

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$2.00 PER YEAR

VOL. V.

TORONTO, SEPTEMBER 11, 1891.

No. 37

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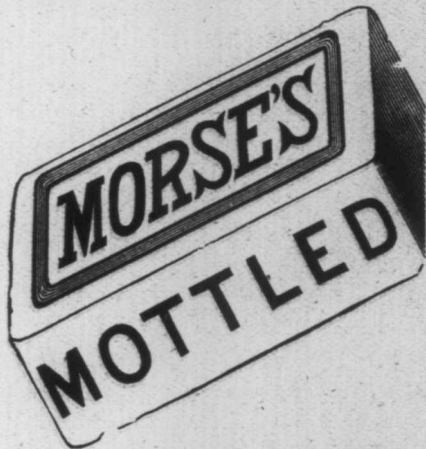
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and General Storekeepers.

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

THE J. B. McLEAN PUBLISHING COMPANY,
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AND
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SPECIAL TO OUR READERS.

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

Price-cutting may be prompted by aggressiveness or by self-defence. When the latter is the motive which leads to it, extenuating circumstances may be allowed to moderate the judgment that is pronounced on the general practice. But the difficulty is, that what is an effect becomes in turn a cause, and a cut which begins at one end of the street will run to the other, each addition to the cutting series pleading the irresistible example of his neighbor as his justification. The evil cannot be isolated. No cordon can be drawn around the infected district. One who is forced to price-cutting as a means of holding his own has to do it, but he ought to be sure first that he is forced. He must realize that he is helping on a general pell-mell in local business by the step he is taking to meet prices initiated by a cutting trader. To plunge the whole trade of a town into a state of demoralization is what no clear-headed, scrupulous, substantial business man will help to do unless driven by necessity, which knows no law.

* * * *

The man who is provoked to a contest in price cutting is usually in a position different from that of the trader who brings on

the contest in this respect: that the former has everything to lose, the latter everything to gain. The trader who begins a cut usually does so because he lacks customers, and resorts to an attack upon profits as a means of getting customers. His neighbor in the same trade has customers. The lowering of prices on the part of two such dealers is for the purpose of gaining customers on the one hand and that of saving customers on the other. With the one there is no risk, with the other there is the risk of losing his customers. It is this consideration which leads the legitimate, stable trader to take a hand in a cutting game that is inaugurated by his neighbor. He does not want to see his opponent get that which the opponent really needs to make competition a spirited thing between the two, namely, custom. The custom which years of square dealing has attached to the one store must not be let shift to another which makes a single momentary and not over scrupulous effort to get it. Once that custom becomes divided then the advantage of an established connection is lost, and the conditions of rivalry are equalized. To keep his customers a trader must be as adventurous as his rival who lacks customers.

* * * *

The established trader is in a better position than the one who seeks to get himself established. The former can choose between losing his profits or losing his customers. One is likely to be only a temporary loss, the other a more or less permanent one. The customers he must aim to retain. They must not be allowed to go. As long as they are kept there is business being done, and the more there are of them the greater is the quantity by which the small margin is multiplied. A profit, no matter how large, is no good without customers. There is no such thing as profit without customers. It is plain, therefore, that the maintenance of prices in the face of close competition which

narrows the margin of profit is an impossibility. Fire must be fought with fire. The main object of self-defence in such a struggle is to suppress the enemy in as short a time as possible. This can be done only by cutting off his supplies, by diverting all the money possible from his store into yours.

* * * *

Dull times often act as an irritant to traders' price-cutting propensities. Such traders may have their share of the business that is going, but they want more. They send round a boy to a competitor to buy a few pounds of currants, or this or that, the boy doing the business in the name of a consumer. The price is noted and immediately a campaign is started with this particular commodity or article as a leader. This is expected to liven up trade. Such an expectation is illogical, as it neglects the consideration that the other man will lower his prices as well, and hold all he held before. It is like the case of the old man who felt that the steps of the stairs he had to climb every night were too far apart. He accordingly laid a piece of two-inch plank on each of them. He didn't take account of the fact, that although each lower step was brought two inches closer to the one above it, the latter was brought two inches farther away. In the same way, the price cutter neglects to notice that though he moves a cent or two closer to the custom of his rival, the latter moves it a cent or two further out of harm's way. Price-cutting is a game, and two can play at it. And the element of bluff is not lacking to it. The man who begins it is usually not hard to outstay, if his antagonist have plenty of heart in him. The price-cutter wins where his opponent's spirits collapse under the worry of the continuous onslaught upon prices. The price-cutter goes to pieces when his opponent cheerfully follows him in every reduction.

THE EXHIBITION.

It needs but continued good weather to make the Industrial Exhibition now in progress the greatest that has yet been held in Toronto. Every year of course is marked by spontaneity on the part of exhibitors, who are moved to ask for space long before the fall yield is a reality. The exhibition is therefore always a full one, but this year it is a richer one, in natural products at all events, than it has been for years. A bounteous crop has been taken safely off, and the pick of field and stall ought to make a fine show this year.

Handiwork, mechanical skill and physical power will do their share, with better heart this year than they have for a long time past, as nothing stimulates the industrial forces like material wealth. Useful arts that are the most remotely connected with natural production, reflect the agricultural prosperity of the year. And there will be a large business done on the grounds. Industries will start when the Exhibition is closed, markets in this and that commodity will open, all because of the demand whose measure will be taken for another year by observers, who are on the ground. The business booked on the ground will undoubtedly be large in many lines. Never, possibly before, was the Industrial Exhibition a better advertisement, not only of the things exhibited, but of the general state of the country. The press cannot have too much to say to spread the fame of it everywhere. It is such accounts that bring immigrants to the country. Reports of the exhibition are worth tons of Christmas Number and Ice Palace literature, as the latter tend to drive people out of the mind to come to Canada, where eternal frost not abundance, seem to be the ruling condition. This year's exhibition is a great note of progress, which needs to be repeated as often as possible and made the most of to repair our census returns. It is not merely a great spectacular effect. It is a great trading occasion. It is a Fair. Men from other countries are here with specimen wares, and to look at specimen wares with a view to exchange with us. Every trader ought to give himself a holiday or two and spend it in the midst of the great throng of sights and people. When in the city old friends or new, will, we hope, find time for a call on THE GROCER.

THE PEDLARS' BY-LAW.

The grocers of the city are not detectives, nor should they have to be informers. The civic authorities have no right to make the grocers the guardians of the by-law which regulates pedlars' traffic on the streets. That by-law is the same as any other. The transgression of it should be almost an impossibility. There is nothing covert about the business done by the pedlars. It is carried on in the light of day, and every pedlar is required to show his badge when

asked. Nor is there anything complicated about his privileges, to make it difficult for a policeman to decide whether the man professing to be a pedlar of a certain class of license is or is not such a pedlar. The duty of the police is simple enough in the matter of the pedlars. Why should they be exempt from any obligation to do that duty? It seems to be assumed by the Council, that because the grocers are the most directly concerned in having the peddling trade regulated, the grocers may be depended on to see that the by-law is carried out strictly. But that is a wrong idea. Not only does it put a duty on citizens for which officers are paid, but it tends to establish strife between two particular classes of citizens. The police should be instructed to challenge the pedlar's license in every case where suspicion of irregular trading appears to be reasonably well-grounded.

FARMERS VS. MERCHANTS.

"Observer" writes as follows in last week's Bruce Telescope: I may premise that I am not a merchant, nor are any of my relatives. I have not one cent invested directly or indirectly in storekeeping; my judgment is not swayed by fear of any personal loss or hope of personal gain, but having lived more than half a century in this world, having travelled considerable, read much and mixed with business men of all professions, and in mercantile matters my relations with business men have enabled me to look behind the screens, and I must confess my astonishment that some honest farmers do not use their intelligence but allow "organizers" to dupe them by railing at what they call the monopoly and oppression of the merchants. Take away the fat living from those organizers of 'Patrons of Industry' and the voices of those self sacrificing 'benevolent gentlemen' will be silent about those 'enormous profits' 'crushing combines' of merchants 'grinding the life out of the farmer by their extortion' and one hundred and one et ceteras in the adjective line.

Hunt's Merchants' Magazine—perhaps the most reliable authority upon the subject—published a few years ago mercantile statistics collected for the preceding 50 years from the most accurate sources in America, which showed that out of every hundred persons engaged in mercantile pursuits, ninety were financially ruined; 5 per cent., that is 5 out of each hundred made a mere living, and the other five made an independent fortune. And later than this that 'mercantile prince, the late Senator McDonald of Toronto, than whom a better authority could not be cited published an essay in which he places the successful merchants lower than the above calculation 2½ per cent., I think.

Let any of our intelligent farmers who have lived fifteen or twenty years in this section just run over in his recollection the dif-

ferent persons who during that time have been engaged in mercantile life in Walkerton, and they are many in number, and there is not a single one now in mercantile business here who was in that business twenty years ago, except F. Guggisberg, and ask himself who of those has made a fortune by store keeping—and the echo of his voice will answer "Who?"

I will venture to extend the investigation during the same period to any town or village around us, and the result will be that for every one who has made his fortune in the business more than ninety have failed.

Then dear farmers—let your own observation and common sense teach you rather than listen to some double-barreled orators gasconading the country enriching themselves by duping you into the belief that the merchant who asks more than 12 or 14 per cent. on invoice prices on any goods is robbing you.

Robbery indeed! Merchants would be glad to sell at less than 10 per cent. profit if there were not enormous losses by the miserable credit system or losses by perishable goods, or losses by changing fashions.

A merchant in this town the other day showed me an article of lady's dress in millinery which cost him \$3, now out of style, and he is offering it for 25 cents, and he has many other articles upon which he would be glad to realize "cost," yes, one-half of cost if he only could find customers.

If any one should profess to sell all articles to the patrons slightly above cost—then watch and wait and—you will see.

"I speak as to wise men. Judge ye as to what I say."

THE B. C. CANNING CO.

The third ordinary general meeting of the British Columbia Canning Company, Limited, was held at Winchester House London, Eng., recently, under the presidency of Mr. J. H. Brodie, who in addressing the meeting said that the catch of 1890 had been very satisfactory and the directors were able to recommend a very substantial dividend. Their agents who had visited all the canneries reported everything in a most satisfactory condition. They recommended some little improvements, and also advised the purchase of another small property in the Rivers Inlet, which they had agreed to do at a cost for the whole property and improvements of some £250. They had taken up some 1,500 to 2,000 acres of timber land, which has been very judiciously chosen. The sum of £200 was to be expended in building another wharf on the Naas. A new steamer has been purchased for the Skeena. The prospects for the present year were most bright.

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

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

TORONTO RETAIL GROCERS' ASSOCIATION.

The September meeting of the Toronto Retail Grocers' Association was held on Monday evening in Richmond Hall. It was 20 minutes to 10 before a quorum assembled.

The following members were present: Messrs. Barron, Mills, Gibson, Thackray, Binne, McCulloch, Sykes, Sinclair, Clarke, Jones, Booth, Williamson.

President Barron was in the chair.

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

The only officer absent was one member of the executive committee.

A SICK COMMITTEE.

Mr. Gibson moved, in accordance with a notice of motion given at the July meeting, that the constitution be amended so as to provide for the appointment of a sick visiting committee. Mr. Clarke seconded the motion, which was carried.

Mr. Gibson then moved, seconded by Mr. Mills, that, by virtue of this amendment to the constitution, the president be empowered to nominate monthly three members of the executive committee to serve as sick visiting committee, whose duties shall be to call upon any fellow-member who is laid up, and assist in the management of his business, etc.—Carried.

DELINQUENT OFFICERS.

The notice of motion, given at the July meeting, for the purpose of amending the constitution to enable the Association to deal with cases of continued absence of officers from the monthly meetings, was not acted upon, as it was found that the constitution needed no amending in this respect. A by-law was turned up, which ruled that any office would become vacant at the end of any three consecutive months of absence from the meetings on the part of the person elected to that office.

Mr. Mills moved, seconded by Mr. Jones, that Mr. Donald's attention be called to the article of the constitution relating to the above matter, and that he be informed that some notice of his absence from the meetings has been taken by the Association.—Carried.

NEW MEMBERS.

Mr. Williamson proposed ex-Ald. Booth of Parkdale.

Mr. Gibson proposed Mr. Snow and Mr. Mulqueen.

COMMUNICATIONS.

Mr. John R. McDonald wrote from Sand Point asking for information, by-laws, etc., as a basis on which to establish an association in his district where cutting is rife.

Mr. E. Sutton, Secretary of the London Association, wrote expressing regret that the London grocers had chosen the same day for their pic-nic as the Toronto grocers had for theirs.

Mr. H. T. Barker wrote from Stratford for constitution and other information, organize an association upon.

Mr. W. L. Scott, secretary of the newly formed Stratford Association, wrote asking for

information concerning the handling of dead beats, and whether a secretary should or should not be selected from the trade.

The following letter came from Mr. James Egan the secretary of the St. Thomas Association:

TO JOHN F. THACKRAY, ESQ., Toronto.

DEAR SIR,—At our regular meeting Monday, July 27th, resolutions were unanimously passed heartily endorsing the letter which appeared in the CANADIAN GROCER of July 10th, from the Windsor Association, in the stand they have taken against hawkers of tea, etc., and we intend to do all in our power to abate the pedlar nuisance. We also approve of a general convention of retail grocers.

I am, yours truly,

JAMES EGAN, Secy.

Upon the motion of Mr. Clarke, seconded by Mr. Mills, these communications were received.

ACCOUNTS.

An account of \$9.75 for rent, and another for \$4.66 for postage, etc., to call meetings, were passed upon the motion of Mr. Jones, seconded by Mr. Gibson.

THE PIC-NIC REPORT.

Mr. Mills reported that the pic-nic committee had not met yet and asked that auditors be appointed, so that the whole matter might be closed up at next meeting.

Mr. Clarke, seconded by Mr. Williamson, moved that Mr. Jones and Mr. Mark McMillan be appointed auditors.—Carried.

THE PEDLARS.

Mr. Williamson reported that he and Mr. Mara had called upon the Mayor to urge the thorough enforcement of the pedlars' by-law; that his worship had recommended the placing of the matter before his attention in the form of a letter written by the secretary, asking that more assistance be given Inspector Awde to carry out the by-law. Then the matter of authorizing the police to look after pedlars could be considered by the council and the markets and health committee.

Mr. Gibson objected to more help being given to Inspector Awde. It ought to be the duty of the police without any special by-law. It was thought to be the business of the police to protect all laws. If some despatch were not shown, he would advise that the police commissioners be directly communicated with.

Mr. Clarke felt the new by-law relating to public harangues was identically on the same footing as that relating to pedlars; yet the police did not look idly on at the former being violated.

Mr. Mills moved, seconded by Mr. Williamson, that the secretary be authorized to write to the Mayor to ask that the enforcement of the pedlars' by-law be looked after by the police.—Carried.

THE CONVENTION.

Mr. Mills reported that the committee had considered that common action should be prepared for by a preliminary meeting of the executive committees of leading associations, those of Toronto, Hamilton and London

were named, to decide upon questions for discussion. The Hamilton association was written to concerning this proposal, and Hamilton was mentioned as the best place to meet, as it would be a compromise between Toronto and London. The Hamilton body considered the matter and replied, apparently with the idea that Toronto was to be the place of the preliminary meeting. In other respects the Hamilton association was acquiescent.

Mr. Gibson, seconded by Mr. Williamson, moved that the secretary write to the Hamilton Association, asking the latter body to arrange with London what day both can send their executive committees to Toronto, as any day will suit the Toronto Association, provided 24 hours' notice be given.—Carried.

The meeting then adjourned.

NOTES.

President Barron looked well in a new suit, the ample checks of whose tartan pattern needed but the signature of the wearer to make them as good as currency of the realm.

Vice-President Gibson suggests that grocers who consider the present membership fee too high be admitted free, and that a chromo be given to each as a mark of the association's gratitude to them for connecting themselves with it.

Mr. Clarke and Mr. McCulloch were publicly complimented for being the fathers of the babies who took the two best prizes given at the Hamilton pic-nic.

The gentle undertone of Mr. Booth still discoursed of fish taken in Muskoka lakes. His voice fell almost to a whisper as he told how he shrank amid the shrubbery, while from his garments, propped up on stakes, steamed the moisture that the lake had soaked them with when he was in them.

The word "boodle" is getting into the usually undefiled English of Mr. Sykes. "Public service public manners breeds." Mr. Sykes is the witness who gave no evidence before the Public Accounts Committee at Ottawa, and altogether for the reason that he was not a certain other Mr. Sykes.

When the "late treasurer" is spoken of no one thinks for a moment that Mr. Williamson's predecessor in office is meant. The phrase labels a treasurer whose beaming presence is first felt at about 10 p. m.

The mills of the gods grind slowly, but they may be said to have a gait on in comparison with the President's gavel.

The Hamilton Retail Grocers' Association discussed an old grievance on the evening of the 1st inst., that of wholesalers selling to friends, and thus depriving them of business. The practice they say is general, and it has a bad effect upon their trade. A notice of motion that the association formally declare against it was tendered and will come up at the next regular meeting. The subject of giving Christmas presents will also be discussed and the discontinuance of the practice suggested.

IGNORANCE IN REGARD TO TEA.

It is astonishing how few there are in this country, comparatively, whether dealer or consumer, who know anything about the quality and value of tea. In England, when it comes to tea—and they have it there down to a science—it is an exception, and not the rule, when either the seller or purchaser is not fully posted as to both quality and value. But in the United States it is just the reverse and it is a rare thing when the consumer is able to judge good tea from bad, and it is still rarer when the dealer knows anything about it. As a rule, the consumer is a better judge of tea than the dealer, singular as that may seem; and, what is still more remarkable a better grade of tea for less money can be bought at a gift-enterprise tea store than can be bought from the average grocer. The reason for this latter is, however, obvious, for the man who deals in tea usually knows his business, and, being a competent judge of grades and values, he can, by reason of his knowledge, buy a better article than the average grocer, and for much less money. He can, therefore, well afford to give a cup and saucer, costing six or eight cents, with a sixty cent pound of tea. This is all wrong. It is the grocer who should have the best tea and it is he who should be able to sell it for less profit. The trouble with the grocer is, he pays too little attention to this all important article. If the grocer will give less time to flour and pork, and more to selecting his teas, he will find that he is not only making more money on that article, but is giving general satisfaction to his customers, and constantly adding to his trade. For if a grocer keeps good tea and sells it at a fair price, this, more than all the sugars at cost or below the price cutting generally, will advertise the grocer and prove a profitable trade winner.

The gift enterprise tea store must make large profits, for it all comes out of tea, which must not only yield the proprietor a good profit, but must pay for the crockery and chromos. It is often wondered how it is that these combination stores can continue to do business, multiply and prosper, when the legitimate merchant sometimes finds it a hard matter to make both ends meet. It is all very well to decry these "fake" establishments, as they are called, but there is a good and valid reason why they exist and thrive. It may be a surprise to some, but these gift stores are patronized quite as much by those who care nothing for chromos, etc., as by those who do. It does not take the housewife long to find out where to get a good article of tea, and once satisfied on that score, she will continue to purchase her tea of the man who keeps a good article and sells it at a reasonable price.

The truth of what is here stated will doubtless be called into question, but it is nevertheless a fact. It is the experience of a great many others. As may be supposed,

this is not written in the interest of the gift enterprise store, but for the sake of the grocer. Let this be a note of warning to those who need it, and there are thousands of grocers throughout this country who do need such advice. The only remedy the grocer has in the premises, and one that he can speedily apply with profit, is to make purchases of tea from those only who understand their business and who conduct that business in an honest and legitimate manner. Steer clear of the impostor who would delude you into believing that he has "great bargains in teas, etc." It is these fakes and manipulators of grades and prices who are, after all, the ones to blame for the wretchedly trashy stuff on the market that is sold under the guise of "the very best." Let the grocer make a specialty of his teas, and he need not fear the "competition" of his price-cutting neighbor at the next corner.—Grocers' Monthly Review.

CONSTANTLY IMPROVE YOUR BUSINESS.

Those merchants who have usually succeeded in business the best are those who are constantly making improvements in some branch of their business. It is a kind of religion with them that it is practically impossible for any business to stand still. If it does not progress and develop and increase in strength, it will in some way or other deteriorate. They believe that a business cannot possibly be at a complete standstill, but must go either up or down hill. These men are ever watchful, always on the alert for something that will in some way or other improve their business. They will make changes which at first appear trivial, but which will lead on to developments that were never dreamed of when the first improvement was thought of. It is to small beginnings as a rule that the large businesses owe so much. Trivial matters of detail which are attended to in a proper manner always result satisfactorily.

Merchants in this particular matter can learn a great deal from modern inventors, some of whom will spend an infinite amount of time simply to perfect a most trivial part of a machine. Yet the development of that trivial part is absolutely necessary for the perfect success of the invention. An old inventor, speaking upon this matter not very long ago, said that there was no such thing as a perfect machine; all were capable of improvement; and it is this improvement that sometimes, although small, works a revolution in some branch of business. The old marine steam engines of fifteen years ago are to-day practically useless. No such developments in marine architecture or such great strides in marine transportation as has been perfected in recent years was possible under the old system, yet it was but a very small matter that worked this great transformation. The next step will be no doubt

quite as trivial as the last one, yet it may just turn the point that will make it produce even greater results than the last invention. Such men as Edison have worked upon an apparently trivial matter for years, yet when the result has been accomplished it has produced a complete revolution. The little piece of bamboo in the incandescent light made that practical and made electricity an agreeable and pleasant light, although perhaps not quite so economical as could be wished.

If merchants would carefully study their business in the light which inventors do they would be able to make very rapid progress in developing their business. We once knew a grocery store that for ten years did not vary its receipts probably ten dollars a week. The man who owned it and worked it was just able to make a living. He was saving no money, but just managed by dint of hard work and economy to keep his head above water. New blood was imparted into the firm, but the suggestions made were for a long time resolutely opposed by the principal, who maintained that the cost of business satisfied him for the last twenty years, it ought to be perfectly satisfactory to everybody else concerned. By dint of perseverance and by a constant placing of various schemes and ideas, the new blood ultimately made his influence felt. The first concession that was granted, we understand, was to have the window dressed in a certain manner, leaving out some things perhaps that had occupied the same position for ten years, only being removed in order to be cleaned. The result of the change was at once felt upon the business, and it was so satisfactory that the old gentleman put on one side much of his conservatism and allowed the younger one a little more free scope. Changes came in rapid succession until the old man almost became scared, but seeing that each one of them resulted in a satisfactory manner, was compelled by force of circumstances to withdraw his opposition to anything proposed, until one day the younger one proposed to take out the entire front of the store and put in a new one at an expenditure of some \$2,500. A little opposition was forthcoming at first, but this was gradually withdrawn and consent for the alteration granted. The result was the finest store of its kind in that city and beyond question the finest business. It grew within a space of five years from an annual turn-over of say \$5,000 to one of \$150,000. The illustration is a good one, and it is founded on fact. At the same time there are scores of other similar illustrations, but they do not come within our personal knowledge.

"Constantly improve your business." Is there no means by which you can improve your business? Is there not some little change that, could be made which would be an improvement on the present methods in vogue? Can you reasonably suggest any to yourself? You ought to be able to, and if you can satisfy yourself that they will be profitable lose no time whatever in their adoption. There is no knowing what you can do if you only set about it in a right spirit and in a proper manner. It may be sometimes bad policy to let well enough alone, but always try in doing so to do better by "constantly improving your business."—National Grocer.

ENTERPRISE.

It is the enterprising business man who succeeds, and the application of the term to a merchant is about as high a compliment as a newspaper man can pay him, hence the common use of the word in newspaper columns in notices of local business men. Yet, how few men deserve to be called enterprising. The word means: "Bold or forward to undertake; resolute, active, or prompt to attempt." We question whether ten per cent. of the retail tradesmen of even this pushing, active nation deserve the appellation, for the majority are too much inclined to jog along in well-marked ruts, never attempting anything novel, but waiting instead for some enterprising dealer to make a trial of new goods or new business methods. Enterprise will redeem many shortcomings and mistakes in business. Even if loss does attend the introduction of some special article or of some new way of attracting public attention, it is sure to be more than balanced by successes with other articles and other methods. That enterprise is quite a rare quality in many branches of the retail trade becomes obvious in a brief glance at the advertising pages of any country newspaper. It would seem, as a writer in one of the magazines for this month observes, that the general run of country merchants feel that enterprise in advertising is a violation of modesty, hence when they do contract for space in their local journal, it is not utilized as it should be, their announcements being so seldom changed that oftentimes winter goods are advertised in the early part of the summer, and vice versa. They are apt to look upon the shrewd dealer who does properly utilize his newspaper space as a sensational, theatric sort of fellow who violates all the canons of good taste, but the chances are ten to one that they will in time follow his example in advertising and in other respects. But in the meantime the exceptional dealer catches the bulk of the trade, even if his business methods do at times savor of the circus and the peripatetic tooth-powder and quack medicine vendors. It is at the store of the enterprising dealer that novelties are to be had some time before less sagacious rivals gather sufficient courage to put them in stock, and these make trade, besides paying good profits, for when certain goods are only to be got at one establishment in a town the public is forced to patronize it, and the proprietor is enabled to obtain any price in reason.

When a dealer continually bewails the dulness of trade, he may be set down, without much chance of one's going astray, as lacking in enterprise, for the enterprising merchant is too busily employed in devising means of stimulating trade, and in carrying them out, to find time for complaints on that score. When all has been accomplished that can be in the direction of advertising,

and in securing tempting novelties, the enterprising dealer directs his attention to the improvement of his service, to the renovation of the store and the arrangement of goods. Or, more correctly speaking, we should say that he has all of these things in view continually, and the work in each direction is carried on at the same time. Necessarily his time is too much occupied for complaints of dull times to be heard from him. To put the elements of business success in brief, the famous saying of the French revolutionist, Danton, may be paraphrased: Enterprise; enterprise; always enterprise.—Merchants' Review.

DON'T DEPEND ON LUCK.

There is too much of a tendency among people to ascribe the success or failure in life to the caprice or partiality of fortune. Whether one succeeds or fails an explanation is always ready that the condition is due to luck. Luck to such people seems everything, and a man's endeavors to improve amount to nothing unless the wheel of fortune throws in his path that which by no possibility he could earn. Observation shows that these devotees of the luck system make it an excuse for their indolence and non-progressiveness. In their superficial manner of looking at events they have neglected those obvious conditions which a more close examination would have revealed as the true cause of any person's condition.

Thus two young men may start in life with apparently equal abilities and prospects. One will succeed in amassing a competence, while the other barely manages, as the saying is, to keep soul and body together. If the course of life followed by these two men is closely studied, the result to which each has come will be seen to be due to the effort, or lack of effort, shown by each, and there would be no recourse to luck to explain the difference in their conditions. It will probably be found that one valued present ease and pleasure too much to make any sacrifice for the future; he lived only for the good each day might bring him. As time passed and he compared his condition with that of the other man, then it was that his failure was laid to luck, and the success of the other to the same convenient term.

While there may be many strange events in men's lives, which seem to need chance as an explanation, it will generally be found that each individual has been the arbiter of his own fortune. It is a failing of human nature to shift responsibility upon others; and from the time of the man who said the woman did it, down to the present, the same sort of excuse is rendered. And in the moral world the same scapegoat system is practiced, and many a sin is laid to the devil by those who need not go outside of themselves for the true source; they desire to do bad deeds, but did not care to shoulder the responsibility. No doubt thousands of people pass through life dissatisfied with themselves and blaming fate for what they themselves are responsible for.—St. Louis Grocer.

EXCESSIVE COAL OIL STOCK.

Before the Hamilton police magistrate on the 1st inst., Constable Hunter prosecuted Andrew Watson, who has a shop on King William street, for a violation of the fire by-law in having more than sixty barrels of oil on his premises. The constable said he found two barrels of benzine; fifty-six barrels of coal oil were stored on the ground and twenty-nine barrels were above them.

Lawyer Carscallen asked to have the case adjourned as the City Council had passed a resolution recommending that the markets, fire and police committee consider the advisability of amending the by-law allowing eighty-five instead of sixty barrels to be stored. "I don't know," said he, "if the committee will accept the suggestion. The dealers say sixty barrels is a car load."

The magistrate—I will fine him now, because if an accident occurs I will be blamed for not enforcing the law.

Lawyer Carscallen—I ask you not to do that until you see what the committee will do.

The magistrate fined the defendant \$20, which will not be enforced if the committee amends the by-law.

SAGE ADVICE TO DEALERS.

The live wide-awake merchant does not buy all his goods from traveling salesmen, but visits the large jobbing markets at least twice a year. Wisely these western merchants pursue this policy, and they are already beginning to pay their autumn visit prior to fall trade in larger number, perhaps, than ever before to the Minneapolis and St. Paul jobbing houses. It is useful and beneficial, both to the retail merchant and to the jobber, that the former should visit the house where he does most of his buying. Personal intercourse establishes trade relations on a firmer and more intelligent basis, and more consideration, other things being equal, is likely to be shown from each to each, when personal acquaintance is a factor. The chances for undue exactions and unfortunate misunderstandings are largely eliminated by such intercourse. We are glad to note that the northwestern merchants are recognizing the truth of these statements and that their visits each year are becoming so much more numerous. There is another factor which ought not to be ignored in this matter and that is that the retail merchant buys to better advantage (we do not refer so much to prices as to some other features of buying), when he buys directly in the house, and it is a duty that the buyer owes not only to himself but to those who give him credit that he should buy to the best of his ability.—Ex.

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

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

ABSOLUTISM IN BUSINESS.

There is a growing tendency towards what might be termed mechanical absolutism in business methods, due no doubt to the difficulties of managing large mercantile enterprises properly in all their details. The purchasing public becomes painfully aware of this fact through daily contact with salesmen and clerks of all sorts. While we do not wish to enter the unlimited, though by no means unpopulated or unpopular field of the social analyst, we do wish to point out a danger to the best interests of the merchant, which though indefinitely felt by the public, is apt to escape notice in the strenuous efforts to obtain invariable rules for testing the honesty and efficiency of clerks. As to honesty, it is sufficient to say that though the honest clerk is more than willing that a check should be kept on his transactions, the devices for obviating the risks employers must take in this direction are far from having a desirable effect on the integrity of employees as a class.

Regarding the efficiency or worth of a clerk the method of judging it almost entirely by the columns of the salesbook is in almost every store an unjust and, therefore, an injurious one. To divide the bulk of necessary labor and the stock in such a manner as to make it strictly equitable for all employees is practically impossible. The evils of partial adoption of some very good methods and the lack of perfect methods can, we think, be best shown by a few illustrations.

A large general store adopts the system of sale-slips and cashier. Each clerk has a number and puts the amount of sale on the slips, without the cost of the goods, under his number as salesman. There is an endless amount of work to be performed which cannot be made to show on the salesbook. Clerk 1 shirks all such work and put his energies entirely into the line of making sales. Clerk 2 feels the responsibilities of his position and has the interests of the firm at heart. One morning the coal oil tank is empty; there are five barrels of oil to be brought in and emptied into the tank. Clerk 2 takes it upon himself to do this job, which work temporarily unfits him to act as salesman. Clerk 1 meanwhile receives the coming customers and gets their respective orders. The person who buys the empty oil barrels comes in and pays Clerk 1 for the five. Clerk 2 has worked for two hours without getting a sale while Clerk 1 has been raking in the cash and swelling his sales amount.

Again, goods are to be sold strictly at one price. Clerk 1 wishes to make a good showing. Clerk 2 wishes to be conscientious. Clerk 1 offers a slight cut on some staple, induces the customer to buy a larger amount and gets larger sales, while clerk 2 finds customers shunning him because he enforces the one price rule.

Clerk 1 makes strenuous efforts to sell staples, which while they amount to large sums bear little or no profit, while clerk 2

puts in his work in selling fancy goods, sells a smaller amount but makes more money for the firm.

These are only a few of the actual occurrences having a bearing on the question in hand. Other difficulties are the attempts on the part of forward clerks to take more orders than they can fill properly; to neglect customers known to buy small quantities for those known to buy largely, or those buying nicknacks for those buying staples.

Of course all of these differences in the character and methods of employees are bound to create more or less friction and ill-feeling, some of which must react on the customer to the detriment of the firm. The larger and more complicated the business becomes and the farther removed the heads of firms are from the purchasers of goods, the more these difficulties multiply and the more unmanageable they become.

It is on these lines that the efforts of large firms must be expended and it is also on these lines that the smaller dealers must grasp what few advantages there remains for them over the ever growing concentration of business.—Ex.

AN EASY METHOD OF BECOMING RICH.

Andrew Jackson's Tennessee friend who, according to "Old Hickory's" statement to James Buchanan, "made a large fortune by minding his own business," offers an example of a method of successful accumulation which deserves more general imitation. It is not to be supposed, of course, that the Tennessee capitalist who was so indifferent to other folk's affairs had no other talents; he was, we dare say, a sharp, shrewd man of business. While his competitor on the other corner was nosing around early in the morning on his Paul Pry errand, he was employed in fixing up his stock or posting his books before getting ready for business. This business, we are justified in believing, grew to such an extent as to become the marvel of the neighborhood, and even attracted the attention of the President of the United States. Few men of business who make it their policy to push their own trade and let their neighbor's affairs alone can expect their virtues to become a matter of historical record, as have those of the Tennessean, but that they will thereby in a majority of cases, at least, attain prosperity, there can be little question. The chief object, no doubt, the merchant has in view who devotes much of his time to prying into the affairs of his competitors in trade, is to secure points to be used to the supposed disadvantage of the latter with customers and friends. We have known of such, whose satisfaction in finding out a bit of scandal to be used in this manner was greater than that felt in selling a good bill of goods. Such men make the mistake of supposing that throwing mud at a rival builds up their own busi-

ness at his expense, when, in fact, the result is always just the reverse. The social reformer who is widely traduced suddenly becomes famous and finds abuse the best aid to success. So the business man whose rivals make him the object of special attention and unfavorable comment, may safely regard this not only as a confession of their failure, but as a tribute to the abilities of their more successful competitors.—Grocer and Country Merchant.

DISCOUNTS AND UNDERSELLING.

After long and careful thought we do not understand how men are to be helped out of difficulties into which they have deliberately thrown themselves, and for reasons that still exist, and will continue to exist for a longer period than we can define, except by an entire alteration of conduct. The competition of business men has been widely lauded as the producer of all kinds of trade excellence, economy, and civility; but, of course, there are drawbacks on the other side, especially when the contest has been keen, the capital unequally distributed, and recklessness has entered the arena. Underselling of all kinds is a product of Competition and it is only reasonable, therefore, to argue, that if the product is of such a growing character that it has at length run away with all the profits, that Combination should be resorted to as the antidote. Traders in antagonism bring out each other's pluck, endurance, energy, skill, ingenuity, etc., the consumers getting side benefits in the shape of lower prices and greater civility; but traders in antagonism know no mercy, and so they kill each other, the weak going to the wall, and the stronger living only as before, all the resultant profits being given away to the almighty public.

Combination alone, faithful and true, will hold the fort safely.

We have heard very much lately about the evils of the Discount System, and all kinds of remedies are proposed, many of which seem to us unsuitable. If retailers choose to give away all or nearly all their profits to purchasers of their goods, whatever these goods may be, we cannot understand what it has to do with the men who sell to the retailers, nor why they should be asked or presume to act as judges or umpires by charging higher prices to reduce the profits of retailers, and compel them to keep up their prices to the public (i. e., filching from Peter and Paul may be the gainer.) Nor do we know by what right the wholesale house or manufacturer, having once sold his goods, is deemed to have a voice in deciding what profit shall be placed on them by the retailer; nor that it should be asked that the large purchaser be charged exactly on the same scale as the smaller purchaser. These are each in contravention of sound principles; is, in fact, doing evil that good may come,—which it probably never will in such a connection.

Following lines to hand this week :

Bres. Newfoundland Herrings.
1-2 Bres. Mackerel.
Kitt's Mackerel.
Mackerel in Tomato Sauce.

Dry Cod in Bundles.
Soft Cured Cod in Cases.
Codfish in 2 lb. Blocks.
Hake in 2 lb. Blocks.

LUCAS, PARK & CO.,

73 McNab St. North, Hamilton, Ont.

Agents for Diamond Crystal Salt and Hillwatee Teas.

Special Notice to Grocers.

GENTLEMEN :—

We are now preparing goods for Fall grinding and would ask our Grocer friends who want pure clean Spices to send their orders direct to us, or hold until our traveller calls. Our "Motto" is, serve the public well and you will well serve yourself.

Very respectfully yours,
The Snow-Drift Baking Powder Co.,
BRANTFORD,

Chivers' Carpet Soap

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

Chivers' Disinfectant Cloth Soap

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

J. H. WALKER,
Alma, Ont.

DURABLE PAILS AND TUBS.

TRY



THEM

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

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

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

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

MONTREAL, P. Q.,

ARE OFFERING THIS WEEK

SUGARS.
TEAS.

{ Barbadoes
and
Cuba

MOLASSES.

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

Canned Salmon, Lobsters, Mackerel and Oysters.

HUDON, HEBERT & CIE.,

WHOLESALE GROCERS

— AND —

WINE IMPORTERS,

NO TRAVELLERS ON THE ROAD.

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

Seasonable Goods for Camping and Picnic Purposes.

CUNNINGHAM & DE FOURIER CHOICE CANNED GOODS :

Camp Pies. Wild Boars' Head.
Irish Sausages. Potted Meats and Game.
Sardine, Anchovy and Bloater Paste.

Every first-class Grocer should have the above goods in stock.

CAVERHILL, ROSE, HUGHES & CO., Montreal.

BEST GOODS IN THE MARKET.

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

PUT UP BY THE MOFFATT PACKING CO.,
MONTREAL.





THE BEST
TOBACCO
ONLY
IS MADE BY
Us.

Empire Tobacco Co.,
Montreal.

NEAT CLERKS.

How many are there? If we were to answer this question we should say that there are fewer neat grocery clerks than there ought to be. Indeed, a neat grocery clerk is to our mind an exception, even in the largest and best regulated stores they have their shortcomings. To a great extent the responsibility of this condition of affairs lies entirely with the owner. But why should there not be many more of them! It would make the store much brighter and increase the confidence of the customers and help matters along generally. We know very well that the average grocery clerk has a pretty hard time of it. He has to get up early in the morning in a city like this, and as a rule is in the store between 5 and 6 o'clock, it does not give him time certainly to prepare his toilet, and when he has to work until 9 o'clock at night his ambition is perhaps not what it ought to be. There are, however, grocery stores which open at reasonable hours and close early, and it is in these where the reform should begin. We know of one grocery store which employs in the neighborhood of fifty clerks. Of course it is a fine grocery store, where there is no fruit or vegetables sold, and the owner made up his mind that the clerks should always appear neat and clean. In summer time he supplies each clerk with a clean white shirt three times a week and pays for the washing of their white aprons, a clean one being necessary every morning. In winter time a short black jacket is supplied, and we must confess that the store, so far as the clerks are concerned, is a picture of cleanliness and neatness. The first thing in the morning the clerks look like a company of soldiers on dress parade, and when the expense and the trouble is considered it is a very trivial matter when the result is taken into consideration.

What looks worse than entering a grocery store and seeing the clerks with dirty shoes, dirty aprons and dirty shirts and faces that have not been either shaved or washed for a week, and we must confess that we have seen some stores of which this would be a fair description of the clerks to be found in them? Possibly some excuse might be given for their conduct if it were not for the fact that all grocery stores sell soap, and water as a rule is by no means an expensive luxury. Our inquisitiveness was once aroused by a clerk in a small grocery store which we had need to enter very often. He very seldom had an apron on and his boots were always in a deplorable condition. We asked him if he sold blacking and he said yes, and in reply to a further question of which was the best there came over his face an innocent grin, for our eyes were directed at his boots when we asked the question, and he was honest enough to confess his ignorance upon the point at issue.

Our point had been gained and we advised him to use a little blacking as it might improve the wearing capacity of his shoes.

A little attention in the direction of neatness amongst clerks would certainly add considerable attractiveness to the stores. We are sure that the results would amply repay any expense or extra effort necessary in the matter.

APPRECIATE YOUR BUSINESS.

That man is a poor specimen of enterprise who runs down his own business and wishes he had never gone into it. We heard a mechanic say: "If I had a boy he should never learn my trade; it is the poorest way of making a living there is, and anything else is better." The chances are that he was a poor workman and vented his spite by cursing his employment. The day's labor was regarded as a task, and the hours spent in his shop as so many robbers of his liberty.

The same is true of a merchant who despises his honorable calling. Nothing in all secular employment has furnished nobler examples of intellectual vigor, honorable success and useful life than the vocation of a merchant, and any man should be proud to be in it. No business has done more to create the civilization of the age and oil the wheels of the world's progress.

King Solomon, the wisest man of ancient history, was a merchant on the reciprocity plan, with Hiram King of Tyre, who thought he could make a good bargain. He is said to have cleared about \$120,000,000 on a single investment, but his family expenses were heavy and he needed large profits. He imported timber from the Tyrians; linen yarn, horses and chariots from Egypt; exported wheat, barley, wine and oil; and we venture to say he never spoke ill of his business, king that he was.

What class of men have given more for schools, colleges, hospitals and general charities than the merchants of England and America? The pedigrees of kings do not furnish their equals. Why, then, should anyone in such good company have a contempt for it? What would the country be without merchants? In fifty years the world would drift back into barbarism.

Brother storekeepers, put a high value on your position. Hold up its honor, its integrity, its business principles. The community in which you live have a right to expect it of you, and take a pride in seeing you meet their expectations.—Mixed Stocks.

On the Skeena river and at Rivers inlet the canners have good cause to grumble at the curious freaks of the salmon. Only a few days ago the salmon stopped running, so the canneries were shut down and the fishermen paid off. Now, just after the men have left the river, the fish have commenced to run again, and in large numbers. If the fishermen had not left the river, the packs of the different canneries could be greatly increased. They have been having splendid weather in the north.—Vancouver World, Aug. 23rd.

ALL GROCERS SHOULD SELL
THE
**Royal
Dandelion
Coffee.**
Manufactured by
**ELLIS & KEIGHLEY,
TORONTO.**

M. LEFEBVRE & CO.



Established 1849.

GOLD, SILVER

—AND—

BRONZE MEDALS

20 1st prizes.

Reg. Trade Mark.

MICHEL LEFEBVRE & CO'Y
Manufacturers of

Lion--L--Brand

Pure Vinegars, Mixed Pickles, Jellies, Jams,
Preserves.

Montreal, P.Q.

P. DOTY & SON,

(Successors to W. B. Chisholm)

MANUFACTURERS OF



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

OAKVILLE ONT.

**SOMETHING NEW!
A GREAT TREAT.**

Fresh Cod

TONGUES

In 1 lb. Tins.

This is the Delicacy of the Season.

Pronounced by connoisseurs far ahead of
oysters.

A GREAT LUXURY.

Apply to

EBY, BLAIN & CO., Toronto.

STEWART MUNN & CO., Montreal.

JAS. TURNER & CO., } Hamilton.

LUCAS, PARK & CO., }

Send for Samples.



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

WHOLESALE GROCERS

A Large and Well-Assorted Stock of

Teas, Sugars and General Groceries

HAMILTON, ONT.

FOR THE
HOME, PICNIC,
CRUISE, or CAMP

The "STAR BRAND" delicious

HAMS & BACON

CAN BE HAD FROM ALL THE
BEST GROCERS

F. W. FEARMAN,
Hamilton, Ont.

**PACK
1891.**



**PACK
1891.**

Packed in Flat Tins only.

Order this Brand.

For sale by all leading Wholesale Houses

ARTHUR P. TIPPET & CO., 1 Wellington St. East, Toronto.
SOLE WHOLESALE AGENTS.

Do you wish to furnish your cus-
tomers with the finest blend of Indian
Tea in the World?

Do you wish a tea that no peddlers
or gift stores can bother your custo-
mers with?

Then sell only
Ram Lal's.

Then sell only Ram Lal's
Pure Indian Tea. Keep no
other choice black tea.

JAMES TURNER & CO., Wholesale Agents,
Hamilton, Ontario.



Baker & Sherwood, Centreville, Ont., are converting Balloch's hotel into a large general grocery.

Wm. Martin, Belmont, Ont., has extracted 3,000 pounds of honey from his apiary of 105 colonies.

The Fraser River Trent Canning Co. intend shipping apples in the natural state to China and Japan.

The death is announced in St. John, N.B., of Mr. Geo. Morrison, who for a number of years carried on a grocery business.

F. A. Ashbaugh, Aylmer, Ont., has received a situation as traveler for the British American Starch Company, Brantford.

A firm of Montreal wholesale grocers are said to be looking for a suitable building, in Vancouver, in which to begin business.

While on his trip through Manitoba, Mr. Wellington Boulter, canner, Picton, Ont., appointed Tees and Perse, his agents in Winnipeg.

Mr. E. H. Switzer has returned to West Lorne, where he has been appointed manager of a general store, a branch of Broderick & Co.'s St. Thomas business.

J. B. Stringer & Co., Chatham, dealers in grain and beans, report quite an active deal in new wheat for export, and among some 10,000 bushels they have already exported via Boston and Cunard Line to Liverpool.

The Portage la Prairie Early Closing Association have appointed a committee consisting of Messrs. Manville, Miller and Purvis to wait on the merchants to see if they will agree to close at 7.30 during September.

One of the most prominent business houses of Thorold, has closed, the store being that of Haist & Sutherland, grocers. Mr. Sutherland will leave for Pennsylvania, while Mr. Haist will travel for a wholesale grocery firm.

Constables Lacroix and Gregoire surprised a burglar at work in Mr. McMillan's grocery store, on the corner of St. Denis and Roy streets, Montreal, the other night. The thief had about \$100 worth of spoil ready when he was forced to leave it in order to escape himself.

Samuel McClean, an ex-councilor, in Owen Sound, and brother of Mayor McClean, died on Wednesday, the 26th ult. The deceased was a well-known figure in local grain circles and was a member of the firm of W. A. McClean & Co. He was highly respected by all classes.

J. J. Ryan, traveling representative of Michael & Lefabre, pickle manufacturers, Montreal, was entertained to luncheon at

the Queen's, Winnipeg, by a number of admiring friends, Saturday. He was presented with a gold coin watch charm, on which his monogram was engraved.

A recent number of THE CANADIAN GROCER contains a half tone plate, giving an interior view of the grocery store of Mr. Robert Barron, Yonge street, Toronto. This is, by long odds, one of the handsomest stores we have ever seen, and if there is a better equipped and more attractive establishment in this country or Canada, we have never heard of it. Mr. Barron is to be congratulated upon his "Model Grocery Store." —Grocers' Monthly Review.

Between one and four o'clock Sunday morning, the 30th ult., some unknown persons entered the stores of Messrs. Hockin & Pool, and D. E. MacDiarmid & Co., of Dutton, Ont. They first entered MacDiarmid's store through the back window and some \$3 or \$4 were taken. The safe, was badly used up, but they failed to make an entrance. They then entered Hockin's store through the cellar door by cutting a hole through and pulling out the cross bar. They obtained \$5 from Hockin's, but did not touch the safe. It is said the safe contained \$700.

The sugar ship Tobique, which left the Phillipine Islands on April 8th with a cargo of sugar for the St. Lawrence sugar refinery, is aground at Hochelaga. Owing to the absence of the buoy, the pilot lost his reckoning, failed to bring the ship far enough up the stream, and in making his turn too soon ran the ship on her broadside just about 500 feet off the end of the pier. There she stuck fast. Three tugs have since been trying to move her, but all to no purpose. Lighters are alongside of her and the cargo is being taken off.

This year Messrs. Hatheway & Co., of Boston, have purchased the greater quantity of the total pack of Westmorland county, and are the largest importers of lobsters in Boston. This year they imported 30,000 cases of 70 pounds each. The other day, through the working of the McKinley bill, they paid \$1,312 duty on a recent importation from Halifax. The Boston Herald in speaking of this says: "The firm does not lose this money. It will still continue to make a profit, and whenever it is necessary to make explanations in regard to the rise in price the only answer that can be given is the 'McKinley Bill.' Nearly all these goods go to the West where McKinley lives and in the south. New England people eat their lobsters within 24 hours after they are alive, but those who buy the canned article can get no other.—Moncton (N. B.) Times.

Mr. W. Boulter, the proprietor of the Bay of Quinte Canning Factory, Picton, Ont., and president of the Canadian Packers' Association, has just returned from an extended trip through Manitoba. From personal observation obtained by driving through several large wheat growing sec-

tions, he is of the opinion that very little damage has been done to the wheat crop by the frost, and that the crop is one not only the largest, but of the best quality ever grown in Manitoba. Business is booming among the wholesale grocers, and larger importations are now being made by them and others in general trade. The above is what Mr. Boulter told our reporter, who had the pleasure of his company east from Winnipeg. It was an amusing sight to look into his stateroom on board the Athabaska, on the upper lakes, and see the large sheaf of wheat and other samples that was given him by the general agent of the N.P.R.R., at Winnipeg, Capt. H. Swinford. These were off the various fields throughout the province where he had personally inspected. Mr. Boulter is a good traveling companion, and our representative looks forward to the pleasure of meeting him on such an occasion again.

The business of McArthur, Stevenson & McIver, wholesale general merchants, Kamloops, B.C., is being conducted by Mr. J. McIver, who has been appointed receiver and manager. He sends out the following circular, which explains the position in which the business is: I desire to inform you that in an action taken by Catharine McArthur, administratrix of the estate of James McArthur, deceased, against Mr. C. E. Stevenson and myself, to have the affairs of the late firm of McArthur, Stevenson & McIver wound up, I have been appointed by an order of a Judge of the Supreme Court of British Columbia as receiver and manager. The business of the late firm will be continued as a going concern under the old firm name so long as is consistent with the proper winding up of same, with power to myself to make such purchases of staple goods as in my opinion may be necessary to carry on the business. The creditors will be paid proportionately and ratably out of funds coming into my hands, and at such time as I have sufficient funds on hand to make a dividend. You will oblige by furnishing me with a complete statement of the firm's indebtedness to you up to the date hereof.

STORAGE FREE AND IN BOND.

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

BLAIKLOCK BROS, Agents,

17 Common St. MONTREAL.



BENS DORP'S ROYAL DUTCH COCOA.

Manufactured at Amstersdam, Holland.

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

Don't fail to call at our Exhibit at the Toronto Fair and drink a cup of this Delicious Cocoa.

ORDER A CASE AT ONCE OF

Eby, Blain & Co., Toronto.

James Turner & Co., Hamilton.

Caverhill, Rose, Hughes & Co., Montreal. M. F. Eager, Halifax.

Stephen L. Bartlett, Importer, Boston and New York.



INCREASE YOUR TRADE
BY HANDLING
"KENT BRAND"
Fine Mixed Pickles.

Ask your Wholesale Grocer for them or write direct to

The KENT CANNING AND PICKLING CO.,
Chatham, - Ont.

JOHN PETERS & CO.,

General Commission Merchants and Brokers,

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

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

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

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

JAMES E. BAILLIE,
PORK PACKER, TORONTO.

Hams, Breakfast Bacon Rolls.



GANONG BROS.,

ST. STEPHEN, N.B.

MANUFACTURERS OF THE



CHOCOLATES.

N. K. FAIRBANK & CO.,

COMPOUND



REFINED LARD.

185 WELLINGTON ST., MONTREAL.

CHICAGO.

ST. LOUIS.

NEW YORK.

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



Although fruits are scarce and high, price same as last season, \$12.00 per gross net.

Packed in ¼ and ½ gross cases.

Ask your wholesale grocer for it.

Sole manufacturer for Canada.

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

GEO. MATTHEWS

-PACKER and CURER.-

HAMS

BACON

LARD

PORK

PURE LEAF LARD A SPECIALTY.

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



TORONTO MARKETS.

TORONTO, Sept. 10, 1891.
GROCERIES.

The sale of groceries increases with each week's business. Trade is plainly well started on the upward movement towards fall activity. The week's report records a strong demand for sugar, a fair rate of activity in the tea trade, delay in the receipts of canned goods, the arrival of the first new Valencia raisins. The city has not yet been visited by many traders from the country. Their calls on the wholesalers during the Exhibition are not usually in the way of business, but to renew friendly relations with acquaintances among representatives and principals. When the Exhibition is in full blast trade may be expected to drop into the background temporarily, and to show little activity in any but local business.

CANNED GOODS.

There is a moderately good demand for canned goods. Peas are selling at \$1.12½ to \$1.15, and a considerable amount of business has been done in them. Corn and tomatoes of the new pack are just beginning to arrive, and are wanted. There is a demand for tomatoes, for which the supply is inadequate. The old pack is out and the new pack is just beginning to come in. The crop matures slowly, which keeps packing operations very backward. The packers report great difficulty in getting stock. Salmon quote from \$1.35 upwards. Later reports from France confirm those received some time ago as to the failure of the sardine fishery. This year's fishing is the worst on record. At some points there are no fish, at others few, and where there are any they are large, averaging sizes that are unsuitable to this market. An advance of 25 per cent. has taken place in the primary market. Good quality Portuguese sardines are advanced in sympathy with French prices.

Smith & Keighley and Sloan & Crowther received shipments of new canned tomatoes, on Monday, from Boulton & Sons, Picton, Ont. The latter wholesale grocery house have also received new tomatoes from the Lakeport cannery.

Sloan & Crowther received on Tuesday the invoice of the first car of corn of the new pack to reach this market.

A sample of the Delhi company's new season's peach jam in glass has been received by R. S. McIndoe, the local representative of that firm.

There were 200 cases lobsters from Glace bay, on the schooner J. L. Crossley which sank at her wharf in the great hurricane at Halifax on Tuesday.

The following is the latest estimate of the B. C. Salmon pack: Naas River, 10,000 cases; Skeena River, 75,000 cases; Lowe Inlet, Gardiner's Inlet and Alert Bay, 8,000 cases; Rivers Inlet, 35,000 cases; and Fraser River, 140,000 cases, making a total

of 268,000 cases which shows, at the last, a shortage of 150,000 cases from last year's pack.—B. C. Commercial Journal.

COFFEE.

There is no new feature in the demand for coffee, which continues equable at the prices reported a week ago. The range of Mochas and Javas is complete, but fine grades of Rios are still in low stock. The latter are 21 to 23c., Java 27 to 32c. and Mocha 29 to 35c.

DRIED FRUIT.

The pace of trade cannot be said to have appreciably quickened or slackened since last week. It is pretty much the same now as it was then. Valencia raisins have been selling rather freely at the easy prices ruling, that is 4 to 5c. There is a considerable volume of old stock unsold as the new comes in. The first arrival of new was on Wednesday, when part of the indirect shipment by way of Liverpool came in ex S.S. Sardinian. Currants are very firm and scarce at 6¼ to 6½c. for provincials in barrels. Houses along the street are helping one another out with orders. Prunes are quiet at 6½c. upwards. Sultana raisins are getting into small compass. There are indications that the present prices, 14½ to 16c., will be advanced and the market bare before new Sultanas arrive.

J. L. Watt & Scott have received samples of new crop provincial currants. They show a better than average quality.

The first shipment of currants via Liverpool is about three weeks on the way. The first direct shipment to Canadian importers loaded at Patras a week ago. The quality on the whole is reported to be below that of last year. This week the same vessel touches at Denia for the first direct shipment of Valencias.

The currants to arrive by the first direct steamer have not been bought freely, as buyers look for lower prices. On the other hand, the market at Patras has advanced during the last few days, and this has further restricted sales.

Prunes of the new crop are not attracting local attention very much yet, as they do not arrive till about the 1st of October.

NUTS.

A small amount of interest is kept up in the nut trade. There is no new local feature to note. Cocoanuts are in at \$5.50.

Quotations for new filberts are very high, the crop being reported to be only about half of that of last year.

McAndrews & Co., Taragona, cable quotations on soft shell almonds at the same figure as for the corresponding date of last year. The crop this year is larger.

RICE AND SPICES.

Rice stocks are at last in a condition to stand a good demand. Canadian milled Japan is plentiful and selling at a lively rate at 4¼ to 5c. Other descriptions are also in request. Spices show some little activity above the average common place movement, as fall culinary operations are beginning. There is no change in price.

SUGAR.

Sugar has had another good week of it. There is a repetition in a mild way of the July rush for stock, the abundance of plums, etc., giving a strong impulse to the trade. Some large deals in sugar have taken place between local wholesale houses and refiners. The prices of granulated are still 5 to 5½c. Yellows appear to be somewhat firmer, as offers upon a bearish basis made have been declined at the refineries more frequently than they were last week. The prices for

yellows quote still at 3¼c. upwards. Raws are in considerable request at 3½ to 4½c. Trinidad and Demerara standing at the two extremes of the scale of quality and value.

Willett & Gray in their weekly report of the New York sugar market, says: Raws—The market was quiet during the early part of the week, and has only shown its strong condition plainly towards the close, when holders are rewarded for their patience by an increased demand at very full prices. The statistical position is now such, that no matter how long buyers withdraw from the market, they find just the same difficulties in making purchases at concessions as have existed at any time for the past two months. It is not unlikely that an advance on present quotations may be scored before the new crops are available for use. The European markets are also inclined to be firmer again. Refined—"Actions speak louder than words," and no better confirmation of harmony among refiners is needed than is shown by the course of the refined market during the week and its ending at 1-16c. above its opening. The steadiness and improving tendency of it have given more confidence to buyers than has existed for a long time, and the result is that the refined market is very firm at the advance, and buyers do not fear a letting down of prices on them just as soon as they purchase freely. The indications from all parts of the country point to the fact that the anticipated increase of consumption of sugar is being more than realized. It is evident that the people spend just as much money for sugar as ever, but, of course, get a third more sugar for the same money.

SYRUPS AND MOLASSES.

Syrups are somewhat firmer since the disappearance of the bulk of the Vancouver stock sold here some time ago at easy prices. Dark non-branded syrups are selling very well at 2½ to 2¾c. Molasses are very quiet, with no change in prices to note.

TEAS.

A fair business in low grade blacks is being transacted between brokers and jobbers. The lowest values received are from 15 to 16c. Japans are receiving some attention at about 16 to 18c., the former being the lowest price available. Young Hysons are

CLEMES BROS. :-

Will be glad to see you during Exhibition Week.

FRUITS, NUTS, ETC.

51 Front Street East.

Phone 1766.

C. MORAND & CO.'S

New Valencias

First arrival of the Season.

P. C. LARKIN & Co.,
WHOLESALE GROCERS,
25 FRONT ST. E.

MAN'S WONDERFUL NETWORK.



As oil lights up the ebbing flames, as fresh fuel replaces the dead embers, SUCH VIRTUES HATH ST. LEON WATER--POWERFUL BEYOND COMPARISON--to electrify, to support and assist that wonderful network, the nerves, through which alone building and repairing of the body is carried on and health and strength flows. To all who drink St. Leon comes such health and pleasure as never before known.

St. Leon Mineral Water Co., Ltd.,
Head Office, 101 1/4 King St. W., Toronto.
BRANCH--Tidy's Flour Depot, 164 Yonge St.

ALL GROCERS SHOULD SELL
THE

**ROYAL
DANDELION
COFFEE**

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

TO GROCERS.

SIMCOE CANNING COY'S

Goods are warranted first-class.

PUSH THEM.

Order through your wholesale
House.

**DO
YOU
SELL**

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

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

Todhunter, Mitchell & Co.

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS. :: TORONTO

GOLD

MEDAL

AWARDED



DELHI CANNING CO.,

Jamaica Exhibition.

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

Delhi Fruit and Vegetable Co.,

FACTORIES : DELHI AND NIAGARA.

James Lumbers

Wholesale Grocer,

67 FRONT STREET EAST,

TORONTO, ONT.

MARKETS—Continued.

going well, but are in few hands and in limited range of quality. There is little good stock below 20c.

The demand for Indian teas is improving, and shipments of the new season's teas are arriving. The demand continues chiefly for medium Pekoes. In London for all the better liquoring descriptions competition continues strong, and good new season's teas are in active demand at advancing rates. Amongst the most desirable invoices offering those from the Jokai Co., Ltd., commanded the best attention, the teas from their "Hukanpukri" Division realizing exceptionally high prices, and as much as 4s. 8d. per lb. was paid for a fair-sized parcel. Private advices from Calcutta state: There was improved demand for all descriptions at last auction, and values had a hardening tendency. There was a revival of the enquiry from Bombay, and suitable teas in many instances advanced $\frac{1}{4}$ to $\frac{1}{2}$ c. an anna. A large proportion of low grade Pekoe Souchongs and leafy broken was taken for the colonies.

The Produce Markets' Review says: At the auctions 12,436 packages of Congou were offered without reserve, including some two or three breaks of fine Ningchows, which realized poor prices compared with those which could have been obtained on arrival. The demand, however, for this class of tea from the home trade is small, Kintucks being much preferred, and, owing probably to the considerable fall which has taken place in the value of the rouble, there is not at present much demand for Ningchows from the Russian market. An improvement, however, is probable later in the season, as prices here are now considerably lower than those paid in China by Russian buyers. Fine Kintucks, although not much in request at the moment, appear to be more desirable stock to hold than Ningchows, as the former are undoubtedly of better quality than has been seen for some years past, and most of the export orders lately received have been for Kintucks. Following the advance which has recently taken place in the terminal market, common grades, both of red and black leaf, are firm, although the amount of business transacted has not been large. Souchongs have been quite neglected, as the imports of this season are generally inferior to those of last year. New-make Congous are fairly plentiful, and sell at previous rates.

MARKET NOTES.

Sago has gone up 2s. a long cwt. in England, which is equivalent to about $\frac{1}{2}$ c. here. Tapioca is also firmer. Both have been very low here for a long time.

Mr. Bowlby, of the Waterford Cannery, was in the city on Tuesday.

Mr. Matthews, of the Lakeport canning house, was on the street early in the week.

Two or three wholesale grocery houses continued to close at 5 until the end of the week in which the agreement terminated,

SURPRISE



SOAP for sale over all of Canada.

The St. Croix Soap Mf'g Co.,

St. Stephen, N. B.

Branches:

MONTREAL: 17 St. Nicholas St.

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

but as their example was not followed by others, they fell in with the latter and now all close at 6.

Mr. Smylie, of Young & Smylie, licorice manufacturers, Brooklyn, N.Y., was in the city on Saturday.

PETROLEUM.

Prices are firmer but not changed in quotation. A better business is being transacted.

The Petrolia Advertiser reports: Petrolia crude \$1.35 per bbl. Oil Springs crude \$1.35 per bbl. The market in both crude and refined remain about the same as last week viz: \$1.35 for crude, with very little offering at that figure. From this out we expect to see crude gradually ascend to at least a dollar forty, if not one-forty-five, particularly if no large spouters are struck in the meantime. The production, which is steadily on the increase, is we are happy to say, not of that character to cause uneasiness as to another half-a-million surplus being on our hands.

Refined keeps as formerly, 9 $\frac{1}{2}$ to 10 cents in car lots, while it takes 12 $\frac{1}{2}$ to 13 cents to purchase the best refined article in barrels, f. o. b. here, less two per cent. off for cash.

DRUGS AND CHEMICALS.

No material change is observable in the drug market. Business is but moderately active in seasonable lines. Prices are steady and unchanged.

S. W. Royse & Co., Manchester, in their latest report say: Speaking generally there is little animation in the Chemical Trade at present. In some articles there is a tendency to a lower level of prices; consumers are therefore only buying these goods in com-

paratively small quantities. On the other hand the prices of some articles have fallen considerably and are now so low that advances may at any time take place, and this is more evinced by the steadier tone in prices that have recently prevailed; buyers therefore would do well to watch carefully the market for such articles. A fair enquiry exists for Caustic Soda, Soda Ash, and Soda Crystals chiefly for the northern markets: there is little change in the home demand. The advance in Bleaching Powder is bringing more buyers forward. Acetate of Lime continues quiet at old rates, but freights from America may at any time cause a rapid rise in price on this side. There is considerable more enquiry for Sulphate of Copper for forward delivery, but buyers are only disposed to pay moderate premiums on present rates. Green Copperas is also experiencing better demand at unchanged prices. Acetate of Soda maintains the improvement recorded in our last report. Sulphate of Ammonia closes steady with a tendency upwards, and Prussiate of Potash rather slower of sale and slightly weaker. An effort is being made to advance White Sugar of Lead but so far consumers are not responding. A strong demand continues for Miscible Naptha at full rates. Consumers are keeping full stocks of Bichromates of Soda and Potash anticipating a sudden advance.

BUTTER AND CHEESE.

The signs of improvement noted some time ago in the butter market are being gradually confirmed by the facts of current trade. In a local way the demand has been greatly enlarged by the returning summer holidayers and the influx of visitors to the exhibition. The export demand has at last

WE ARE BUYING

Dried Apples.

SEND SAMPLES AND QUOTATIONS

ESTABLISHED 1890.

STANWAY & BAYLEY
BROKERS

AND
GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST. TORONTO.

WE ARE BUYING

Evaporated Apples

SEND SAMPLES AND QUOTATIONS.

ALL GROCERS SHOULD SELL
THE

**Royal
Dandelion
Coffee.**

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

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

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

Consignments solicited and business transacted
for Eastern Canada Merchants.

Established 1886.

VANCOUVER, B.C.

References: Bank of British Columbia.

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

**WANTED,
CHOICE DAIRY BUTTER**

Correspondence Solicited.



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

J. CLECHORN & SON,
Wholesale Fruits, Fish and Oysters

94 YONGE ST., TORONTO.

ORANGES.

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

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

74 Front St. E., Toronto.

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

We Furnish Egg Cases. Try Us.

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

FANCY CALIFORNIA EVAPORATED AND
GREEN FRUITS A SPECIALTY.

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

29 Church St., Toronto

TELEPHONE 806.

ESTABLISHED 1841.

W. H. Schwartz and Sons,

Coffees,
Spices,

Mustard.

HALIFAX, N.S.

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

For Choice full flavor goods send us a
Sample order.

Jas. Park & Son,
Toronto, Ontario.

The Ontario Produce Co'y.

Produce Brokers and Commission Agents,

70 COLBORNE STREET, TORONTO.

**WANTED I
CHOICE DAIRY TUB BUTTER.**

Apples and Potatoes.

TELEPHONE 2557.

KING, GRAINGER & CO.

81 Front St. E.

Produce and Commission Merchants.

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

Correspondence Solicited. Prompt Returns Mad
TELEPHONE 2237.

JNO. A. MOIR,
GENERAL AGENT.

Consignments Solicited.

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

41 St. Francois Xavier Sts., Montreal.

LAURENCE GIBB

Provision Merchant,

83 COLBORNE STREET, TORONTO.

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

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

JAS. DICKSON & CO.

26 WEST MARKET STREET,

Provision and Commission Merchants.

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

Reesor & Rogers,

Produce and Commission Merchants

Solicit consignments of Country Produce
from Storekeepers.

71 Colborne St., Toronto.

Telephone 2291.

Established 1874.

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

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

McLAREN'S



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

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

MARKETS—Continued.

got down to business, and taken off eight or ten carloads of dairy tub from the west at prices running from 12½ to 13½c. Butter bought at the upper figure ranked as choice. This outward movement has cleared up a great many country store stocks. It seems reasonable to suppose that buying for a foreign market will continue on as good terms as those of the transactions noted, and probably upon better terms. Activity in a smaller way has not been wanting. Shipments in 25 and 50 tub lots have been made quite often to both western and eastern points. Good dairy tub is wanted, and extra stock is valued at 15 to 16c., with 14 to 15c. for choice and 11½ to 13c. for medium. The distance between buyers and sellers is narrowing, and the former are closing up more of the internal than the latter are.

Cheese is firm at 10c. for August and other summer makes. Half creams are 9c.

COUNTRY PRODUCE.

BEANS—Are about nominal at \$1.70 to \$1.80.

DRIED APPLES—Are 7½ to 8c. and lifeless.

EVAPORATED APPLES—Are 13½ to 14c. and not in demand at all.

EGGS—Are firmer and higher, quoting now at 13½ to 14c. The exhibition has given strength to the market.

HAY—Buyers cannot induce supplies to come faster at present prices, namely, \$11 to \$12. Street supplies are increasing at \$13 to \$16 for timothy.

HIDES—Are unchanged at 5 to 5½c. for No. 1 green and 6½c. for cured. A car was sold at the latter price on Monday.

HONEY—Is abundant, dull and weak at 7 to 10c. for strained, and 14 to 16c. for sections.

HOPS—The market is in a transition state. New crop hops have not got well into the market, and their value will not be a settled matter till the English crop is harvested. Also the brewers' demand will not be an actual influence for some weeks yet. Yearlings quote at 25c., and new would probably be worth about 30c., though as yet the latter are nominal.

POTATOES—Are in liberal receipt at 50 to 60c. a bag. Carloads are talked of at 40c.

SKINS—Are unchanged at 60c. for sheep, and 5 to 7c. for calf.

STRAW—Is becoming more plentiful at \$6 to \$7.

WOOL—Varies in no respect. It is as plentiful and weak as ever. Fleeces are 10c.

FISH.

Trade is looking up somewhat with cooler weather and the exhaustion of small fruits. Stocks are in a good condition, and the local demand is quite strong. Whitefish, salmon trout and pickerel are 6½ to 7c. Lake herring are \$1.75 to \$2.

FRUITS.

Peaches are becoming plentiful but are in strong demand at \$1 to \$1.25 for Crawfords and 75c. to \$1 for others. Bartlett pears are \$4 to \$4.75 per barrel. Apples are \$1.75 to \$2.75. Plums are very abundant at 30 to 75c. a basket. Water melons are freer in arrival at 15 to 20c., muskmelons at \$3.75 to \$4.50 per barrel. Tomatoes are 20 to 25c. a basket. The fruit of the egg plant from Merritt's fruit farm at St. Catharines is in and selling at 25c. Grapes are quoted at the following prices for dark: 2½ to 3c. for Champions, 6 to 7c. for More's Early. Jessica, a light grape, is 4 to 5c.

GREEN FRUIT.

A fair amount of business is reported at prices in the main stationary at last week's points of quotation. There are no Palermo lemons. Messinas are \$4.50 to \$5.50. Maoris are \$6.50 to \$8. Valencia oranges are almost, if not quite, out of stock. Sorrentos are \$3.75 to \$4.50. Jamaicas are in fuller stock at \$8 to \$8.50. Bananas are \$1 to \$1.50. Sweet potatoes are becoming plentiful at \$3.50 to \$4.

PROVISIONS.

Activity still characterizes the trade in provisions. As well as a smart jobbing trade there has been a good deal of business in car lots. Prices are very firm.

BACON—Long clear is 8½c. Two cars were sold on Monday upon private terms, but at outside prices. Several other cars changed hands, during the week. Smoked bellies are 10½ to 11c., backs 11c., and rolls 9c.

HAMS—A car of pickled was sold on Monday on private terms, but at no concession. In a jobbing way the price is 11 to 11½c. Smoked are 12½ to 13c., firm and becoming scarce.

LARD—The supply of pure is kept from becoming exhausted by current slaughter in a small way. The price is 10¼ to 10¾c. Compound is 8½ to 9c.

MESS PORK—is quiet at \$15 to \$15.50 for heavy and \$16 to \$17 for short cut.

DRESSED HOGS—A carload arrived towards the end of last week. The hogs showed light feeding, and it is probable the regular fall run of supplies will be somewhat late in beginning. The price is \$7.

SALT.

Trade is satisfactory. The movement of it may be gauged from the record of the following one day's sales made by the Toronto salt works: 2,000 sacks of coarse at 68c., 3 cars of barrels at \$1.20, 1 car of fine sacks at 85c. and 2 cars of dairy at \$1.25.

DRY GOODS.

The dry goods men are now in the thick of business. The millinery openings inaugurated a very bright spell, which the exhibition appears to have helped along rather than hindered. A good fall is anticipated. No notable changes are reported.

MONTREAL MARKETS.

MONTREAL, Sept. 10, 1891.

There are several gratifying features to note this week, from which importers and jobbers generally agree that there will be a good movement this fall. This is but natural, if the continued reports regarding the tea conditions are not the greatest far sehoods on record, for they have been encouraging all along. Anyhow, importers and large dealers, generally, report a better demand from jobbers for the various staples, both for prompt and future delivery, which may be taken to mean that orders on the latter are satisfactory. Sugar is actively called for, and the same applies to tea and coffee, the latter being very firm, while spices which have been dull all along show an improving tendency. The same may be said of dried fruit, the active call for currants almost exhausting present stocks on spot, while there is a good enquiry for future delivery. In fact, generally speaking, the week presents a greatly improved aspect as far as the grocery market is concerned.

SUGAR, ETC.

The sugar market has continued an active one for all descriptions. Yellows have shown a somewhat easier tendency, but this increased the call and prices are steady, especially as the New York market shows

more firmness. Business in this description of stock has been at 3¼ or thereabouts, while granulated rules steady at 4¾c. per lb. For raw stock importers report an improved inquiry, sales of low grades having been made in fair sized lots, at 3¾ to 3½ and finer descriptions at 3¾ to 3¾.

There is only a fair sort of trade doing in syrups with prices steady 2¼ to 3¼c. per lb.

MOLASSES.

This article is quiet, but the market has a better feeling than formerly. Stocks here are rather small, and with comparatively low prices at the moment it does not seem likely that values will descend. We quote Barbadoes 37 to 38c.

TEAS.

Teas have had a fair enquiry since our last, and the demand was quite equal to the supply. In fact that business was not so large in the aggregate was due to the light supplies. Japan stock worth from 14½ to 15½c. sold well in a round way.

COFFEE AND SPICES.

There is no weakness apparent in coffee, which has manifested a strong tone for some time back. In fact supplies continue light and are just about sufficient to fill current wants at the moment. Prices therefore are firm and business in Rios transpires at 20 to 20½, and Jamaicas 19½ to 20½ according to quality.

Spices which have been dull and easy latterly show an improved feeling under a better demand.

RICE.

The rate competition among some of the jobbing houses, to which previous reference has been made, has induced a more active market on this article, and the demand at the moment being good. We quote: Patna, \$4.50 to \$5; choice, \$4.25 to \$4.50; standard, \$3.90, and off grades, \$3.50 in car lots.

DRIED FRUIT.

Business in dried fruit has shown a noticeable improvement during the week. This is especially the case with currants which have found an active enquiry on Western account for prompt shipment sufficient to almost exhaust stock at present here. The business has all been on a basis of 6½c., and no holder would agree to any concession upon this, figure for stock ex store. In addition to this, good business has been done on new crop to arrive on a range of 6 to 6½c. Advices from primary markets report a large proportion of the crop as damaged and in bad condition. For Valencia raisins spot business has not been active but values show an easier tendency abroad. Opening prices on the goods were 21s 6d f. o. b., and now they stand at 17s. f. o. b. via. Liverpool. By the direct steamers, although some are quoting prices, none of the reliable importers, have as far as can be learned, quoted prices at Denia yet.

CANNED GOODS.

There is but little doing in a jobbing way in canned goods, but considerable contracting is being done. The tomato crop promises large and orders are being taken freely for the best brands at 97½c. Salmon is gaining strength. Some brands which were offering at \$1.12½ a fortnight ago have been withdrawn in consequence of heavy shipments from the coast on English account.

GREEN FRUIT.

There is no change in staple lines of this description. Business is well maintained of a jobbing kind, and oranges and lemons show no change.

FRESH FRUIT.

There is a seasonable enquiry for fresh fruit of all kinds with no particular change to mention. California pears sell at \$3.50,

Brantford New Mills.

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

J. & R. ROBSON,
Brantford, Ont.



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

PICKLING VINEGAR.



T. A. LYTLE & CO.,

Bonded Manufacturers,

124--128 RICHMOND ST. W.,

TORONTO.

STEEL, HAYTER & CO.,
Importers of

INDIAN TEAS

Direct from their estates in Assam.

New Season's Teas are now arriving.

PROPRIETORS OF THE WELL-KNOWN

"MONSOON" BRAND.

Samples and Quotations on application.

11 & 13 Front St. E. Toronto.

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

T. A. Snider Preserve Co., Cincinnati, O

Snider's Tomato Catsup.

do Chili Sauce.

do Tomato Soup.

do Chicken, Mock Turtle, etc.

To be had of Wholesale Grocers.

AGENTS:

WRIGHT & COPP,

40 Wellington St. East, Toronto.

TELEPHONE 2682.

Dont' Fail to Get

—A BOX OF—

Adams' Monte Cristo
CHEWING GUM.

Each box contains a brilliant ring which is set in the latest Parisian style.

Be sure to ask your Jobber for it.

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

BRANDON ROLLER MILLS,
Brandon, Man

—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers

-- FLOUR --

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

Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y,
PROPRIETORS.

Dominion Mills,
LONDON, ONT.

HEADQUARTERS FOR

OATMEAL

CORNMEAL, POT BARLEY,

SPLIT PEAS, ROLLED WHEAT,

AND ALL BREAKFAST CEREALS.

Write for Samples and Prices.

GARTLEY & THOMSON,
303 to 311 Talbot St.

GOLDEN BRAND

CANNED

FINNAN HADDIE

Are put up in flat and tall tins.
Quality guaranteed.

AGENTS,

H. W. NORTHRUP & CO.

South Wharf, Saint John, N. B.

N. WENGER & BROS.,

AYTON, ONT.

- - MILLERS - -

(Hungarian Process)

BRANDS:

KLEBER, MAY BLOSSOM.

AGENTS:

J. L. SMITH & SON, - Montreal.

EPHRAIM ERB, - Halifax.

HODD & CULLEN

Roller Millers.

FLOUR

Manufactured "Hulgarian" System.

Our brands are

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

Heavy dealers in

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

Quotations by wire.

Address, **STRATFORD, ONT.**

EMBRO
OATMEAL
MILLS.

D. R. ROSS, - EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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



MONTREAL Markets Continued.

plums \$1.50, grapes \$1.75 to \$2, and nectarines \$1.50. Other fruit are about the same. Bartlet pears rule at \$3 to \$3.50 per barrel and 50 to 75c. per basket, Clapp pears \$4 to \$4.50 per barrel, plums 40 to 75c, and peaches 75c. to \$1.25 do., white grapes are 4½ to 5c.

APPLES.

There is little to say about apples as yet for beyond the usual reports customary to the opening of the season there is little on which to base an opinion. A letter from the representative of a well-known exporting house, here who is now making a trip through Ontario and other sections, is worthy of mention. This gentleman opines that the prospects for a profitable shipping season this year are small just at present. He learns that 50c. has been paid for the sample fruit which would mean about \$1.60 on the cars, and says that there will be more apples in Canada this year available for shipment than ever before. In Maine also he calculates that the crop of Baldwins will be large.

HOPS.

Nothing definite can be said about the hop market as regards new crop. We have already noted that sales of Palmers have been made at 32c., but the buyers seem to think that prices will come very much lower, and have as encouragement that prices which mean a concession on the above have been accepted, for a small lot of course, but still a fact is a fact.

PROVISIONS.

With the approach of the fall months there has been some improvement to the provision market, but it is not very appreciable as yet. However there is more demand for short cut and large which have considerable attention at present. Prices rule steady. Canadian short cut, per barrel is quoted at \$17.00 to \$17.25; mess pork, western, per barrel \$15.25 to \$15.75; short cut, western, per bbl \$17.00 to \$17.25; hams, city cured, per pound 10½ to 11½c.; hams, canvassed, per lb 0 00 to 0 00c.; lard, Canadian, in pails, 8¾ to 9c.; bacon, per pound, 9 to 10c.; lard, com., refined, per lb, 7¾ to 8c.

EGGS.

The local demand for eggs is small at present while the receipts are large. Still the demand on export account is a factor and sufficient at the moment to keep the market fairly steady. Prices, though, are lower than at the time of our last. We quote 12c. to 13c.

BUTTER.

This market shows a very shady tone the demand on export account being fair and it would be larger if prices were not held so high. For August creamery holders are asking extreme figures but at 20¼ to 20½ a fair business is possible and those holders who are willing to accept are cleaning out. In western dairy buyers in the West seem to have another scare on for they are reported to be paying 15c. there. On spot, this is on outside, and as holders want it in the country business is restricted. Finest creamery 20 to 20¼c., finest townships 16 to 17c., finest western 14½ to 15c.

CHEESE.

It is a stand off between English buyers and Canadian sellers. Speculative operations have forced values up altogether too high, and now the market drops. At 9¾ to 9¾c. there is a chance for business, but holders don't seem disposed to talk on this basis hence the market is dull. Finest Brockville, etc., 9¾ to 9¾c., finest Eastern and States 9½ to 9¾c., fine 9 to 9¾c., medium 8½ to 8¾c., cable 46s.

GRAIN.

There is no activity in this market, business ruling very quiet. The stocks in store compared with those of a week ago, show an increase of 47,330 bushels of wheat, 10,515 bushels of oats, 3,224 bushels of rye, and a decrease of 9,773 bushels of corn, 1,514 bushels of peas, and 6,609 bushels of barley. Compared with the corresponding date last year there is an increase of 256,353 bushels of wheat, 570 bushels of corn, 1,313 bushels of peas, 7,536 bushels of rye, and a decrease of 1,655 bushels of oats, 22,142 bushels of barley. We quote:—No. 2 hard Manitoba, \$1.05 to \$1.07; No. 3 do., 97c; No. 2 Northern, \$1.04, peas 81c. per 66 pounds in store; 83c. afloat; oats, 35 to 36c. per 34 pounds; corn, 80 to 82c. duty paid; feed barley, 55c.; good malting do., nominal.

FLOUR.

There is no activity to speak of in flour, a quiet business moving on local account at steady prices. In fact holders are still firm, although buyers are calculating on better terms with new wheat stock. The stock in store shows an increase of 1,523 barrels compared with a week ago, and 4,870 barrels compared with a year ago. Patent spring \$5.35 to \$5.75, patent winter \$5.25 to \$5.55, straight roller \$4.85 to \$5.00, extra \$4.60 to \$4.70, superfine \$4.20 to \$4.30, city strong bakers' \$0.00 to \$5.50, strong bakers' \$0.00 to \$5.25.

HALIFAX MARKET QUOTATIONS.

(Wholesale Selling Rates.)

HALIFAX, Sept. 9, 1891.

BREADSTUFFS.—Markets remain much the same, some mills asking \$9 for good 90 per cent. patents at mill, to which must be added 35 to 90c. freight. Exporters are taking wheat at about \$1 per bushel. We make very few changes in quotations.

Manitoba highest grade patents, \$6.00 to 6.25; High grade patents, \$5.30 to 5.50; Good 90 per cent Patents, \$5.20 to 5.50; Straight grade, \$5.00 to 5.10; Superior extras, \$4.75 to 4.85; Good seconds, \$4.40 to 4.55; Graham flour, \$4.90 to 5.10; Oatmeal, \$5.50 to 5.60; Oatmeal rolled \$5.70 to 5.80; Kiln dried corn meal, \$3.60 to 3.70; Rolled wheat, \$5.50; Wheat bran per ton, \$18.50 to 19.50; Middlings, \$27.50 to \$28.50; Cracked corn, \$39.00; Moulee, \$30.00; Split Peas \$4.40 to \$4.50; White beans per bushel, \$1.80 to 1.90; Pot Barley per bbl, \$3.90 to \$4.10; Canadian oats choice quality, 53c. to 55; P. E. I. Oats 46c. to 48.

SUGAR.—The demand for sugar here has not been large during the week, as retailers are pretty well stocked up, but a good fair business is reported in both granulated and yellows at steady unchanged prices.

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

MOLASSES.—The market for molasses, here, has been very dull, and no change in any respect has been developed.

Barbados, 40c.; Demerara, 35 to 38c.; Diamond N. 48c.; Porto Rico, 37 to 38c.; Trinidad, 34 to 35c.; Antigua, 34 to 35.

FISH.—We have no change to note in the position of fish in this market, which continues to be lifeless and devoid of any interesting features.

Codfish, Hard C.B., \$4.75, ex vessel; Western shore, \$4.50.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., Sept. 7, 1891.

It is too early for much improvement in business, though all our wholesale houses are kept fairly busy filling orders and preparing for the fall trade.

CHEESE—The reported shortage in cheese has caused quite an advance in that article, and with only a limited quantity here the price is likely to rule high for some time; 10¼ to 10½c. is the ruling price now.

BUTTER—Butter is in good demand and the quantity offering is not large, though in quality is quite up to the standard. It ranges in price from 15 to 18c.

FLOUR—There has been a steady demand for flour, and as what is held is mostly old wheat, it has advanced some with a good prospect of holding firm for some weeks. Medium patents \$5.30 to \$5.45, high grade \$5.55 to \$5.60, Manitoba \$6 to \$6.05.

CORN MEAL—Is in good demand at ruling prices \$3.40 to \$3.50.

OATMEAL—Roller is selling at \$5.60 to \$5.70, standard \$5.40 to \$5.50.

SUGARS—Are without life, with a tendency downward.

MOLASSES—The quantity is less than is usually held, with a limited demand. Barbados is quoted at 36 to 38c.

FISH—We have had a good demand for all lines of fish. Dry cod, medium, are selling at \$3.70 to \$4., and large at \$4.35 to \$4.50. Pollock sell readily at \$1.65 to \$1.75. Herring, smoked, cargo arrived last week, which were sold at 9 to 10c. Pickled, a few cargoes of Shelburn have lately been placed on the market, and are selling at \$4.50 to \$4.75.

A. H. BADGEROW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar
Manufacturing Co.,
79 and 81 Jarvis St., Toronto

Highest award, Toronto Exhibition.

COUGH DROPS.

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

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

Mention THE GROCER.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

DAVIDSON & HAY
Wholesale Grocers,
86 Yonge Street,
TORONTO, ONT.

NEW CANNED PEAS.
 Now arriving the undermentioned very choice brands, "Aylmer" "Simcoe" "Boulter's" "Miller's" and "Lakeport." Quality guaranteed. Early purchasers likely to do best. Orders filled promptly.

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

Arriving this week
New Valencias
H. P. ECKARDT AND CO
 Wholesale Grocers,
 3 FRONT ST. EAST, TORONTO.

Rice and Valencia Raisins.
 To the Trade.
 We offer
 1000 Boxes Valencia Raisins,
 2300 Sacks of Rice.
 Write for quotations.

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

SALMON.
 New Catch "HORSE SHOE"
 NOW IN STOCK.

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

EDWARD ADAMS & CO.
 ESTABLISHED 1846.
 Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,
TOBACCOS.
 95 & 97 Dundas St., London, Ont.

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

WESTERN ONTARIO AGENTS FOR
Cherry's Irish Mustard, X.D.S.F.
 This is superior to any other grade in the market. Try it.

JUST ARRIVED !
 Consignment finest Mocha Coffee.
 Write for Samples and Quotations.

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

Thos. KINNEAR & Co
 Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,
 AGENTS FOR
Cherry's Irish Mustard, X.D.S.F.
 This is superior to any other grade in the market. Try it.
 47 Front St. E., - TORONTO.

1891
PACK

Horse Shoe Salmon
 FLAT AND TALL TINS
 NOW IN STORE.

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

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

NEW
Valencia Raisins
 In Store.

J. F. EBY. **HUGH BLAIN.**

VISITORS **TO THE FAIR**
 Will find it to their advantage to visit our WAREHOUSE. Corner Front and Scott Sts.

EBY, BLAIN & Co.,
 Wholesale Grocers,
 FRONT AND SCOTT STS. TORONTO.



EXPORTS IN TIN PLATE PACKAGES.

CHRISTIANIA, Aug. 24, 1891.

To the Editor of THE CANADIAN GROCER.
Toronto.

DEAR SIR,—In THE CANADIAN GROCER of July 31st there is on page 2 a very interesting article headed: "An Export Trade in Canned Goods." You there show how the U.S. canners are handicapped by a duty on tin plate of 2 1-5c. per lb. We have had some experience in regard to this, and fully appreciate the truthfulness of your statement in that article, as we represent one of the largest biscuit factories in the U.S. and a house that should be able to compete with English houses in this market, but on account of the duty on tin plate their biscuits are more expensive. This is what they write us: "Although the prices charged, we think, are in some instances dearer than the English, the quality of the goods will be in all respects as good, if not better. However, on packages such as tins and boxes the English will compare more favorably than ours, for the reason that there is no duty upon the tin in England, and consequently tins can be made from 25 to 40 % cheaper there than in this country." We have mentioned this as we thought it might interest you to know that U.S. houses are openly admitting that duty on tin plates makes it difficult for them to compete where that article is needed.

Yours respectfully,

C. E. SONTUM,

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

NOTES TAKEN ON THE ROAD.

Messrs. Elliott, Marr & Co., wholesale grocers, London, have removed to the large commodious premises lately occupied by Struthers, Anderson & Co., Waterloo block, where their facilities for handling their steadily increasing business are much increased.

Mr. A. Archibald, late clerk with Wm. Mitchell, grocer, Hamilton, has bought an interest in the business of his employer, with prospect of shortly being sole proprietor. The GROCER wishes him every success, and predicts that close adherence to the many good points found in this journal the goal of his ambition will soon be reached.

LOST WITHOUT IT.

F. W. Kirkham, general merchant, Walter's Falls, writes as follows: The present address of my GROCER is West Hill. Please change it to Walter's Falls, Ont. Have not seen a copy of my own GROCER for six weeks, and am lost without it. Be sure and send next copy to me.

**Ice
your
CAKE
in
3
minutes
with
GIBSON'S
Icina.
No
Eggs
required.**

GIBSON'S ICINA (formerly known as Dr. Clarke's Cake and Pastry Icings) stands in the same relation to the ordinary way of icing cakes and pastry as Baking Powder does to the old fashioned way of leavening biscuits.

IT IS A LABOR SAVER.

IT IS A BOON TO HOUSEKEEPERS.

IT IS PREPARED FROM THE BEST MATERIALS.

Put up in 1 lb. and ½ lb. packets, 2 doz. in a case, in either Chocolate, Pink, or White; any kind, separate or assorted. See Price List page 25.

Each packet bears the signature of the sole proprietors,

GIBSON & GIBSON, Toronto.

Sold by Wholesale Grocers generally.

**SPANISH
BLACKING
THE
KING OF
BLACKINGS.**

**GEORGE
ENGRAVING**

55 KING STREET, W.
ENTRANCE ON BAY ST.

BEST CLASS WORK AT MODERATE PRICES

CUTS FOR ALL ILLUSTRATIVE PURPOSES.

OUR PROCESSES:
WOOD ENGRAVING
PHOTO ENGRAVING
ZINC ENGRAVING
HALF TONE
WAX ENGRAVING
DESIGNING

F. BRIDGEN MGR.

GENERAL STOREKEEPERS
Who deal in Dry Goods
Should Subscribe for

THE DRY GOODS REVIEW

It will keep you informed on all important questions of the day affecting the Dry Goods and allied trades.

THE DRY GOODS REVIEW, TORONTO
THE J. B. McLEAN CO. (LTD) PUBLISHERS.

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

DIAMOND BAKING POWDER in 1/4, 1/2 and 1 lb. tins is more satisfactory and nets you a better profit than any first-class powder on the market.

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

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



SEE our great **EXHIBIT !!!**

At Toronto Industrial Exhibition.

Our friends and customers from the country are cordially invited to visit our Factory whilst in Toronto.

Samples of this wonderful Yeast FREE.

THE BARM YEAST MFG. CO.,

TELEPHONE 1920.

35 Wellington St. E., Toronto.

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

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

The Norton Manufacturing Co.,

E. P. Breckenridge, C. C. Warren,
 Toledo, Pres. New York, Sec.-Treas.
 Edwin Norton, W. C. Breckenridge,
 Chicago, Vice-Pres. Resident-Manager.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

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

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited

HAMILTON, - ONT.

- BROOMS -

EXTRA SELECT.

35, 30, 25, 20, 15.

Just what you want for choice family trade at prices to suit all.

These Brooms are made of selected stock, handsomely finished and warranted to be always same weight and quality.

Note our Special Brands.

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

Manufactured by

CHAS. BOECKH & SONS, - TORONTO.

-ALSO-

Household Brushes of every description,
 Pails, Tubs, Washboards,
 Matches, etc.

Price List sent on application.

A. HAAZ & CO.,

Bonded Manufacturers of

Honey Dew, White Wine, Malt and Cider

VINEGARS.

74 Bagot Street, - Kingston, Ont.

**Cowan's
 Soluble Cocoa**

made from carefully selected Beans, produces a
 Cocoa of the best quality and finest flavor.

The Cowan Cocos and Chocolate Co. L'd, Torontc.
 11 and 16 Mincing Lane, Wellington St. W.
 Samples free. Correspondence Solicited.

ORIENT MILLS.

SINCLAIR, HOOD & CO.,

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

Importers and Manufacturers of

Coffees,
 Spices,
 Mustards,

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

48-50 Lombard Street, Toronto.

We are now reducing our surplus stock in order to make room for FALL GOODS.

We beg to offer a **BIG REDUCTION IN PRICES** to our **RETAIL FRIENDS**. Customers visiting Toronto, during the Exhibition, will find it to their interests to call and inspect stock before placing their fall orders.

R. TEW & CO.,

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

10 FRONT ST. East,

(Adjoining Board of Trade Building.)



SALES MADE OR PENDING.

Watson Bros., grocers and liquor dealers, Guelph Ont., have sold out to E. S. Kilgour.

G. R. Gilroy, general merchant, Holstein, Ont., has sold out to J. H. Richards & Co.,

J. Sinclair & Son's crockery and glassware stock, Toronto, are advertised to be sold on the 15th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

P. J. Hubley & Sons, feed dealers, Halifax, have dissolved.

Young & Hopkins, general merchants, Hartney, Man., have dissolved.

Daignault & Quintal, hay and flour dealers, Montreal, have dissolved, P. Daignault continuing.

Busche & Lajeunesse, grocers and hardware dealers, Walkerville, Ont., have dissolved, J. E. Lajeunesse continuing.

REMOVALS AND DEATHS.

George Morrison, jr., wholesale grocer, St. John N. B., is dead.

James J. Grieve, senior partner in the firm Blaine, Johnson & Co., general store, etc., St. John's, Nfld is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES,
Napoleon Brodeur, grocer, Montreal, has assigned.

Louis Giroux, general merchant, Berthier, Que., has assigned.

S. S. Young, wholesale grocer, Trenton, Ont., is offering to compromise.

Adolphe Methot, general merchant, St. Roch des Aulnais, Que., has assigned.

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

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

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

SELL GOOD GOODS.

We believe it is a fact that the most successful retail grocers are the ones who sell goods of a high quality, and certain it is that such a policy has everything to command it. While fine quality goods may cost a little more to the consumer, this fact is more than counterbalanced by the satisfaction of the buyer, and by the fact that such goods go further under the management of the housewife than do cheap goods.

And the dealer in fine goods is not slow to educate his customers to the fact that high priced goods are cheaper in the end than low priced ones. It does not take much argument to show that a pound of pure pepper is worth much more to the consumer than a pound of cheap trash, and there is a long list of articles of which the same statement is true.

In canned goods especially it is important to handle only a good quality, and such can be sold at profitable prices. Nothing disgusts a customer more quickly than to cut a can of some article, say salmon, and find it scarcely fit to be eaten, let alone its repulsive appearance. Not only is the grocer apt to lose a customer by selling such stuff, but he injures the trade in canned salmon at the same time. When a customer is certain of good butter, good tea, good coffee, etc., he will stick to such a store even if prices are sometimes higher. The grocer who deals in fine goods rarely has trouble with customers; there is no sending back of articles, and no fault finding about quality. It is the right method of doing business.—St. Louis Grocer.

BREADMAKER'S DRY HOP YEAST

Makes light white, wholesome, and delicious Bread.

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

Manufactured by

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

STAR FIRE LIGHTER.

FAST SELLER. GOOD PROFIT
285 gross sold in London, Ont., in 5 weeks, and sells faster every day.

NO COAL OIL. See our prices.
Send for sample. **STAR MFG. CO., London.**

PURE ROCK SALT

FOR
Cattle and Horses.

TORONTO SALT WORKS,
128 Adelaide Street East

Sole Agents for
RETSON MINING COMPANY.
Write for Quotations

BUSINESS CHANCE.

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

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

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

ALL GROCERS SHOULD SELL

THE

ROYAL DANDELION COFFEE

Manufactured by

ELLIS & KEIGHLEY,

TORONTO.

TO THE TRADE

—IN—

Canned Goods.

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

Faithfully yours,

D. W. DOUGLAS,

St. Johns, P.Q.

BUY ONLY
THE BEST



THE GAIL BORDEN Eagle Brand Condensed Milk

Has maintained its high reputation for **ABSOLUTE PURITY** for over a **QUARTER OF A CENTURY.**

AS A FOOD FOR INFANTS IT HAS NO EQUAL.

FOR SALE BY
Grocers and Druggists Everywhere.



KNOX, MORGAN & CO.,

Wholesale Dry Goods Importers,
HAMILTON, - - - ONTARIO.

FALL IMPORTATIONS.

OUR STOCK---Is now fully completed for Fall Trade and comprises exceptionally varied and attractive lines of double-width, higher class DRESS GOODS and MANTLE CLOTHS, including Pushes and Sealettes. FLANNELS, SHIRTS AND DRAWERS---Only the best values being offered. GENTS' FURNISHINGS---This department specially attractive this season. LETTER ORDERS---Receive careful and prompt attention.

Everyone should see
**THE JOHNSTON'S FLUID BEEF CO.'S
 EXHIBIT**

at the Provincial Exhibition in Montreal.

Life Size Statue of Hercules.

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

AGENTS FOR

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

LEONARD BROS.,

Wholesale Fish Dealers,

Are now prepared to fill all orders for their

Celebrated Boneless Codfish
 (from new fish)

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

SEND FOR QUOTATIONS.

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

Robertson, Thompson & Co.,

GRAIN, FLOUR,

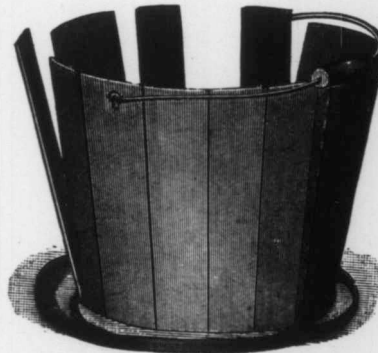
Produce and General Commission,

185 NOTRE DAME ST., EAST,

P.O. Box 615. WINNIPEG.

Correspondence solicited from Merchants and Manufacturers desirous of introducing their goods in Manitoba and the Northwest Territories.

CATCH ON!

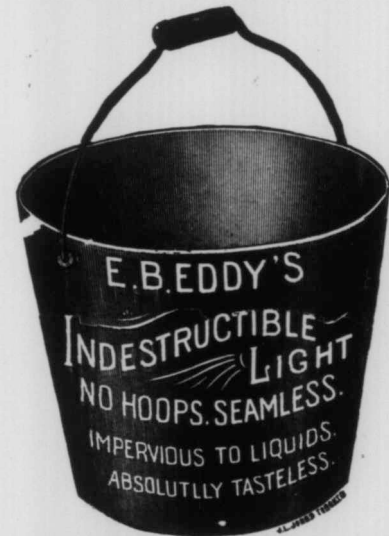


The Old Wooden Bucket.

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

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

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



E. B. Eddy's Indurated Fibre Pail.

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

CLEVELAND'S BAKING POWDER

that a customer gained is always retained.

yields best profit to the grocer,
 and of such a superior quality

Prices current, continued—

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

CROSE & BLACKWELL'S.

Pickles, all kinds, pints, per doz	3 25
LEA & PERRIN'S, per doz.	
Worcester Sauce, 1/2 pts.	\$3 60 \$3 75
pints	6 25 6 50

LAZENBY & SONS.

Pickles, all kinds, pints, per doz	3 25
quarts	6 00
Harvey Sauce—genuine—1/2 pt. pts	3 25
Mushroom Catsup "	2 25
Anchovy Sauce "	3 25

PRODUCE.

DAIRY.	
Butter, creamery, rolls	\$0 21 \$0 22
tub...	0 19 0 21
dairy, tubs, choice	0 14 0 15
medium	0 10 0 12
low grades to com.	
Butter, pound rolls	0 12 0 14
large rolls	0 12 0 14
store crocks	0 09 0 10
CHEESE.	
COUNTRY	
Eggs, fresh, per doz.	0 13 0 13 1/2
limerd	
Beans	1 70 1 80
Onions, per bbl.	0 15 0 16
Potatoes, per bag	0 50 0 60
Hops, 1889 crop	0 15 0 18
1890 "	0 33 0 35
Honey, extracted	0 08 0 10
section	0 14 0 16

PROVISIONS.

Bacon, long clear, p. lb.	0 08 1/2
Pork, mess, p. bbl.	15 00 17 00
Hams, smoked, per lb.	0 12 1/2 0 13
pickled	0 10 0 11

Bellies	0 10 1/2 0 11
Rolls	0 09
Backs	0 11
Lard, Canadian, per lb	0 10 1/2 0 10 3/4
Hogs	7 00 7 25
Tallow, refined, per lb.	0 05 0 05 1/2
rough,	0 02

RICE, ETC.

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

SPICES.

GROUND.	
Pepper, black, pure	Per lb. \$0 18 \$0 20
fine to superior	12 18
white, pure	32 35
fine to choice	25 30
Ginger, Jamaica, pure	25 27
African,	18 25
Cassia, fine to pure	14 25
Cloves,	13 15
Allspice, choice to pure	30 35
Cayenne,	75 1 20
Nutmegs,	1 00 1 25
Mace,	30 35
Mixed Spice, choice to pure	25 37
Cream of Tartar, fine to pure	

STARCH.

EDWARDSBURG STARCH CO. LIMITED.	
MONTREAL.	
c. per lb.	
No. 1 White, 4 lb cartons.	5 1/2c
Canada Laundry	4 1/2
Silver Gloss, crates	6 1/2
Silver Gloss, 1 lb chromos	6 1/2
Satin, Starch 1 lb chromos	7 1/2
No 1 White, barrels & halves.	4 1/2
Benson's Canada Prepared Corn	7 1/2
Canada Corn	9
Rice Starch, 1 lb	6 1/2
BRITISH AMERICA STARCH CO.	
BRANTFORD.	
1st quality white, 3 lb. cartons.	5 1/2
Lily White gloss, crates	6 1/2
Brantford gloss, 1 lb.	7 1/2
Lily White gloss, 1 lb chromo.	6 1/2
Canada Laundry, Boxes	4 1/2
Pure Prepared corn	7 1/2
Challenge Corn	6 1/2
Rice Starch, fancy cartons	9
cubes	7 1/2

KINGSFORDS OSWEGO STARCH.

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

SUGAR.

c. per lb	
Granulated, 15 bbls or over	5
less than 15 bbls.	5 1/2
Paris Lump, bbls and 100 lb. bxs	5 1/2
" 50 lb. boxes	5 1/2
Extra Ground, bbls	5 1/2
" less than a bbl.	6 1/2
Powdered, bbls	5 1/2
less than a bbl.	5 1/2
Extra bright refined	4 1/2
Bright Yellow	4 1/2
Medium "	3 1/2
Brown "	3 1/2
Raw	3.60 4 1/2

SYRUPS AND MOLASSES.

SYRUPS.	
Per lb.	
bbls. 1/2 bbls	
D	2 1/2 2 3/4
M	2 1/2 2 3/4
B	2 1/2 3
V.B.	3 3/4
E.V.B.	3 1/2 3 1/2
E.S.V.B.	3 1/2 3 1/2
XX	3 1/2 3 1/2
XXX	3 1/2 3 1/2

MOLASSES.

Per gal.	
Trinidad, in puncheons	0 38 0 40
" bbls	0 40 0 42
" 1/2 bbls	0 42 0 44
New Orleans, in bbls.	0 48 0 50
Porto Rico, hdds.	0 38 0 40
" barrels	0 42 0 47
" 1/2 barrels	0 44 0 49

TOBACCO AND CIGARS.

British Consols, 4's; bright twist,	
5's; Twin Gold Bar, 8's	67c
Ingots, rough and ready, 7's	64
Laurel, 3's	57
Brier, 7's	55

Index, 7's	50
Honeyuckle, 7's	58
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette and Lovely, 12's	50 1/2
Prince of Wales, in caddies	51 1/2
" in 75 lb boxes	51
Bright Smoking Plug Myrtle, T & B, 3's	60
Lily, 7's	53
Diamond Solace, 12's	50
Myrtle Cut Smoking, 1 lb tins	70
1/2 lb pg, 6 lb boxes	70
oz pg, 5 lb boxes	70

GLOBE TOBACCO COMPANY. GLOBE SMOKING TOBACCO.

Per lb.	
The Old Flag, 1/2 lb. in 5 lb. boxes.	70c
" " 1 lb. Fancy Tins	70c
Gold Flake, 1-5, 6 lb boxes	70c
" " 1, 5	70c
" " 1-10, 5	80c
" " 1 fancy tins	70c
" " 1	41c
" " 1 glass jars	77c
Hand Made, 1-5, 6 lb boxes	65c
" " 1, 6	68c
" " 1 fancy tins	68c
" " 1	40c
" " 1 glass jars	75c

GRANULATED SMOKING TOBACCO.

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

FINE CUT CHEWING TOBACCO.

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

CIGARS—S. DAVIS & SONS, Montreal.	
Per M	
Madre E' Hijo, Lord Landsdowne	\$60 00
" Panetelas	60 00
" Bouquet	60 00
" Perfectos	85 00
" Longfellow	85 00
" Reina Victoria	80 00
" Pins	55 00



KINGSFORD'S OSWEGO STARCH.

"Pure" and "Silver Gloss"
FOR THE LAUNDRY.

Corn Starch,
FOR THE TABLE.

Standard of Excellence. Absolutely Pure.

For Sale by all Leading Jobbers in Canada.

T. KINGSFORD & SON, Oswego, N.Y.

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

NO BLUEING -

Material whatsoever is used in the manufacture of

OUR GRANULATED.

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

Offer for sale all grades of REFINED SUGARS and SYRUPS of the well-known brand of

Redpath

CERTIFICATES OF STRENGTH AND PURITY.

OFFICE OF THE PUBLIC ANALYST,

MONTREAL, September 9th, 1887.

To the Canada Sugar Refining Co., Montreal:

GENTLEMEN,—I have personally taken samples from a large stock of your Granulated Sugar, "REDPATH" brand, and carefully tested them by the Polariscope, and I find these samples to be as near to absolute purity as can be obtained by any process of Sugar-Refining.

The test by the Polariscope showed in yesterday's yield 99.90 per cent. of Pure Cane Sugar, which may be considered commercially as ABSOLUTELY PURE SUGAR.

JOHN BAKER EDWARDS, P.L.D., D.C.L., F.C.S.,

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

CHEMICAL LABORATORY, MEDICAL FACULTY, MCGILL UNIVERSITY.

MONTREAL, September 9th, 1887.

To the Canada Sugar Refining Company:

GENTLEMEN,—I have taken and tested a sample of your "EXTRA GRANULATED" Sugar, and find that it yielded 99.88 per cent. of Pure Sugar. It is practically as pure and good a Sugar as can be manufactured.

Yours truly,

G. P. GIRDWOOD.

THE CANADA MEAT PACKING CO.,

MONTREAL,
BEEF AND PORK PACKERS,

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

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

WRITE FOR QUOTATIONS.

:- HOW TO SELL GOODS :-

Send Ten Cents to the GROCER PUBLISHING Co. for a copy of
B. F. Cumming's Prize Essay on "How to Sell Goods."

GROCER PUB. CO.,

6 Wellington St. W., Toronto.

TRAVELLERS' GUIDE

J. EDWARDS. J. E. INSLEY.
LELAND HOTEL
Corner Hastings and Granville Streets, one block
from Railway Station and Steamship dock.
Vancouver, B.C.
INSLEY & EDWARDS,
Proprietors.

THE SANITARIUM
BANFF, N.W.T.
Special apartments for invalids. Bath houses
in connection and a staff of male and female at-
tendants. The best of accommodation for Travel-
ers. Rates, \$2.00 and \$2.50.
B. G. BRETT. J. HASTIE,
Medical Director. Prop.

- The Alberta Hotel -
CALGARY, N.W.T.
Strictly first-class. Headquarters for Commercial
Men. Large sample rooms.
H. A. PERLEY, Prop.

Grand Pacific Hotel
KAMLOOPS, B.C.
The leading hotel in the city. Sample rooms
convenient to stores, provided for commercial
men
H. SMITH, Proprietor.

- Queen's Hotel -
MOOSOMIN, N.W.T.
Newly built, newly furnished,
Four large sample rooms.
WM. CLEVERLY, Prop.

The Hilliard House
RAT PORTAGE, ONT.
Strictly first-class. The favorite commercial
house along the line of C. P. R.
LOUIS HILLIARD, Prop.

The Clarendon Hotel,
Winnipeg, Man.
RUTLEY & McCAFFREY Proprietors.

PATERSON HOUSE,
OWEN SOUND, ONT.
One of the best appointed houses in Ontario,
situated in the business centre of the town. All
modern improvements. Headquarters for com-
mercial men
A DUNCAN, Prop

THE LELAND HOUSE,
Portage La Prairie, Man.
Best sample rooms west of Winnipeg. Strictly
first-class.
WM. NEVINS, Prop.

Queen's Hotel,
WINNIPEG, MAN.
First-class in every respect.
Jas. O'CONNOR, Prop. FRED. SPRADO, Mgr.

It is well-known

That successful Doctors read all the latest
medical books and papers and go abroad
occasionally to study. Successful lawyers
read legal publications to learn the latest
legal decisions and points constantly crop-
ping up. Teachers, clergymen, druggists,
architects, all read the publication issued in
the interests of their profession. They
must do so to keep up with the times.

The same applies to grocers and general
merchants. They must not only read the
best papers published in their interests but
must also watch the advertisements closely.
There they learn the rise and fall in prices ;
latest trade news and methods of buying,
handling and selling goods, so that they
may make the greatest profit. A doctor
reads much that he already knows, so does
a lawyer. So does a number of any of the
other professions. So will a merchant. It
is often the issue of the paper he misses that
is worth dollars to him. His best and safest
policy, therefore, is to subscribe for his
trade paper.

The only exclusively grocery and general
store paper is THE CANADIAN GROCER
issued weekly, subscription price \$2.00 per
year.

W. BOULTER & SONS,
PICTON, ONT.

PACKERS OF THE CELEBRATED



Canned Fruits and Vegetables.

Every can has a Lion on the Label as Trade
Mark and the words Bay of Quinte Canning
factories. This Label is a guarantee to the con-
sumer that the quality is first-class. Ask your
wholesale grocer for the Lion Brand; do not take
any other. The Wholesale Trade only supplied.

Bay of Quinte
Canning Factories.

Head Office, PICTON. Branch, DEMORESTVILLE.

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

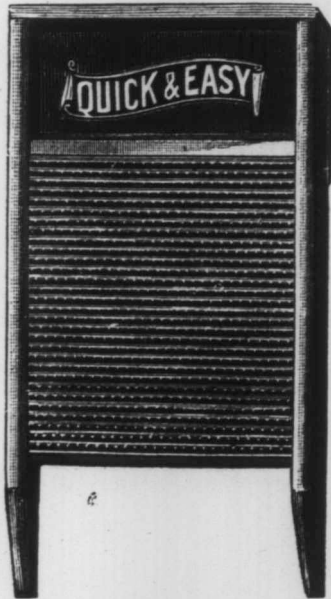
ORDER
IVORY BAR
SOAP

"Quick and Easy"

IS THE BEST

WASHBOARD

The Brandon Manufacturing Co., Ltd., Makers,
Strachan Avenue, Toronto.



This board has a double crimp and only the best materials are used in its manufacture all first-class grocers keep it.

T. G. Williamson & Co.,

COMMISSION MERCHANTS.
TEAS, COFFEES, FRUITS, SUGARS, ETC
42 Front Street East,
TORONTO, ONT.

ORDER A CASE OF

OCEAN WAVE BAKING POWDER

From your Wholesale Grocer.

Sells itself after one Trial. Prices Current

- STORAGE -

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,

TORONTO

CORTICELLI

SPOOL SILKS & TWISTS,
EMBROIDERIES & FANCY SILKS.

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

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

Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.

TORONTO SALT WORKS,
128 Adelaide E., Toronto,

Sole City Agents for the "Canada Salt Association"

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

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

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

SAW YOUR
ADVERTISEMENT
IN THE
CANADIAN GROCER.

When writing to our advertisers please enclose the above.

BROKERS

—AND—

COMMISSION MERCHANTS
IN CANADA

Open to receive an agency for a British House not now represented here, give references.

Address, J. B., care this paper.

- PARISIAN - BLUE!

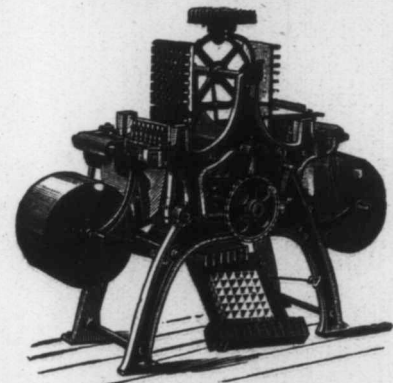
Is Stronger and More
Economical
THAN ANY OTHER BLUE.

It Does Not Stain the Linen.

TELLIER, ROTHWELL & CO.

Northumberland Paper and Egg Case Co.

Sole Manufacturers of Machine Made Egg Case
Fillers. (Straw Board.)



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

To Subscribers.

Those wishing to keep their copies of THE GROCER in good condition, and have them on hand for reference, should use a Binder. We can send by mail A STRONG PLAIN BINDER for 75c., postage prepaid.

These Binders have been made expressly for THE GROCER, and are of the best manufacture. The papers can be placed in the Binder week by week thus keeping the file complete. Address—

THE CANADIAN GROCER,
6 Wellington St. W., Toronto.

ESTABLISHED 1856.

To please your customers sell Martin's Mount Forest Oatmeals.

Ordinary oatmeal is hard to digest because it is not boiled long enough.

By our New Process the meal is partly cooked and is easily digested.

If your wholesale grocer does not keep them write direct to

MARTIN BROS.,
Mount Forest, Ont.
Oats and Feed a Specialty.

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

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

FINE GOODS OUR SPECIALTY.

MUNGO CIGARS, EXCEPTIONALLY FINE.