent meeting of the new directors Mr. G. F. Benson was elected president; Mr. W. Strachan, vice-president, and Mr. J. D. Reid, managing director at Cardinal.

At the regular monthly meeting of the Grocers' Association of Montreal, held in Mechanics' hall, it was resolved to ask each member to prepare a list of his doubtful accounts and hand it to the secretary at the next meeting. The secretary will keep a correct record for future reference open for all members of the association. The object is to protect themselves against bad debts. It was also resolved to ask the Dominion Government to amend the law so as to allow the salaries of civil service employees to become seizable for just debt.

Mr. W. W. Ogilvie, the great flour man, speaking a few days ago of the report that distress was prevalent in the Northwest, said that he has never heard of less grumbling nor so little misery as this year. He had not been asked to subscribe to any famine fund, nor had he heard of anything of the

kind being in existence. The price of wheat was no doubt low, but it was low the world over. Manitoba, in his opinion, was in an infinitely better condition than the middle and North-Western States. The deliveries of the whole crop was fairly good, and quite equal to this time last year, while every bushel of the crop was merchantable.

The reported transfer to the Canadian Pacific Railway of running rights over and control of the Victoria and Sidney road is all but officially confirmed. This means that a magnificent ferry steamer building in Glasgow will be put on between the mainland and Sidney, the terminus of the new island line, and that C.P.R. trains will run into Victoria. The time to Vancouver will thus be reduced by an hour and a half, and a splendid service furnished. Capt. John Irving, manager of the Canadian Pacific Navigation Company, has gone to St. Paul to confer with "Jim" Hill in regard to an opposition combination to the C.P. fleet to work in connection with the Great Northern. Between the two great rival lines Victoria is sure of first-class service. The enterprise of the Canadian Pacific is greatly appreciated by Victorians, who, in many ways lately, have found the C.P.R. a friend of the capital city.

A BIG CROP OF PIGS.

Reports gathered from all parts of the United States, says National Stockman, indicate that the fall pig crop in farmers' hands is larger than usual. The light marketing of pigs and light York hogs goes to show that feeders are not as anxious as they usually are to get rid of their young stock. It is true also that pigs have commanded higher prices in all markets than any other class of hogs. The favorable prices for hogs during the past year have encouraged farmers to breed as many as they could, regardless of the season. In all probability there are now more pigs and young hogs in the country than there has been at this time of year for a long time. This will have an influence on the receipts of hogs early this season.

THAWING FROZEN APPLES.

In answer to the inquiry why apples when frozen hard and put in water are thawed, but encased in a thick coat of ice, the Country Gentleman says they do not freeze at 32° degrees, or at freezing point of water, but are a few degrees below that point when frozen. When placed in cold water, being a little colder than the water, they immediately cause to freeze the small portion in contact with the water, and the apple loses its rind and gives it to the water. In performing this experiment the water must be down to 32 degrees or it will fail. Frozen apples are thus restored, but not quite so good as before freezing, losing some of their freshness and sprightly flavor.

It Comes Back. —————

You are in business to make money—not on first sales, but upon the numerous articles your customers look to you for. Your success depends on the satisfaction you give.

DON'T be tempted into buying cheap substitutes which someone claims "nearly as good." We give no chromos, but if you will send us your address we will mail you a sample of our

HILLWATTEE TEA.

Lucas, Steele & Bristol, Wholesale Grocers, Hamilton

TELEPHONE 447

LeRoy Mills

Extra Refined Salt

3, 5, 7, 14 lb. bags, full weight.

We strongly recommend this article to the trade.

Lovejoy's

Breakfast Flakes

Cases, 3 dozen packages, \$4.00.

Cherry's **Irish Mustard**

Absolutely Pure.

BALFOUR & CO. Wholesale Grocers, Hamilton.

JAMES TURNER & CO.

HAMILTON

HAVE YOU . . .



THE FOODS WE EAT.

PROF. H. H. DEAN, of the Ontario Agricultural College, Guelph, speaking at the annual meeting of the Western Ontario Dairymen's Association at Ingersoll, Tuesday, dwelt upon the foods we eat, with special reference to those that come from the dairy. The great need, he said, was economical foods. Those of the dairy were the most economical. In passing he impressed upon dairymen the necessity of advertising their product to the world, and of laying before the consuming public the economy there was in dairy foods. Scientific feeling was, he said, confined to the lower animals. Men fed their horses more scientifically than they did themselves. Food had two chief uses—first, to produce growth, and, second, to supply fuel to the body. In buying food, the first consideration should be the cost, as the cheapest food was that which supplied the most nutriment for the least money. The second consideration was the digestibility of food. Animal foods were, as a rule, more digestible than vegetable foods. The third consideration was the composition of foods; the fourth the amount of waste. In milk, butter, and cheese there was no refuse. In conclusion, he mentioned these five principles: (1) Obtain food which supplies the most nutriment in the most easily digested form for the least money; (2) provide for an income of food equal to the amount expended in the body, the nutriment being in proper proportion, and there being not too much fat or carb-hydrates; (3) waste should be reduced to a minimum; (4) if nothing were wasted and each person had no more than he required to keep him in a healthy condition there need be no hungry people in the world; (5) dairy products supply material for growth, repairing of bodily waste and energy to do work in a digestible, palatable, and cheap form.

The last shipment of cheese from the Belmont factory for the season was shipped last week. It comprised 296 boxes and was destined for the British markets. The price obtained was 11c. per lb.

THE BLACK LIST.

There is danger of the "black list" being worked too hard in times like these, and reports from some parts of the country indicate that associations are making mistakes in this direction, remarks Pennsylvania Grocer.

The black list is supposed to be a list of people who are professional dead-beats, men who obtain credit from merchants with the definite intention of defrauding them. This sort of individuals cannot be too severely dealt with, but in times of business depression there are always men who are unable to pay their bills simply because, try as they will, they cannot get the money to pay them with, men who are as honest as the day is long and who when they have work pay their bills as promptly as pay day comes around. To put the names of such as these on the black list is a rank injustice, and it is a serious question if a debtor thus treated could not get damages by appealing to the courts.

Grocers should be as lenient as possible just now while work is scarce. The credit system should be curtailed, there is no doubt about that. The closer a dealer can work to a cash basis, the easier he will get through the slack times. Great care should be exercised in reporting names to be black listed.

FRUIT ALL THE YEAR ROUND.

A man who is engaged in fruit raising for a livelihood must look with dismay at the marvelous growth of the industry everywhere, north, south, east, and west, says Colman's Rural World. The widening of the season for handling and selling each line of fruit, the length of the season for each, surpass all predictions. Peaches, for instance, that appear in our market in May are still offered at the fruit stands here, the California stock. A variety of grapes from both New York and California are still in the market in abundance and will be until Christmas. The old tomato crop is still coming in from this section and will continue until it gives place to the new crop a month later

from the Bermuda Islands or elsewhere. Even pears can be had any month in the year, the California stock filling out from now until the new crop appears next June—cold storage saving them. Competition is so wide and springs from so many different and distant points that the progressive and successful fruit-grower of to-day has to read and study to learn where he is at in the race.

THE BUSINESS MAN'S HEALTH.

There are many business men who would be the better by reading and acting upon the advice given below. No doubt there are many whose first acquaintance with the facts that their brains and bodies are not made for unchanging action, is made by means of a serious illness. The following, from the Chicago Medical Times, is a good scrap to paste up in front of the desk:

The true secret of health and long life lies in very simple things.

Don't worry.

Don't hurry. "Too swift arrives as tardy as too slow."

Don't over-eat. Don't starve. "Let your moderation be known to all men."

Simplify! Simplify!

Court the fresh air day and night. Oh, if you knew what was in the air!

Sleep and rest abundantly. Sleep is nature's benediction.

Spend less nervous energy each day than you make.

Be cheerful and courteous. A light heart lives long.

Work like a man; but don't work yourself to death.

Avoid passion and excitement. A moment's anger may be fatal.

Associate only with healthy people. Health is contagious as well as disease.

Don't try to hold the whole world on your shoulders, far less the universe. Trust the eternal.

Never despair. "Lost hope is a fatal disease"

W. C. Goetz, Guelph, has moved his shoe store to St. George's square.

Mr. J. P. Merritt is organizing a wine company for St. Catharines and section, to be conducted on a large scale, as is done in France.

Wednesday night McDonald's grocery store, on Cornwallis street, Halifax, N.S., was entered, and \$10 in cash and a quantity of tobacco stolen.

5 cents

BUYS A CAKE OF

Sweet Home Soap.

The largest cake.
The purest soap.
The nicest wrappers.
The most popular music.
The best selling soap in the market.

London Soap Co.

LONDON, ONT.

PRUNES.

We have a very desirable line of fruit in kegs . . .

Quality Good, Price Reasonable.

H. P. Eckardt & Co.

Wholesale Grocers

Toronto.

Still a Favorite



Our Reliable Suspender has sold largely ever since we introduced it to the trade.

No Sewing to give out! No button holes bursting! No pulling apart in the back!

If you haven't seen it, send 50 cents for a sample pair.

We make a complete line of Braces, Hose Supporters, Belts, etc., and keep up to the times. A specially fine line of Holiday Braces.

C. N. VROOM, St. Stephen, New Brunswick.

THE "JERSEY" Butter Mould.

Registered 1893.



Patented 1893.

Made in following sizes:

¼ lb. ½ lb. 1 lb. 2 lbs.

This Mould is by all odds the most satisfactory in every respect on the market.

The square shape is the most convenient form in which butter can be put up, both for packing and table use.

By means of the Screws at the top the size of the Mould is adjustable, and exact weight can be arrived at.

The Handle and Print are practically fastened to the Mould, and still easily removed for cleaning purposes.

We use only the very best selected white maple, thoroughly seasoned.

PRICES QUOTED ON APPLICATION.

Manufactured by

Chas. Boeckh & Sons,
TORONTO, ONT.

THOUSANDS OF

Consumers are Praising

THE MERITS OF

AMMONIA SOAP.

Manufactured by

W. A. Bradshaw & Co.

TORONTO.

SUCCESS

Must follow if you select the **Right** goods.

Amongst others

PATERSON'S CAMP COFFEE

The best essence of Coffee on the market.

Rose & Laflamme

Eastern Agents,

MONTREAL

DRY GOODS.

MONTREAL MARKET.

There has been a fair trade in dry goods during the week, and, despite all the complaints about the interference caused by uncertainty regarding the tariff, it is worthy of note that several of the houses here have been working at nights during the past week, while several of the leading establishments claim that the volume of business is quite up to that of the same period last year. There is no change in values to note. White and grey cottons are steady at the recent reduction, and colored goods are meeting a better enquiry. The tone on all kinds of spring woolen fabrics is firm in sympathy with the general tendency elsewhere on these materials. Remittances are fair, several houses reporting much better returns during the past week.

S. Greenshields, Son & Co. were kept very busy last week. Their full staff was back in the warehouse three or four nights until ten o'clock catching up with the work.

J. G. McKenzie & Co. are now receiving some of their spring lines of domestic cotton staples. They show some colored goods in this class which are a credit to Canadian mills, and the price at which they are offered to the retailer ought to leave him a good margin to work on.

Wm. Agnew & Co. show some lines of fine dress goods which are sure to go this spring for calling or promenade dresses, in neutral tints, such as dark brown, hunters' green, admiral blue, egg plant, "tabac," and other shades.

TORONTO MARKET.

The past week has been almost featureless, as far as a house trade is concerned. The wholesalers have been busy—not with customers, but receiving and shipping spring goods. Travelers do not send in very enthusiastic reports, as the retailers are buying somewhat sparingly. This is the old song, of course; nevertheless the volume of orders with some houses is considerably ahead of last year's at a corresponding date. Entry rooms are overworked just at the present season.

Silk web belts, club stripes, at \$2.25, worth \$4.50, is a leader now on sale at Gordon, Mackay & Co.'s.

Spring mantlings shown by John Macdonald & Co. comprise mainly box cloths, costume cloths, and California kerseys. Tans, fawns, tabac, navys, blacks, browns, and myrtles are shown. Venetians are most prominent in their spring overcoatings, in blues, drabs, and fawns. In worsted suitings, blue, brown, and grey mixtures predominate.

W. R. Brock & Co. show some neat black and white striped goods for spring. They are new and make very natty costumes, to be worn with black and white veilings, and black and white millinery. Wool fancies

are numerous and striking, with small figures. Basket weaves of various kinds, and in combinations, are shown in two-tone effects. An ombre effect in a light wool fabric is very pretty. Fancy shots are shown with figures of various kinds. Fancy diagonals are prominent, especially the soleil. Some hopsacks are shown in light weights. Wool delaines have small patterns on dark grounds.

No. 603, cream table damask, all linen, 62 inch, at 32½ cents, describes a special offering this week by Gordon Mackay & Co. Their linen values are right.

Alexander & Anderson have long been well-known as a leading dress goods house, and are always up to date with the latest novelties in dress fabrics. They are showing an extensive range for the approaching season, and their exhibit embraces many smart and stylish materials. The prevailing taste seems to be for plain shades, also neat and small effects, such as Crepons, Bengalines, Armures, Victorias, poplins, Jacquards, silk mixtures, whipcords, serges, Cashmeres, shot nannies, shot serges, shot diagonals, figures, fancies, and tweed effects. Magpie silk mixtures and printed French delaines, navy and black Estamenes, Cheviot serges, diagonals, and hopsackings are still going to be fashionable for boating and traveling costumes. In cotton dress materials they show a large collection of prints, sateens, Scotch zephyrs, crinkles, Organdi muslins, etc. In dress trimmings, beaded gimps and braids are to be the most popular.

Gordon, Mackay & Co. have four special numbers in lace curtains of which they feel rather proud: No. 6,570 at 50 cents, No. 6,568 at 75 cents, No. 6,584 at \$1, No. 6,441 at \$1.25.

John Macdonald & Co. are daily receiving large shipments of spring goods in every department. This week their largest shipments have been in linen goods, such as loom dice and damask tabling, bleached dice and damask tabling, towels, towelling, and hollands. They have also received two very large shipments of their famous English prints, and are expecting another large shipment daily. They are very busy filling and shipping spring orders. For the past fortnight, part of their staff of employees have had to work till ten o'clock every night filling orders. With them the print season will be an early one, as almost all their first purchases are already sold, and the greater part of their repeat orders. They have also received some of their spring dress goods, carpets, lace curtains, and floor oilcloths. In their woolen department they have received the latest productions of the loom in spring suitings, pantings, and overcoatings.

Gordon, Mackay & Co. have secured another lot of printed plush, heavy weight, both sides alike, choice designs and colorings, which they offer at 15 cents; regular price is 22½ cents.

JOHN AND HIS BOSS.

IT is well said that an ounce of practical experience is worth more than a ton of theory, but if a certain retail grocer in a city not a thousand miles from the metropolis had given more heed in the past to the preachings of trade journalists he would probably have been saved a recent very mortifying experience with a certain clerk, in whom he placed too great confidence, says New York Merchants' Review. It appears that the said dealer had built up a quite large and profitable business in a certain neighborhood where grocery stores were few and far between, and, becoming somewhat arrogant and careless, had often given offence to his female customers. For example, his manners were generally brusque and his regard for appearances nil. About two years ago he hired a young fellow, named John, as clerk. John was as polite and attentive to the ladies as his employer was the reverse, and in serving out goods he generally gave good measure, whereas the boss never erred, in that respect, against his own interests. John sometimes would give a stick of candy to a child, when his employer's back was turned, would enquire as to the health of the members of a customer's family, and would always show a willingness to oblige the employer's patrons in every way. In fact, John became as popular as the boss became unpopular, and this is saying a good deal. The latter gave the clerk plenty of opportunity to ingratiate himself with the customers, often "taking in" a matinee at the theatre or visiting friends in the daytime, and leaving John in charge during his absence. Everything went smoothly, however, until a couple of months ago, when John threw up his situation and hired a vacant store a few blocks away, stocking it with a full assortment of family groceries. Before the new store had been open a week the former boss found his sales dropping off; before a month had elapsed almost every one of his customers had left him for the newly-fledged dealer, only the slow-payers and dead-beats sticking by him, and the worst of it was that he had left his business so much in the clerk's control that he didn't know who were the good-paying or who the bad-paying patrons until the latter had got on his books for considerable sums. We passed by both of the stores the other evening. John's place was crowded with customers, while his old employer's store was bare of people. The general opinion in the neighborhood is that the latter will be forced to sell out or remove to another locality.

Throughout Ontario ice dealers are beginning to have grave doubts about the crop this season. It is certain that so far—and this is the middle of January—there is no ice worth cutting, except on stagnant ponds, and even that is thin and dirty from frequent thaws.

J. F. EBY

HUGH BLAIN

Nothing to Equal Them

Batger's Nonpareil Table Jellies
(ALL FLAVORS)

University Marmalade
1 lb. glass jars.
(the finest goods imported)

Jams all flavors.
1 lb. glass jars.

IT PAYS TO USE THE BEST



HIGGIN'S "EUREKA"
High Grade Dairy & Table Salt

It never fails to give satisfaction.

Its Antiseptic Quality
Its Purity
Its Flavor
Its Strength
Its Solubility

.. ARE ..
UNEQUALLED

THIS SALT IS PACKED in Pure Linen sacks as follows :

Full Sacks, 224 lbs. each
Quarter Sacks, 56 lbs. each.

Also attractively put up for Retail trade, and a good seller

Sacks containing 16 bags, each 14 lbs.

Agents for Western Canada from Kingston to the Pacific Coast



Ashton's High Grade
English **Dairy**
Salt

Merchants

Do you want good Butter?
Do you want profitable handling of your Butter?

Sell only these **2** Salts to Butter makers.

EBY, BLAIN & CO., Wholesale Grocers, **Toronto, Ont.**

CHATS WITH BUSINESS MEN.

"NOW, there is the way one so-called wholesale house in Front street does business," remarked a traveler, the other day, as he held before my gaze a price list, bearing date of January 4th, and issued by a wholesale house in Front. "Now, that identical list you see there was sent direct to a farmer by the wholesale firm, and was brought by the recipient to a retail merchant, one of my customers, and he had the cheek to tell him that if I would sell him a barrel of granulated sugar at the price named on the list, he would give him the order, instead of the wholesale firm in question. But he couldn't, for the price was even below what he could buy it in Toronto at, and the merchant told him so. This house, you see, is thus trying to catch the retail, as well as the wholesale, trade with these lists, making no difference in price to either. Now, the trade should be made acquainted with this fact, if it is not already. Of course, nothing can be done to make this wholesale house discontinue such practices, and the only thing the retail trade can do is to buy nothing from him. Supposing you were a shopkeeper in town here, and were a customer of mine, and then, after I had sold you a bill of goods, I called on your customers with samples, and sold them at the same prices I did you. What would you think of it? You wouldn't like it, would you? Of course not. Well, that is practically what this man down here is doing. I say it is most unfair to the retail trade," he indignantly added, as he tore up the aforesaid price list.

Mr. Rose, of Rose & Laffamme, Montreal, was in Toronto on Monday, and I managed to get two or three minutes' chat with him. "Business in Montreal at the moment," he said in reply to a query of mine, "is quiet, but still not so much so as it is in Toronto from what I can gather. I am just taking advantage of the easing up in business to visit our agencies in the West."

I had a chat with John E. Dingman, a Winnipeg wholesale commission merchant, on Tuesday. Mr. Dingman, like every Manitoban, has great faith in the Prairie province in general, and the city of Winnipeg in particular. "O, yes, we have a grand country up there. Winnipeg has got over the effects of the land boom, and is now making solid and substantial progress. Just now, however, collections are slow, but this will, I have no doubt, be all right in time. One great evil up there just now is the way in which farmers have been mortgaging their crops. Why, it was shown the other day, that in some instances two crops ahead had been mortgaged. Something ought to be done to remedy the evil,

but what to do is the question that is agitating everybody. The implement men and the loan companies came out all right, but the storekeepers—and I don't know what they are thinking about—give credit indiscriminately. What is the first cause of this crop-mortgage evil? Oh, I suppose people, who have neither experience nor capital, take up farms, and then foolishly allow themselves to be persuaded to buy expensive machinery and to mortgage their crops to pay for them without thinking what they are doing. However, they are being educated." Then Mr. Dingman invited me to visit Manitoba and "see the grandest country in the world;" and I said I hoped to before I saw many more summers.

BYSTANDER.

WHAT ARE GOODS FOR?

"BOOKS are made to read," says Edward Everett Hull; "a book on a shelf is of no use to anyone." In the same way it is true, remarks a contemporary, that merchandise is made to sell, and a shop full of it is useless to the owner if he cannot sell and make a profit. It is the trader who keeps his stock moving and turns it over that makes proper use of his capital. And it is the trader who has the least dead stock that is most readily sold by the wholesale man, other things being equal, said the writer.

There are many shoe merchants who lose money on boots being jostled about the store and knocked about in boxes, gathering dust or allowed to receive the rays of the sun through the store windows.

But these are at least in the view and memory of the owner. Still worse is it when imprudently large purchases of goods are stowed away in drawers, in cases, in bales, hardly thought of except at stock-taking time, and even then "taken into stock" without examination, and at invoice price.

It is not possible for even the cleverest merchant so to buy goods that they will always yield a profit. Fashions will change, new styles will replace the old, taking lines will be jobbed by the rival storekeeper B. to the destruction of profit on like wares held in stock by storekeeper A. There are perishable goods, there are chance goods; and with these, when they begin to wane, or when their "chance" is gone, there is nothing to be done but get rid of them with what loss must be. But the effort of the merchant should be to keep his stock in view, to sell it, and not to hoard it secretly like the miser his guineas. Even gold, unused, uninvested, yields no profit to its possessor. And the success of the merchant depends upon his putting his merchandise to use—that is, getting money or other commodity for it.

Therefore, merchants, see to it that you have no dead stock, or if such a thing be impossible, then have as little as you can. Keep an eye upon the contents of your shop

from day to day and from week to week. We do not advise any man to sell goods under cost as a regular policy, or to belittle his wares by advertising "stock at customers' own prices," as some are foolish enough to do. But there are exceptional times and circumstances in which a man must sacrifice his normal profit to get rid of stock imprudently bought, or stock such as his competitors are sacrificing. This, however, is a different thing from adopting a policy of continued slaughtering, which is not justified by anything an opponent may stupidly do.

The business of a merchant nowadays is a difficult one at best, for there are too many stores, and profits are mostly cut too fine. The prudent merchant will, however, adapt his buying to the place he is in; he will learn to say "No" to the seductive salesman, and he will keep what stock he has in good shape, and in the view of himself and his customers. If, having done this, his annual stocktaking shows he does not succeed, let him turn farmer, or mechanic, or miner; let him take a position as clerk or school-teacher, or railway man, or sailor. He may have to live "cheaper," but he will be happier.

APPLES V. ORANGES.

For the first time in the experience of fruit dealers, oranges are cheaper than apples, says a New York fruit paper. A barrel of apples are worth more money to-day than a barrel of oranges, and three times as many apples can be sold with this discrepancy in price existing. The fallacy of orange growers and shippers that a scarcity of apples materially advances the price of value of the orange is more clearly demonstrated this year than ever. A man who calls for a barrel of apples will not accept a similar quantity of oranges at the same price, and very rarely can the orange be placed as a substitute, cheap as it may appear. Briefly, the orange is a luxury, and as such is neglected, while the apple can be utilized in so many various ways as to be considered almost a necessity. With these facts before us a careful observer must be impressed with the belief that in the future the apple orchard promises more than the orange grove.

ESTABLISHED 1850.

We have had wonderful success with our
NEW LINE of

ROYAL IRONSTONE CHINA

"MAPLE LEAF" PATTERN

In assorted crates ONLY.

BEST GOODS PRICE \$60.89
FOR DELIVERY IN MARCH

.. ORDER NOW ..

We feel confident you will repeat your order when
you see the goods opened out.

JAMES A. SKINNER & CO.

TORONTO, ONT. VANCOUVER, B.C.

DAVIDSON & HAY

WHOLESALE GROCERS

AGENTS FOR

AUNT SALLY PANCAKE FLOUR

AUNT ABBEY'S ROLLED OATS

GLISTENING CREAM POLISH

Complete assortment of Groceries
always on hand.

ZENITH STAIN KILLER

This Week

WE OFFER SPECIAL
VALUE IN

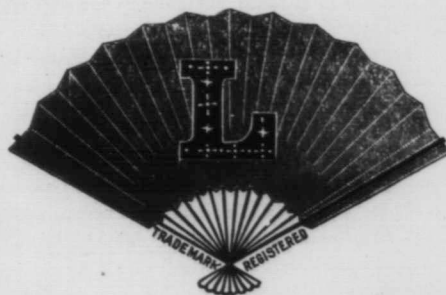
FRUITS.

Barrels, Half Barrels
and Cases Currants.

Boxes 4 Crown
Layer Valencias.

Boxes Fine
Off-Stalk Valencias.

Boxes Fine Sultanas.



Kegs and Cases
Bosnia Prunes.

Boxes 7 Crown, Eleme
and Natural Figs.

Boxes Hallowee
Layer Dates.

Edward Adams & Co., Established 1844 Wholesale Grocers

LONDON, ONTARIO

Marshall's Choice

SCOTCH

Fresh Herrings
Kippered Herrings
Herrings in Tomato Sauce
Herrings in Shrimp Sauce
Herrings in Anchovy Sauce
Herrings a-la-Sardine
Preserved Bloaters, Etc.

FISH

Warranted SOLELY from the
FAMED ABERDEEN FISHERIES.

ARE THE BEST TO BE HAD

The recognized leading Brand in all
the markets of the world.

SALT HERRINGS, in tins and kegs,
and RED HERRINGS, in tins.
"CROWN" BRAND.

DELICACIES

Specially adapted for family use. No household should be without them.

FOR SALE BY ALL LEADING GROCERS.

Marshall & Co.

Spring Garden Works, ABERDEEN, SCOTLAND.

WALTER R. WONHAM & SONS,

Sole Agents for Canada, MONTREAL,

BOARD OF TRADE NOMINATIONS.

THE nominations for officers of the Montreal Board of Trade elections closed on Saturday. Following is the complete list of those nominated:—Council: Messrs. W. W. Ogilvie, president; J. A. Cantlie, vice-president; John Torrance, second vice-president; Edgar Judge and R. M. Esdaile, treasurers; David Robertson, D. A. McPherson, Stewart Munn, John McKergow, A. A. Thibaudeau, Alex. McFee, Alex. Mitchell, T. J. Drummond, James Baylis, D. C. Lockerby, C. J. Smith, Frank Hart, J. D. Rolland, R. Meredith, C. McLean, W. Cunningham, John Baird, S. O. Shorey, David Macfarlane and E. S. Clouston. Board of arbitration: Messrs. E. B. Greenshields, C. D. N. Osgood, R. E. Wight, James Williamson, John B. McLean, J. P. Cleghorn, Richard White, R. Archer. H. Montagu Allan, F. W. Henshaw, Hon. G. A. Drummond, R. Reford, J. Kerry, H. A. Budden, and Jas. Slessor. The elections will take place on January 30th.

The nominations for the Toronto Board of Trade took place on Tuesday, with this result:—President, Hugh Blain (elected by acclamation); first vice-presidents, Stapleton Caldcott and A. A. Allan; second vice-president, E. B. Osler (elected by acclamation); treasurer, J. L. Spink (elected by acclamation). Committee: D. W. Alexander, George Anderson, H. N. Baird, M. F. Brown, C. Cockshutt, John Donough, Thomas Dunnett, P. W. Ellis, W. G. Gooderham, George Keith, Warring Kennedy, J. Herbert Mason, W. D. Matthews, M. McLaughlin, J. Short McMaster, J. Kerr Osborne, John Pugsley, E. Samuel, A. M. Smith, C. C. VanNorman, John Waldie, D. R. Wilkie, T. Woodbridge, Elias Rogers, Wm. Christie. Board of Arbitration: R. S. Baird, C. W. Band, Jas. Brandon, S. E. Briggs, Geo. A. Chapman, F. B. Cumberland, Thos. Flynn, Wm. Galbraith, J. H. G. Hagarty, Geo. Hamilton, Noel Marshall, Geo. McBean, Robt. McLean, J. L. Spink, J. H. Sproule, R. J. Stark. Harbor Commission: Geo. A. Chapman, Thos. Davies, W. A. Geddes, J. T. Mathews, A. M. Smith, S. Sylvester. Industrial Exhibition: H. N. Baird, D. Gunn, W. B. Hamilton, Geo. H. Hastings, W. C. Matthews, Jos. Oliver.

CASH WHOLESALE GROCERS.

We wonder how it would do to conduct a wholesale grocery on the cash plan? Colorado is as ripe for such an experiment as any other State, and we would like to see it tried. It is our belief that a departure of this nature would receive ample support and prove profitable. Shorn of all risk, goods should be sold on a smaller margin and operating expenses reduced materially. The retailer would get his goods for less money, have no interest debts to pay, no overstocked store to groan over, no attachments

to fear. That the plan is practicable, no one will deny. Western merchants are in just the mood to adopt the cash plan. The late panic sickened them of the credit system. "We'll buy what we can pay for and sell for cash" is the present motto of scores of them. The cash wholesale house is coming, sure, and the first in the field will reap a harvest.—Tribune, Denver.

THE WOOL TRADE.

HOLDERS of Canadian fleeces are becoming more confident. They believe that the Wilson Bill is bound to become law, and that wool will soon be imported free into the United States. They do not seem to count on the fact that as soon as the Wilson Bill is passed the price of wool in the States will drop. They seemingly count on the American buyers going on and paying usual prices. This they will not do; they know how to bear a market.

In December, American wool was offered in Montreal and Toronto, scoured Texas being procurable at 26 or 27 cents. The Americans cannot use all their own wool, let alone take in the great quantity which will be offered them when the Wilson Bill passes.

Then look at this report given out in Boston on December 30th:

"The wool shorn in the United States in 1893 and grown in 1892 amounts to 299,700,000 pounds. The wool pulled from slaughtered sheep amounts to 64,000,000 pounds. There has been an increase of 40 per cent. in the slaughter of sheep during the year 1893.

"The total yield of wool is 364,156,666 pounds, the largest American clip ever raised. The next largest, in 1883, was 337,500,000 pounds, as estimated by James Lynch, of New York, at that time the accepted trade statistician.

"The stock of domestic wool unsold on hand in the United States to-day is 106,362,000 pounds, against 68,354,000 pounds at this time last year. The stock of foreign wool unsold on hand at the Eastern seaboard is 23,572,500 pounds, against 18,388,875 pounds at this time last year. Prices of wool have fallen, on the average, one-third since last March."

That is, the clip of '93 was the largest on record, but the stock of wool on hand on December 30th was nearly 40,000,000 larger than at the same time last year. This will be forced on the market as soon as the Wilson bill is a certainty, and the result will be falling prices.

The Canadian trade has been very quiet during the past month, very little demand has been experienced for any class of wool. Greasy Cape has been moving a little at 14c. to 16c.; Canadian fleece is being held at 18c. to 20c.; B.A. scoured has been moved at small quantities at from 30c. to 35c.; British Columbia offered at 11c. to 12½c. with little demand; Northwest moderate at 11c. to 14c. as to grade.

DON'T FUSS.

There are a good many storekeepers who borrow trouble, says a contemporary. These are the men of variable temper. To-day they are in a state of fussy good humor; to-morrow they are unreasonable, morose, snappish, and disagreeable. Such men never become great in any walk of life, for such variation of temper betokens a weakness of mind. Employees never find pleasure in working for a man of this April-day temperature. Such a man is never well served, for his fussiness to-day creates confusion, of which mistakes are a natural consequence; his irritability to-morrow makes people around him nervous and impatient. In the store owned by such a man there is none of that smoothness which is an essential to a proper performance of duty.

The character of the employer is generally reflected in his clerks. If a storekeeper is of a smooth and even temper, there is a certain case in the manner of conducting his business. He good naturedly corrects the errors of the inexperienced. If, on the other hand, he becomes childishly passionate over matters which may, perhaps, be insignificant, his irritability is extended to his help, for such irritability is wholly contagious.

This courting of worry should be avoided by people of all walks of life. The man with responsibilities, which are part of any commercial undertaking, should in all cases preserve a calm and even temper. That is nerve.

STORE RULES.

Discipline is as necessary in an army of employees as in the regular army, says a contemporary. Hence the necessity for store rules. But rules are sometimes so harshly framed that they are themselves the cause of insubordinate or secret ill-feeling. That business is best conducted where all work in harmony, where there is no friction among the wheels within wheels. Therefore frame your rules with kindness and word them cheerfully and courteously; and don't stick them about the store in the most prominent place you can find. The public is not interested in them, and your employees will work better if they are not continually annoyed by the crack of the slave-driver's whip. Americans love liberty. They have fought for it and died for it, and it is decidedly un-American to flaunt arbitrary commands before the gaze of every stranger who has the curiosity to know how you treat your slaves. Make your rules requests rather than commands. Have as few as is consistent with good government, and stick to them.

T. Gentiles & Sons, Darmouth, N.S., in renewing their subscription to the THE GROCER, write: "We would not know what to do without it." A reference to the opening of this firm's store, clipped from the Darmouth Atlantic Weekly, will be found in another column.

Nothing on earth will polish your stove like **Matchless Stove Polish**



Manufactured by
Robt. Ralston & Co.
HAMILTON
ONT.

BEANS Hand-Picked White Beans.

Fancy Cleaned, California, Lima Beans.
Green Soup Peas.

A choice consignment of each just received.
Write for quotations.

F. W. FEARMAN,
HAMILTON, ONT.

ESTABLISHED 1851.

WE OFFER

5,500 Boxes Arguimbau New Valencia Raisins.

Also "G. Marcapoli & Fils" brand.

New Sultana Raisins and new Currants in barrels, half barrels and cases. We guarantee them first quality. Ask our prices and samples before buying elsewhere.

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

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

FULL LINES OF
Raisins Currants Figs and Pure Spices

AT LOWEST PRICES.

SLOAN & CROWTHER,
WHOLESALE GROCERS,
Toronto.

JAPANS

Excellent Style and Liquor
10c. and 12c.

JAPAN DUSTS
3c. and 5c.

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

New Peels New Dates New Figs New Nuts New Malaga Fruits.

Full Lines Now in Store.

J. W. LANG & CO.
59, 61, 63 Front St. East, TORONTO

New Fruits.

Dates, Figs
Sphinx Prunes
Sultana Raisins
Black Baskets
London Layers.

Nuts of all kinds.
T. KINNEAR & CO.,
49 Front St. E., TORONTO.

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all Seasons.

Will not ferment in warm weather.



The best and Cheapest Mince Meat on Earth.

Price reduced to \$12.00 per gross, net.

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

FISH.

Pure Codfish in one and two lb. blocks.
Pure Codfish in cases.
Pure Codfish in cases, skinned.
Pure Codfish in quintals (white and dry).
Boneless Fish in 25 and 40-lb. boxes.
Boneless Fish, Quail on Toast, 1-lb. blocks.
No. 1 Labrador Herrings, brls. and ½-brls.
Scaled Herrings, Medium in boxes.
Scaled Herrings in boxes (lengthwise).

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

We are offering some splendid values in

NEW ORLEANS MOLASSES

Canadian and American
Syrups

Smith and Keighley
9 Front St. E., Toronto



PERSONAL MENTION.

MR. ENDICOTT, of Endicott Bros., Orangeville, was in Toronto this week on business.

Mr. Rose, of Rose & Laflamme, Montreal, passed through Toronto on Monday en route to the agencies of his firm in the west.

J. R. Vert, of the F. F. Dalley Co. (Ltd.), Hamilton, was in Toronto this week in the interest of his firm. He went on to Montreal.

John E. Dingman, of Winnipeg, has been in Toronto the past week.

Mr. Williams, of the McAlpin Tobacco Co., has been laid up with grippe, but is now out again.

W. H. Ferguson and E. E. Sutton, president and secretary respectively of the London Grocers' Association, were in Toronto on Tuesday and Wednesday of this week.

John Butcher, the well-known grocer, 300 Queen street west, Toronto, leaves in a few days for a trip to the Old Country.

NEW ZEALAND BUTTER AND CANADA.

SUBJOINED is a copy of a letter received by the Department of Agriculture, Ottawa, from Mr. John W. Down, of Bristol, Eng., dated on the 10th inst. It contains some points of interest in relation to the trade of farm products in England, and it shows how keen is the competition of New Zealand in butter, where it is made by the most approved methods, and how rapid has been the progress of the manufacture in that colony. In 1885 there were 30,576 pounds of butter sent from New Zealand to England, value \$6,726; in 1893 there were 4,648,000 pounds sent from that colony to Britain, value \$1,022,560. The following is Mr. Down's letter:

"The Canadian hay trade is very brisk just now. We have had a very sharp week, very cold, with snow. This has caused hay to move again. It is now quoted at £6 10s. to £7 for the best, retail. I see some 3,000 bales have just arrived at Avonmouth by the steamship Texas. I am pleased to say I have had no complaint latterly of either quality or short weight.

"This trade now has a good footing in the British markets. This Canada can hold if the shippers will be careful to ship quality and weight, and never forget to label every bale both with a distinguishing mark and the word 'Canadian.' I have again this year given the names and addresses of our principal dealers and merchants in this city who deal and handle Canadian produce in some way, or who have a desire to do so, in my yearly trade report.

"I herewith give you my ideas of the prospects of the Canadian butter trade, etc. I have had many conversations latterly with grocers, butter merchants, etc., of this city.

All appear, like myself, completely dazed to find Canada not coming to the front faster with their mild butters. It appears, although the butter season of 1893 has closed more satisfactory than usual, all merchants in this city find a much larger trade could have been done. Large consignments of Australian butter are now arriving weekly, so much so that this has had the effect of somewhat lowering prices. I am informed by merchants, who have handled both Canadian and Australian mild creamery butters, they do not hesitate to assert that the Canadian is by far the best article, and is always sure to command a higher price in the English market.

"For my own part I cannot see why Canada cannot compete successfully with the choicest mild butter imported into England the greater part of the whole year, so long as it is properly manufactured, shipped, and packed. All that is required of the Canadians to make this trade a great success is to place their article before the British public in a perfect condition, when they would have nothing to fear from any country.

"Again, New Zealand is working up this trade. I see that in 1885 the butter export from that colony to the British markets was 273 cwt. only. It has increased year by year until it reached last year over 41,500 cwt. Now, New Zealand being such a distance from the English markets and can thus increase her butter trade, what should not Canada do?

"I find many British merchants are looking forward for a large trade to open up with Canada in honey. I made some enquiries about prices, etc., and have mentioned it in the yearly report. California and Chili have been the two principal countries hitherto supplying this article. The prices vary greatly according to the color. I trust at some future date, before long, to see that with proper care in packing, shipping, etc., both butter and honey will bear a name in the English markets equal to the Canadian cheese, and, I may say, hay."

THE ELLIOTT FAILURE.

THE announcement of the failure of Mr. Edward Elliott, wholesale and retail grocer, Lagauchetiere street, Montreal, which was made public on Thursday last, was a decided surprise to the trade in that city. Mr. Elliott did a big business, but he has been speculating in real estate it appears for some time back, and this is the secret of his troubles. Nothing is known definitely at the time of writing of the exact proportion of the assets of the estate to the liabilities, but Mr. F. J. Hart, of the firm of Hart & Tuckwell, one of the creditors, has been appointed provisional guardian by the rest, and is engaged at present in taking an inventory. The liabilities are said to be in the vicinity of \$100,000. The following list which was taken from the abandonment filed in the Insolvency Court last Tuesday gives some of the principal creditors, but does not

include the claims of the Molsons Bank or F. Wash, which were not detailed, but which are said to be pretty heavy.

The privileged claims are as follows:

Estate Fisher, rent.....	\$ 600 00
F. Nash, secured.....	225 00
D. A. McCaskill.....	500 00
Wm. Kearney.....	550 00
Corporation Taxes.....	110 00
Dow estate, mortgage claim	11,000 00
D. A. McCaskill " ".....	3,000 00

Total.....\$15,985 00

Total preferred and ordinary claims \$38,061 20.

Ordinary claims are:

P. Grace & Co., notes and accounts, Montreal....	\$ 1,500 00
Howard Bottling Co., Montreal.....	1,000 00
F. J. Hart, Montreal.....	605 00
W. H. Cuninghame, notes, Montreal.....	900 00
Erie Preserving Co., St. Catharines.....	960 78
J. Vaillancourt, notes act. Montreal.....	603 83
Carter Galbraith & Co. Montreal.....	928 76
Doyle & Anderson, Montreal.....	344 45
C. Langlois, Montreal.....	444 19
Enoch James, Montreal....	651 00
D. Nason & Co., Montreal...	456 00
N. Quintal & Son, Montreal...	900 00
Thos. Show, Montreal.....	284 20
Mary Cassidy, Montreal...	300 00
Kearney Bros, Montreal....	652 36
Jas. Gelligan, Montreal....	419 80
Wanham & Son, Montreal...	278 63
Delhi Canning Co., Delhi, Ont.....	227 65
T. Christy, Montreal.....	392 59
T. Doherty & Co., Montreal...	276 49
J. S. & D. Ferguson, Montreal.....	203 80
J. C. Villeneuve, Montreal...	270 82
Dufresne & Mogenois, Montreal.....	318 60
T. Kinsella, Montreal.....	226 25
C. E. Calson, Montreal....	454 27
Strand Bros., Montreal....	244 00
Bell, Simpson & Co., Montreal.....	314 29
Clogg & Co., Montreal....	261 88
Meagher Bros., Montreal...	239 16
Dalton Bros., Toronto.....	112 00
J. E. Kasicker, Montreal...	155 70
Sherman, Muir & Higgins, Chicago.....	105 94
Laing Mfg. Co., Montreal...	182 59
Lightbound, Ralston & Co., Montreal.....	174 31
C. A. Choiullou, Montreal...	101 33
M. Lefebvre & Co., Montreal...	150 00
Eighty other claims for \$200 down.....	6,336 33

Total.....\$22,076 20

FREE SUGAR.

The House of Representatives at Washington Tuesday decided, by a vote of 161 to 38, to place all sugars, both raw and refined, on the free list. The action of the House made the sensation of the day in American sugar on the Stock Exchange; 153,000 certificates were sold, and the decline for the day was 4%, though at one time the quotation was down to 76. The market was firmly steady at the close. The general list participated in the decline to the extent of $\frac{1}{4}$ to $1\frac{1}{2}$ per cent.

WILLIAM ARCHER, Carpenter and Store Fitter
VALUATOR,

STORE, OFFICE AND SHOW ROOM FITTER.
All classes of Store Fittings, Exhibition Cases,
Show Cases, etc., from the Cheapest to the Most
Elaborate, made well, quick, and at Reasonable
Charges. Alterations, Repairs. Estimates Free.
Post cards promptly attended to.

114 SPADINA AVENUE,
Cor. of Adelaide St., 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 EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

R. & T. WATSON, Manufacturing Confectioners,

If you wish to handle the MOST SALABLE
CONFECTION in the market, try BALALICO-
RICE. We are Headquarters for Fine Choco-
lates, Creams, Swiss Fruits and One Cent Goods,
Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

75 Front Street East,

KOFF NO MORE.

WATSON'S COUGH DROPS

Will give positive and instant relief to
those suffering from Colds, Hoarseness,
Sore Throat, etc., and are invaluable to
Orators and Vocalists. R. & T. W
stamped on each drop. Try them.

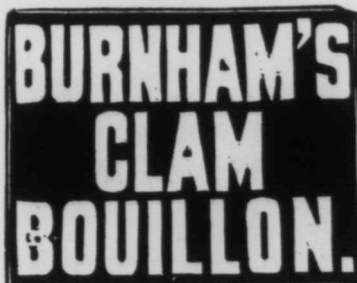
TORONTO.

McLAREN'S

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



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



IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller
from the start. Order a case from your jobber at once. Every cus-
tomer you sell a bottle to will thank you after using it. Delicious
Clam Broth can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only.

Order from E. S. BURNHAM COMPANY, "Manufacturers," 120 Gansevort St., New
York, U.S.A., or JAMES TURNER & CO., Hamilton; R. H. HOWARD & CO., Toronto
H. P. ECKARDT & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.



CHAS. SOUTHWELL & CO'S

High-class **JAMS** (Kentish Fruit)

JELLIES

MARMALADES

SPECIALTY IN

Clear Jelly Marmalades, Orange, Lemon, and Citron Peels

ORDERS CAN BE BOOKED THROUGH

New Season's Jams
Now ready . . .

Messrs. Frank Magor & Co., 16 St. John St., Montreal
Chas. Southwell & Co., Works, Dockhead, London, England



ESTABLISHED 6 YEARS

The "Monsoon" Brands

CONSIST OF THE FOLLOWING:

INDIAN.

1. Finest Assam Pekoe
2. Assam Broken Pekoe
3. Assam Pekoe Souchong

CEYLONS.

4. Finest Ceylon Pekoe
5. Ceylon Broken Pekoe
6. Ceylon P. Souchong

In Cases of 60 1-lb., 120 ½-lb. or 12 5-lb. packets. Cases can be assorted Indians and Ceylons.

The Above Brands Give Universal Satisfaction and Suit all Tastes.

We carry the largest and best assorted stock of Indian Teas in Canada. Write for samples and you will be satisfied with the values we can give.

STEEL, HAYTER & CO., Growers,

11 and 13 Front St., Toronto.

CHRIST^Y JAMES & CO., LONDON,
ENGLAND.

MAKERS OF THE LEADING

Pickles, Marmalade, Sauces

Are you to be one of the few not yet stocked with these PICKLES at \$2.40 per dozen?

You do not know how many customers not seeing them in your store go to your neighbor who has them. If your jobber has not got them write to

M. F. EAGAR, General Agent, HALIFAX, N. S.

Currants

IN GOOD ORDER
AND CONDITION

In Barrels at 3c. per lb.

Cases at 3¼c. per lb.

CROP 1892.

Our Best Value for Grocer
or Consumer to-day is

JAPAN TEA DUST

AT SIX CENTS PER LB.

Send for Samples to

Lightbound, Ralston & Co.

WHOLESALE
GROCERS,

MONTREAL.

MARKETS AND MARKET NOTES

TORONTO MARKETS.

TORONTO, Jan. 25, 1894.

GROCERIES.

The spurt that was given to the sugar market in consequence of the advance in prices has about run out, and trade generally is this week quiet and uninteresting. Travelers report but little doing in the country, but anticipate an improvement shortly. Payments are improving, but they are still not what the trade would like them to be. Valencia raisins are a little firmer in sympathy with the outside market, but there is not much of course doing in them at this season. This is the only commodity in the grocery trade in which there can be said to be any actual change in price. Syrups and molasses are moving a little better than a week ago, while teas are scarcely receiving as much attention. Coffees remain much as before. So do canned goods. The butter market has taken a quieter and easier turn, while dried and evaporated apples are developing a little more activity. Cheese is still firm with demand fair.

CANNED GOODS.

The market is quiet and about as uninteresting as it could well be. Tomatoes, peas and corn are going out quietly at 80 to 85c. The annual meeting of the canners has been postponed to Jan. 31st on account of the death of President Boulter. Salmon is much as before. The ruling prices are, for good red fish, \$1.20 to \$1.35 in tall tins, and \$1.50 in flats; \$1.10 is the idea for cohoes. Lobster is quiet and unchanged, with prices ruling as before, namely, \$1.85 to \$2.10 for talls, and \$2.40 to \$2.50 for flats. Canned fruits are in fair demand, and we quote as before: Peaches, \$3 to \$3.25 for 3's, \$2.10 to \$2.25 for 2's; raspberries and strawberries, \$2 to \$2.10.

COFFEES.

Demand continues good for Rio at unchanged prices. Further shipments are on the way. We quote green, in bags, as follows:—Rio, 22 to 23c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 22 to 23c.; Java, 30 to 32c.; Mocha, 27 to 28c.; Maracaibo, 21 to 23c.

NUTS.

Market quiet and prices are unchanged. We quote:—Brazil nuts, 13 to 15c. a pound; Sicily shelled almonds, 28 to 32c. a pound; Tarragona almonds, 12½ to 14c.; peanuts, 11 to 12c. for roasted and 8 to 10c. for green; cocoa nuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½ to 15c.; Marbot walnuts, 12 to 13c.; Bordeaux walnuts, 11½ to 12½c.; filberts, 9¾ to 10¼c.; pecans, 13½ to 15c.; nuts, per bushel, hickory, \$2.

RICE.

Demand continues light and prices unchanged. We quote: Ordinary, 3¾ to 3¾c.; Montreal Japan, 5 to 5¾c.; imported Japan at 5¾ to 6¼c.

SPICES.

There is a fair seasonable demand, without any change in prices. We quote: Pure

black pepper, 13 to 15c.; pure white, 20 to 28c.; pure Jamaica ginger, 25 to 27c.; cloves, 14 to 25c.; pure mixed spice, 30 to 35c.

SUGARS.

The demand is not so great as a week ago, particularly for small lots. There are still a few car-load lots moving, however. Prices are as before, at 4½c. for granulated, and 3¾ to 4¼c. for yellows. The refineries are still firm in their views, and profess to be unconcerned as to whether they take orders or not. Said a refiner: "The Canadian refiners have been buying in New York, sales being reported nearly every day the past week. They have been paying 3c. there for Centrifugals against the bond price of 2¾c. of about ten days ago. Then stocks of raw in New York are small, while shipments coming forward to the refineries are light; and for these reasons I think you will see a firm market for some time at least. Of course, on the other hand, there is the estimated big crop to take into account."

Willett & Gray, in their Weekly Statistical, say: Total stock in all the principal countries, 1,570,418 tons, against 1,439,174 tons at same dates last year. Afloats to the United States from all countries estimated, 40,000 tons, against 60,000 tons last year. Beet sugar quotations, cost and freight, 12s. 10½d per cwt. for "firsts."

RAWS.—The market has maintained its strength through the week and closes with a further advance of quotations to 3c. for 96° Centrifugals, although the business at this price is thus far limited to outports and and to Canada. Large purchases are reported to have been made from the first receipts of the Cuba crop, as well as of old crop for shipment, amounting to some 80,000 tons, which equals the entire receipts to date at the shipping ports. The Cuba exports for the week were but 10,000 tons, owing to the difficulty of obtaining of tonnage. As Cuba is now our chief source of supply, the delay exports show here in reduced receipts. No arrivals at Philadelphia this week, and but 11,488 tons here and Boston, so that with increased meltings stocks are considerably reduced. The absence of offers to sell is quite a noticeable feature of the situation, but as this must be only temporary a further advance of quotations is not generally looked for at present, and February may change the conditions again. European markets have been extremely dull and the small business doing barely sufficient to change quotations materially, some days showing weakness and some days strength. The Louisiana crop is progressing towards its end with results fully up to anticipations as to the size.

REFINED—Early in the week the demand was heavy and prices advanced ½c. per lb. This has had the effect of decreasing the orders and find the measure of the demand. Prices will now be regulated to the demand, refiners will be kept running, and the production be sold. If production exceeds demand, prices will decline until the demand increases to meet it, and vice versa. Activity without speculation and an increased actual consumption are the points aimed for. A few grades of softs have been shaded in prices of 50 brl. lots. Deliveries gener-

ally are now prompt for most grades. The next change will probably be a decline, judging from the present decreased demand.

SYRUPS AND MOLASSES.

Quite a quantity of syrups are moving, principally at prices running from 2¼ to 2½c. A good many syrups are going out at 30 to 32c. for barrels and half-barrels respectively.

TEA.

There is a fair trade doing in teas, although the demand is probably not so active as a week ago, and jobbers seem to have pretty well satisfied their immediate wants. Demand is principally for low grade teas, and Japans, Indians, and Assams have the call in the order named. Young Hysons are quiet. Ruling prices are: Japans, 18 to 25c.; Congous, 15 to 25c.; Indians, Ceylons, Assams, 25 to 35c.; Young Hysons, 25 to 60c.

DRIED FRUIT.

There has been no change in Valencia raisins as far as volume of business is concerned, but prices are firmer in some lines in sympathy with the outside markets. Price of fine off-stalk have been advanced to 5 to 5½c., and select layers to 6c. There are but few select layers on this market, and Valencia layers generally are light. There are some old selected Valencia raisins, of good quality, on the market, and they are going at \$1 to \$1.25 per box. We quote: Off-stalk, 4 to 4½c.; fine off-stalk, 5 to 5½c.; selected, 5½ to 5¾c.; layers, selected, 5¾ to 6c. Sultana raisins are quiet and unchanged at 5½ to 9½c. Cable advices received this week intimate that the Valencia raisin crop seems to have totally disappeared. The trade usually look to London at this season for supplies, but no stocks available for shipment are visible, while New York is bare for the first time in 20 years, and none are reported on the way. "It is evident," said a local authority to THE GROCER, "that the policy of meeting the market right from the beginning of the season, has resulted in a much more satisfactory business and an almost total consumption of the crop." Currants are in light demand. Advices from Barff of Patras state that while there are fair stocks of currants remaining there very little can be called first quality fruit. Prices remain low, and as they barely cover packing and shipping charges, holders will accept nothing under current prices, feeling that they cannot do any worse by holding during the spring and trusting for something to turn up and enhance values. Prices on the spot are unchanged. We quote: Provincials, 3¾ to 4c. in brls. and half brls.; Filiatras, 4 to 4½c. in brls., and 4¼ to 4¾c. in half brls.; Patras, 5 to 5½c. in brls., 5¼ to 5¾c. in half brls, 4¾ to 6¾c. in cases; Vostizzas, 6½ to 7½c. in cases, 6¾ to 7¾c. in half cases; Panariti, 9 to 10c. Bosnia prunes are in good demand at 5½ to 6½c. in cases; Bordeaux prunes are quiet at 4 to 4½c. in cases, and 3¾c. up in bags. The outside market is firm and higher in some grades. The larger sizes of Bosnia prunes are said to be unobtainable. Stocks of Eleme figs are large, some of the fruit which should have been here for the holi-

MARKETS—Continued

day trade having only arrived during the last few days. Prices are somewhat unsettled, for while 10 to 11c. is still the ruling quotation, there are layers in small boxes that can be got as low as 8½c. We quote tapuets at 4½c. Dates quiet and unchanged at 5½ to 6c.

BUTTER AND CHEESE.

The butter market is dull and easier, and this in spite of a fairly strong market in Montreal. We hear of three carloads of creamery tub selling west for that market at 24c. The local market is well supplied with butter of all grades and conditions, and prices rule about 1c. per pound lower. For selected dairy tubs jobbers' views are 18 to 19c. The feeling in creamery butter is easy and the demand is small. Jobbers are not inclined to pay more than 22½ to 23½c. at the outside for tubs, and 23 to 25c. for pound prints. We quote jobbing price: Dairy—Choice tubs, 20 to 21c.; medium tubs, 17 to 18c.; low grade, 15 to 16c.; large rolls, 18 to 19c.; pound rolls, 22 to 24c. Creamery—Tubs, 23 to 25c.; pound prints, 25 to 26c.

Cheese continues firm, with local demand fair at 11½ to 13¼c. for October make and 11c. for earlier.

GREEN FRUIT.

Business still continues to favor the quiet side. Oranges are a little easier on account of liberal supplies, but the market is not in sympathy with that in the United States, where much the opposite obtains. California naval oranges are arriving. Lemons are not in as active demand as they were, and prices are easier in consequence. Demand continues limited for apples, but prices keep high and unchanged. We quote: Oranges—Floridas, \$2.25 to \$3; Mandarines and Tangarines, \$2 to \$2.25 half box; Valencias, \$4.25 to \$4.75; California navals, \$3 to \$3.50 per box. Lemons—Messinas, \$5 to \$5.50 for 300's, \$5 to \$5.50 for 360's; bananas, \$1.25 to \$2; California pears, \$2.50 to \$3 per box; Malaga grapes, \$5.50 to \$6 per keg; pineapples, 20 to 30c. Cranberries, New Jersey, \$7 per barrel; Canadian, \$5 to \$6 per barrel; boxes, \$2 to \$2.15. Apples, good to choice, \$3 to \$4.50; second quality, \$2.25 to \$3. California dried fruit—Apricots, 17½c. per lb.; peaches, 14c. per lb.; nectarines, 15c.

HOGS AND PROVISIONS.

There is further weakness to report in the market for dressed hogs, the ruling figure now being \$6 to \$5.25. Provisions show a little more activity, but the volume of business is still light. We quote long clear and shoulder mess a little lower.

BACON—Long clear, 8½ to 8¾c.; smoked backs, 11c.; breakfast bacon, 12½c.; rolls, 9 to 9¼c.

HAMS—11½ to 12c. for smoked, and at 10½c. for pickled.

LARD—Pure Canadian 10 to 10½c. in tubs, 10½c. in pails and 9¾c. in tierces. Compound, 8 to 8¼c.

BARREL PORK—Canadian heavy mess \$16, Canadian short cut \$16.75 to \$17, shoulder mess \$14.50.

DRESSED MEATS—Beef fores, 5c., hind-quarters 6½ to 8c., mutton 5 to 6c., lamb 6 to 8c., veal 7½ to 9c.

COUNTRY PRODUCE.

BEANS—Quiet and apparently a little easier. Hand-picked changed hands outside at \$1.15 delivered at Toronto. Jobbers are quoting \$1.30 to \$1.40 for hand-picked.

DRIED APPLES—A better enquiry is reported, and transactions have taken place at 5½c. Jobbers are asking 5¾ to 6c.

EVAPORATED APPLES—Are beginning to move a little more freely. They cannot be bought under 9½c. outside. The jobbing price rules at 9¾ to 10c., although some are holding out for ½c. higher than the latter figure.

EGGS—Prices are easier, and there is not much demand. Holders of pickled stock are said to be getting a little uneasy. We quote: New laid 20 to 22c., held stock 17c., pickled 12 to 14c.

POTATOES—Market quiet and prices easy; 50c. is the idea for carloads on track, and 55 to 60c. out of store for small lots and single bags.

HONEY—Dull and unchanged. We quote: Extracted white in tins, 7 to 9c.; white in sections, 14 to 15c.; dark ditto, 9c.

POULTRY—Market has been dull and easier during the past week on account of the unfavorable weather. We quote: Turkeys, 8 to 10c. per lb.; geese, 7 to 8c.; chickens, 30 to 50c. per pair; ducks, 50 to 75c. per pair.

ONIONS—Market quiet and prices easier. We quote: Spanish, 75 to 85c. per crate; Canadian, \$1.15 to \$1.25 per bag.

HOPS—Market is easy, with sales of first-class stock at 16 to 16½c.

SEEDS.

The feeling in alsike, with the export season drawing to a close, is weak, although prices remain as before. Timothy is dull and clover firm. We quote: Alsike, \$5.75 to \$6.25 for good to prime seed, and \$6.50 to \$6.80 for choice to fancy. Red clover, \$5.75 to \$6 for ordinary to prime; \$6 to \$6.25 for choice to fancy. Timothy, \$1 to \$1.25 for inferior, \$1.50 to \$1.60 for prime; choice to fancy, \$1.80 to \$2.

SALT.

The situation in this article continues much the same. Business is good, in fact larger sales have been made during the past week than for some time. Prices are unchanged. We quote: Barrels, 95c.; coarse sacks, 58c.; fine, 70c.; dairy, \$1.25; rock, \$10 per ton.

FISH.

Receipts are increasing considerably, and a heavy trade is anticipated during Lent, which will commence the second week in February. B. C. salmon, fresh, is quoted

lower at 10c.; frozen sea herrings, \$2.25 per hundred, of an average weight of 70 pounds to the hundred. We quote as follows:—British Columbia is quoted at 15c. and Restigouche salmon 17c.; fresh sea salmon, 17 to 19c.; skinned and boned codfish, 6½c.; shore herring, \$2.75 per bbl.; Digby herring, 13 to 15c.; boneless fish, 4c.; boneless cod, 7 to 8c.; blue back herring, \$2 to \$2.25 per hundred and 4c. per lb.; blue pick-erel, 4 to 5c. a lb.; yellow ditto, 7 to 8c. a lb.; salmon trout and white fish, 7½c.; oysters in bulk, \$1.20 for standard and \$1.75 selected; kippered cisco, 2½ to 4c. each; ciscoes, \$1.22 per 100; salt mackerel in bulk, 10c. per lb.; pike, 6 to 6½c. per lb.; black bass, 10c. per lb.; haddock and cod, 5½c. per lb.; steak cod, 7 to 8c.; chicken halibut, 10 to 12c.

HIDES, SKINS, WOOL, TALLOW.

HIDES—Are slightly on the decrease. It is said that dealers are trying to reduce them ¼c. all around, which will mean 3½c. for cows', and 4c. for steers', choice quality. Present quotations are: 3¾c. for cows', and 4¼ to 4½c. for steers', but as they have dropped considerably in Chicago, a decline is looked for here.

SKINS—Are about the same, a fair trade doing at unchanged prices. Dealers are paying 80c. for the best grade.

TALLOW—Continues much the same, nothing special to report, except that some of our most enterprising dealers state that they have received large supplies since last week, for which there appears to be very little demand at present. Prices continue about the same, dealers offering 2c. for rough and 5½c. for rendered.

WOOL—There is nothing new to report in this article. Dealers still complain of the dullness of the market. Prices are about the same as last report, varying according to grade. We quote: Foreign Wools—Greasy Cape, 11 to 13c.; B. A. Clothing from 27 to 29c.; yellow B. A. clothing from 24 to 26c. East India wools—White, 17 to 18c.; yellow, 10 to 14c.; black and grey, 11 to 12c. Mediterranean wool—Whites from 15 to 17c. according to grades, grey and fawn color from 10 to 12c. Domestic fleece, from 23 to 24c.; fresh clothing, 20 to 22c.; Southdown, No. 1, 25 to 26c.

PETROLEUM.

The Petrolea Advertiser, in its weekly review, says: "Crude oil, \$1.01 per bbl.; refined, 6¼ to 6½c. in bulk, or 9 to 9¼c. in barrels in car lots f.o.b. here. The same old monotony still presides over the Exchange, and transactions, though few, are firm at the above quotations. The producers are quietly waiting for events to materialize. The stocks on hand are below the ordinary, so that there is not much fear of crude receding in price. Refined is in good demand at the above quotations. If, as is reported, the old Alpha Refinery at Sarnia will be permanently run by American capitalists, introducing

CANNED
DRIED
CHOPPED

WE BUY
APPLES
STANWAY & BAYLEY

CORES
EVAPORATED
PEELINGS

.. TORONTO ..

Butter in good
crockets, 1
ing 19 to
no stock
We char
returns

JOHN HAWK
88 F
Established 11

WH
70 C

HAVE IN
Florida and
Florida I
ber

Also solicit
ey, Poultry, WI

Apples a S

JAME
PC
AND WHO
88 F

Mess Pork,
Cold S
Country Cor

WIL
POF

HAM
BREAKFA
RO
WRITE

F
WRIT

CLE

Da

and CO

3

Consignm
Solicit

Butter in good demand; large rolls, pails, crocks, and best store-packed tub selling 19 to 20c.; choice dairy tub, 20 to 22c. no stock on hand. Eggs, 16½ to 17c. We charge five per cent., and prompt returns by registered letter.

JOHN HAWLEY, Provisions and Commission
88 FRONT ST. EAST.

Established 1870. Egg Trade a Specialty

WHITE & CO.
70 Colborne St., Toronto.

HAVE IN STOCK AND ARRIVING DAILY

Florida and Jamaica Oranges, Messina and Florida Lemons, Grapes, Nuts, Cranberries, Figs, Dates, Etc.

Also solicit consignments of Butter, Eggs, Lard, Honey, Poultry, White Beans or any farm produce.

Apples a Specialty. Telephone 867

ESTABLISHED 1874.

JAMES E. BAILLIE
PORK PACKER
AND WHOLESALE PROVISION MERCHANT
66 Front St. East, Toronto.

Mess Pork, Bacon, Hams, Lard, Cheese.
Cold Storage for Butter and Eggs.
Country Consignments Solicited.
Prompt Returns Made.

WILLIAM RYAN,
PORK PACKER

Toronto, Ont.

HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.
WRITE FOR PRICES.

ALL
FIGS SIZES

WRITE US FOR SPECIAL PRICES

CLEMES BROS.,
TORONTO

Dawson & Co.
FRUIT
PRODUCE
and COMMISSION MERCHANTS

32 WEST MARKET STREET,
TORONTO.
Consignments Solicited

a new system of refining, crude should soon advance in price."

Trade continues brisk on the Toronto market at unchanged prices. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; American water white, 18 to 19c.; photogene, 20c.

MARKET NOTES.

Eby, Blain & Co. have silico, a scouring substance, in stock.

Smith & Keighley claim to have the cheapest tea on the market.

Gileson & Co., Church street, are receiving large shipments of pecan nuts.

Dawson & Co. have shipped 800 barrels of apples to Chicago this week.

Warren Bros. & Boomer have further shipments of Rio coffee on the way.

Smith & Keighley are closing out the balance of their mat figs at low figures.

W. H. Gillard & Co. say: "Our new lines of Ceylons and Javas are splendid values and going out fast. Repeat orders are numerous."

Eby, Blain & Co. are making a special run on Sultana raisins, and announce that they are prepared to receive enquiries from large buyers.

Cable advices to P. L. Mason & Co. state that the price of sumac is higher than it has been yet quoted, and that further advances are anticipated.

Sloan & Crowther are offering an attractive two-gallon pail of amber syrup. The firm is also receiving a line of bright acadid syrup in half-barrels.

W. H. Gillard & Co. have just received a consignment of Sphinx prunes, which, they state, are fine goods, and they offer to the trade at a slight margin of profit.

Sloan & Crowther report a large and increasing sale of Bawby Bros.' preserved apples, fancy quarters. The fruit is picked from choice winter stock.

The F. F. Dalley Co. have made an improvement in their Spanish blacking. It is claimed that on account of these improvements the blacking will give a nicer and more permanent shine and a better black.

"We are making the finest shoe dressing, both for black boots and russet shoes, that can be found either in Canada or the United States," said a member of the firm of the F. F. Dalley Co., "and we are not afraid of anybody."

There has always been a suspicion that C. R. Somerville, of London, had a "mascot" hid away somewhere, and this has now been verified. "She" appears in his full-page ad. this week.

The F. F. Dalley Co., of Hamilton, are placing a new line of extracts on the market. They are known as pure fruit extracts, and they are guaranteed to have double the strength of any other similar line. They are

. POTATOES .

We are always open to buy or sell car lots of potatoes.

WM. HANNAH & CO.

78 Colborne St., Toronto

Commission Merchants. Correspondence Solicited

J. HUNTER WHITE

Manufacturers' Agent, Broker and Commission Merchant

Dealer in all kinds of produce, fruits, etc. Also purchasing and forwarding agent. Consignments solicited. Personal attention given to correspondence. References by permission: The Bank of New Brunswick Messrs. Turnbull & Co., Geo. Robertson, Esq., President Board of Trade.

61 Dock St., ST. JOHN, N. B.

THE

Winnipeg Produce and Commission Co. Ltd.
WINNIPEG, MANITOBA.

We handle Grocers' Specialties, etc. Can we sell anything for "you" in this market? Write us. Good connection with Wholesale and Retail trade.

W. M. BOWIE 44 Front St. E., Toronto.

Grocery Broker.

Agent for

Armour Packing Co., Kansas City, U.S.A.
Canned Meats, etc.

W. Strachan & Co., Montreal,
Soap Manufacturers.

LAURENCE GIBB

Provision Merchant,

88 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.

Fancy Florida Oranges,
Messina Lemons and
Malaga Grapes for New Year's

HUGH WALKER & SON

Send for quotations. GUELPH, ONT.

HUNTER & CO.

24 FRONT ST. EAST,

Toronto and Western Agents for

CHRIST'ER JAMES & CO., MARMALADES,

PICKLES, SAUCES, JAMS and MARMALADES

Ask your wholesaler for them.

PARK, BLACKWELL & CO.

(Limited.)

— SUCCESSORS TO —

JAS. PARK & SON,
TORONTO.

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

Write for Price List.

MARKETS.—Continued

put up in attractive bottles. The representatives of the firm are now out with samples, and they announce most satisfactory results.

Mr. Struthers is responsible for the following: "I have just saved 20 cents. How is that? I was troubled with dyspepsia this afternoon, and went to a drug store to spend a quarter on a bottle of medicine. I saw Somerville's Pepsin Gum on the counter, and the happy thought struck me to try it. I put down five cents and took a bar, and all I can say is, there is nothing I could have purchased, no matter how much I paid, that would have done more good. I am 20 cents ahead, and a case of dyspepsia short."

On account of the death of Dr. Boulter, ex-M.P., brother of President W. Boulter, the annual meeting of the Canadian Packers' Association has been postponed to Wednesday, the 31st day of January next. The meeting will be held at the Royal Hotel, Hamilton. Each member is requested to bring his report for January to the meeting.

To meet the special call which is now being made in the best social circles for a pure and delicate sweet chocolate to serve at afternoon receptions in place of tea, Messrs. Walter Baker & Co., the well-known manufacturers of high grade cocoas and chocolates, offer a delicious preparation under the name of Vanilla Chocolate, tastefully done up in half-pound packages. It is made from selected fruit, a fine quality of sugar, and flavored with pure vanilla beans. It is a triumph of chocolate making.

As will be seen by advertisement on another page, The W. J. Gage Co. Ltd. make the careful execution of orders sent them by mail a special feature of their business. It is certainly a great consideration for the buyer to know that an order sent in that way will be as satisfactorily filled as if he selected the goods himself. This is what The W. J. Gage Co. guarantee to do.

MONTREAL MARKETS.

MONTREAL, Jan. 25, 1894.
GROCERIES.

The week has witnessed a fair business in groceries of all kinds, and there are no important changes in value from the time of our last report. There were gatherings of the wholesale trade of the Dominion during the week in reference to the matter of prices on one of the leading lines of specialties—viz., tobacco—the facts of which are referred to elsewhere. Considerable talk was raised also during the week in regard to shipments of adulterated Pinsueys to this market, but it appears that shipments of these very low-grade teas is an old practice, as they suit a certain demand in this province. Refined sugar has been fairly active at the advance. Teas are steady, and the same is to note in

regard to genuine Barbadoes molasses, but the mixed article is weak. Syrups are unchanged, and canned goods do not show much change, but some operators claim that vegetables are on the easy side. Other lines furnish no special feature.

SUGARS.

The sugar market has been fairly active at the advance during the week, and up to the time of writing this there has been no further change here, and we quote granulated 4½c., and yellows 3¾c. for brights and 3¾c. for dark goods. What is considered a favorable sign also is that the demand has not been restricted to any section, but has come both from Quebec and Ontario; in fact buyers are acting as though they had concluded that prices were about as favorable to them as they were likely to be. With regard to the raw market London cables to refiners here state that the cane market is quiet and steady, while beets are rather firmer, at 12s. 6d. January and February.

MOLASSES.

The molasses market does not show much change, the only business of importance that we note during the week being the sale of a round lot on Newfoundland account at 30½c. On spot the tone is steady, at 33 to 34c. for Barbadoes in a jobbing way and 30½ to 31c. for round lots. Sales of mixed goods have occurred at 22 to 28c.

SYRUPS.

There is no change in syrups which rule on the quiet side. American ranges from 17½ to 23c. per gallon, and Canadian, 1½ to 2c. per lb.

TEA.

Tea has been rather quiet since our last, but a fair business is doing for all that. In Japans, fair sized lots have been moved on the basis of 14c., and a few small lots of blocks have been placed on English account at from 7½ to 11½d. f.o.b. London. We quote: Blacks, 12 to 22c.; greens, 16 to 21c.; Japans, 12 to 13c. for common; 14 to 17c. for medium to good; 18 to 21c. for fine, and 23 to 28c. for finest.

COFFEE.

There has been no change in the position of the coffee market during the week, but business has ruled fair on the whole. We note sales of round lots of Maracaibo and Rio on a firm basis, and we quote: Maracaibo at 20 to 21c., and Rio at 19½ to 21c. And we quote: Maracaibo, 19 to 21c.; Porto Cobello, 18 to 20c.; Rio, 19 to 21c.; Java, 24 to 30c., and Mocha, 25 to 28c.

SPICES.

The spice market has ruled fairly active, the chief feature of the week being an advance in pimento of ½c., while some good sized lots of nutmegs have changed hands at 62½c. We quote: Jamaica ginger, 16 to 18c. for common, and 18 to 20c. for fine; black pepper, 6 to 7c.; pimento, 6½ to 7½c.; and nutmegs steady and quiet at 60c. to \$1, as to quality.

RICE.

The rice market rules dull with no special mention. We quote: Standard Japan, \$3.75 to \$4, "B," \$3.50; Crystal, \$4.25 to \$4.50; Patna, \$4.25 to \$7.50; Carolina, \$6.50 to \$7.

DRIED FRUIT.

As already noted previously, the dried fruit market exhibits a very firm tone, in consequence of light supplies. Business is quiet, however, and prices are more or less

nominal at present in the absence of business. We quote: Off-stalk, 4½ to 4¾c.; layers, 5½c., in straight lots.

Currants meet a fair jobbing demand, at 3½c. in barrels, 3¾c. in half-barrels, and 4c. in cases.

Figs and dates move quietly in a jobbing way at unchanged prices, the former 8 to 10c. and the latter 4¾ to 5c.

Prunes continue steady under light supplies, and we quote 4¾ to 5c.

NUTS.

The market is quiet but steady. Prices are as follows for the jobbing business that is doing: Grenoble walnuts, 11 to 13c.; pecans, 8½ to 12c.; peanuts, 8 to 11c.; cocoanuts, \$3.75 to \$4; Terragona almonds, 11½ to 12c.; and shelled almonds, 23 to 45c.; filberts, 9½ to 10c., and walnuts, 12 to 13c.

CANNED GOODS.

There is no special change in canned goods, which rule much the same, with the movement at present of moderate proportions. Advices from British Columbia to brokers here state that the bulk of the red salmon that remains on the coast is being shipped to Great Britain, and that only some medium grade white salmon are to be had. Offers of these have been made at \$3.75 per case on the coast, or equal to about \$1 in Montreal, but we do not learn that there has been any purchasing. Canned mackerel has sold at \$1.02½. There is little or nothing doing in tomatoes in a wholesale way, and the tone is easy. We quote: Tomatoes, 75 to 80c., corn 75 to 80c., peas 90 to 95c., strawberries \$2.75 per doz., raspberries \$1.80 to \$2.05, salmon \$1.25 to \$1.27½ for best brands and \$1.05 to \$1.10 for cohoes, lobsters \$1.60 to \$1.75, mackerel \$1 to \$1.05.

GREEN FRUIT.

There is little or no change in the ruling features of the green fruit market, which remains much the same. Apples continue firm under a moderate stock, with sales at \$4.50 to \$5.50. Florida oranges are selling fairly well at \$2 to \$3.25, and Valencias, \$3.65 to \$5.60 according to quality and size of package. Lemons are very scarce, and consequently rule firm at \$4 to \$5.50 per box, which is an advance on last week's range of 50c.

FISH.

There is a good demand for all kinds of fish, the movement of green cod especially showing improvement, so that it looks as though those who speculated on the fish would make a good thing. Tommycods are coming forward freely and selling at \$1, and fresh herring are in good demand at \$1.75 per 100. A feature conducive to steadiness this season is the fact that stocks are in few hands, and a brisk Lenten demand is expected. There are no kippered herring offering. Owing to the high price commanded by fresh fish very few are being smoked. We quote: No. 1 C. B. herring, \$5.50; No. 1 Newfoundland do., \$5; Labrador salmon, \$12.50 to \$14; B. C. do., \$11.50; No. 2 mackerel, \$12; Finnan haddies, 7 to 8c.; Yarmouth bloaters, \$1.10 to \$1.50 per box; kippered herring, \$1.50 per box; haddock, 3½ to 4c.; cod, 4 to 4½c.; boneless cod, 6½ to 7c.; hand picked Malpecque oysters, \$4.50 to \$5; No. 1 green cod, \$5; No. 1 large, \$5.50 to \$6; No. 2 do. \$4.

COUNTRY PRODUCE.

There is no change in the egg market. The supply of Western limed is still large, and prices are unchanged. We quote: Fresh, boiling, 22c. held; fresh, 14c. to 16c.; Montreal, limed, 16c. to 17c.; and

CAF

Makes the firm
Sold in 1 and
wholesale and
Dominion.

C. A. LIE
Proprietor

RUTHER

Wholesale
76 FRONT S

Butter, Egg
Cottol

Correspon
solicited.

Liberal Ad

GEORGE MO

MC

GENERAL

Comm

25

Consignment
CITED.

All orders v

BUCK

Brokers a

Rep

ARMOUR

THE ARM

THE B. C.

couve

HIBAM W

Ont.

JOHN DE

Perth

PERINET

Wak

EXCISE,

CO

FOR

OR D

Write or

P

WINN

CAFFAROMA

Makes the finest cup of coffee in the world. Sold in 1 and 2 lb. tins only For sale by all wholesale and retail grocers throughout the Dominion.

C. A. LIFFITON & CO., Montreal
Proprietors of the original patent Caffaroma

RUTHERFORD & HARRISON,

Wholesale Produce & Commission Merchants
76 FRONT ST. EAST, - - - TORONTO,
DEALERS IN
Butter, Eggs, Cheese, Poultry, Lard,
Cottolene, Dried Apples, Honey,
Hams, Bacon, etc.

Correspondence invited. Consignments solicited. Egg Carriers supplied.

Liberal Advances Made on Consignment

GEORGE McWILLIAM. FRANK EVERIST
TELEPHONE 645.

McWILLIAM & EVERIST

GENERAL . . . **FRUIT**
Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

BUCHANAN & GORDON,

Brokers and Commission Merchants and
Manufacturers' Agents.
WINNIPEG

Representing in Manitoba and the
North-West Territories:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Vancouver, B. C.
HIRAM WALKER & SONS, Ltd., Walkerville Ont.
JOHN DEWAR & SONS, Tullymet Distillery Perth, N. B.
PERINET ET FILS, Reims, Champagne.

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

CORRESPONDENCE SOLICITED.

FOR DAIRY . . .

BUTTER

OR DRESSED . . .

POULTRY

Write or Wire

PARSONS PRODUCE CO.

WINNIPEG—MANITOBA

Western, lmed, 14c. to 15c. In dressed poultry, very little new stock is arriving. The chief demand is for chickens, which sell at 7c. to 8c., according to condition; turkeys range from 8c. to 10c.; geese very slow, at 5½c. to 7c.; and ducks the same, 9c. to 9½c. Maple syrup is steady at 50c. to 60c. in cans; and 4c. to 5c. in the wood; and sugar, 6c. to 7c. Beans are quiet at \$1.25 to \$1.55. A few small parcels of hops are moving at 15c. to 16c. for medium; and 20c. to 22c. for finer goods. Honey is steady at 7½c. to 8c. for choice strained 1893; and old stock, 5c. to 6c. Comb honey sells at 9c. to 13c. according to quality. Potatoes sell well at 60c. to 65c. per bag on the trade, and 10c. extra for jobbing business; and onions move at \$2.25 to \$2.50.

PROVISIONS.

The provision market is dull at the moment, and prices are unchanged. Pork is moving slowly, and the demand for lard and smoked meats is of a jobbing character. Canadian short cut, \$17.00 to \$18.00 per barrel; mess pork, Western, new, \$16.50 to \$17.00 per barrel; short cut, Western, \$0.00 to \$0.00 per brl.; hams, city cured, 12c. to 13c. per lb.; lard, Canadian, in pails, 11¼c. to 12¼c.; bacon, 11½c. to 12½c. per lb.; lard, com. refined, 8¼c. to 8½c. per lb.

CHEESE AND BUTTER.

The cheese market rules quiet and unchanged. The shipments via the American seaboard have been fair, and further reduce the small holdings on spot. They were as follows: 7,576 boxes to Liverpool, 33,670 to London, and 504 to Bristol. This makes the total to date since the close of navigation as follows: Liverpool 68,003, London 56,972, Bristol 23,366, and Glasgow 2,181, making a total to date of 150,522 boxes. The cable to-day is unchanged at 57s., and we quote 11½c. for fine late fall cheese.

The butter market remains the same, the steady jobbing demand maintaining prices firmly. The lot of creamery from west of Toronto, which was offering around the market last week, did not find a purchaser on spot, and that it is to be sent across the water, though whether it is sold or not cannot be learned. We quote: Finest fall creamery, 24c. to 24½c.; finest Townships dairy, 22c. to 23c.; finest Western dairy, 19½c. to 20c.; Kamouraska, 19½c. to 20c.; roll stock, 19½c. to 20c.

MONTREAL TRADE NOTES.

W. L. Costigan & Co.'s advices from the Pacific coast state that there is no barrel salmon to be had there at all.

Vipond, McBride & Co. have received during the week some 1500 boxes of Bosnia prunes, which they are offering at 5c to 5½c.

Stewart, Munn & Co. state that the arrivals of fresh frozen herring so far have not been heavy, and that the supply coming forward is light.

Rose & Laflamme have been placing quite a few French prunes to arrive during the week. In all, probably some 700 boxes have been placed on the basis of about 4½c. in round lots. The goods in question are said to offer very good value to their purchasers.

There is some anxiety among fish traders as to whether the Roman Catholic Church
(Continued on page 32.)

LAWSON BROS.

Manufacturers . . . of . . .

Rolled Oats, Rolled Wheat, Flake Peas
Flake Hominy, Flake Barley, Wheatlets
Etc Put up in bulk, boxes, barrels, and packages.

The Best Goods in the Dominion.

The College Grounds,
Adelaide St. West, Toronto, Ont.

WITT, MACAULAY & CO.

WHOLESALE

PRODUCE and COMMISSION MERCHANTS
64 Colborne St., TORONTO

Consignments of Butter, Eggs, Cheese, and Poultry Solicited.

FRESH FISH FOR LENT

Send for Price List.

All kinds of Sea and Lake fish.

D. W. PORT & GO.

TORONTO

COX'S GELATINE

Always Trustworthy.

ESTABLISHED 1725.

AGENTS FOR CANADA:—

C. E. COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,

Toronto, St. John, N. B., and Montreal

COWAN'S COCOAS AND CHOCOLATES

Are Standard, and sold by all grocers.

S. K. MOYER,

Commission Merchant,

76 COLBORNE ST.,
TORONTO, ONT.

DEALER IN

Oysters, Oyster Carriers, Fresh and Salt Fish, Oranges, Lemons, Dates, Figs, etc.

Orders Solicited.

MUNN'S BONELESS CODFISH.

NEW ARRIVALS.

Send in your orders. Full stock on hand of Assorted Boxes, 5 lb., 10 lb., 20 lb. and 40 lb. boxes; also

SKINLESS CODFISH in 100 lb. Cases.

The Munn Brand, after a most severe test, gained the only medal awarded at the World's Fair this summer, which speaks highly for the merits of this article.

Stewart Munn & Co.,
MONTREAL.

FLOUR AND FEED

PRESENT appearances do not look as if the Wilson Bill will be adopted to any extent by the United States Congress. The barley duty, which has been so heavy a weight on Canadian barley growers, and which, it was expected, would be reduced to its old time figure of 10c. per bushel by the Wilson Bill, has been fixed by the House at 16c., which is practically as bad as the McKinley Bill's 45c.

The hay exporter's position has not been a very enviable one of late, according to the various complaints of some of our shippers, who claim to have met with impositions on all hands, viz., short weights on both sides of the Atlantic, undue advantages taken by freight brokers at the seaboard, and buyers refusing drafts in Europe; and when to this is added high inland and ocean freights, there is no profit in paying \$8.50 at interior points and shipping it to England. This week, however, it has been offered at \$8.25, and some claim they can buy at \$8.00 f.o.b. at points, both east and west. The return of a lot of nearly 200 tons shipped to London which has just been received by a western firm, shows a loss of \$225 for short weight alone, although the weights just prior to being put on board vessel at New York tallied exactly with those at point of shipment. The same party complains of a shortage of about 20 tons at this port last fall on a large quantity he sold to shippers here.—Montreal Trade Bulletin.

To test the baking value of a flour, it is, above all, essential to determine what amount of water it will absorb in doughing. Every flour will not "work" in the same way; and there are bakers who only work according to a certain form, and will throw aside flour that is not suitable for that shape of bread, as inferior flour. This will explain why different bakers will obtain different results from one and the same flour. The more water a given weight of flour will absorb in doughing, the higher will it grade in baking value. When dough is exposed to the heat of the oven, a portion of its absorbed moisture will evaporate, and, as water undergoes, on conversion into steam, a large expansion, the dough will be broken up and blown out. A dough that contains a large portion of water, and is elastic, is in a more favorable condition for further expansion and increase in volume than a dough that contains less moisture, and that easily tears asunder.

THE MARKETS.

TORONTO.

There has been no material change in Canadian markets since our last issue. Holders of Ontario wheat are asking and

getting slightly higher prices, and there is a fairly active demand for milling purposes. Family flours are in consequence slightly advanced, with holders not pushing sales. American markets close slightly lower for the week.

FLOUR—Manitoba patents, \$3.70 to \$3.75; strong bakers', \$3.50; white wheat patents, \$3.25 to \$3.40; straight roller, \$2.80 to \$2.95; Ontario family, \$2.85 to \$3.10; low grades, \$2.10 to \$2.25. These prices are in round lots delivered here to the trade.

MEAL—Rolled oats, \$3.85 to \$3.90; granulated and standard, \$3.80 per brl.; corn meal (common), \$3.10; Gold Dust, \$3.25 to \$3.20.

BRAN—Bran still continues in active demand, with city mills selling at \$16 per ton; car loads on track, \$15.50 to \$16 a ton. Shorts are steady at \$17 per ton in small lots, and offering at \$16 per ton carloads in bulk.

OATS—Are strong and in good demand, cars on track selling at 35 to 36c. per bush., while farmers' loads are selling as high as 39 to 40c. per bush.

FEED CORN—50 to 52c. per bush.

BARLEY—Dull, farmers' loads on market selling at 45 to 48c. per bush.

HAY—Prices are unchanged, with local trade quiet, farmers' loads selling from \$8 to \$10 per ton, according to quality, with good timothy baled on track worth \$9.25 to \$9.50, carloads.

STRAW—Demand moderate, with prices unchanged. Quoted at \$5 to \$5.50 for car lots on track; market prices are \$7 to \$7.50 for sheaf.

PEAS—Steady, with sales on the market at 58c. per bush.

MONTREAL.

The stock of flour in store at Montreal constitutes a strong bear argument for the bear element when they begin to discuss statistics. On Saturday last the official figures gave 59,521 barrels, an increase of 4,172 barrels over the stock of the preceding

Why Bother with Selling Substitutes or Imitations, when

- SAPOLIO -

Has stood the test of between 30 and 40 years, and is sold throughout the civilized world as

THE GREAT SCOURING SOAP

It retails at 10 cents, leaving you a fair profit.

GROCERS not having been supplied with iron signs nor advertising matter yet, will please ask their jobbers to have these enclosed with their next shipment of goods, as we gladly furnish same.

Depots at:
Toronto, Ont.
Montreal, Que.
St. John, N.B.

Emil Poliwka & Co.

38 Front St. East, Toronto, Ont.
Canadian Agents.

week, and 16,184 barrels more than the stock for the same week in 1893. It is moving slowly in a local way, the demand being very small. Winter wheat, \$3.60 to \$3.80; Manitoba patents, best brands, \$3.60 to \$3.70; straight rollers, \$3 to \$3.10; extra, \$2.90 to \$3; superfine, \$2.60 to \$2.90; Manitoba strong bakers', \$3.40 to \$3.60; Manitoba strong bakers', best brands, \$3.50 to \$3.55.

Oatmeal is moving out fairly well in a jobbing way at unchanged prices. Standard, bags, \$1.95 to \$2.05; do. brls., \$4 to \$4.10; granulated, bags, \$2 to \$2.05; do., brls., \$4.20 to \$4.30; rolled oats, bags, \$2; do., brls., \$4.20 to \$4.25.

The feed market holds firm under a fair demand and small supplies. Bran, \$16 to \$17; shorts, \$17 to \$18; Moullie, \$22.

ST. JOHN, N. B.

The prospect for better prices in flour have not been so good for a long time. Though prices remain unchanged here, millers are up from 10 to 15c. Hay is lower, with demand light. Oats are easier; that is N. B. oats. Ontario are quoted higher. Beans are easier. Manitoba flour, \$4.40 to \$4.50; Canadian high grade, \$3.60 to \$3.80; medium patents, \$3.50 to \$3.60. Oatmeal, \$3.35 to \$3.45; western grey B. W. meal, \$2.50; cornmeal, \$2.55 to \$2.60; middlings, on track, \$20.50 to \$21; hay, on track, \$12.50 to \$13; oats, N. B., 34 to 35c.; P. E. I., 40 to 42c.; Ontario, 43 to 45c.; beans, handpicked, \$1.35 to \$1.40; prime, \$1.25 to \$1.30; split peas, \$3.75 to \$4.



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

EPPS'S COCOA

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

C. E. Colson, Montreal

There is hardly another Food Cereal in the market which can be used for so many purposes as

CRYSTAL RICE.

CRYSTAL RICE FOR SOUP.
CRYSTAL RICE FOR BREAD, BISCUITS, ETC.
CRYSTAL RICE FOR PUDDINGS, MUSH, ETC.
CRYSTAL RICE FOR OYSTERS.
CRYSTAL RICE FOR OMELETTES, ETC.

Send for sample and Receipt Book. If you prefer order through your jobber.
Crystal Rice is now handled by the wholesale: ade and in all the provinces.

CANADIAN SPECIALTY CO.,

38 Front St. East, Toronto, Ont.,
Dominion Agents

There are 100,000 Qualities of Flour

The Flour Dealer or Grocer who would like a trade that will **STICK TO HIM** must push the **BEST**.

For all purposes

“QUEEN”

IS THE BEST.

M. McLAUGHLIN & CO.

Royal Dominion Mills, TORONTO.

IT IS A TRITE SAYING THAT . .

VARIETY IS THE SPICE OF LIFE

HUMAN NATURE DEMANDS A CHANGE

Give your customers something new in the way of

. . BREAKFAST FOODS . .

By ordering at once

TILLSON'S MOLINA ROLLED WHEAT

E. D. Tilson, Tilsonburg, Ont.

Embros Oatmeal Mills

D. E. ROSS, EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

Ireland's Desiccated

OF EXCELLENT QUALITY
IN ATTRACTIVE PACKAGES.
IT SELLS ITSELF.

3LB. PACKAGES.

1 DOZ. PER CASE.

Rolled Wheat

The Finest Breakfast Cereal Food in the World. Many competitors but not an equal. It's saying a great deal, but it's the truth. Write us for particulars.

The Ireland National Food Co. Ltd., Toronto, Can.

OPERATING The LARGEST and MOST COMPLETE BREAKFAST CEREAL FOOD MILLS in the Dominion

MONTREAL Markets continued

authorities are going to order a strict observance of Lent this year or not. It has been caused by a report from Quebec to the effect that owing to sickness there the regulations of the Church might not be as stringently enforced as usual.

There were five carloads of green fruit, oranges, and lemons auctioned off here on Tuesday last, among the lot the first carload of California oranges offered here this season.

W. T. Costigan, of W. T. Costigan & Co., is in New York at present on a business visit.

Cables to Rose & Lafamme state that there has been an advance of fully 2s. on the best brands of dates. These goods are being offered here at present in round lots at 4½c.

ST. JOHN, N.B., MARKETS.

ST. JOHN, N.B., Jan. 25, 1894.

The improved appearance of THE GROCER is the cause of very many complimentary remarks here. And this new year finds it a more welcome visitor than before. Business here continues quiet. One of the leading brokers mentioned to your correspondent that it was his quietest month for five years. The molasses question remains as last week. Over one hundred packages arrived here from New York during the past week, and a number of lots have passed the Customs, since their attention was drawn to the fact that some parties believed it to be mixed goods; so, as yet, the Government have not decided to take action against it. Its importation has had the effect of keeping the price down. A quantity of good Barbadoes was offered at auction, the other day, and though the quality was A1, but a very small quantity was sold, and that at the very low price of 26½c.

CANNED GOODS.—There is very little demand; prices continue firm, and, during the next month, an increased rate is expected. Corn, 90c.; peas, 90c.; tomatoes, 95c. to \$1.00; salmon, \$1.40 to \$1.45; lobsters, \$1.75 to \$2.10; oysters, \$2.15 to \$2.30; canned beef, \$2.50 to \$2.60.

TOBACCOS.—Prices remain as last week. The McAlpine Tobacco Co. are introducing their Tecumseh chewing tobacco here. Their prices to-day are: Tecumseh, 70c.; Beaver, 64c.; Jubilee, 60c.; Woodcock, 55c. McDonald's prices are: Crown, 44c.; Pilot, 46c.; Index, 45c.; Napoleon, 49c.

SALT—10c bags in barrels, \$3.10; 5c bags in barrels, \$3.25; factory filled, \$1.10; coarse, 50c.

DRIED FRUITS AND NUTS—Currants are being offered in the city cheaper than at any time during the season, that is to the jobbing trade. Prices in New York: Bbls, 1½c; half cases, 1¼c. There are, however, no sales, as stocks here are fairly large, and the season is late. On account of short stocks of raisins in fruit centres higher prices are looked for. There are as yet no new Turkish prunes in this market. Prices to-day: Sultana raisins, 7 to 7½c; Valencias, 4½ to 4¾c; layer Valencias, 5¾ to 6c; London layers, \$2 to \$2.25; prunes, 6¾ to 7½c; Californias, 12½c; currants, bbls., 3½ to 4c; cases, 4 to 5c; dried apples, 6½ to 7½c; evaporated, 11 to 11½c; dates, 5½

to 6c; figs, 10 to 12c; onions, \$2.75 to \$3; bananas, \$1.75 to \$2.25; French walnuts, 11 to 12c; Grenobles, 13 to 15c; almonds, 13 to 14c; Brazil, 15 to 16c; filberts, 10 to 11c; pecan, 12 to 13c; roasted peanuts, 10 to 11c.

SUGAR—Continues to advance and prospects are for higher prices. Merchants here are holding sugar firm. Granulated, 4¾c; yellows, 3½ to 4c; Barbadoes, 4½c; pulverized, 6 to 6¼c; Paris lump, 6 to 6¼c.

MOLASSES—The market here is quiet. Much surprise was felt over the small demand for and low price offered for some Barbadoes offered at auction during the past week. It is expected new goods will soon be to hand, and that buyers are holding off on that account. Barbadoes, best, 31 to 32c; second, 29 to 30c; Porto Rico, best, 35 to 36c; second, 30 to 32c; Antiqua, 29 to 30c; syrup, 30 to 35c.

DAIRY PRODUCTS.—The outlook for cheese is firm, and holders are not pushing sales, feeling that prices must be higher. The stocks here are not large, but the quality of the goods are extra. Butter continues in better demand from week to week. As butter gets scarcer prices advance, and for the best quality 25c is the figure now asked. Strictly fresh eggs are scarce. Cheese, 11 to 11¼c; creamery butter, 25 to 28c; dairy packed, 22 to 25c; store packed, 20 to 22c; eggs, cases, 18 to 20c.

FRUIT.—Apples are in better demand, and, when sound, are bringing good prices. The difficulty is to get sound fruit. Lemons are higher, and so are Malaga grapes. Apples, \$2 to \$3.25; lemons, \$4.50 to \$5; case oranges, \$4.50; Floridas, \$3 to \$3.50 per box; Malaga grapes, \$5.50 to \$6.50; cranberries, \$7.50 to \$8; bananas \$1.75 to \$2.25.

FISH.—It looks as if Lent would find fish high, the small quantity of frozen fish coming forward tending to force up the price of pickled fish. Lobster fishing is now taking the attention of the fishermen. Large cod-fish, \$4 to \$4.20; medium, \$3.40 to \$3.50; haddock and tallock, \$1.80 to \$2; bay herring, bbl., \$3.25 to \$3.50; half bbl., \$1.75 to \$1.85; Wolf Island, \$2 to \$2.25; Shelburne, bbl., \$4 to \$4.25; half bbl., \$2.25 to \$2.50; red scaled, 10 to 11c; lengthwise, 9 to 10c.

PROVISIONS—Two carloads and more of lard were sold in this market during the week, and a good price was obtained. The price was very uncertain, and some pure lard has been offered very low. Clear mess, \$19.50 to \$20; American mess, \$18 to \$18.50; P. E. I. mess, \$17.50 to \$18.50; P. E. I. prime mess, \$15 to \$16; State beef, \$14 to \$14.50; extra State, \$14.50 to \$14.75; pure lard, 11½ to 12c; compound, 9½ to 10½c.

SITUATION WANTED.

YOUNG ENGLISHMAN DESIRES POSITION IN first-class grocery store. P. Webb, 27 McGill St. Toronto. (5)

WANTED—SITUATION BY YOUNG MAN, experienced bookkeeper, and having two years experience in the grocery business. Apply to T. H. Carveth, Box 690, Peterboro, Ont. (4)

BUSINESS CHANCE.

FOR SALE—A STOCK OF GENERAL MERCHANDISE, store, dwelling, and stable, with half acre of land. One hundred yards from Edgar's Station, on the Amherstburg Branch of the M. C. R. R. Fair business and can be increased. Postoffice in connection with the above. Advancing years only cause of disposing of the same. Also cottage and one-fifth acre of land adjoining the above. Address R. Cudmore, Edgar's Mills, P. O. (4)

McALPIN

TOBACCO

Co.

Manufacturers,

Toronto, Can.

To the Trade

All talk about the decline in price of Chewing Tobacco being due to a corresponding reduction in the cost of leaf is misleading and untrue. Leaf, is higher to-day than it has been for five years, and the decline in Chewing Plug is due to competition alone. We believe the retail merchants appreciate this fact and will stand by the manufacturers who have fought the old tobacco monopoly.

McALPIN TOBACCO CO.

BUY

VEGET

FRUIT

Pear

Lakep

"Ke

is our
you bu
Canne
tee of
market
taking
Kent,"
you or

THE KENT

"Je



Buy
Sold by

FO

F. W. H.

BUY RELIABLE GOODS

.. Quality Is Our Aim ..

VEGETABLES:

Tomatoes, Corn, Peas, Etc.

FRUITS:

Pears, Peaches, Strawberries, Etc.

Lakeport Preserving Co.
LAKEPORT, ONT.

THE

"Kent" Brand

is our registered trade mark. When you buy "Kent" Pickles or "Kent" Canned Goods you have a guarantee of getting the BEST on the market. Don't be misled into taking something "just as good as Kent," but insist on getting what you order.

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

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

Bay of Quinte Canning Factories.

PICTON and DEMORESTVILLE.

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

X. L. C. R. SOAP

\$2.25 per 1/2 Gross. For cleaning Silver, Nickel Steel, and Household Utensils generally.

Has no equal in the market.

L. E. LAWSON,
The College Grounds, Adelaide St. West,
TORONTO, ONT

TRY

PHOENIX BRAND

CANNED CORN PEAS TOMATOES.

Factory, Welland, Ont.

W. E. HARDISON, Manager.

SOME PEOPLE BOAST OF THEIR

Imported Pickles and Jams

But if you want a first-class article for less money, try

T. HOSKIN, 535-537 King St. West .. **TORONTO**

"Jersey Brand" Condensed Milk



It is guaranteed Pure and Unskimmed.

An excellent Food for Infants

Buy only the **Jersey Brand** for all purposes. Sold by Grocers. Outfitters and others.

— MANUFACTURED BY —

FORREST CANNING CO.,

HALIFAX, N. S.

F. W. HUDSON & CO., Agents, Toronto.

Keep your

EYE 

on the

and your mind on the fact, that every can of goods put up

by us, has printed in large letters the name describing the contents of the can truthfully, and Delhi Canning Company, Delhi, Ont., which is a guarantee that the contents are just as represented and strictly first-class.

Yours truly,

DELHI CANNING CO.



TRADE MARK

GROCERS AND CHEMISTS.

THE Pharmaceutical Society, says Food and Sanitation, is making a determined effort to secure a monopoly of the sale of patent preparations to chemists alone. We shall be curious to see at what point the Pharmaceutical Society will stop. Already the chemist has encroached upon the physician's domain, and makes his own remedy for every complaint under the sun. He gives medical advice, and charges for it without knowing anything of the healing art. He is a tea dealer who does not understand tea, and an amateur grocer, to whom food qualities are mysteries; he is a mineral water maker and a licensed victualler who gets rid of port that knows no grapes, and Swillsby's clarets, whiskey, brandy, etc. He has a business in which he can sell articles at 500 per cent. or more profit, and he is visited by no Food and Drugs Act inspector, for—thanks to the close corporation that rules his society and watches the pharmaceutical preserves—the British Pharmacopœia is so indefinite that in only about two articles comprised in it, can he be prosecuted for adulteration. The thousands of articles he vends, he can sell adulterated or otherwise, as suits his own sweet will, and no law can touch him. Some 29,000 samples are annually taken under the Food and Drugs Acts, but the drugs only formed 740 of these, and the penalties were only £11 14s. Yet, with the liberty to practice adulteration as he pleases, and thus encroach upon every trade, the chemist and druggist is not satisfied. There is a large profit on patent preparations, and the grocer has been getting some of that profit. The chemist's fingers itch to touch it, and an excuse has been found for him to get a monopoly in it. The Pharmacy Act is invoked, and preparation after preparation wrenched from the grocer to swell the chemist's profits. Statements devoid of one shred of truth are made that it is out of regard for the public safety that grocers must be debarred from vending any patent preparations that contain even the most minute quantities of any poisons. A more impudent untruth for spoliation purposes it would be hard to imagine. Our views upon patent medicines are well-known to our readers. If the Government, for the sake of a small duty, allows them to be sold. then the soothing syrup, the mixture or the infallible specific is, if poisonous, just as deadly when sold by the chemist as by the grocer, and no one can, with a vestige of truth, assert the contrary. If the Pharmaceutical Society were concerned with what ought to be its duty, the stamping out of the sale of quack and useless nostrums; if it busied itself with suppressing drug adulteration, or published a pharmacopœia that was other than a disgrace to science, something might be said in favor of its professions and its attempts to drag the sale of patent medicines away from grocers. Whilst it

SURPRISE SOAP

For the benefit of your customers. For your own profit.
ALL JOBBERS SELL IT.

THE ST. CROIX SOAP MFG. CO.,

Branches :

St. Stephen, N.B.

MONTREAL : 17 St. Nicholas St.

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

WINNIPEG: E. W. Ashley.

permits the most deadly of all fraud abominations—uninterfered-with drug adulteration—that makes impotent the skill of the ablest physician and paralyses his powers, and thrusts the sick into the grave by fraud practised for the sake of gain, any pleas of disinterested regard for the public well-being that it may make should receive scant public support. A patent medicine that contains poison, we repeat, is just as poisonous and just as dangerous when sold by a qualified person as an unqualified one, and the Pharmaceutical Society in attacking the grocer instead of the preparation, shows that it is not public health it hankers after, but the profits to be made out of the sale of patent medicines. Grocers, therefore, should carefully note what preparations they may yet sell without interference by the Pharmaceutical Society, and, if they be wise, will demand that more stringent measures be adopted against pharmacists, who, alone in England, may practice fraudulent and deadly adulteration, without any public analyst or inspector having the power to haul them before the courts and punish them.

TOMATO PACK STATISTICS.

THE large output in 1893 has caused, as we intimated, great surprise. Large as it was it did not come up to the full measure of the preparations made. The acreage was largely increased, but was partially offset by prolonged drouth. The pack in Southern New Jersey was very heavy; probably larger than our returns indicate. In California it was nearly double the output of 1892, as many factories curtailed their pack of fruits. Baltimore city increased its pack very largely. It has been suggested

that last year's pack was underestimated; that the machinery of compilation works better every year, and that some canners are "economical with the truth." Our experience is that packers will not sign a false report, preferring not to make returns rather than to subscribe to a falsehood. There are quite as many factories discontinuing, as new factories reporting. The list of canneries making returns this year is very nearly the same as last.

The course of the market last year and the high price prevailing throughout the planting season, and the unusually heavy sales during the winter, put a double premium on packers increasing the output. The bulk of the stock has passed from first hands. Only about 8 per cent. of the pack made by factories reporting to the Western Packers' Association was in first hands on December 1st, 1893, and in New York State less than 400 cases were held by 36 factories.

It must be borne in mind that canned tomatoes cost consumers more than canned corn or string beans, and quite as much as canned peas and Lima beans, and this affords a choice between vegetables and variety in diet. Years ago the price favored tomatoes against the other sorts of vegetables named.

The stock packed in 1893 is well distributed. So far as packers are concerned, the situation is not in the least embarrassing. As much, however, cannot be said about corn, of which considerable amounts remain with packers, while the jobbers are well stocked. Our report is delayed for want of full returns from one State, and which are daily expected. The output will be considerably in advance of 1892.—American Grocer.

PETTIJOHN'S



CALIFORNIA

BREAKFAST FOOD

3 doz. 2 lb. packages in case.

All Wholesale Grocers sell it.

WRIGHT & COPP, Agents, TORONTO

MACLAREN'S
IMPERIAL CHEESE

4 sizes in Brown Pots

Individual, 2 dozen in case

Small	2	"	"
Medium	1	"	"
Large	1	"	"



WRIGHT & COPP, Agents, TORONTO.

BATTY & CO., London, England.



Pickles, Sauces, Etc.

FOR SALE BY:

TORONTO :
EBY, BLAIN & CO., H. P. ECKARDT & CO., PERKINS, INCE & CO.,
SLOAN & CROWTHER, WARREN BROS. & BOOMER.

MONTREAL :
CAVERHILL, HUGHES & CO., HUDON, HEBERT & CO.
HAMILTON : JAS. TURNER & CO. KINGSTON : A. GUNN & CO
LONDON : FITZGERALD, SCRANDETT & CO.

WRIGHT & COPP, Agents, - TORONTO.

Highland Evaporated Cream

It Pleases the Palate.
Nourishes Babies.

Delights the Cook.
Helps Grocers.



WRIGHT & COPP, Agents - TORONTO

KEEP GOODS IN SIGHT.

A FEW days ago the editor of The Grocer and Country Merchant went into a small town near San Francisco. It is a place he often visits. Recently the proprietor has had the store room greatly enlarged to accommodate a growing business. The goods have always been kept in good order and an attractive appearance has been a characteristic of the place. But with enlarged premises the better display of wares at once arrested attention. The store occupies a corner and both front and side are fitted up with ample window accommodation. The dead walls are fitted with all the shelving they will bear and the center is provided with several stands of various shapes and varying size. All the goods in the store are out in plain sight from the pile of flour sacks in one corner and that of potato sacks in another to the bottle of extracts and other small shelf goods behind the counter. The windows are all filled with all sorts of the nicest things on sale. Everything is classified. Everything is free from dust. Every article looks as if it had but just been unpacked from a case or other original package. There is no appearance of rusty goods, of stuff that has been carried over from year to year for a decade. Then all the goods are marked with selling prices so neatly done that at once the customer can just see what is to be paid for anything needed. With goods that change frequently in values most pains is taken. Fruit and vegetables are all marked so many pounds for 25 cents or 50 cents; or so much per box or basket or sack. In the window bottles of olives, of pickles, of chow-chow, of extracts and all that sort of thing are carefully marked with the price.

A good deal of labour was put upon this stock of goods. But it was labor very well expended. Merchants do not always realize what a comfort it is to customers to be able to look over a number of things this way and see what they are worth without asking the prices. Merchants are handling everything in the store every day and they know what each article is worth. They are prone to forget that their customers buy once a week or so and do not buy some things oftener than once a month, or perhaps once a year. "It is easy to ask." Perhaps it is and perhaps it is not. People often come to a store intent on making a small sum of money go as far as possible. It is more or less embarrassing to some of us to go over a long list and ask the prices of all on it. We do not care to price this basket of peaches and that basket of apples, and this of pears or grapes. We do not care to inquire how many pounds of rolled oats are sold for 50c. and how many of rice for a dollar. When it comes to luxuries, which many of us do not buy frequently, we get a notion they are much more expensive than they really are. On the very occasion we are speaking of the

editor heard a decidedly nicely dressed and intelligent appearing woman exclaim: "Why, see that bottle of olives! Only 50c. I will buy one."

The merchant should remember that the great city bazars get a great deal of their custom by means of their price lists which they send out. When one of these comes through the mails in many instances all the female members of the family and not infrequently some of the sterner sects too may be seen perusing its pages and many are the exclamations of "you can get 10 tins of this, or 13 pounds of that for \$1. That is cheap."

No money and no time is spent to more advantage in the store than that which goes to put in plenty of show window, plenty of shelving, and to putting the prices on goods in figures so plain that they can be read all over the store. Let the customer know what there is to be had and what it will cost and depend upon it your sales will greatly increase. Such a course of itself will steadily draw you new customers no matter what your line of business.

A SUCCESSFUL GROCERY FIRM.

ATLANTIC Weekly: The firm of T. Gentles began business in November, twenty-five years ago, in a small store where the old one now stands. The facilities for trade have been enlarged three times during the past two decades, but still the premises were too cramped. As year after year went by new provision had to be made to meet the demands, and still things were unsatisfactory.

Some two or three years ago it became apparent that some radical changes would have to be made, as the growing business had completely outgrown the establishment. Plans were made for an elaborate extension which would be of a permanent character. The difficulty was in securing a suitable site. After some delay the property owned by T. Gentles, sr., was secured, and the old house then on the ground was torn down. In the early summer work was begun on a new building, which is now complete.

The interior is finished throughout in British Columbia cedar, recently imported by Bently & Flemming, with hard oil finish. The ceilings are panelled diagonally, with heavy mouldings between. The shelving is finished in the same material, and is supported by pillasters instead of the ordinary board division. The counters are works of art, and a credit to the manufacturer. The workmen have so selected the material that a casual observer would at once conclude that walnut or mahogany was used; but the whole is constructed of B. C. cedar, which shows the great value of this wood for finishing purposes. The tops of the counters on the west side and rear are

of plate glass laid on wood. On the east side marble is used, as better suitable for butter, cheese, and meats.

The office is taken from the adjoining side of the old store, and is connected by a handsome door with the main building. Another door at the rear leads into the old back shops and premises. These doors are so constructed that they roll into the partition, and, therefore, take up no room.

In the centre of the back shelving a large and handsome bevelled edge British plate mirror is placed, which gives the visitor an impression that the front store is double its real size.

On each side of the front windows, which are also of plate glass, similar mirrors, but smaller, are placed, greatly improving the appearance of the display and producing a striking effect. The floor is laid with oiled Oregon pine in strips four inches wide. It is practically seamless, and will wear for a lifetime.

After considerable consideration it was decided to light with large and powerful oil lamps, which are found to furnish a brilliancy fully equal to the requirements. They are ornamental, and add to the general appearance.

All the fittings are of the best quality and latest design. The scales have agate bearings, instead of steel, and even the twine holders are nickel mounted and unique in form.

The window furniture will show for itself, as the display is certainly attractive enough to catch the eye of every passer.

Blinds for the whole front were furnished by Holland, which is quite enough to say.

The upper story, together with the former building, will be used for storage purposes, but heavy business, such as feed, flour, fish, etc., will be handled exclusively in the old store, and the old entrance will be utilized. This will enable the proprietors to always keep the new store in first-class condition.

The building as a whole is a credit to the enterprising firm, which has, by close attention to business and square dealing, worked up so fine a trade. It also reflects equal credit on the builder, Mr. A. G. Gates, who has spared no pains to make it what it undoubtedly is, one of the finest grocery stores in Dartmouth or Halifax.

The shelves are filled with a splendid line of brand new goods, specially selected for the holiday trade, and are artistically arranged, making without doubt one of the finest shows of any similar store in the country. Last Saturday the establishment was opened to the public, and intending purchasers cannot do better than read their advertisement in another column and then go over and lay in their supplies. They may be sure of courteous treatment and prompt attendance. We extend our best wishes to T. Gentles & Sons in their new quarters.

Or
For
May



FROM INDIA & CEYLON.

469 ST.

Order your White Spruce

❖ BUTTER TUBS

For delivery in April, ❖ **NOW** ❖ Right Prices.
May or June. Best Goods.

WALTER WOODS & CO.,
HAMILTON, ONT.

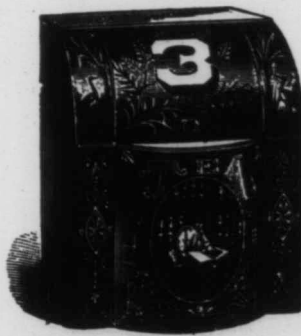


Retailers

Why not brighten your customers' faces these hard times by selling them

BUTTERMILK TOILET SOAP

Best thing in the world for the COMPLEXION.



WE MAKE THE FINEST—

TEA CADDIES IN CANADA

Spice, Baking Powder, Tobacco Tins and Tin Signs
LITHOGRAPHED OR JAPANNED.

In 3 and 5 lb. Lithographed Tea Caddies we can make an original design for each customer.

Try this plan for increasing sales.

Write our nearest house for Prices and Catalogue.

THE McCLARY M'FG COMPANY

London. Toronto. Montreal. Winnipeg.

Grocery, Boot and Shoe Business FOR SALE IN BRAMPTON.

SEALED TENDERS addressed to the undersigned will be received up to 12 o'clock, noon, of MONDAY, THE 1ST DAY OF FEBRUARY, PROX., for the purchase of the stock of Groceries, Boots and Shoes, Wall Paper, Shop Fixtures, etc., of the late WILLIAM KIRKWOOD, amounting to about \$4,500. Stock and stock list may be examined at the premises, Anderson Block, Brampton, any time previous to above date.

Arrangements can be made for a lease of the store premises.

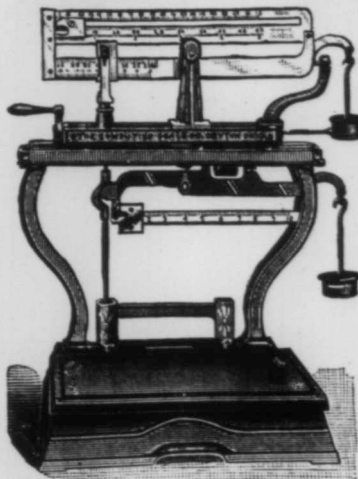
The lowest or any tender not necessarily accepted. References permitted by Messrs. Davidson, Hay & Co., H. P. Eckardt & Co., wholesale grocers, and J. D. King & Co., shoe manufacturers, Toronto.

This is a good chance to secure one of the best paying businesses in Brampton.

R. H. PRINGLE,
Brampton,
Solicitor for Executors.

Medal Awarded at Industrial Exhibition, Toronto, 1893

THE COMPUTING SCALE



THE EIGHTH WONDER OF THE WORLD

IT HAS BRAINS, AND ALL BUT TALKS

CAPACITY, ½ oz. to 100 lb.
COMPUTES FROM 3c. to 60c.

Fry & Trask, 34 Yonge St., Toronto

Canadian Agents for

COMPUTING SCALE CO.

Dayton, Ohio, U. S. A.

FROM INDIA & CEYLON.

TETLEY'S TEAS

IN LEAD PACKETS.

469 ST. PAUL STREET, MONTREAL. or 30 FRONT ST., TORONTO.

YOU LOSE
MORE
THAN WE DO
BY NOT
ADVERTISING
IN THIS
JOURNAL

COSTLY ADVERTISING MISTAKES.

OLIVER WENDELL HOLMES says, "When you have got anything to say, say it." I want to lay bare in this article experiences which cost friends of mine about three hundred thousand dollars—good money that was lost, stolen or strayed at the World's Fair, Columbian, Chicago Exposition.

In the summer of 1892 I noticed that G. A. Sykes, in *Printers' Ink*, vehemently protested against heavy expenditures at the fair. He said in his vigorous manner that a display there would be like dropping a spoonful of ink into the Atlantic, hoping thereby to color the ocean black. He then went on to give the names of advertisers who had tried London, Vienna, and Paris Expositions, as well as experimenters at the American Institute Fair, and a singular unanimity prevailed that exposition advertising was all vanity and vexation of spirit.

However, the Columbian Exposition was on so grand a scale, and had attracted so much attention, that advertisers plunged in medias res, often against their better judgment. Let us hear a few of these costly denunciations against needle-in-a-haystack advertising.

One of the daintiest and most beautiful exhibits was that of Rochester Lamp Co. Here is what a representative of that firm said to me: "We feel disappointed and disgusted over the money we wasted at the fair. Our display cost us fifty thousand dollars, and we might as well have dropped the money into the East River. The amount of money spent in newspaper advertising would have brought us magnificent results. As it is, our newspaper appropriation will be unusually small, and we shall regret it all the winter."

The Edward Ellsworth Co. intended to make a splurge with H-O, and Sweet Clover flour. Their experience with food shows, etc., had made the members cautious, and upon visiting the Windy City, prior to the opening of the show, they decided to step out of it. Subsequent events proved the wisdom of this retrograde movement, and there are large, solid chunks of satisfaction in their Park Place offices now.

Tobaccos were not too heavily represented, but even so, those that were did not show conspicuously in the seething hodge-podge. In fact, none of the exhibits were able to compete with the Midway Plaisance. Mr. J. W. Surbrug exhibited his Golden Sceptre tobacco at a vast amount of trouble and expense, but now regrets the time that was money and the money that was time. "It was a big mistake," he told me, "and a pretty expensive one, but it's of no use crying over spilt milk. Legitimate advertising pays me well, and hereafter I shall stick to the legitimate."

Messrs. Bernheim Bros., of Louisville, Ky., exhibited their celebrated "I. W. Har-

per," Nelson county, Ky., whiskey, with a most picturesque and effective log-cabin display. While the whiskey gained advertising doubtless, it by no means compensated for the outlay of time and money.

One of the Wyckoff, Seamans & Benedict firm said, "If we had depended upon our exhibit at the Fair to advertise the Remington type-writer, we should have been hopelessly disappointed. The returns and publicity would have been almost nil. We worked several schemes, for all that was in them, and we think—we think, mind you—that we may have returns, direct and indirect, somewhat commensurate with the heavy expense incurred. We had Remington machines all over the Fair. The Indian girl, trained as a stenographer, operated a Remington, and the blind asylum exhibit of the State of Illinois used our machines, and so on. Then we gave away maps of the grounds and other things. If there be any good or any virtue in Exposition advertising, it is acquired by supplementing proceedings."

Many manufacturers took floor spaces, hoping to gain awards of merit, and advertise this fact, but even this ray of hope has been cut off, for all exhibits, irrespective of age, sex, or previous condition of servitude, have been rewarded. Thus the awards have been rendered valueless, and many, very many of the large firms formally withdrawn from the "prize contest," refusing to be subjected to the ignominy of an "all prizes and no blanks" system, for the small fry are put on an equality with the large exhibitors, and the first made last and the last first. Besides this, a Chicago friend writes me that two of the judges have been convicted of offering to regulate the calibre of the awards according to the consideration received. This "quid pro quo" offer is the unkindest cut of all.

The Joseph Dixon Crucible Co., the Eisner & Mendelson Co., and the Bovine people are other regretful exhibitors, and the list can be made as large as an Englishman's opinion of himself, besides which, every branch of industry comes in, from whiskey to shoes; medicines to hymn books.

Even the advertiser who gave large contracts for sign advertising are dissatisfied. It is just as easy to count the stars as to remember any one particular thing among the jumble and confusion of the fair. C. S. Houghtaling, the New York sign painter, remarked in this connection, "I refused to do any sign-painting in or near Chicago last winter and spring for it was so overdone. I wouldn't rob advertisers red-handed in this way." Now that Chicago is about to return to its pre-exposition oblivion these signs will be worth less than ever, which points the moral that one loaf for three hundred people is neither "grateful or comforting."

There is an important lesson to be derived from these costly experiences. The road to expositions is paved with good dollars, and circulars are already being sent broad-

cast from other cities and states where fairs are about to be perpetrated, and manufacturers are being given unparalleled and unprecedented opportunities to "advertise."

I don't know any more fitting finale to this little article than old Commodore Vanderbilt's utterance: "Any d— fool can make money, but it takes a smart man to keep it."—Cecil W. Patton in *The Advertiser's Review*.

PROSPECT FOR COFFEE PRICES.

It would seem, remarks *Merchants' Review*, that the present era of high prices for coffee is nearing its end, and that for the next few years much lower prices will prevail. The growing crop of Brazil promises to be larger than an average, and fully 3,000,000 bags larger than the 1893-94 crop, which, however, was a small one, variously estimated at from 4,000,000 to 4,500,000 bags. The latest estimates of the Java coffee crop of 1894-95 agree upon one million and a quarter piculs as about the probable yield, which is about half as large again as the present crop, which, like those of Rio and Santos, was below the average. Reports from other coffee-producing countries of importance are favorable, indicating either good or abundant crops of the berry. While the abundant prospective supply of coffee is partly owing to favorable weather conditions, the production has undoubtedly been stimulated by the high prices of the staple, and the liberal profits that have been realized by the growers.

AIRED HER KNOWLEDGE.

She was a Vassar graduate, and didn't know a little bit about housekeeping when she married her last beau and settled down to domestic life.

Her first order at the grocer's was, a crusher, but that good man was used to all sorts of people, and could interpret Vassar as well as plain English.

"I want 10 pounds of paralyzed sugar," she said, with a business air.

"Yes'm. Anything else?"

"Two cans of condemned milk."

"Yes'm." He set down "pulverized sugar," "condensed milk."

"Anything more, ma'am?"

"A bag of fresh salt—be sure that it is fresh."

"Yes'm." "What next?"

"A pound of desecrated codfish."

"Yes'm." He wrote glibly "desiccated cod."

"Nothing more, ma'am? Here's some nice horseradish just in."

"No," she said, with a sad wobble to her flexible voice; "it would be of no use, as we don't keep a horse."

Then the grocer sat down on a kit of mackerel and fanned himself with a patent washboard. Vassar had taken the cake.

ADULTERATED

TEA IN
serve
the
made of del
Japan tea.
ported is no
tion. Any
demand fo
The inspec
23,000 pac
sequently p
tee provide
are open t
rejection o
Inspector
"The re
not that I
because th
quantities
fore. I th
do this b
20,000 pac
admitted
China are
over as m
chances o
being dor
are as an
shall be k
Chinese t
reputable
celestials,
market v
article.

"Pure
it is call
the adult
posed of
into Gur
tency an
as Cong
Chinese
To the e
pear all
the testin
power, a
surface,
lets are c
stone, a
between
article is
person.

"Som
been rej
spurious
but the
not near

Deale
standar
are satis
nounced
They ha
cate fla
should a
grade t
urge the
would d
leaf, im
make m
on gene

ADULTERATED TEA REJECTED.

TEA Inspector McGay, of this port, deserves commendation and support for the free rejection he has recently made of debased and adulterated China and Japan tea. The average grade of tea imported is not calculated to increase consumption. Any move calculated to improve the demand for fine tea should be encouraged. The inspector, thus far this season, rejected 23,000 packages, of which 5,000 were subsequently passed by the Arbitration Committee provided by the Act of 1883, and 3,000 are open to reversal of decision, while the rejection of 15,000 packages was confirmed. Inspector McGay says:—

"The reason for the recent rejections is not that I have become more critical, but because the Chinese are sending over larger quantities of adulterated tea than ever before. I think that they are emboldened to do this by the fact that, in recent years, 20,000 packages which I had rejected were admitted by arbitration, and shippers in China are consequently disposed to send over as much tea as possible, and take their chances of its being admitted. This is not being done by merchants in this city, who are as anxious as I am that spurious tea shall be kept out of the country, but by the Chinese themselves. I stand between the reputable merchants of this city and the celestials, who would otherwise flood the market with an adulterated and spurious article.

"Pure Pingsuey, or shotty Gunpowder, as it is called, is a very palatable article, but the adulterated stuff that I rejected was composed of exhausted and spurious leaf, rolled into Gunpowder pellets and given consistency and weight by a peculiar paste, known as Congee paste. This is made by the Chinese from Sing Poo mud and rice water. To the eye these pellets of so-called tea appear all right, but as soon as they are put in the testing cup the paste loses its adhesive power, and the Sing Poo mud comes to the surface, creating a peculiar scum. The pellets are colored with gypsum, indigo, soapstone, and silicon. The difference in taste between pure Pingsuey and the adulterated article is apparent to the most inexperienced person.

"Some lots of Japan and Amoy teas had been rejected on account of exhausted and spurious leaf and excess of coloring matter, but the quantity of these kinds rejected was not nearly so large as the Pingsuey."

Dealers can do much toward raising the standard set by consumers. many of whom are satisfied just so long as there is no pronounced objectionable taste in the infusion. They have no appreciation of aroma; delicate flavor. If grocers and tea dealers should advertise and push the sale of high-grade tea with the same persistency they urge the sale of cheap and inferior tea, they would do much to increase the use of the leaf, improve the quality of importations, make more money, and secure a firmer hold on general trade.—American Grocer.

REGARDING COLLECTIONS.

ATHEME oft written upon, yet never exhausted, is the subject of collections, says the Denver Tribune. Its very importance renders it a subject that cannot be considered too frequently. The collection department is to every merchant what the boiler is to an engine; it furnishes steam wherewith to keep the business machinery in operation. Close collections are vital to the success of any house, large or small. To make out bills the first of the month and present them for payment will not suffice. If they are not paid on first presentation call again, and yet again. Keep up the collections at all hazards. Do it systematically, do it with tact and judgment, but be sure that it is done. Don't be afraid of losing patronage; it will be no worse to lose the customer than to lose his book account for goods already sold to and consumed by him. Make a practice of almost enforcing collections, and the result will be most satisfactory. Customers will soon learn that they are expected to pay their bills once a month promptly, and, having paid, they will return to a merchant all the more willingly, because without fear of up-paid accounts—and their purchases will be more liberal, too. We hold it true, that the merchant who does not give strict and regular attention to his collections must and will fail. He will soon come to the end of his resources. He burns the candle at both ends. He is forced to pay high prices for his goods, and high interest for accommodations, and at the same time loses accounts, loses the use of his money and interest

thereon, at the other end of his business. To keep up one's collections is to invite, and generally to achieve, success. Therefore, collect closely and fear not.

Our Patrons

Will understand that as usual we will meet them liberally in sorting for Xmas trade in what they may run short and order by express.

THE
SNOW DRIFT CO.
BRANTFORD

NOTICE.

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

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

Besides their regular brands of Ground Coffee, now so favorably known they quote:
Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c. " " "
" 3 at 30c. " " "
Their Flavoring Extracts are of the choicest quality.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

.. ODART'S SPECIALTIES ..

- HIGH CLASS - - GREAT NOVELTY - - GOOD PROFIT -
ODART'S PICKLE - AND - ODART'S SAUCE
ODART & CO., PARIS, FRANCE, AND LONDON, ENG.

1894

L. CHAPUT, FILS & CIE,
.. MONTREAL ..
WHOLESALE GROCERS
Importers of
TEAS, WINES, LIQUORS, FRUIT, Etc., Etc.
Established 1842

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

THE creditors of W. W. Knapp, the large cheese dealer of Colborne, have been paid 25c. on the dollar in full for their claims.

W. J. Ballentine, grocer, Hamilton, has assigned.

Andrew Somerville, banker, Huntingdon, Que., has assigned.

John Bond, general merchant, Aurora, is asking an extension.

McLean & Forbes, grocers, Moncton, N.B., have assigned.

F. E. Law & Co., commission merchants, St. John, N.B., have assigned.

Appel & Kratzenmier, general merchants, of New Hamburg, have assigned.

James W. Day, general merchant, Parrsboro', N.S., is asking an extension.

Mackay & Co., general merchants, Rat Portage, are asking an extension.

Healy & Carlisle, boot and shoe dealers, St. Catharines, are asking for an extension.

A demand of assignment has been made upon Arthur *Gibb, grocer, Buckingham, Que.

James McCauley, general storekeeper, Mississauga River, has assigned to E. M. Hopkins.

Mrs. M. M. Taylor, grocer, Wallaceburg, has placed her estate in the hands of H. W. Waddell.

G. B. Lindsay, grocer and dry goods merchant, of Hillsburg, has assigned to W. L. Harcourt.

Ganong & Wilson, grocers, St. Stephen, N.B., are offering to compromise at 50c. on the dollar.

Mrs. J. W. Whitman, general merchant, Emerson, Man., is offering to compromise at 50c. on the dollar.

Albert Vipond, general merchant, Hudson, Que., and Vars, Ont., has compromised at 60c. on the dollar.

Edward Elliott, groceries and liquors, Montreal, has assigned, and F. J. Hart has been appointed provisional guardian.

E. P. Crowe, groceries and meats, Halifax, has had his business closed. A. H. Flinn, a grocer of the same place, has assigned.

Edward Elliot, grocer, corner Bleury and Legachetiere streets, Montreal, has filed his consent to assign. His liabilities are estimated at some \$20,000.

Robinson & McKnight, general merchants, Ninga, Man., is asking an extension. E. S. Shearer, general merchant, Rowntwaite, Man., has obtained the desideratum.

R. B. Morison, general storekeeper, of Morriston, has handed over his estate to Mr. W. H. Ayles, bookkeeper of John Macdonald & Co., for the benefit of his creditors. A rough estimate of the assets and liabilities places them both on a parity at about \$6,100.

PARTNERSHIPS FORMED AND DISSOLVED.

John Carswell, general merchant, Douglass, Man., has assigned.

Brown, Adkins & Co., general merchants, Rapid City, Man., have dissolved.

King, Leakey & Co., general store and tobaccos, Calgary, have dissolved. Mr. Leakey continues.

Thomas Fraser & Sons, grocers, New Glasgow, N.S., have registered dissolution, dating from July 22nd, 1893.

Dame E. Precourt and G. A. Duclos have registered a partnership in Montreal to carry on business as tea merchants, etc., under the style of G. A. Duclos & Co.

SALES MADE AND PENDING.

Edmond Gravel, grocer, Montreal, is advertised to be sold out by the bailiff.

The stock, etc., of the Standard Tea Co., Montreal, has been sold to Tees & Co.

The general stock of the estate of P. Murray, Indian Head, Man., is advertised for sale by tender.

The general stock of Mr. R. J. McLaughlin, Wallaceburg, is to be sold by auction on the 29th inst.

The stock of Arsene Crepeau, general merchant, Walton, Que., has been sold at 50½c. on the dollar.

The general stock of McLean, Kingsbury & Irwin, Montreal, has been sold at 50c. on the dollar. J. D. Calborne was the purchaser.

CHANGES.

W. C. McDonald, grocer, Halifax, has sold out.

The business of Michael Rooney, tea, Halifax, has been closed.

C. R. Banting, general store and lumber, Methven, Man., has sold out to Fox & Huggs.

James A. Crooks, grocer, Halifax, has re-

gistered consent for his wife to do business in her own name.

FIRES.

R. M. Griffith, wire manufacturer, Grimsby, has been burned out.

Felix Bragouette, grocer, Montreal, has been burned out; insured.

J. C. Stewart & Co., grocers, Moncton, N.B., have been burned out.

Harper & Webster, manufacturer of boots and shoes, Shediac, N.B., have been burned out.

The stock of H. L. Elliott, general merchant, Melita, Man., has been damaged by fire; fully insured.

Mr. Michel Lefavre, a dealer in wines, etc., in the large warehouse of St. Peter street, Quebec, formerly occupied by A. Joseph & Sons, was partially burned out the other morning.

DEATHS.

Hanford Wothampton, general merchant, Bloomfield, N.B., is dead.

COMMON-SENSE BUSINESS.

An English grocer, remarks a contemporary, asks why grocers in that "tight little island" don't adopt a policy founded on common sense and justice, retail goods at a reasonable profit that will enable them, to their advantage, to employ men well versed in the trade, men who can classify goods, display them well, push them well, and work for their employer's interest arduously and thoroughly, a profit that will enable them to pay their rates, gas, and other necessary items of expenditure that arise, or that will enable them to keep those they love in the position they ought to occupy? Isn't that a pertinent question to ask right here at home? The present system, the cutting-price plan, entails worry, wear and tear of mental and physical faculties, and who receives the benefit? Not the employer, not the clerk, but the public, who doubtless think in their minds what fools you are to be so generous to them and unjust to yourselves.

Do You Sell 

BROOMS ?

We make the best.

Our Brands are all Sellers.

-: THE QUEEN BROOM :-

Is the favorite, and has the largest sale of any Broom made in Canada.

.. THEY GIVE SATISFACTION ..

Taylor, Scott & Co.

TORONTO.

DUST The housekeeper's enemy, cannot always be found with the old-make Broom.

Our Broom has peculiar qualities which enable it to collect the dust and dirt better than anything we have seen in our 30 years' experience.

Values Guaranteed.

Write for Sample order and prices.

The Windsor Patent Brush Co., Ltd.,
SANDWICH, ONTARIO

Young & Smylie's Licorice Leads.

The increasing consumption of Pure Licorice in the Dominion, proves that a good thing is always quickly recognized. Don't forget Y. & S. when getting your Fall supplies.

SEE QUOTATIONS.

THE BEST IS THE CHEAPEST USE.

MORSES
BEST
SOAP
MFG'D ONLY BY
JOHN TAYLOR & CO.
Toronto

PRITHEE PRETTY MAIDEN, PRITHEE TELL ME WHY
ON WASHING DAY SO LAUGHING SHINES THINE EYE?
MY SECRET GENTLE READER MOST EASILY IS GUESSED,
THE ONLY SOAP I USE, IS "MORSES BEST."

Sold by ..
all ..
Dealers
every-
where.



Silver Star . . Stove Polish Has No Equal.

Is put up in two sizes of fancy tin boxes, packed in 3 gross cases, making a handsome package. The sale of it is on the increase. Where once tried, always used. This polish saves labor. It makes neither dust nor dirt. It gives a beautiful bright black polish. No mixing required. Always ready for use. Ask your wholesale or hardware house for it; they all keep it.

The F. F. Dalley Co.
of Hamilton, Limited.

We also make a polish for stove mounter's use; put up in bulk only.

LION "L" BRAND

REGISTERED TRADE MARK.
PURE GOODS.
JAMS, JELLIES, VINEGARS, PICKLES.

The largest factory of the kind in the Dominion.

DIPLOMA AND MEDAL
Toronto Exhibition, 1893.

MICHEL LEFEBVRE & CO., Montreal & Toronto.
Beet Sugar Factory at Berthierville, P. Q.



Samples to be seen at
T. G. WILLIAMSON & CO., TORONTO.

E. BROWN & SON'S, 7 Garrick St., London, England, and 26 Rue Bergefe, Paris.

BOOT PREPARATIONS SOLD EVERYWHERE.			
			
MELTONIAN BLACKING (As used in the Royal Household) Renders the Boots soft, durable and waterproof.	MELTONIAN CREAM (white or black) For Renovating all kinds of Glace Kid Boots and Shoes.	ROYAL LUTETIAN CREAM The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, Etc., Etc.	NONPAREIL DE GUICHE Parisian Polish For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other.

Messrs. SALOMON & PHILLIPS, 33 Spruce St., New York, Sole agents for Canada and U. S. A

The British Columbia Commercial Journal


Is the universally recognized leading trade and commercial paper west of Toronto. As an advertising medium to reach the B. C. trade it cannot be surpassed.

The Commercial Journal is devoted to the Lumbering, Mining, Shipping, Commercial and Industrial Interests of British Columbia. It is found on the counter in nearly every retail store in the Province. To reach the retailer you must advertise in The Commercial Journal.

SUBSCRIPTION \$2.00 PER YEAR.

Advertising Rates made known on Application.

77 JOHNSON ST., VICTORIA, B.C.



MOTT'S
DIAMOND CHOCOLATE
JOHN P. MOTT & CO
HALIFAX, N.S.
ESTABLISHED 1894

IS THE **BEST.**

ASK FOR
MOTT'S

OTHER SPECIALTIES.
NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA

CALLARD & BOWSER'S



BUTTER-SCOTCH
(The Celebrated Sweet for Children).
"Really wholesome Confectionery." Lancet

MEDALS AND DIPLOMAS.
PARIS
SYDNEY
MELBOURNE

ST. JOHN'S WORKS, LONDON, W.C., ENGLAND.

SPECIAL APPOINTMENT, (ROYAL ARMS), TO H. M. THE QUEEN.

ASK FOR, INSIST ON GETTING & USE ONLY
"CLEANLINESS"
NIXEY'S
BLACK LEAD
W. G. NIXEY,
LARGEST MANUFACTURER IN THE WORLD.

THE BEST !!!

GOES THE FARTHEST

By Royal warrant, manufacturers to Her Majesty, the Queen.

Highest Exhibition Honors.

Prize Medal, Chicago, 1893.

The "Most Popular"
BLACK LEAD
The "Most Remarkable"
POLISH

Canadian Representatives:

MR. W. MATTHEWS,
7 Richmond St. East,
Toronto.

MR. CHAS. GYDE,
33 St. Nicholas St.,
Montreal.

This list day. The p lication, a and quanti by retail d of credit. Goods in pay are ger prices. All quot are under Editor, an tored by a bing hous name; th exclude su reliable in

BAI
PURE G
doz in o
4 oz. cans
Dunn's N
Cook's F
Size 1, 11
" 10, 11
" 9, 11
" 12, 11
" 8, 11

EVERY GROCER KEEPS THE BEST



Keen's Mustard

IN SQUARE TINS..

CELEBRATED FOR ITS
UNEQUALLED FLAVOR

When your stock of this every-day seller runs low, make a note of it and order from your wholesaler at once. . . .

CURRENT MARKET QUOTATIONS

Toronto, Jan. 25, 1894

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

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

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

BAKING POWDER.

PURE GOLD, per doz	
5 lb. cans, 1 doz. in case	19 80
4 lb. cans, 1 doz. in case	16 00
3 1/2 lb. cans, 1 and 2 doz. in case	10 50
16 oz. cans, 1, 2 and 4 doz. in case	4 60
12 oz. cans, 2 and 4 doz. in case	3 70
8 oz. cans, 2 and 4 doz. in case	2 40
6 oz. cans, 2 and 4 doz. in case	1 90
4 oz. cans, 4 and 6 doz. in case	1 25
Dunn's No. 1, in tins	2 00
" " 2	75
Cook's Friend—	
Size 1, in 2 and 4 doz boxes	\$2 40
" " 10, in 4 doz boxes	2 10
" " 2, in 6 "	80
" " 12, in 6 "	70
" " 3, in 4 "	45



Pound tins, 3 doz. in case	3 00
12 oz tins, 3 doz in case	2 40
9 oz tins, 4 "	1 10
5 lb tins, 1/2 doz. in case	14 00
No 10-4 doz cases	80 75
1-lb. 3 doz cases	1 20
No 1 (14oz) 2 doz case	1 80
1-lb. 2 doz in cases	2 00
3-lb. 1/2 doz. in cases	5 75
5-lb. 1/2 " "	9 60
5-lb. 1/2 " "	9 60
DIAMOND—1 lb. tins, 4 doz cases	0 67 1/2
" " 1 lb. " 3 " "	1 17
" " 1 lb. " 2 " "	1 98

OCEAN WAVE

No 10-4 doz cases	80 75
1-lb. 3 doz cases	1 20
No 1 (14oz) 2 doz case	1 80
1-lb. 2 doz in cases	2 00
3-lb. 1/2 doz. in cases	5 75
5-lb. 1/2 " "	9 60
5-lb. 1/2 " "	9 60

BISCUITS.

TORONTO BISCUIT & CONFECTIONERY CO

Abernethy	8 1/2	Oyster	6 1/2
Arrowroot	10 1/2	People's Mixed	10
Butter	6	Pie Nic	09 1/2
" 3 lbs.	90	Prairie	8
Cabin	7 1/2	Rich Mixed	14
Cottage	8 1/2	School Cake	11
Digestive	8	Soda	6
Daisy Wafer	16	" 3 lb.	20
Garibaldi	9	Sultana	10
Gingerbread	10	Tea	10
Ginger Nuts	10	Tid Bits	9
Graham Water	09	Variety	12
Lemon	10	Village	7 1/2
Milk	9	Wine	8 1/2
Nic Nac	12		

BLACKING.

Spanish, No. 3	4 50
" " 5	8 00
" " 10	9 00
Japanese, No. 3	4 50
" " 5	7 50
Jaquot's French No. 2	3 00
" " 3	4 50
" " 4	6 00
" " 5	9 00
" 1-gross Cabinets, asst.	7 50
Egyptian, No. 1	9 00
" " 2	4 50

F. G. FRENCH BLACKING.

per gross	
No. 4	\$4 00
No. 6	4 50
No. 8	7 25
No. 10	25
F. G. FRENCH DRESSING	per doz
No. 7, 1 or 2 doz. in box	\$2 00
No. 4	1 25

BLACK LEAD.

	London	Canada
Refined in 1d, 2d, 4d. and 1a. packages, (9 lb. boxes)	7s 6d	\$2 25
Jubilee in 1oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d	9 00
Silver Moonlight, Plum-bago Stove Polish (13 1/2 lb. boxes)		
6 1/2 lb. in large 1/2 pkts, 1 gross	4s 3d	1 50
13 lb. in large 1/2 pkts, 2 gross	8s 6d	3 00
13 lb. in large 1d. pkts, 1 gross	7s 6d	2 50
13 lb. in large 2d. pkts, 1 gross	7s 6d	2 50
Reckitt's Black Lead, per box	1 15	
Each box contains either 1 gro., 1 oz.; 1 gro., 2 oz.; or 1 gro., 4 oz.		
Per gross		9 00
Silver Star Stove Paste		

BLUE.

	Per gross
"Soho Squar" in 8 lb. boxes, of 16x6d boxes, London	6s 0d
"Soho Square" in 8 lb. boxes, of 16x6d. boxes, Canada	\$2 25
"Cervus" bag blue, 1 size	2 50
" " "	1 25
Reckitt's Pure Blue, per gross	2 10

KEEN'S OXFORD.

per lb	
1 lb packets	0 17
1/2 lb "	0 17

KNIFE POLISH.

	NIXEY'S
"Cervus" boxes of 1 doz.	
6d London 3s., Canada, \$1 15	
"Cervus" boxes of 1 doz.	
1s London 6s., Canada, \$2 30	
For 5 gross and upward	

CORN BROOMS.

CHAS. BORECKH & SONS, per doz net.

Carpet Brooms—	
"Imperial," ex. fine, 8, 4 strings	\$3 65
Do. do. 7, 4 strings	3 45
Do. do. 6, 3 strings	3 35
"Victoria," fine, No. 8, 4 strings	3 30
Do. do. 7, 4 strings	3 10
Do. do. 6, 3 strings	2 90
"Standard," select, 8, 4 strings	2 90
Do. do. 7, 4 strings	2 75
Do. do. 6, 3 strings	2 60
Do. do. 5, 3 strings	2 40

CANNED GOODS.

	Per doz
Apples, 3's	\$0 95 \$1 00
" " gallons	2 10 2 30
Blackberries, 2's	1 75 2 00
Blueberries, 2's	1 00 1 10
Beans, 2's	0 85 0 95
Corn, 2's	0 80 0 85
" Epicure	1 15
" Special Brands	1 40 1 50
Cherries, red pitted, 2's	1 85 1 90
Peas, 2's	0 90 1 00
" Sifted select	1 40
Pears, Bartlett, 2's	1 75
" Sugar, 2's	1 50
Pineapple 2's	2 25 2 75
Peaches, 2's	1 85 2 10
" 3's	2 85 3 00
" Pie, 3's	1 85 2 00
Plums, Gr Gages, 2's	1 50 1 60
" Lombard	1 50 1 60
" Damson Blue	1 50 1 60

THE ST. LAWRENCE SUGAR REFINING CO'S
 GRANULATED,
 YELLOWS
 and SYRUPS
 ARE PURE.

NO BLUEING Material whatsoever is used in the

Manufacture of **OUR GRANULATED**

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

MANUFACTURERS OF REFINED SUGARS OF THE WELL-KNOWN BRAND

Redpath

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

- Lump Sugar**, in 50 and 100 lb. boxes.
"Crown" Granulated, Special Brand, the finest which can be made
Extra Granulated, very Superior Quality.
"Cream" Sugars, (not dried.)
Yellow Sugars of all Grades and Standards.
Syrups of all Grades in Barrels and Half Barrels.
Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

Pulse

TORONTO

Canada's

FORTY

Others have

Why don't you

Write for

SH

FAC



WALTI



on each of

BREAK
 PREMI
 GERMA
 VANILL
 COCOA

For "pu
 flavor," and

SOLD

W. BAKER

Branch

THE CANADIAN GROCER

Central Business College

TORONTO AND STRATFORD.

Canada's Greatest Business Schools.

FORTY DOLLARS invested in a first-class business education will produce highly satisfactory results.

Others have found it a paying investment. Why don't you try it?

Write for catalogues.

SHAW & ELLIOTT, Principals.

FAC SIMILE OF PACKAGE



WALTER BAKER & CO.

The Largest Manufacturers of

Cocoa and Chocolate

IN THIS COUNTRY, have received from the Judges of the

World's Columbian Exposition

The Highest Awards

(Medals and Diplomas)

on each of the following articles, namely:

**BREAKFAST COCOA,
PREMIUM NO. 1 CHOCOLATE,
GERMAN SWEET CHOCOLATE,
VANILLA CHOCOLATE,
COCOA BUTTER,**

For "purity of material," "excellent flavor," and "uniform even composition."

SOLD BY GROCERS EVERYWHERE.

W. BAKER & CO., Dorchester, Mass. U.S.A.

Branch House, 6 Hospital St., Montreal.

Enquiries will reach you for the following:

IDEAL FOODS FOR INFANTS

Milk Granules

The Perfect Equivalent of Mothers' Milk.

Milk Granules With Gereals

The public want these goods. Order through your Wholesale House or direct from

The Johnston Fluid Beef Co.
MONTREAL.



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

EVERY CAN WARRANTED.

We are also packers of the well and favorably known brands of BEAVER, COLUMBIA and TIGER, all guaranteed prime Red fish.

ALL LIVE GROCERS KEEP THEM.

J. H. TODD & SON,
Victoria, B.C., Owners.

AGENTS—Stanway & Bayley, Toronto, Agents for Ontario.

W. S. Goodhugh & Co., Montreal.
Tees & Perse, Winnipeg.

CHARLES F. CLARK, EDW. F. RANDOLPH
PRESIDENT, TREASURER.

ESTABLISHED 1840.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY, PROPRIETORS.

Executive Offices, NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States, Canada, the Argentine Republic, Australia and in London, England.

The Bradstreet Company is the oldest and financially the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE 36 Front St. East and 37 Wellington St. East.
THOS. C. IRVING, Superintendent.

THE Oakville Basket Co.,
MANUFACTURERS OF



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

For sale by all Woodenware Dealer

Oakville, Ont.

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,
H. A. Nelson & Sons, Montreal.



Dominion Clothes Pin

They are the Best.
Send for Prices in Case Lots.

C. C. BROWN,
DANVILLE, QUE.

**ORDER
IVORY BAR
SOAP**

THE MOST DELICIOUS SAUCE
IN THE WORLD.

Yorkshire Relish.

ENRICHES HOT
JOINTS, STEWS, & BLENDS
ADMIRABLY WITH ALL GRAVIES.
DELICIOUS TO CHOPS,
STEAKS, & C.

SOLD
EVERYWHERE.

— PROPRIETORS. —

GOODALL, BACKHOUSE & CO.
LEEDS, ENGLAND.

C. H. BINKS & CO., Montreal, Agents for Canada.

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

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

New Year New Goods

Our Salesmen are out with



- NEW TOILET WARE
- NEW DINNER WARE
- NEW WHITE GRANITE
- GLISTENING CREAM For FURNITURE
Best thing made for polishing up at house cleaning time.
- ZENITH STAIN KILLER
The universal spot-knocker.
- INSTANT CROCKERY MENDER
Mends solid as a rock.

And a full line of other goods.

Write for Prices.

GOWANS, KENT & CO. - TORONTO and WINNIPEG.

GROCERY BROKERS

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

AGENTS FOR
THE ST. LAWRENCE SUGAR REFINING CO.,

Oakey's 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for
Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,
Manufacturers of Emery, Black Lead, Emery and
Glass Cloths and Papers, etc.
Wellington Mills, London, England

REPRESENTATIVE IN CANADA:
JOHN FORMAN, 18 St. Alexis St.,
MONTREAL. sp

HYDE PARK. ATHLETE. PURITAN. DERBY, SWEET SIXTEEN CIGARETTES.