

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



PUBLISHED WEEKLY \$200 PER YEAR

VOL. VI.

TORONTO, FEBRUARY 19, 1892.

No. 8

# The British America Starch Co., Ltd., Brantford.

BRANTFORD PREPARED CORN  
"Challenge" Prepared Corn.  
**LILY WHITE GLOSS.**  
**BRANTFORD LAUNDRY.**

For Cooking.  
For Laundry Use.

ASK YOUR WHOLESALE GROCER  
—FOR—  
RAILROAD AND STEAMSHIP  
**MATCHES**  
GUARANTEED  
Second to None.  
**H. A. NELSON & SONS**  
Manufacturers and Wholesale Dealers  
56 AND 58 FRONT ST. W.,  
**TORONTO.**



ASK FOR  
**MOTT'S**

**DUNN'S BAKING POWDER**  
THE COOK'S BEST FRIEND  
Largest Sale in Canada.

**Taylor, Scott & Co.,**  
TORONTO.



Retail Price, 25c.

For sale by all first-class grocers

ALL-TOBACCO CABLE AND EL PADRE CIGARETTES.

ALL THE LEADING WHOLESALE TRADE HANDLE PURITAN CUT PLUG AND OLD CHUM SMOKING BACON  
FINE GOODS OUR SPECIALTY.  
MUNGO CIGARS, EXCEPTIONALLY FINE.

MADRE E' HIJO (7 SIZES)

EL PADRE AND CAELE.

THE CANADIAN GROCER

**BRYANT, GIBSON & Co.,**

TORONTO,  
Manufacturers of



This is a facsimile of our bottles.

"Worcestershire Sauce," "Yorkshire Sauce," "Devonshire Relish" Raspberry Vinegar, Evaporated Vegetables, Chocolates, Coconuts, Confectionery.

**DURABLE PAILS AND TUBS.**

TRY



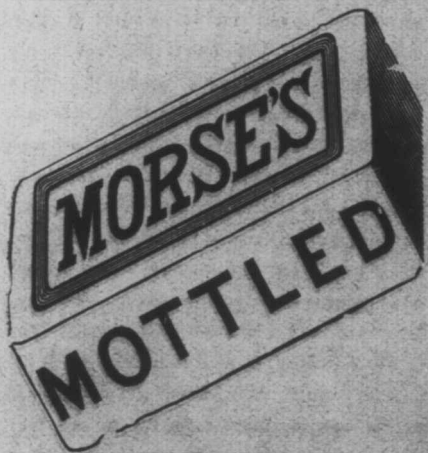
THEM

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.



**A. HAAZ & CO.,**

Bonded Manufacturers of  
Honey Dew, White Wine, Malt and Cider  
**VINEGARS.**  
74 Bagot Street, - Kingston, Ont.

**PURE CONFECTIONERY,  
FINEST BISCUITS.**

Manufactured by  
**J. McLAUCHLAN & SONS,**  
OWEN SOUND, ONT.

**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.

**DALLEY'S  
FROST PROOF INK.**

2 OZ. CONE BOTTLES

Retails at 5 cents per bottle. Packed in 3, 6 and 12 doz. cases. Sold by all wholesale dealers or the manufacturers.

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

**F. F. DALLEY & CO.,**  
HAMILTON, CANADA.



**Licorice  
Lozenges.**

Manufactured exclusively by

**YOUNG & SMYLIE,**  
Brooklyn, N.Y.

These goods can be obtained from any of the leading First-class Houses in Canada.

# THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY.  
\$200 PER YEAR

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

Vol. VI.

TORONTO, FEBRUARY 19, 1892.

No. 8

J. B. McLEAN,  
President.

HUGH O. McLEAN,  
Sec.-Treas.

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

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MONTREAL OFFICE: 115 St. Francois Xavier St.  
A. J. Ritchie, Manager.

NEW YORK OFFICE: Room 105, Times Building,  
Roy V. Somerville, Manager.

#### SPECIAL TO OUR READERS.

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

The arguments which the Patrons bring forward as the reasons for their existence and propagation are nothing less than an arraignment of the business management of the farmers. The farmers are asked to contemplate the effects of their own shortcomings as business men, and find in these the motives which should urge them to embrace the Patron cause. Their attention is drawn to their relation to the retail trade of the country, and because that is not satisfactory, they are pressed to become members of the all-reforming order. And it is with the class whose worth these arguments most strongly impugn that the persuasions of the organizers will be strongest. The business man on the farm, as the business man anywhere else, will manage to look after himself in his dealings with the retail trade. He will not, through his own improvidence, neglect, laziness or other cause, allow himself to get so far behind in his business with the retailer as to force the latter to any disagreeable resort to recover his money. The county court has no terrors for the thrifty man, and the retail trader is not obnoxious to such a man. Enlightened, prosperous farmers have nothing in common with the men who are attracted by the Patrons' representations.

The people who are always in debt to the storekeepers of the country are the ones who deem themselves down-trodden. The condition of always owing they look upon as a curse, and blame the retailer for it. After they get credit they no longer consider it a great favor, for which their own business incompetence made them the suppliants.

\* \* \*

Instead of going in a business-like way to a bank and borrowing a hundred dollars at 7 or 8 per cent. per annum, a farmer will commonly wait till he gets near the very brink of need for the money, and then will hasten to some money-shark and borrow \$85 to put him through the special emergency, binding himself to pay \$100 in a very short time. This is typical of a very common course of procedure on the part of struggling farmers, whose limited capacity for business is the main reason why they are always struggling. An instance was brought under our notice a short time ago which illustrates this characteristic of the poorer class of farmers. A young farmer who owed several hundred dollars of store accounts that had been accumulating for some years, was suddenly convinced of the great economy of the Patron scheme. He determined to go in for the benefits of cash trade. To wipe off the indebtedness that stood against him he conceived the idea of putting his stock and implements under a chattel mortgage at 8 per cent. He thus started in with a clean slate, reasoning that the margin saved through dealing with a Patron merchant would pay the interest on the mortgage. But he lacked the money to do a regular cash business, and had to drop back into the higher prices and credit system that he hoped to escape by alliance with the Patrons. Self-help is the thing usually lacking in the people who become Patrons.

\* \* \*

There is a great deal of difference between this voluntary adoption by consumers

of a cash basis of trade, and the enforced adoption of such a basis. If the retailers should abandon the credit system there would then be a real trial made of the endurance of people who want now to starve the retailers out of existence. The starving would be likely to be the other way. There are people whom the credit system has built up, whom a cash system would rapidly pull down. Credit has been a great economic factor in the welfare of the people of this country, and the retail traders of the country have been the dispensers of it. Hard times, bad harvests, affliction, inadequate capital, have thousands of times been withstood only because the retail merchant stood the friend of the struggler who had to face these difficulties. Many of the Patrons of to-day owe all they have to retail merchants who forbore at critical times to urge their claims for money due.

\* \* \*

In the weekly charge sheets issued by Bradstreet's, runs the serial story of chattel mortgages given and renewed by people who have to draw upon capital to keep themselves going. Among these are noticeable every week the names of a goodly number of farmers, some on rented some on freehold property. The chattel mortgage is only a symptom of a general condition, whose other signs are to be observed in the management and business of the farmer who gives it. Such a man is usually a long way behind in his store accounts, he owes for his implements, his farm is badly cultivated, his stock poorly housed or fed. The Patron movement is eagerly embraced by such men, as it appeals to the unthrifty class. The thrifty man does not wish to be levelled down to such a standard, and will as a rule trust to his own business capacity to see him through his dealings with other people.

### THE SUGAR AGREEMENT SUSPENDED.

The wholesale grocery trade of Ontario has finally cut the painter which held nearly all its members to the sugar combine. The sugar agreement is cancelled for the time being, at all events, and within the limits of this province. The local Guilds of the province of Quebec, however, remain parties to it. The influences which led to this step being taken have been noted from time to time in THE GROCER. Outside the Guild, throughout the whole period of its existence, were wholesalers who sold by direct quotation at lower prices than the agreement would allow its adherents to sell at; inside the Guild, especially since the beginning of 1891, there has been a systematic course of evasion resorted to to nullify the restrictions imposed by that agreement. A rebate in the form of a sacrifice on yellow was the most familiar device for overcoming the difficulty, and yellows came to be very generally sold at a loss. The price of granulated was nominally intact, though it was by adjusting the gain on that to the loss on yellow that equilibrium was preserved. One very guileful way of cutting prices on granulated was that of making a losing bet of \$5. Travellers have been known to make this bet with a retailer, that he dare not buy 15 barrels of granulated. Of course the retailer would either not bet or else he would buy and win, thus getting 15 barrels at \$5 less than the cost at the list price. In one form or another violations have been common for a long time back. All efforts to correct them proving unavailing, the list was finally abandoned.

Granulated sugar is now sold at  $4\frac{1}{2}$ c. by Toronto wholesalers, and can be had from some of them at 4 7-16c. In New York it is  $4\frac{1}{8}$ c., or just 5-16c. lower. A year ago granulated sugar was  $6\frac{7}{8}$  to 7c. on this market, and as small lots can now be bought on as easy terms as 15-barrel lots, the comparison between the price of a single barrel in Toronto now and the price a year ago stands thus: as 4 3 16c is to 7c.; that is, granulated is now more than  $2\frac{1}{2}$ c. lower than it was a year ago. And the raw market is stiffer now than it was a year ago. The removal of the duty and the abandonment of the list have fretted away the difference. The effect must be to throw increased consumption upon granulated. What would further tend towards the same effect is the advance in the price of yellow, which was quite generally sold below cost to induce business in granulated. The free price of granulated can now be depended upon to do that sufficiently, and more money will have to be paid by retailers for yellow. Already the lowest price very commonly quoted is  $3\frac{3}{8}$ c. With granulated down  $\frac{1}{2}$ c. and yellow up  $\frac{1}{8}$ c., or  $\frac{1}{4}$ c. in many cases, the prices of the two descriptions come about  $\frac{3}{4}$ c. more closely to each other than they were before. With this ap-

proximation in price, the difference in value in favor of granulated is greatly increased. In the country, however, yellow will no doubt remain in stronger demand than granulated, as there is a senseless idea that it has more strength. Heretofore the yellow sold to the country trade was about three times as much as the granulated sold to the same trade. In this city about 60 per cent. of the consumption of sugar went to granulated. It was the extent of the volume of yellow taken by the country trade that made the cutting upon it so serious a matter. If granulated had been the free-priced sugar and yellow the listed sugar, the agreement might probably have held out longer.

It is reported that the Hamilton wholesale grocers are talking of forming a combine of their own upon sugar, and that they are considering a scheme that shall include both granulated and yellow. Their division of the Guild is said to have been less disposed to drop the list than were Kingston and Toronto.

There is no saying how long the present arrangement will hold. It cannot but be hardest upon those who made cutting a specialty. The chance is it will last, for once the wholesale traders get apart it will be hard to bring them together again. They will probably be as ready to continue to sell granulated at cost as to resume business in yellow at cost, though the quantity of granulated sold will no doubt be greater than it was before.

### THE RETAILER'S MARGIN IN LIMITED PRICES.

Manufacturers who, owing to monopoly or combined arrangement, are able to dictate prices to the trade, ought to consider the interests of retailers, which they will usually find are closely identical with their own. They sometimes hit upon prices that they would reject if they perceived that such quotations provoked to, rather than restrained from, cutting. And anything that tempts the retailer to cut prices works against the efforts of manufacturers to limit prices. That ought to be thought of, and the motives of self-interest ought to be appealed to to enlist the retail trade as much as possible in the support of a uniform price. It makes it all the more difficult for manufacturers to maintain the parity of prices among themselves if they have constantly to resist the mining of those prices by cutting from below. The retail trade ought to be considered and frequently consulted, therefore, before steps are taken to prescribe or alter any price.

In certain figures there appears a fatal attraction which overcomes quotations that are very close to them. Prices will stop at these figures, or even sag back to them when they ought to be stiffly stayed on the upper side of them. Take 5c. for example. Any goods that are intended to be sold at  $5\frac{1}{8}$ c., or even  $5\frac{1}{4}$ c., will be very commonly sold at 5c. The history of the trade in granulated sugar shows this to be the case. When it

cost the grocer  $4\frac{3}{8}$ c. at the point of shipment, it was sold very generally at 5c. per lb. Even when it cost 5c., exclusive of freight and cartage, there were not wanting dealers who retailed it at 5c. There are many articles brought too close to the line of danger by the price the manufacturers set on them. Starch, for instance, at  $4\frac{3}{8}$ c. is sure to be sold at 5c. Anything that divides by 5 is an ugly quantity to get very close to and pass. After  $4\frac{1}{2}$ c. is reached no jump should be taken on the under side of 5c. The next should be  $5\frac{1}{4}$ c. If the margin appears too great to be equitable, average up the price by limitations or extensions upon the time it is to stand. After  $5\frac{1}{4}$ c. has held for a sufficiently long time to realize as much profit as would be made on a 5c. profit, go back to a  $4\frac{1}{2}$ c. basis. Or since it is hard to foresee a change in the cost of production, do not move up prices at once when a fundamental cause of advance begins to tell upon cost. Let the low prices last a little longer to offset the big stride that is to be made when the advance does come.

### THE CUT IN STARCH.

The withdrawal of the British America Starch Company from the agreement made with the other manufacturers and the Guild was not followed by any marked demoralization in prices. In fact, the other two concerns—the St. Lawrence Company and the Edwardsburg Company—showed patience and discipline that are seldom exhibited in similar circumstances, the usual accompaniment of a break on the part of any party to a combine being a general collapse in prices. It has not been so in this case, the British America Company being allowed to proceed as it listed until a meeting of the Guild was held on Monday. The issue of that was an arrangement which enabled the wholesale grocery trade to sell at prices that allowed of their competing with those of the British American Starch Co. The reduction to the retail trade on prices of the starches of those two companies lower the values on their former lists  $\frac{1}{8}$ c. per lb. on all grades as noted below. We understand this arrangement has been arrived at by the factories and wholesale trade, both contributing to the reduction, the former in prices and the latter out of the discount which formerly they had for distributing the goods.

#### ST. LAWRENCE STARCH CO.

Culinary Starches—	
St. Lawrence corn starch.....	6 $\frac{3}{4}$
Durham corn starch.....	6

Laundry Starches—	
No. 1, White, 4 lb. Cartons.....	4 $\frac{1}{2}$
“ “ Bbls.....	4 $\frac{3}{8}$
“ “ Kegs.....	4 $\frac{1}{8}$

Canada Laundry.....	3 $\frac{3}{4}$
Ivory Gloss, six 6 lb. boxes, sliding covers.....	6
Ivory Gloss, fancy picture, 1 lb. packs.....	6
Patent Starch, fancy picture 1 lb cartons.....	6 $\frac{1}{2}$
Ivoryine Starch in cases of 40 pack.	\$3

#### EDWARDSBURG STARCH CO., LIMITED, MONTREAL.

	c. $\frac{7}{8}$ lb.
No. 1 White, 4 lb. cartoons.....	4 $\frac{1}{2}$
Canada Laundry.....	3 $\frac{3}{4}$
Silver Gloss, crates, 6 lb. boxes..	6
Silver Gloss, 1 lb. chromos.....	6
Satin Starch, 1 lb. chromos.....	6 $\frac{1}{2}$
No. 1 White, brls. and halves.....	4 $\frac{3}{8}$
Benson's Canada Prepared Corn.	6 $\frac{3}{4}$
Canada Corn.....	6
Rice Starch, 1 lb.....	8 $\frac{1}{4}$

**PLEASURE BEFORE BUSINESS.**

Care sat lightly upon the brows of the gay company which disported itself on Friday night in Harry Webb's parlors. There the flower of Toronto's commercial chivalry, her doughty knights of the grip—not the epidemic kind—ungirt themselves to enjoy for a brief while the soft luxury of social intercourse. It was a plain thing from the outset that they were going to succeed. The auspices of the Toronto Commercial Travellers' Association never go with anything that fails, and the occasion was the Toronto Commercial Travellers' Association's first At Home. That's what. They had made due arrangements for a good time, and there was no probability that they would have a dull one. And they hadn't. The verdict of all hands at the close was, that the evening was one of the pleasantest they had ever put in. The same boys have often temporarily crippled themselves in the pursuit of business, but were never before so footsore with ball-room exercise as they were on that memorable night.

It was enough to make the bosoms of the hosts heave with pride to behold the galaxy of beauty that the magic of their invitation could muster in the concert hall and the assembly room. For there were winsome and beautifully dressed women galore, the wives, the daughters, the sisters and the fiancées of the bold fellows who had got up this At Home. In their bright society it was an easy matter to drift to "the concord of sweet sound" into the rhythmic, happy movement of waltz or polka. Glionna's "nodding minstrels" poured out the melody in due measure, and lightened the specific gravity of every heel in the room. The enjoyment was full. The friends who were present—and these included many of the retail grocers of the city—were loud in their praises of the affair, which proceeded from beginning to end without a hitch.

The first two hours were whiled away by a concert. The pieces selected were good

and they were finely rendered, some of the cleverest vocalists in the city being on the programme. The ball began at about 11 o'clock. The dances ran according to the following programme :

**PROGRAMME.**

1. Waltz.....Selected (Toronto Hand Bell Ringers.)
2. Lancers.....Selected (Toronto Hand Bell Ringers.)
3. Waltz....."Happy Hearts"
4. Jersey....."Wanderers"
5. Waltz....."Marina"
6. Lancers....."Globe"
7. Polka....."Tres Gai"
8. Bon-Ton.....Gavotte
9. Waltz....."Fair Italy"
10. Lancers....."Glionna"
11. Schottische.....(Highland only)

**INTERMISSION.**

**Extras.**

1. Schottische (Military)....."On the Go"
2. Waltz.....Toronto Hand Bell Ringers
3. Jersey.....(Military)
12. Waltz....."Affection"
13. Lancers....."U. S. Army"
14. Polka.....(Dedicated to City Travellers) (By Glionna.)



MR. M. C. LYNDE, President.

15. Waltz....."Irene"
16. Lancers....."Mirth"
17. Schottische (Military)....."On the Barge"
18. Bon-Ton.....Gavotte
19. Waltz....."Beauty"
20. Lancers....."Nadja"
21. Polka....."The John"
22. Waltz....."The 'News'"

The following guests were present :

Miss M. Allen, Miss Armstrong, Mr & Mrs. Jas. Adams.

Mr. John Brown, (Citizens' Milling Co.), Mr. & Mrs. F. C. Broomhall, Mr. W. K. Booth, Mr. & Mrs. A. G. Booth, Mr. Jno. Burns, Mr. R. Barron, Miss Barron and Mr. Geo. Barron, Mr. & Mrs. T. P. Balfour, Mr. & Mrs. J. Butcher and Miss Butcher, Mr. & Mrs. George H. Bird, Mr. & Mrs. L. J. Barwick, Mr. & Mrs. J. W. Brownlow, Mr. S. O. Bradshaw, Mr. J. J. Burns.

Mr. & Mrs. J. Curry, Mr. A. E. Clemes, Mr. G. C. Cuan, (Warrar. Bros., & Boomer), Mr. P. Conlin & Miss Katie Conlin, Mr. D. W. Clark, Mr. E. H. Copp, Mr. & Mrs. E. J. Cashmore, Mr. A. V. Cashmore, Mr. F. Clemo, Mr. & Mrs. C. M. Cashmorn, Miss Blanche Cass, Mr. H. Coates, Miss Cooper, Mr. R. M. Carrie, Miss Cherrie.

Miss Dodd, Mr. & Mrs. R. L. Davidson, Mr. Wm. J. Dash, Mr. M. J. Dubois.

Mr. & Mrs. R. B. Ellis.

Mr. C. S. Fairbairn (Surprise Extract Co.), Mrs. C. S. Fairbairn, Mr. & Mrs. Fletcher, Mr. D. Fleming, Mr. & Mrs. R. A. Fletcher, Mr. G. M. Furnival, Mr. & Mrs. L. Farewell, Miss Mabel Glover, Miss Grantham, Mrs. P. Greene, Mr. A. A. Graham, Mr. & Mrs. J. G. Gibson, Miss Glass, Miss Gibson.

Mr. Jno. Hayden, and Miss Hayden, Mrs. Henderson, Mr. J. A. Hoar, & Mrs. Hoar, Miss Harris, Mr. H. J. Hill, & Miss Edith Hill, Mr. J. R. Hayden, & Miss Hayden, Mr. Arch. Hutchison, (St. Lawrence Starch Co.) Miss Ethel Howard, Mr. P. R. Hamblin.

Mr. James Ince, Mr. A. Irving, (Sloan & Crowther.)

Miss Jones.

Mr. Longbottom, Miss Addie Lloyd, Mr. Fred. Leyden, Miss M. Lee.

Mr. W. M. Milligan, Mr. W. M. Milligan, James Mortimer, (Christie Brown & Co.) Miss Lizzie Major, Miss Nellie Muir, Mr. T. Miller, Mr. Jas. A. McGuane, (P. C. Larkin & Co.), Miss Macpherson, Mr. W. F. McSweyn, Mr. P. A. Macdonald, Miss E. Macdonald, Mr. Hugh C. McLean, (THE CANADIAN GROCER), Miss McKenna, Mr. T. McEachren, Mr. A. McBean, Mr. & Mrs. K. Maxwell, Mr. & Mrs. Lawrence Miller, (New York.)

Mr. & Mrs. T. Nicholson, Miss Northy.

Mr. E. B. Oke.

Mr. J. K. Peacock, Mr. & Mrs. Park, Miss Patterson, Mr. John Pugsley (Pugsley, Dingman & Co.,) Miss A. Prudhomme, Miss May Patterson, Mr. John Park.

Mr. Jas. Ross, Mr. G. F. Rupert, Miss Ruttan, Miss Lilly Ruttan, Mr. W. Ramsay, Mr. E. S. Roche, Mr. W. Roome, Mr. & Mrs. J. T. Rogers.

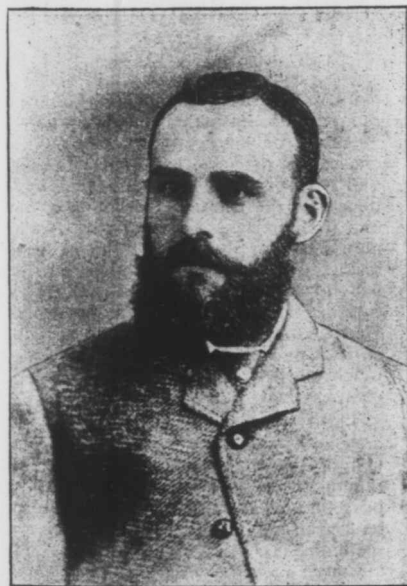
Mr. G. P. Sharkey, Miss Stinson, Mr. C. F. B. Spencer, Mr. G. Simons,

Mr. A. E. Saunders, & Miss Minnie Saunders, Miss Fannie Sullivan, Mr. Geo. Scarlett, Mr. Vincent Spencer, Mr. W. B. Smith, (Sloan & Crowther), Mr. & Mrs. Sloan, Mr. C. E. Somers, Miss H. Sinclair, Mr. & Mrs. Shields.

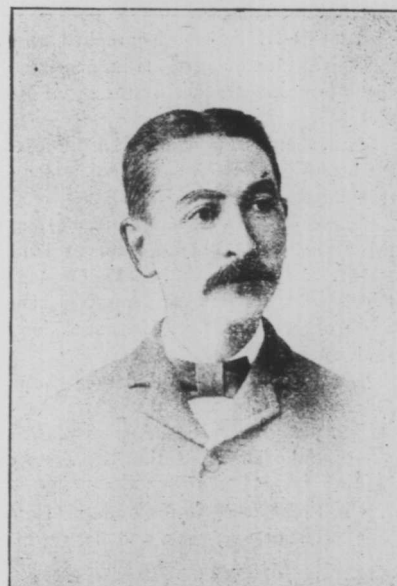
Miss Taggart, Miss Ida Taylor.

Miss Whalegh, Miss Warren, Mr. Oscar C. Winborne, Mr. Henry Wright, Mr. & Mrs. R. C. Webber, Mr. F. B. Woodman, (James Lumbers), Mr. & Mrs. R. J. Woods.

Mr. John & Miss Young.



MR. J. OWEN, Secretary.



MR. FRANCIS GALLOWAY, Vice-President.

### MONTREAL RETAIL GROCERS' ASSOCIATION ON RUNNERS.

The Montreal Retail Grocers' Association and their friends enjoyed their annual drive on Wednesday, 10th inst. At one o'clock the sleighs began to assemble in front of the Windsor Hotel, where Mr. Duckworth, city traveller for Caverhill, Rose, Hughes & Co., acted as whipper-in, and at two forty-five gave the word to start. Headed by a four-in-hand, in which were President Demers, Treasurer Scanlan, and Alderman Gauthier, honorary secretary of the Association, the Executive Committee followed in rig number two. Then came the representatives of the press and some eighty of the prettiest turnout that Montreal could produce. The route lay through the principal streets, where the party drove for an hour, then proceeded to Sault Au Recollet, where mine host Peloquin had prepared an interesting repast for the jolly grocers. After doing justice to the same, the following toasts were drunk and responded to as below :

The Queen.  
The Wholesale Grocery Trade.  
The Wholesale City Salesmen.  
The Retail Grocery Trade.  
The Press.  
The Ladies.

The president proposed the toast of the Queen, every one joining in the National Anthem.

Mr. Lightbound, of Lightbound, Ralston & Co., in responding to the toast to "The Wholesale Grocery Trade," said he regretted he was unable to reply in both languages, but hoped the members would give him credit for a friendly feeling just the same. He thought these entertainments were in line for bringing each merchant on more friendly terms with each other. He also thought the wholesale and retail trades acted too independently of each other. He would like to see closer relations.

Mr. Chas. Langlois also replied to that toast in an able manner. He represents one of the principal produce businesses of Montreal.

Mr. Robertson, (vice-president), proposed the health of the city salesmen, which was responded to by Mr. H. Childs, of Geo. Childs & Co.; Mr. D. La Pointe, of Chaput, Fils & Cie.; Mr. E. D. Cardinal, of Hudon, Hebert & Cie.; Mr. C. N. D. Osgood, of Lightbound, Ralston & Co.; Wm. Duckworth, of Caverhill, Rose, Hughes & Co., and J. M. Wilson, of Geo. Goulet's.

"The Retail Grocery Trade" brought Alderman Gauthier to his feet. He had been in the grocery business 24 years, and could see the benefit of the Grocers' Association.

John Robertson also responded. He had been in business 34 years and has yet much to learn. He was a strong supporter of the Association.

Mr. S. I. Valliers also interested the mem-

bers, giving some good hints as to how a retail trade should be conducted.

Mr. L. Gouin, who by the way is a son-in-law of Ex-Premier Mercier, and Mr. A. Aumond, congratulated the committee on the success of the drive.

"The Press" was responded to by Mr. W. D. McBride, of the Gazette, Mr. D. Ayton, of the Star, and Mr. G. Hector Clemes, of THE CANADIAN GROCER.

Mr. A. Labrecque answered for "The Ladies" in an interesting speech.

Among those present were: S. Demers, president, John Robertson, vice-president, John Scanlan, treasurer, Ald. T. Gauthier, honorary secretary, James O'Shaughnessy, J. O. Leveques, Geo. Lightbound, of Lightbound Ralston & Co., H. M. Childs, traveller for Geo. Childs & Co., A. W. Osgood, traveller for Lightbound Ralston & Co., Wm. Duckworth, traveller for Caverhill, Rose, Hughes & Co., E. D. Cardinal, traveller for Hudon, Hebert & Co., D. Lapointe, traveller for Chaput, Fils & Co., Chas. Morris, manager for Christie, Brown & Co., J. Hogue, traveller for S. Marrote, L. Geouin, Alphonse Marcouse, traveller for E. R. Molson, J. M. Wilson, traveller for Geo. Goulet, Z. Benoit, J. E. Manning, Thos. Gauthier, Harry Gilchen, M. P. Laverty, Ed. Elliott, J. D. E. Lefebvre, Martin Elliott, John Johnston, S. D. Vallieres, Vital Raby, P. Legault, O. Cartier, jr., S. Robillard, J. A. Rose, J. H. Laing, R. Thetu, Emile Tessier, Wm. Watkins, Arthur Demers, J. E. S. Rousseau, J. Brennan, P. T. McGoldrick, J. C. Cusson, S. A. Read, Sam. C. Fatt, Robert A. McGillis, Chas Charlebois, J. T. Lanoix, V. Girouard, Alphonse Aumond with J. L. Cassidy & Co., O. Lemire, J. E. Deslaurier, W. J. Wilson, Odilon Daoust, Jos. Gareau, J. T. Mallett, M. Lemieux, J. E. Belisle, Jas. Wilson, J. F. McLeone, of J. R. Clogg & Co., A. W. Cole, of J. R. Clogg & Co., J. L. Belair, V. Pinoze, Lomer Guin, J. H. Mayrand, A. Leblanc, H. Dubois, S. Jerny, Chas. Bergevin, H. Bouchard, D. Veronneau, F. D. Valiquette, Frs. Belauger, A. Gervais, John Farquharson, T. J. Potter, Jas. Johnson, R. S. Auld, D. Fortue, H. Langlois, C. Brein, G. Jubunelle, A. Cardinal, N. Valade, J. N. Marchand, P. Vannier, J. D. Martineau, Moise Richard, Louis Decarry, Joseph Jutras, J. Perrault, J. A. Debien, A. A. Labrecque, C. Leclerc, David Ruel, Arthur Lefavre, L. G. Thouin, A. Labergue, P. Desormiers, S. Cormier, Remi Goucher, Thos. A. Gauthier, A. Demers, J. O. Leveques, Geo. Pichette, C. Robillard, G. Latreille, W. D. McBride, the "Gazette", David Ayton, the "Star", G. Hector Clemes, THE CANADIAN GROCER.

The party broke up about, 10 p.m. all saying that it was one of the best afternoon and evenings, that they had enjoyed for many a long day. The drive can well be called a grand success and away ahead of last year's.

### COLLINGWOOD WANTS A FLOUR MILL AND CANNING FACTORY.

At the annual meeting of the Collingwood Board of Trade, the following matters, among others, were touched on in the address of President Long :

The Board called the attention of the Town Council to the desirability and importance of encouraging the erection here of a flour mill, but there has not been anything done in relation to this very important matter. The town is constantly losing business because it has not a flour mill. In 1890 this Board formulated a scheme and submitted it to the Council for the erection of a mill suitable to the requirements. Had that scheme been adopted the mill would now have been in operation, and attracting much of the wheat to our market which is now marketed elsewhere. It is very unbecoming, and detract, very much from the commercial importance of this town, to be without a flour mill, and I hope this Board will renew its efforts this year to have a mill built.

With a view to encourage the establishment of a canning factory here, the board endeavored through the secretary to obtain statistics regarding the canning industry from the Bureau of Industries, but was unable to do so, and the matter is at present in abeyance.

The matter of a fish hatchery is now being taken up vigorously, and, in conjunction with the Fishermen's Association, full data are being gathered. The establishment of a hatchery on Georgian bay seems absolutely necessary in order to perpetuate our fisheries, which have been affording a means of living to a considerable number of the population of several towns, both on lake Huron and Georgian bay.

The following officers were elected: President, John J. Long; Vice-president, H. Y. Teller; Treasurer, E. R. Carpenter; Secretary, G. E. Moberly; Council, James Brydon, W. A. Copeland, C. Stephens, W. J. Frame, D. G. Cooper, G. Moberly, Charles Cameron.

### HEAVY TRANSACTIONS IN RAW SUGAR.

Some heavy transactions have of late taken place in raw sugar for account of Montreal refiners, the total value of which is estimated at within the vicinity of \$2,000,000. The purchases consist of East India, Java, Brazil and beet produce, part of which has been bought in the English market and part direct from points of production. Considerable beet and Java sugars have been contracted for, as well as Cuba centrifugals, which latter are largely used in the manufacture of granulated, but comparatively little Brazil, owing to the short crop of the latter and the fact that the Brazilians now refine much of their raw product, leaving them comparatively little to export.

The trade here anticipate a largely increased consumptive demand during the coming season, owing to the low price of the refined article, and consequently a heavy importation of raw, both beet and cane, may be looked for. There appears to be a complete absence of speculation in this market, although a fair movement is in progress, sufficient to supply legitimate requirements; but beyond this dealers do not feel inclined to go at present.—Montreal Trade Bulletin.

R. A. LUCAS.

R. T. STEELE.

GEO. E. BRISTOL.

# LUCAS, STEELE & BRISTOL,

WHOLESALE GROCERS AND IMPORTERS,

73 McNab St. North, Hamilton, Ontario.

HEADQUARTERS FOR

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

## W. H. GILLARD & CO., Hamilton.

Wholesale Grocers.

### MALLAWALLA

A blend of Pure INDIAN and CEYLON

### TEA.

**RICH AND DELICIOUS.**

A trial will convince you of its superiority over all other Package Teas.

NO BETTER

Baking Powder in the Market than

### "DIAMOND"

NONE

as profitable both to consumer and dealer.

WRITE US.

We give special care to the execution of mail orders. Full details and quotations promptly given on application.

If you want the best value in the country in a Congou tea to retail at 25 cents write us for samples.

# James Turner & Co.,

WHOLESALE GROCERS,

HAMILTON, - ONT.

## EVERY GROCER AND DRUGGIST.

We carry a full and complete line of seeds of the purest and best STOCKS that money can buy.

**NO SEEDS ON COMMISSION.**

We are Canadian Agents for Thatcher's Butter Color. **BEST IN THE WORLD.** Parchment paper. Butter Cloth.

**ALEXANDRA SEPARATORS.**

Hand and power all sizes. Send for Catalogue. Address

**JOHN S. PEARCE & CO.,**  
 London, Ontario.

M. LEFEBVRE & CO.



Reg. Trade Mark.

**MICHEL LEFEBVRE & CO'Y**  
 Manufacturers of

**Lion--L--Brand**

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

Montreal, P.Q.

Established 1849.

**GOLD, SILVER**

—AND—

**BRONZE MEDALS**

20 1st prizes.

## 100,000 lbs. FRESH FISH FOR LENT.

British Columbia Salmon Trout, Whitefish, Pickerel, Pike, Lake Herrings, Codfish, Haddock, Mackerel, Smelts, Flounders, etc.

Best Quality. Reasonable Prices.

**D. W. PORT & CO.,**  
 TORONTO.



### CALLING FOR ORDERS.

TORONTO, Ont., Feb. 18, 1892.

EDITOR CANADIAN GROCER.

SIR,—In the matter of "Calling upon householders for orders," I will state frankly that while I adopt the system from force of circumstances I am opposed to it. The root of the evil, however, is with the wholesale grocers.

Every firm in that line now has from two to three city travellers. These have to obtain trade in some way, and the consequence is that we have four times the number of retail grocers that we would have had we no city travellers.

So much competition therefore exists, that it seems almost imperative for a retail grocer to send a clerk to a large number of his customers weekly for orders. It is a great pity that in Toronto either wholesale or retail grocers have to send out salesmen, for it means an expense of from 8 to 10 per cent. It costs the wholesalers from 3 to 4 per cent. to sell their goods, and the retailers from 5 to 6 per cent. That of course does not include bad debts, and I think I am within the mark in stating that 70 per cent. of the bad debts comes from the calling for orders in both sections of the trade. Large numbers of families purchase goods that they do not require, and cannot afford, so as to give the clerk a respectable order. The same applies exactly to a large number of retail grocers, with the wholesale travellers.

There are some exceptional cases where a retailer can do a successful business in this city without sending for orders, but they are very rare. Some of those do a large farmers' trade, and a few others are in a locality that is densely populated with working people.

But as stated above, so long as the wholesalers keep flooding the city with retail stores in their anxiety to do business, I am afraid that retailers will be compelled to send for orders regardless of expense.

Yours truly,

WM. MARA.

Editor CANADIAN GROCER.

SIR,—The question that is being taken up in THE GROCER at the present time, "Should grocers solicit orders?" is one that will be apt to bring forth a great deal of discussion on both sides. For my part, I have always been more or less prejudiced against it. I consider it demeans a grocer, and it places him in the position of a pedlar to a great

extent. I believe it encourages extravagance, waste, and greater debts. Housekeepers are just as liable to over-buy as storekeepers are if goods are forced upon them. Some dealers seem to have no other end in view than the almighty dollar, and use every means in their power to secure it; some use the church (or abuse it rather) and societies, begging the members to deal with them. I know of a case where a certain grocer in this city was threatened with legal proceedings if he persisted in calling at a certain house for orders, but he still continued to call. The business would be better without such men. But the custom of calling on householders for their orders is becoming more general year by year in every branch of trade. In cities, the need of it is greater than in smaller places, as in the former a grocer's customers are moving sometimes great distances from place to place, making it inconvenient to call at the store, though the customer may wish to continue dealing with the same grocer. In these cases it becomes a necessity to call for orders, and as "necessity knows no law," we are compelled to do that from which we derive the greatest good.

One great advantage a grocer would have by calling for orders, would be that it is a means of holding his trade, should a clerk of his start in opposition to him. The more I think the matter over, I feel convinced that at the present time it is to the grocer's interest to call on customers for their orders. But I hope that in the future some better way to do business will be introduced.

Yours truly,

D. W. CLARK.

### THE PATRONS AND CASH TRADE.

CAMILLA, Feb. 13, 1892.

EDITOR CANADIAN GROCER :

DEAR SIR,—I am very glad to see the interesting articles you write in regard to the Patrons of Industry. When I read them to some of the Patrons it makes them feel very down-hearted. They have organized a lodge here and two more within four miles of here, but are not making much progress. A committee was appointed and sent to Shelburne, about ten miles north of here. That town has a population of about two thousand, but the Patrons failed to secure a man in the town to make arrangements to sell to them. I understand they are now about to try Orangeville.

When the farmers feel so rich now and contented, they can pay cash. Do you not think it would be a good time for all retailers to join together and establish a cash system and give no credit to any person? You should urge them to do so. Let them do it on the system they work on in the States. Any farmer who is not able to pay cash goes to the bank and borrows his money. I think

the retailers never had a better chance to make a move in establishing a cash system than they have at the present time.

Wishing you success, I remain

Yours respectfully, E. J. COBEAN.

[Mr. Cobean hits the nail on the head when he says that farmers and other consumers should go to the bank for money wherewith to buy, when they have not the money to pay cash to the trader. As things have gone on for years, some of the main functions of the banking system of the country have been carried on by the retail trade, who have done the work moreover without making any money out of it. They cannot be both bankers and traders without loss to themselves, and if only there were no credit but what banks recognise, there would undoubtedly be more thrift among the general body of consumers and at the same time more prosperity among traders. But bankers have not the same collateral motive for extending credit liberally that the trader has, namely, for the sake of selling goods. Hence there will always be traders ready to accept accounts that bankers reject. But in the departure that many of the leading banks have made, by opening a savings department, there is the foundation of a system such as our correspondent approves.—EDITOR.]

### HOW THE CHINESE BREW THE CELESTIAL BEVERAGE.

This should be the perfect way, because it is the way the Chinese themselves brew their celestial beverage; Take a level teaspoonful of tea for each cup. Have a teakettle filled with the same number of cups of boiling water. Pour all the water into the teapot in which the tea is to be brewed, and which has been previously warmed gently, so that the temperature of the boiling water shall not be lowered when it is poured into the teapot.

Now stir down into the boiling water all the tea. When it is thoroughly mixed with the water let the infusion stand for four minutes, then pour it. This process reverses the one customary with us, which is to pour the water on the tea.

No person who is educated in tea drinking enough to want his tea made in this way is going to put any kind of seasoning in his cup, not even lemon.

"Won't you try a little lemon in your tea, just for once?" pleaded the young hostess to the traveller who taught her to brew her tea in the perfect way.

"Madame," he answered, with as much indignation in his tone as his gentle courtesy would permit, "my tea drinking is a rite, not an experiment."—The American Grocer.

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

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

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



**-: Special Offerings. :-**

50 half barrels Salmon Trout.      50 barrels No. 1 Labradors.  
 100 do White Fish.      50 1/2 quintals large dry Codfish.  
 Also cases prime large Table Cod. Boneless Fish and pure Boneless Codfish of all kinds.

**H. P. ECKARDT & CO.,**

Wholesale Grocers, 3 Front St. East, **TORONTO.**

**To the Trade**

GENTLEMEN:—

The first month of 1892 is a thing of the past. Trade has opened good. Our coffees cannot be excelled. We have a large and clean stock of Black Pepper on hand, (over ten tons.) Our Travellers will call on you. Give the boys a good order, and you will be well served.

Wishing you a prosperous year,  
 We are,

**THE SNOW-DRIFT  
 BAKING POWDER CO.,  
 BRANTFORD.**

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

**Cowan's  
 HYGENIC COCOA.  
 ROYAL NAVY ROCK  
 CHOCOLATE.**

These standard preparations are kept by all first-class Grocers.

**Ask For Them.**

The Cowan Cocoa and Chocolate Co. L'd,  
 11 and 16 Mining Lane, Wellington St. W.  
 Toronto.

ESTABLISHED 1841.

**W. H. Schwartz and Sons,**  
 Coffees,  
 Spices,  
 Mustard.  
**HALIFAX, N.S.**

**LOCKERBY BROS.,** WHOLESALE GROCERS,  
 75 ST. PETER STREET,  
**MONTREAL, P. Q.,**

ARE OFFERING THIS WEEK

**SUGARS.** { Barbadoes  
**TEAS.**     {     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,

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

**Gonzalez Brandy**

Orders Solicited for Direct Importation.

Send for samples and prices.

**L. CHAPUT, FILS & CIE.**

Wholesale Grocers, Montreal.

**PROTECTION.**

Protect your interests by buying good salt fish before it is all picked up. We offer choice Lake Trout, Labrador Herrings, Cape Breton Herrings, Lockfine Herrings, B. C. Salmon.

**Caverhill, Rose, Hughes & Co., Montreal.**

## SYSTEM.

In a conversation the other day with one of the best posted men in the grocery business in this city, the rapid growth of one of the leading houses in the trade was discussed, and the statement was made and agreed to by all of those present that the house in question owed its present enviable position to the excellent system employed in the conduct of its business. The experienced person above referred to in warmly endorsing this view, remarked that no house in the trade had so good a system, and that so long as it was adhered to it would be almost impossible for the firm to meet with disaster. However this may be, there can be no question as to the value of system in business, and although its importance increases with the volume of business of a firm, it is almost as essential to the small as to the large firm. Take the case of any retail merchant of small means, whose trade annually does not exceed \$20,000. The inevitable errors due to absence of system may cause a loss of several hundred dollars a year, whereas in a much larger business the same defect may entail the sacrifice of thousands. Yet in the former instance the consequences might be as serious, if not more so, than in the latter case, owing to the limited resources of the small dealer. It is not too much to say that the neglect to establish a proper system in business has done more to paralyze the efforts of enterprising, energetic retailers in this country than any other single circumstance. It is the unsystematic merchant who suffers from the depredations of dead beats and who complains the loudest of slow-paying customers. Under a proper system the credit-dealing merchant may be as safe as those who adhere to the hard and fast rule of strictly cash sales, because a limit will be set to the time that an account shall run, and when that limit is reached no further sales are made until the customer settles. A system of collecting bills either weekly or fortnightly, and which also involves an investigation of the reputation of the applicant for credit, leaves little room for losses by bad debts, which are, however, the bane of the unsystematic dealer, who throws good money after bad by letting an account run on for weeks, and still furnishing supplies, in the hope that a settlement finally will be reached. The leaks by which profits flow away are innumerable in the business run without system. In regard to the condition of the stock and its need of replenishment, the merits of system are obvious, as it calls for the examination of stock at regular intervals and the purchase of new goods with the same uniformity. The store with a proper system becomes a convenience to the neighborhood, owing to the circumstance that consumers can reply upon getting what they order if it had previously been kept in stock, while in the prompt delivery of goods it presents so glaring a contrast to the hap hazard and un-

systematic manner in which some stores are run, that the relative cost of the goods actually becomes a secondary consideration with the majority of consumers in the vicinity. There are, however, systems and systems. There is the system with which the business is carried on like clockwork and which gives satisfaction to patrons and employes, while enabling the proprietor to steadily enlarge his profits. There is also the system that is continually breaking down at critical times, and which is irksome and oppressive to the clerks and irritating to the customers because of its obvious defects. It behooves every dealer to take pains to construct a system that will possess none of these defects and that will be suited to the special requirements of his business.—Merchants' Review.

## TRAVELLER'S REQUIREMENTS.

From a report upon Commercial Travellers, brought in by a special committee of the New England Druggists' Exchange, the following passages are taken: Instead of allowing salesmen to make their own prices, we should on a great many articles make a price below which they cannot go. As it is, we send out our men and we all give the same instructions, namely: "If any house names a lower price, meet it." What is the result? A continuous whittling down of a fair profit to simply a small commission. The time has been when a bill was paid in full as rendered, and not as now, marked with items for deduction from one cent to ten cents, because we have charged a trifle more than a price which had at some time been made by a foolish and inexperienced traveller. The sharp buyer takes advantage of all the drummers, and the more drummers there are on the road the cheaper he buys his goods.

The alienation of our customers is one of the direful effects of this custom, and it has reached this condition that the jobber is like the fifth wheel of a coach—to be used only when actually necessary. Thus the salesman on the road becomes the principal, and is so regarded by the country dealer. And is it any wonder? He is the party with whom he deals, from whom he gets his favors, with whom he settles his accounts—often on his own terms; for as a rule, the salesman will make allowances and credits which would not for a moment be considered by the house, were they submitted to it, simply because he is afraid if he did not meet his customer's demands a portion of his trade would go to a competitor whom he fears is already gaining the dealer's good graces and acquaintance.

The matter of credit is also an important factor to be considered. I have always held that by seeing a customer in his store once a week, and observing his habits and methods of doing business, that I was more competent to judge of his character and responsibility than a mercantile agency. But

the average traveller does not stop to consider the chances of getting his pay for the goods he is selling; but rather to sell goods and leave the matter of collection to the house. In this way, many more losses occur by bad debts than would be the case if druggists were left to order when in need, as they would then be likely to order only what they could pay for. A great many failures have occurred from over-stocking, the result of a visit from some smart drummer.

The best result can be obtained by educating men in our own offices, if possible, from boys up through the various positions of entry clerk, and so on, as they thus become familiar with our own business methods and acquire familiarity with ways of handling questions that may arise, peculiarly fitting them to take our own places in selling goods.

Employ no one who does not in character represent fully the employer, as a house is always judged by the men it sends on the road to represent them. See to it that your salesmen thoroughly understand the goods which they handle, and are familiar with their qualities. The better a man understands his business, the better salesman he becomes, and consequently the more valuable to you.

How many of you know the relation of your salesman's profits to his salary and expenses? If you do not know it the sooner you ascertain, the better will it be for your business, and the quicker can we arrive at some plan of selling goods on the road on a better and more uniform foundation.

Insist on an itemized statement of every cent allowed on each account, and on what articles the allowance was made. These can be laid one side, and the traveler reprimanded, if necessary, on his return. If this plan is well carried out, you will soon find your salesmen more careful in making allowances, and will effectually put a stop to his making deductions for freight and allowances for articles which are sold at an agreed price.

## FISH TRADE AND ST. VALENTINE.

The following poetical effusion has been sent us for publication by Messrs. Stewart Munn & Co. of Montreal:

It has been the custom for ages,  
Both for simple folk and sages,  
To send to their friends on St. Valentine's  
[day:

Words of friendship expressing,  
To those whom they're addressing;  
And we love to adhere to the old fashioned  
[way.

Our kind regards we now send you,  
Hoping good-luck will attend you  
And in kindness you will receive our pathetic  
[Valentine.

Now buy our best fishes,  
And we send you best wishes.  
And you will be glad we have dropped you a  
[line.

And tho' you can remember,  
The scarcity of fish since September,  
We hope that ere long things will begin to  
[look bright.

If you like to befriend us,  
Big orders pray send us,  
And you may rest assured we will treat you  
[all right.

# FEARMAN'S FAMOUS ENGLISH BREAKFAST BACON

Mild, Sweet,  
Delicious Relish.

OUR CONSTANT AIM TO MAKE IT  
THE FINEST IN THE WORLD.

A LARGE NUMBER OF GROCERS  
HANDLE

## ROYAL DANDELION COFFEE.

Made by

ELLIS & KEIGHLEY,  
TORONTO.

## HEALTH IS WEALTH.



Health seekers travel far to mountains, lakes, seas and springs, but of all the famous waters to thoroughly cleanse the body of health-destroying impurities, to make the joints supple and make the muscles and frame firm, and cause one to feel fresh life trickling through the veins, give me St. Leon Mineral Water. — I. Bliss, Compton, P. Q.

For particulars apply  
St. Leon Mineral Water Co., Ltd.,  
Head Office, 101 1/4 King St. W., Toronto.  
BRANCH—Tidy's Flower Depot, 164 Yonge St.

## We Please Them All!

We deduct from prices the cost of traveling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery, Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry, and a great variety of Show Case Goods. Send for catalogue.

THE SUPPLY CO.,  
Niagara Falls, Ont.



Order a box from your wholesale; you and your customers will be pleased with it. Put up in 50c. box containing 45 packages. Sells 2c. a package or 3 for 5c

## 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.

## PICKLING VINEGAR.



T. A. LYTLE & CO.,

Bonded Manufacturers.

124--128 RICHMOND ST. W.,  
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 EXOELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

:: TORONTO.



## THOS. LAWRY & SON,

| PORK PACKERS AND LARD REFINERS. |

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

PURE LARD A SPECIALTY.

Hamilton, Ont.

# THE BRITISH COLUMBIA SUGAR REFINING CO'Y.,

LIMITED.

WORKS: VANCOUVER, B. C.

Paris Lumps, Powdered, Granulated and Yellow Sugars.

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

-: Finest Golden Syrups. :-



The barque India brought in 1,600 tons of raw sugar for the British Columbia refinery the other day.

A large number of Kingston merchants have decided to close stores on Saturday night at 9 o'clock.

Mr. W. H. Millman, of Woodstock, is shipping 1,000 barrels of green apples this week to London and Liverpool.

Wm. Smith, formerly a grocer in Listowel, died recently in London, aged 59 years. His remains were interred at Glenallen.

John S. Crawford, the well-known commercial traveller, died suddenly last week. He has been on the road for 29 years.

The window of J.E. Doyle's grocery, Hamilton, was broken in one night last week by thieves, who went off with six bottles of whiskey.

Messrs. Brown & Leach, Tilsonburg, Ont., write: We like your paper very much, and could not do without it if we were continuing in business.

An interesting communication upon "Calling for Orders," from the pen of Mr. Richard A. Donald, is held over on account of being too late for this issue.

The absence of frost in Newfoundland has restricted the supply of bait, and this with unfavorable weather, has resulted in a light catch on the fishing grounds.

Natural gas was struck at Highgate by Messrs. Scott on 9th, at a depth of 90 feet. Flow very strong. They will utilize it for fuel in their large flouring mills.

We acknowledge with thanks the receipt of a copy of the Annual Report of the Toronto Board of Trade. It is a well-condensed and conveniently-arranged presentation of the year's proceedings.

Chatham has been infested of late with burglars. Last week four merchants had their places broken open and robbed of small sums and goods. On Thursday morning they visited F. Woods' grocery and E. Spasbett's grocery, but did not secure much plunder.

Mr. R. S. Gage, merchant of Newbury, narrowly escaped a severe burning the other day. The fire not burning very good Mr. Gage put some coal oil on it and as it did not burn as soon as he wished he opened the stove door to investigate. As he did so the oil blazed up and singed his face. Happily the injury was not serious.

There was a fire at James Dodge's grocery store, Hamilton, on Monday. The flames got a good headway and burned the contents of the store. Mr. Dodge's brother

who is very ill, was in one of the rooms above the store, and was carried to a neighbor's house. The fixtures were insured for \$250 and the stock for \$250. The insurance will cover the loss.

In all the Roman Catholic churches in Ottawa, on Sunday last, the announcement was made that in consequence of the grip epidemic a decree had been received from the Pope giving the privilege to dispense with abstinence from flesh meat on Fridays until further notice, and the privilege also of dispensing with fasting or abstaining from eating flesh meat during the coming lent. Fish dealers all over the civilized world have been laying in large stocks of fish for lent, which begins on March 3rd.

A grant has been made by the county council of Essex, Ont., for the purpose of experimenting in raising sugar beets. An analysis of beet roots raised in Essex, made at the Ontario Agricultural College, showed as high a percentage of sugar as the German beet, and it is thought with improved methods of culture this may be increased. The soil and climate appear to be specially adapted to beet raising. To start a factory a capital of at least \$50,000 is required. California growers estimate their profits at from \$35 to \$45 an acre, whereas corn yields a return of from \$5 to \$10 an acre.

### MONTREAL CHAT.

L. Silverman is putting up a nice tomato catsup for the trade.

Messrs. Laporte, Martin & Co., the wholesale grocers, have built a nice new warehouse.

Roy V. Sommerville, the New York manager of the CANADIAN GROCER, was in town last week.

Johnston Fluid Beef Co., report increased sales this year, and also say that they are getting their share of the fluid business.

N. K. Fairbanks & Co., the lard manufacturers, say the trade in that line is dull just now, but they hope to have it pick up soon.

There is a new branch of bird seed on the market just now, which the dealers say is cheap and good. It is called the American Brand.

Mr. McManamy, the Sherbrooke grocer who was offered the candidature of the Liberal party in that city, has refused the nomination.

Babbett's Soap Co., are putting out some nice advertising hangers, each one of different design, and with the advertisement on the back.

The bookkeeper of the wholesale grocery firm of Messrs. Regan, White & Co. made a most astounding find on Sunday last when he entered the store to see if the stoves were all right. He saw at once that something was wrong. The till was pulled out and

empty, and two holes drilled in the safe, and in front of it a full kit of burglar's tools. From all appearances they were at work when the key was turned in the front door and decamped. The firm do not lose anything, as they deposit every day.

Mr. W. T. Tassie who has been ill for some weeks, has sufficiently recovered to be on the street again. He is still very weak however.

The agreement between the wholesale grocers, regarding the selling price of sugar has been broken. It is said, Messrs. Lightbound, Ralston & Co. have announced their determination to withdraw.

The Commercial Travellers' Association held one of their monthly smoking concerts last week, at which quite a nice time was spent. The programme consisted of songs and dances. Cigars were passed around.

Mr. Malcolm Leitch, of Leitch Bros., Oak Lake, Man., was in Montreal this week. He has been on an extended trip to the Atlantic Coast, and has placed a number of cars of flour all along the line. Mr. Leitch left home about the first of January, and will be among the trade east for a month yet.

The whole of the real estate and plant of the Beet Sugar Company, of the province of Quebec, will be sold by the sheriff at the church door of the parish of St. Romuald de Farnham, on the 20th inst. It is said that over \$25,000 have been spent by the Company, and the property is expected to realize but a fraction of this amount.

The Department of Agriculture has just received the annual reports of the High Commissioner and the various Canadian agents in the United Kingdom. They deal exhaustively with the development in the Canadian egg, poultry, barley, cheese butter, cattle and horse trades with this country.

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

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

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



### "CAIRN'S" HOME MADE MARMALADE.

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

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

**BLAIKLOCK BROS.,**  
General Agents for Canada.  
**MONTREAL**

**TORONTO AGENTS:**  
**WRIGHT & COPP,**  
40 Wellington St. East, Toronto.

# BENS DORP'S

MANUFACTURED  
AT  
AMSTERDAM, HOLLAND.

Is absolutely Pure and Soluble Free from all oil. Requires no cooking. Pleases everyone that tries it. 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.

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



Compare quality with any others.

## ROYAL DUTCH COCOA.

Wholesale by  
James Turner & Co., Hamilton.  
M. F. Eager, Halifax.  
Edward Adams & Co., London.  
H. N. Bate & Sons, Ottawa.  
Eby, Blain & Co., Toronto.  
Whitehead, & Turner, Quebec.  
Caverhill, Rose, Hughes & Co., Montreal.  
Beckwith, Thompson & King, Victoria, B.C.  
Special Prices in Victoria, B.C.



### TO RETAILERS.

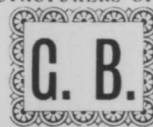
Kent bottled pickles are just as represented, a full 20 oz. bottle carefully packed with selected stock prepared with the greatest care. They will please wherever introduced and pay you a handsome profit. Ask your wholesale grocer for them or write direct to

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

## GANONG BROS.,

ST. STEPHEN, N.B.

MANUFACTURERS OF THE



CHOCOLATES.

There is no other Blacking for sale in Canada equal to

## P. G. FRENCH BLACKING.

If you have not already compared it with others, send to us for a sample—Try it—You will be convinced.

PURE GOLD MANUFACTURING CO.,  
31 Front Street East, Toronto.

**JOHN PETERS & CO.,**  
General Commission Merchants  
and Brokers,  
Halifax, N. S. and  
Kingston, Jamaica, W.I.

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

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

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

## Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



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

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

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

Hams, Breakfast Bacon Rolls.



## ARTHUR P. TIPPET & CO.,

Wholesale Agents for Canada.

1 Wellington Street East, Toronto.



# Quick Dispatch

All letter orders filled  
same day they are

RECEIVED,

from the

Complete Stock

which we always keep.

## RETAILERS

Send for Price List.

Empire Tobacco Co.,

MONTREAL.

### CAUSES OF FAILURE.

We enter upon a wide field of inquiry when we seek to point out causes of failure in business, for they are as many and varied as the characters of individual business men. Usually, the cause of failure may be found in the man himself, and for that reason the cause is so seldom appreciated and gotten rid of. Men are ruining their business daily by some business fault within themselves, while they are busy putting the blame upon "untoward circumstances" they are to a greater extent the "builder of circumstances." There is seldom a loss without a cause which proper oversight, judgment, enterprise, thrift or business acumen could not have prevented. True, the wisest business men are often caught up in the whirl of disaster and swept from their feet without warning, and seemingly in such a way that no possible foresight could have prevented it, but these instances are usually the result of some general financial flurry, which has its rise in the unbusiness-like methods of some men or class of men, the effect of whose folly unfortunately reaches to scores and hundreds of otherwise successful men. But the man who starts in business to-day in the corner grocery, and to-morrow is closed on a chattel mortgage, has simply overrated his ability or the public demand for his enterprise. So that we shall first undertake to set forth a few qualifications of success, a lack of any of which may be sufficient in your case to account for your loss, and in doing so we hope to escape a tiresome and fruitless repetition of stale advice.

1. You fail to keep a record of your business.

Here lies the source of much business disasters. It is easy to get along for a time without books. You cannot permanently succeed if you try it long.

A successful man would as soon think of giving away his goods, and yet you who are so systematic in this particular would be surprised to know the number of business men who get along without it. We had occasion recently to know something concerning the inner working of a large business now in the hands of a receiver, and found that for two years the business had been conducted on scraps of paper scattered in two drawers. No wonder a disgraceful failure ensued. Yet many merchants carry their accounts in a cheese box or in a hat, and could not tell for the life of them whether they are worth a thousand dollars above their debts or owe a thousand dollars more than they possess, and these men are surprised at their own failure. They have worked hard, lived economically, and always supposed themselves to be making money, while all these years their profits and more, perhaps, have been drawn out for personal use, and their original capital has gone into the spoiled potatoes and eggs, fruit, etc., which have been thrown away, and into un-

salable goods now covered with cobwebs under the counter or back of the shelves. We draw an exaggerated picture, but true in kind, if not in degree, of a large percentage of losing merchants. They fail because they don't know their condition. They meet their bills for a time; pretty soon a draft comes as a little shock of surprise, but they meet it; a little later the drafts seem unusually large and frequent; one or two go back, money is scarce; well, crops are poor, hard to collect, solvent but slow, credit suffers a little, but still going and buying, now a little suit and another, strange business don't pick up! now a suit, now a returned draft, now an inquiring creditor, now a mortgage, now an assignment; liabilities \$5,400, stock \$2,300, appraised at \$1,500 accounts estimated \$1,000, and will probably pay 15 to 20 cents on the dollar. One year ago he could not have paid 35 cents on the dollar of his indebtedness, and yet he has given the business public to understand he was worth two thousand dollars. He is honest in his representations. He knows no better. He is as much surprised as are his creditors when the assignee figures it out as best he may from the scraps of information he can find scattered through the blank pages of a patent medicine recipe book.

Suppose this man, who has been in business four years and come to grief through neglect in keeping a record of his business, had every six months, or every year at most, been able to estimate to the cent his good and doubtful and bad accounts, his salable and unsalable stock, and his outstanding indebtedness. How quickly may he not have seen the drift of his business, and the chasm opening up to receive the little capital he had launched into the venture and withdrawn with comparative slight loss, and his business reputation unscathed, or at least made a change in the method of his business.

Keep an account of daily sales and expenses. The habit is easily formed. Foot it up weekly, or monthly at farthest. See to it that the expenses do not gain at as rapid a rate as the income. If they do, learn the cause and get rid of it.

By all means limit the amount drawn for personal use, and keep an account of the same.

Keep an accurate account of bills payable. Don't let a draft surprise you. If not able to discount your bills, don't let them, when due, find you napping. Prepare long enough ahead so that the money is ready when the draft is payable. Don't wait till the draft is accepted before thinking of the means of payment, but keep far enough ahead of your liabilities as not to let them step on your heels and trip you; and so a man who is perfectly solvent may be driven to failure by lack of preparation for payment of his debts solely from ignorance of the time of their maturity.

This may be your trouble. If so, it don't cost much for you to succeed.—The Collector.

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

VICTORIA, B. C.

STAR MFG. CO., London :

GENTLEMEN,—Please send us 20 cases  
 Star Fire Lighter as a starter.

Yours, etc.,  
 T. & K.

Send for free sample of this fast selling  
 article.

A large number of Grocers handle

**ROYAL**  
**DANDELION**  
**COFFEE**

MADE BY

**Ellis & Keighley,**  
 TORONTO.

**CORN BROOMS.**

Fine Carpet Brooms.

Made of Extra Selected Fine Green Carpet  
 Brush. Handles Striped and Varnished.

Standard House Brooms

Made of Straight Green Brush—Carefully  
 Selected and Free of Seed.  
 Varnished Handles.

Kitchen Brooms.

Made of Straight Red-Tipped Brush, Free  
 of Seed. Varnished Handles.

Factory Brooms.

Made of Sound Brush. For use in Fac-  
 tories, Mills, Warehouses, Ships, Breweries,  
 Railways, etc.

MANUFACTURED BY

**CHAS. BOECKH & SONS,**  
**TORONTO, ONT.**

Price List Mailed on application.



**B. R. Nelles,**  
 GRIMSBY, ONT.

Packer and Preserver of the Cele-  
 brated **BEAVER Brand Canned**  
 Goods, Evaporated Apples.

**JAMS and JELLIES**  
 IN GLASS AND PAILS.  
 Wholesale Only.



Gold Medal, Jamaica Exhibition.

**Quality Up.**  
**Price Down.**

This applies to all our goods, especially  
 Jams, Jellies, Mince Meat,

Catsup and Soup.

Every Tin, Jar and Bottle new, fresh and pure.

EXCELLS in flavor and style of package. Highest awards  
 of Honor received at St. John's Exhibition, Sept. (1891).

**Delhi Fruit and Vegetable Co.,**

FACTORIES : DELHI AND NIAGARA.

**E. BROWN & SON'S**

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

<b>BOOT PREPARATIONS</b> SOLD EVERYWHERE.			
			
<b>MELTONIAN BLACKING</b> (As used in the Royal Household)	<b>MELTONIAN CREAM</b> (white or black)	<b>ROYAL LUTETIAN CREAM</b>	<b>NONPAREIL DE GUICHE</b> Parisian Polish
Renders the Boots soft, dur- able and waterproof.	For Renovating all kinds of Glace Kid Boots and Shoes.	The best for Cleaning and Polishing Rus- sian and Brown Leath- er Boots, Tennis Shoes, etc.	For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other.



## TORONTO MARKETS.

TORONTO, Feb. 18, 1892.  
GROCERIES.

Although the week has been an eventful one in the grocery trade it has not been more than ordinarily active in business. Retailers fill their wants in the same quiet way as they did before the break in sugar and in starch, evidently calculating upon the permanency of present advantages. The present indifference shows how completely the spirit of speculation has been extinguished in the general body of the trade. Business may be classed as fairly good for February. Orders ran towards general groceries for the most part, with some special leaning on the side of tea. Sugar was but fairly active. Canned goods were quiet, with some inquiries for round lots. Dried fruit was not in request except for small parcels. The break in granulated sugar and that in starch are making prices easy but are not exciting buyers, who do not look for an early revival of the old arrangements. Money is reported to be somewhat freer, but there are always some accounts that are hard to collect even when money abounds.

## CANNED GOODS.

There are no bears among the jobbers of canned goods now. All appear to be satisfied that firmness and scarcity are real conditions, as the wholesale demand on this market has shown itself unslaked for a sufficiently long time to draw out any large supplies that have a more than suppositious existence. But nothing has transpired to weaken the situation; on the contrary, values are firmer and there are more adherents of the firmness than there were at any other time since the season opened. Only very large lots could be moved at \$1.05, and only some houses have large lots at their command. Those who have would just as soon put off the purchaser with a smaller lot at \$1.10. The exchange of round lots between jobbers at different centres of trade is not as frequent as it was, owing to the firm price and the preference of dealers to sell in moderate-sized lots. Peas are as scarce as ever and easily worth \$1.10 alone. Of tomatoes the same may be said. Corn alone can be had at \$1.05 from some jobbers. All assorted lots are \$1.10. Salmon is dull at \$1.40 upwards, and this price is shaded to \$1.35 in some cases. Lobster is not over-plentiful nor in marked request, but the price is steady and unchanged at from \$1.90 to \$2.75, according to brand.

## COFFEES.

The demand for coffee does not shift much from week to week, and there never is sufficient excitement in upon this market to

start a speculative spell. Hence prices maintain their general level very fairly. Good Rio could be disposed of if it were more plentiful, but it is still scarce. All Brazil coffees are firm outside on account of the light business done at Santos, where yellow fever still checks shipping. The prices here are 18c. upwards for Rios, from 27 to 33c. for Mochas and 27 to 32c. for Javas. In both Javas and Mochas the market is fairly stock-

ed.

DRIED FRUIT.

Valencia raisins have no especial points of interest this week. They are as cheap as ever, the range of quality is as wide and stocks are full enough for business. Ordinary off-stalk are 5c. while choice are worth 5½c. Selected are 7 to 8c., and layers are the same price. Currants are firmer, the lowest point for satisfactory stock being 5½c. in barrels. Cases are selling better than they were at 7 to 9c. for fine Vostizzas. Trashy currants are offering less freely from New York, and appear not to find favor here. Prunes are unchanged at 7 to 7½c. for U's in cases, and 5¼ to 5½c. for casks. The trade in all dried fruits has been very limited.

## NUTS.

Occasional small parcels go out along with general orders. The prices continue as quoted in Prices Current. Walnuts lead in the small demand that exists.

## RICE AND SPICES.

No business of any moment has been transacted in rice since last report, the price remaining at 3¾ to 4c. for ordinary grades.

Spices are likewise quiet, with no notable feature in any line. Prices keep to the course indicated in Prices Current.

## SUGAR.

The event of the week upon which all trade interest centres is the break in the price of granulated, which has been caused by a suspension of the list. The wholesalers here at once brought prices down to 4½c. for that description of sugar, which is about the exact cost laid down here. The desire to get some of the trade is not to be extinguished by considerations of a vanished margin, and there are jobbers willing to sell granulated below this price, some of them being ready to take 4 7-16c., or may be 4¾c. The latter two prices are probably coupled with the requirement that a certain proportion of yellow sugar shall be taken along with the granulated. For the position has just been inverted. Before, yellows were sold at a loss in order to make sales of granulated; now granulated will be sold at a loss or at any rate without a profit in order to make sales of yellow. As might be expected there is a simultaneous movement being made to bring up the price of yellow, and the majority of jobbers now want 3¾c., for the lowest grade, though 3½c. will still buy from some of them. The new arrangement applies only to the province of Ontario, though it is reported that in Montreal there is a temporary relaxation as well. So far as its effect on the sugar trade is felt, it has yet been unproductive of any excitement. Buyers appear to have made up their minds that the thing will last, and therefore do not rush in to get sugar. They ought to take into consideration, however, not only the fact that the suspension may be cancelled when it has done its intended work or when it has been found incapable of doing it, but also that the sugar market just now is very firm. The dropping of the list is merely a local matter; the essential position of the sugar market is not affected by it. The fun-

damental basis of prices is a firm one. Raw sugar is firm outside, and the estimated shortage in the beet crop is likely to be borne out.

Willet & Gray, New York, in their weekly Statistical say:—European markets continued fairly strong through the week, and our buyers accepted quite a large quantity of centrifugals from Cuba at the current quotations without asking for further decline. On one day some 50,000 bags were taken in Cuba for Boston at this price for shipment. There appears to be no disposition or necessity for either buyers or sellers to change the quotation for the present. Cuba is, no doubt, satisfied to dispose of a certain part of the crop as rapidly as wanted by the United States refiners, and even a strong market in Europe at above our parity of prices will not make much, if any, difference in Cuba just at this time. It will be a pleasure to refiners whenever Muscovados from the West Indies begin to be offered, as they will be next month.

The feature of the week has been an earnest desire by many grocers to avail of the present low prices to secure a stock of granulated for future delivery. Many attempts have been made to purchase in 10,000 bbl. lots, both here and in Philadelphia, but all refiners have declined the business except for prompt delivery. Some grocers have purchased largely in this way, and are putting the sugars into warehouses for a better market. Refiners also are storing refined to a considerable extent, the melting of raws being in excess of the immediate wants for consumption. Some difficulty is found in disposing of all the soft sugars made, and we note the rather singular feature of the present competition of refiners for each other's trade; that while Philadelphia refiners are selling certain grades of sugar delivered in New York State, the New York refiners are selling certain other grades in the city of Philadelphia. Such instances, and others of low sales at the western competing points, give indications of no improvement in the state of the refined market for the present. Refined sugar is cheap, cheaper than ever before as compared with raw

## SPECIAL

VALUE IN

Lemons and Oranges,  
Spanish Onions,  
Prunes, Dates,  
Nuts. &c.

**CLEMES BROS.**  
TORONTO.

- New Prunes -

In Cases and Hhds.

**P. C. LARKIN & Co.,**  
25 FRONT ST. E.  
TORONTO.



DO NOT XEROX

**BUSINESS CHANCES.**

**GROCERY BUSINESS FOR SALE;** ONE OF the best stands in Toronto. Average net profit, \$200 per month. A. B. H., care GROCER. 22

**HONEY-COMB OR EXTRACTED-WE ARE** handling large quantities, and supplying grocers in all parts of the Dominion. Gould & Co., Brantford, Ont., Bee Keepers' Supplies.

**TO MANUFACTURERS.-THE OWNER OF A** patent of an article needed by every farmer, would like to have some large house undertake its manufacture upon a royalty plan. Patented and selling very rapidly in the U. S. Address H. S. Baker, Room 7, 17 Jordan, Chambers, Toronto, Ont. 10

**Self-Gauging Cheese Knife.**



Will cut accurately in pounds without waste or leaving small pieces. Send for descriptive List.

**GEO. SPARROW & CO.,**  
33 Colborne St., TORONTO.

**TO GROCERS.**

**SIMCOE CANNING COY'S**

Goods are warranted first-class.

**PUSH THEM.**

Order through your wholesale House.

A large number of Grocers handle

**ROYAL DANDELION COFFEE**

**MADE BY**

**ELLIS & KEIGHLEY,**  
TORONTO.

**WHISKS  
BROOMS  
BRUSHES**

Specialty is what enables goods to be placed at close figures. We sell our specialty only. Special attention to your enquiry or order by mail. We guarantee satisfaction in value of our goods.

**CANADA PATENT BRUSH CO.,**  
Windsor, Ont.



It is an acknowledged fact that the

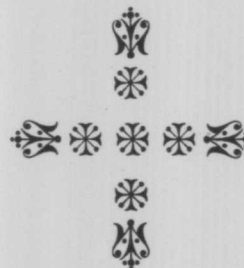
**ST. LAWRENCE STARCH CO'S**

**STARCHES**

**ARE**

**SUPERIOR**

**TO ANYTHING IN THE MARKET.**



## MARKETS—Continued.

sugar, and refiners make no profits, still this condition may last a little longer. It will be interesting to see if refiners will continue present prices of refined when the rise in raw sugars begins in earnest. If so, it will be more evident that they have an ulterior object in view beyond earning present dividends.

## SYRUPS AND MOLASSES.

A light business in syrups, notwithstanding the easy prices that rule, is still to be reported. A very fair dark syrup can be had at 2c., the conflict between United States and Canadian refiners being still waged, to the advantage of buyers.

Molasses is very dull, sales occurring at long intervals and not amounting to much in quantity when they are made. New Orleans fine table molasses is to be had at 45 to 50c., and lower grades range from 30c. up. For West Indian molasses the price ranges from 30c.

## TEAS.

The tea trade continues fairly active and is working improvement in the prices. Japans from low to medium grade are selling fairly well, prices most commonly paid being from 20 to 28c. In Congous at about 18c, there has also been a good business. Young Hysons are quiet, chiefly for the want of much low grade stock, the description that is most in call. Several thousand packages of low and medium grade Japans changed hands in Montreal last week. There have been no further large operations on New York and Detroit account upon this market. The higher grades of Japans are very scarce everywhere.

## MARKET NOTES.

H. P. Eckardt & Co. report increased sales for Diamond Crystal Salt for which they are agents. This salt does not harden and is perfectly pure. It is packed in sizes specially suitable for table and dairy use.

The statement of the total pack of canned goods in Canada to Dec. 31, 1891, has just been completed. The figures will be of very great value to the trade. Any packer who has not yet received his report should write at once to the Secretary, care CANADIAN GROCER.

## PETROLEUM

The prices of refined are steady at a basis of 15c. Trade is easing up with the advance of winter.

The Petrolia Advertiser reports: Petrolia crude \$1.29 per bbl; Oil Springs crude \$1.29½. Crude is worth from \$1.29 to \$1.32, according to quality and gravity, and the country is not over flooded with refined illuminating oil, so that the refining trade will be fairly brisk and steady till the be-



GIVE

Your customers a chance to

try

**Surprise Soap.****Keep a box in Stock.**

If it doesn't satisfy them, don't get it again—but it will. Everyone says "SURPRISE" is the best Laundry Soap to be had.

The St. Croix Soap Mfg Co.,

Branches:

MONTREAL: 17 St. Nicholas St.

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

St. Stephen, N. B.

ginning of May anyway. After that date we shall have three or four months of restricted demand, and then business may be expected to resume activity for the fall and winter months of 1892-93. The stock of crude is very moderate but ample for the requirements of the trade, taking into consideration the prospective summer production. If the larger producers take care of the raw material and the market in general is let alone and not influenced by outside considerations, the prospect for values for the raw material may fairly be put at \$1.50 per bbl. at the least.

## BUTTER AND CHEESE.

The scarcity which is always more or less a feature in the supply of good butter, is now a very marked one in all descriptions. Neither good nor bad is plentiful, and rolls appear to be nearly as scarce as tubs. Nor do other centres of business appear to be getting the stock. The markets of the country towns are evidently as poorly supplied as that of this city is. Some Brockville butter was brought in and sold off readily at high figures. All creamery has now a better chance of it, and according to quality is saleable at 20 to 27c. Good dairy tub commands 18 to 21c., while for medium prices have gone up to 16 and 17c. Large rolls are 16 to 18c., and are in request but scarce. This market is capable of absorbing a good large supply of acceptable butter just at present, and anybody who has such to sell would make no mistake by sending it along now.

Cheese is very firm, prime being quoted at 12½c., in small quantities. Less desirable fall makes shade down to 11¾c. For

summer cheese the demand is dormant, and 9½c. is a nominal price.

## COUNTRY PRODUCE.

APPLES.—Cars are in better demand, but buying keeps on the under side of \$2, \$1.75 being the price most commonly obtainable f. o. b. In single barrels \$2 to \$2.50 is the range.

BEANS—Easy prices and dull business are in brief the conditions. Cars can be had at \$1.15, and small lots change hands at \$1.20 to \$1.30.

CRANBERRIES—Over abundance and lateness in the season continue to depress prices, which are still easy at \$6 to \$7.

DRIED APPLES—The price is 4½ to 4¾c. here. Offers are not free. Cars are held in the country at 4½c. For small lots the price runs up to 5c.

EVAPORATED APPLES—Those who have any want 8c. for them. For small lots 8½ to 9c. are the prices asked and paid.

EGGS—The scarcity of fresh stock is very pronounced. Choice, new-laid stock would command 22c., only small lots of such being obtainable. For other grades in the category of fresh the price shades down to 18c. Lined eggs are firmer at 15c.

HIDES—Are featureless. Buying and selling go on with fair activity but they do not add or take off the fraction of a point on values, which remain on a basis of 4½c. for green and 5c. for cured.

HONEY—Cheaper sugar makes a duller market for honey, which is easy at 8 to 10c. for extracted. Only very fine brings the higher figure. In the comb the price is 14 to 16c.

WE ARE BUYING

**Dried Apples.**

SEND SAMPLES AND QUOTATIONS.

ESTABLISHED 1860.

**STANWAY & BAYLEY**

BROKERS

AND

GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST, TORONTO.

WE ARE BUYING

**Evaporated Apples**

SEND SAMPLES AND QUOTATIONS.

McV  
Offer th  
Two ca  
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10 Boxes at

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will be allowed on 40 Boxes or their equivalent.

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**McWilliam & Everist,**

Offer the following at lowest market prices: Two cars Florida Oranges, all sizes; Two cars Fancy Messina Lemons; also Valencia Oranges, 714's and 420's, all free from frost.

Write for quotations before ordering elsewhere.

GRAPES, DATES, FIGS, NUTS, ONIONS, ETC.

25 and 27 Church St.,

TELEPHONE 645. Toronto.

**WM. HOOD & CO.,**

Importers and Manufacturers of



Boxes and upwards delivered at any Railway

Station in Ontario or Quebec.

**PRICE LIST.**

(Subject to change without notice)

**LAUNDRY STARCHES.**

**FIRST QUALITY WHITE LAUNDRY—**

3 lb. Cartoons, Boxes, 36 lbs. 4½ Cts.

Brls., 175 "4½ "

½ Brls., 100 "4½ "

**LILY WHITE GLOSS—**

6 lbs. Wooden Boxes, 8 in crate, 48 "6 "

**BRANTFORD GLOSS STARCH—**

1 lb. Fancy Cartoons, 36 "6½ "

**LILY WHITE GLOSS—**

1 lb. Packages with Chromo, 36 "6 "

**CANADA LAUNDRY—**

Boxes, 40 "3¾ "

**CULINARY STARCH.**

**PURE PREPARED CORN,**

BRITISH AMERICA STARCH CO. BRAND—

1 lb. Packages, 40 "6¾ "

**CHALLENGE BRAND**

PREPARED CORN—

1 lb. Packages, 40 "6 "

**BRANTFORD COLD WATER RICE STARCH—**

1 lb. Fancy Cartoons, 28 lbs. 8¼ Cts.

Arrived Ex "Scottish Prince," Car Fancy Messina Lemons. Half Car Choice Palermo Lemons. Car Choice Palermo Oranges.

Ex "Parisian," 100 cases Jumbo, 720 Valencia Oranges; 200 cases ordinary, 420 Valencia Oranges.

Direct from Florida, Two cars Fancy Florida Fruit, all sizes, Porter Bros. pack, good keepers and shew no waste.

**J. Cleghorn & Son,**  
94 Yonge St., TORONTO.

**J. F. YOUNG & CO.,**

PRODUCE AND COMMISSION MERCHANTS

74 Front St. E., Toronto.

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

prompt Sales and Quick Returns.

We Furnish Egg Cases. Try Us.

**W. CLARK & CO.,**

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

Signments solicited and business transacted for Eastern Canada Merchants.

Established 1886.

**VANCOUVER, B.C.**

Agencies: Bank of British Columbia.

**VILLIAM RYAN, BROS. & CO. PACKERS**

70 and 72 FRONT ST. EAST, Toronto, Ont.

**NEW CURING HAMs, BACON, PORK, AND NEW PURE LARD.**

**Hams, Breakfast and Roll Bacon,**

New curing, now ready.

For Choice full flavor goods send us a Sample order.

**Jas. Park & Son,**  
Toronto, Ontario.

**Traveller wants Situation.**

**WANTED—A SITUATION AS TRAVELLER** for Provision House for New Brunswick and Nova Scotia. Apply care J, this office.

**The Ontario Produce Co'y.**

Produce Brokers and Commission Agents,

70 COLBORNE STREET, TORONTO,

Solicit consignments of

**TUB, LARGE and POUND ROLL**

**BUTTER. EGGS.**

ONIONS. HONEY. APPLES.

**CHEESE.**

Egg Carriers Supplied.

Telephone 2557.

**T. G. Williamson & Co.,**

COMMISSION MERCHANTS

**TEAS, COFFEES, FRUITS, SUGARS, ETC**

42 Front Street East, TORONTO, ONT.

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.

**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.

**McLAREN'S**



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

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

Discount of 7% will be allowed on 40 Boxes or their equivalent. Discount of 10% will be allowed on 100 Boxes or their equivalent.

TERMS: 30 DAYS NETT.



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

## MARKETS—Continued

**HOPS**—Are held at 18 to 25c. according to sample. Some were sold early in the week at 23 to 24c., but brewers are not free buyers at these prices.

**ONIONS**—Sales are nearly all in small lots, and local stocks are not taking on supplies on account of the weather. Barrels are \$2.25 to \$2.50.

**POTATOES**—Were expected to take a turn for the better when the cold snap started, as that would check deliveries. But it has not been so, and cars can still be bought at 33 to 35c. Out of store lots go at 45c.

**SEEDS**—The export demand is about exhausted and a dull market has succeeded the lively one of the two or three previous weeks. Alsike is \$5.50 to \$6.50, red clover \$5.50 to \$5.75, timothy \$1.25 to \$1.50.

**SKINS**—Good sheep skins are readily taken at \$1 to \$1.25 according to weight. Calfskins are quiet at 5 to 7c.

**TALLOW**—Refined is 5½ to 6c., and rough is 2c.

**WOOL**—The dulness of fleece wool is as deep as ever and sells at 18c. go through slowly.

**DRESSED HOGS AND PROVISIONS.**

It is an easy matter selling hogs these days, as there is a prevalent feeling that there will be a probable shortage in raw material for a big pack. All that come in sell readily at \$5.90 to \$6.15, but it is reported that some holders are hanging on to their stock in the expectation of realizing \$6.25. A few cars were sold this week at from \$5.85 to \$6.10, the weights being mostly on the upper side of 150. All products are firmer as a consequence of higher values in hogs.

**BACON**—Long clean is higher, selling this week at 7¾ to 8c. Backs are 10½c., bellies 10½c., rolls 8¾c.

**HAMS**—Are unchanged at 10½ to 11c.

**LARD**—The price has gone up on pure lard, which now stands at 9½c. for tubs and 10c. for pails. Compound is not in demand, though 8 to 9c. are the prices.

**BARREL PORK**—Old United States mess is \$13.50 to \$14, while new Canadian is \$15.50. Short cut is \$15.50 to \$16.25.

**FRESH MEATS**—The supply is rather lighter and prices are firmer. Beef fore-quarters are 4½ to 5½c., hind-quarters 7½ to 8½c., lamb 8 to 8½c., mutton 7 to 8c., veal 8 to 9c.

**FISH AND OYSTERS.**

The fish market is in a doubtful condition just now, as there seems to be a doubt as to whether the Lenten season will be observed this year or not, and until this is settled buyers will be very cautious as to the amount of stock they will lay in. Fresh fish are plentiful at present, but Labrador herring and haddies are scarce. Salmon trout has advanced in price nearly 50c. per half barrel; other prices are easy. Oysters are plentiful, with prices almost unchanged.

**SALT.**

The business in salt has been more lively than usual, the sales being larger than for some weeks. Two carloads of barrels, two of coarse sacks, and two of fine sacks have been moved, and a good trade has been experienced in small lots. Prices are firm.

**GREEN FRUIT.**

Every day that is a little warmer than the average is utilized by the jobbers to forward supplies to customers. The cold weather gives a set back to this class of trade. In lemons the movement has been fair. In 300's the price is \$4 to \$4.50 for

both Messinas and Palermos, and in 360's the price is \$3.50 to \$4. Valencia oranges are rather quiet at \$4 to \$4.25, the call for Floridas rather crowding them aside in trade. Floridas are coming to hand still in bad condition, loss being occasioned by re-packing. The price is \$2.75 to \$3.25. Bananas are scarce at \$1.75 to \$3.50. Pine-apples are \$3 to \$3.50.

**DRY GOODS.**

Business at the wholesale houses is fairly brisk, orders being as numerous and as large as could be reasonably expected. The prices of cottons are firmer than they have been for some time, and dealers are hoping that the disastrous cutting of prices which have been going on for some time will not cease. Money is as plentiful as circumstances would seem to indicate.

**MONTREAL MARKETS.**

MONTREAL, Feb. 18, 1891.

**GROCERIES.**

Business since our last has shown some improvement, and travellers reports from the country are favorable. There have been few actual changes in any of the leading lines during the week, but sugar promises some new developments shortly. There has been a break in the Guild, the firm who caused the hitch last year again being the stumbling block. They have withdrawn from the agreement, and propose to operate to suit themselves, which may make matters interesting later on. Teas have been fairly active and the same can be said of other lines. Briefly the week affords fair ground for encouragement.

**SUGAR.**

The sugar market shows a better movement in refined, stock prices ruling unchanged, yellows 3½ to 4½c., and granulated 4½c. It is probable that there may be some new developments in the market before another week, as trouble has arisen in the Guild. It is understood that the old firm of kickers, a member of which shines especially in this respect, has withdrawn from the agreement, and will in future operate on a basis suitable to themselves.

**MOLASSES.**

Molasses is moving slowly, and there is but little business to note. Barbadoes brings 35c., while the American product sells at 27 to 28c. The syrup market is dull and unchanged.

**TEAS.**

The tea trade is better, all grades moving more freely especially blacks and greens. Stocks of good grade Japans are decidedly small, and a few lots are on spot and fetching good prices.

**COFFEE.**

Coffee is not moving very freely, but prices rule firm. There has been some trade on a basis of 18 to 20c. in Rios and Jamaicas.

**RICE.**

There is no business doing in rice, and prices are nominal. Millers notify jobbers that prices will advance 10 to 15 per cent. over last year.

**DRIED FRUIT.**

Dried fruits maintain the improvement shown last week. The market being steady and more satisfactory all round, prime Va-

(Continued on page 20.)

**FLOUR AND FEED.**

TORONTO.

Business has not made much progress this week, though inquiry has been more active. The firm views of holders of flour have not assisted in running up the record of sales made and cars shipped. The stocks on spot are considerable but there is no despondency on account of the dulness of business. Feed is not in as good a position as it was a week ago, easier prices and dulness being more prominent features than they were.

**FLOUR**—City millers' and dealers' prices are: Manitoba patents, \$5.20; strong bakers', \$4.85; Ontario patents, \$4.40; straight roller, \$4.75; extra, \$4.10 to \$4.15; low grades, per bag, \$1.25 to \$1.75.

Car prices are: Toronto freights—Manitoba patents, \$5.25 to \$5.50; Manitoba strong bakers' \$4.80 to \$4.85; Ontario patents, \$4.50 to \$4.90; straight roller, \$4.00 to \$4.05; extra, \$3.80 to \$3.85; low grades, per bag, \$1.25 to \$1.75.

**MEAL**—Oatmeal is easier at \$3.80. Cars can be had as low as \$3.70. Cornmeal is unchanged at \$3.80 to \$4.

**BUCKWHEAT FLOUR**—Is featureless at \$4.50 per barrel.

**FEED**—Bran is quiet at \$15 to \$16, and shorts at \$17. Mixed feed is \$23 to \$25, cracked corn \$1.25, feeding corn 53 to 54c., oats are 31 to 32c.

**HAY**—The price is firmer at \$11.50 to \$12 for No. 1 timothy and \$10 to \$10.50 for mixed.

**STRAW**—Is fairly active at \$6 for wheat and \$6.50 for oat.

MONTREAL.

There is a fair enquiry for flour for local consumption; but the volume of business continues very small at unchanged prices. The stocks in store show an increase of 1,892 barrels compared with a week ago, and a decrease of 4,741 barrels compared with a year ago. Patent spring, \$5 to \$5.25; Patent winter, \$5 to \$5.25; straight roller, \$4.65 to \$4.70; extra, \$4.20 to \$4.25; superfine, \$4 to \$4.10; city strong bakers', \$5; strong bakers', \$4.75 to \$4.90.

Oatmeal is in slow demand at unchanged prices. The stocks in store show a decrease of 47 brls. compared with a week ago, and an increase of 3,148 brls. compared with a year ago. Standard, per bag, \$2.10 to \$2.20; granulated, \$2.10 to \$2.20; rolled, \$2.10 to \$2.20.

Feed is quiet and without change. We quote bran \$16 to \$17; shorts, \$18 to \$19, and moullie \$25.

ST. JOHN, N. B.

**FLOUR**—The demand for flour is still purely local, and consequently only a limited quantity is moving, the price has been gradually getting lower and is now quoted at \$5.10 to \$5.15 for Ontario High grade, Manitoba \$5.85 to \$5.90, with Medium Patents at \$4.75 to \$4.95.

**CORN MEAL**—is in fair demand with prices steady at \$2.75 to \$2.90.

**OATMEAL**—The price has declined some since last quoted, and the demand is improving, \$4.45 to \$4.55 being the ruling figures.

**WALTER THOMSON**  
**MITCHELL, ONT.**  
**GENERAL GRAIN DEALER.**

Manufacturer of all kinds of  
 Oatmeal, Split Peas, Cornmeal,  
 Pot Barley, etc.

Quotations by Wire or Letter.

**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.

TRY  
 "Beaver Mills" Flour.  
**T. H. TAYLOR & CO.,**  
 MANUFACTURERS,  
 CHATHAM, ONT.

**ROLLED OATS.**

Customers report that our Rolled Oats contain less dust, less dirt, are better kiln dried and of larger flake than the common oatmeals. Write for samples and prices.

**ARCHIBALD BROS., INCERSOLL, ONT.**

**HARRY T. DEVINE & CO.,**  
 FLOUR, FEED AND PRODUCE MERCHANTS.

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

City Office and Store : 130 Condova St.  
 Wharves, No. 1 and 2 : False Creek,  
 Westminster Avenue,  
**VANCOUVER, B.C.**

DELICIOUS, NOURISHING.

**IRELAND'S**

Choice Breakfast Cereals and Hygienic Foods.

Ireland's Desiccated Wheat,  
 Ireland's Desiccated Rolled Oats,  
 Ireland's Baravena Milk Food,  
 Ireland's Desiccated Farina,  
 Ireland's Snowflake Barley,  
 Ireland's Irish Oatmeal,  
 Ireland's Barley and Rye Meal,

Ireland's Snowflake Hominy,  
 Ireland's Gluten Flour,  
 Ireland's Gluten Biscuits,  
 Ireland's Breakfast Hominy,  
 Ireland's Prepared Barley,  
 Ireland's Prepared Groats,  
 Ireland's English Frumenty.

Leading physicians recommend them. Once tried constantly used. Put up only in packages, and sold by all first class grocers in Canada at reasonable prices. Manufactured only by

The Ireland National Food Co., (Ltd.,) Toronto.



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

OUR SPECIALTIES.

Stone Ground Flour, Graham Flour, Cracked Wheat, Buckwheat Flour, Chop Feed.

Mention THE GROCER.

**J. & R. ROBSON,**  
 Brantford, Ont

**N. WENGER & BROS.,**  
 AYTON, ONT.

**- - MILLERS - -**  
 (Hungarian Process)

BRANDS :  
**KLEBER, MAY BLOSSOM.**

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

**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

**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.



## MONTRÉAL Markets continued

lencias are worth 5c. but we quote  $4\frac{3}{4}$  to 5c. Currants remain firm on the basis of 5 to  $5\frac{1}{4}$  c. with some fair turnovers at these prices. There is little if any French prunes offering, but Bosnias move in a jobbing way at  $5\frac{1}{2}$  to 6c. Figs are offering at 10c. and dates at 5c. We quote prime Valencias 5c.; currants at 5 to  $5\frac{1}{4}$  c. for Patras, and 6 to 7c. for Vostizzas in cases; Bosnia prunes,  $5\frac{1}{2}$  to 6c.; figs, 10c.; and dates 5c. per lb.

## NUTS.

There is a jobbing business at the old prices. Grenoble walnuts still remain steady at the decline noted last week. We quote:—Almonds Tarragona 14 to 15c.; Almonds, Ivica 14 to 15c.; Almonds, common 10 to 11c.; Almonds, hardshell 7 to 8c.; Walnuts, Grenoble, new 12 to  $12\frac{1}{2}$  c.; Walnuts, French 10 to  $10\frac{1}{2}$  c.; Coconuts per 100 \$4.50 to \$5; Filberts 9 to 10c.; Pecans 16 to 17c.; Peanuts 7 to 10c.

## CANNED GOODS.

Canned goods are not moving very freely and jobbers say the movement is up to the average. Stocks generally are small in all lines and are considered good property, so that prices are firm.

## GREEN FRUIT.

There is the ordinary jobbing business in green fruit, with no change to mention. Offerings of bitter oranges noted last week have met with a fair reception at \$3.50 to \$4. Floridas move at \$2.75 to \$3.25, and Valencias at \$3.50 to \$3.75. Lemons are the same at \$3.50 to \$3.75.

## APPLES.

Apples are unchanged, with nothing notable to mention. We quote 25 to 30c. for jobbing business. Evaporated are firmly held at 8 to 9c., and dried are dull at 5 to 6c.

## HOPS.

Hops are quiet and unchanged. Some new offering of bulk stock are on the market, but nothing has been done in them, as brewers are indifferent. Prices nominal. Pressed hops had some speculative business on the basis of 16c.

## FISH.

There is no business doing in fish on account of the short Lenten season.

## PROVISIONS.

The market continues very firm for pork. Our quotations are unchanged for Canada short cut, but it is only because dealers cannot get any more money for it. The offerings are still small. No western short cut can be had under \$17 per barrel. Packers are still cutting the prices of lard. The reason no doubt being the extreme dullness in demand. We quote:—Canadian short cut, per brl. \$16.50 to \$17.00; mess pork, western, per brl. \$16.00 to \$16.50; short cut, western, per brl. \$17 to \$17.25; hams, city cured, per lb.  $10\frac{1}{2}$  c. to 11c.; lard, Canadian, in pails,  $8\frac{3}{4}$  c. to 9c.; bacon per lb. 9c. to 10c.; lard, com. refined, per lb.  $7\frac{1}{4}$  to 8c.

## BUTTER AND CHEESE.

There is no change in either of these lines. Cheese is firm and nominal in the absence of business. Butter steady at following prices: Finest creamery 24 to  $24\frac{1}{2}$  c.; finest Townships 18 to 20c.; Morrisburg and Brockville 18 to 19c.; finest Western  $16\frac{1}{2}$  to  $17\frac{1}{2}$  c.

## EGGS.

The local egg market was easier to-day, 14 to 15c. being now the range for Montreal limed. The local market is quiet, but with

about ten days of bad roads and stormy weather dealers say the markets all over the country would pick up. Small shipments are being made every day, the Americans being afraid to deal heavily in case of a break in the market. The Boston market was quoted strong to-day at 23c. for limed, and 30 to 32c. for held fresh and 35c. for boiling stock.

## GRAIN.

The local grain market is without particular change, with no movement of any importance in any grains. The stocks in store compared with those of a week ago show a decrease of 26,136 wheat, 16,147 rye, and an increase of 24,719 peas, 2,467 oats, 17,157 barley; compared with a year ago there is an increase of 165,460 wheat, 232,149 peas, 24,479 barley, and a decrease of 11,990 corn, 44,270 oats and 1,121 rye. We quote: No. 2 hard Manitoba \$1.03 to \$1.04; No. 3, do., 97c.; No. 2 Northern, \$1.04; peas, 73 to 74c. per 66 pounds; oats, 32c. to 34c. per 34 pounds; corn, 72c. duty paid; feed barley, 45 to 46c.; good malting do., 60 to 63c.

## ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., Feb. 17, 1892.

A slight increase in trade among the wholesalers is noticed, and with a continuance of good weather and roads a further improvement is confidently expected. Our market is quite bare of dry fish and molasses. In all other lines there is sufficient for all demands.

MOLASSES—The supply is rather small, and with a good demand prices have stiffened some, it is now selling at 35 to 36c.

EGGS—The market is well supplied, with prices steady at 16 to 17c.

BUTTER—A choice article in butter finds ready sale at 18 to 20c., though the market is well supplied with medium quality, which sells at 15 to 17c.

FISH—Dry fish still continue scarce, without any immediate prospects for a supply.

BEANS—Are quoted at \$1.40 to \$1.50.

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

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

A. H. BADGEROW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar Manufacturing Co.,

79 and 81 Jarvis St., Toronto

Highest award, Toronto Exhibition.

## Wanted to Exchange

A block of four brick stores in Strathroy, for a stock of groceries or general goods, in a good town. The rents from the block pay eight per cent. interest.

Address E.. This Office.

## IMPORTANT NOTICE

—TO THE—

## RETAIL GROCERY TRADE OF CANADA.

On and from this date the following discounts will be allowed on all brands of Starch used by the Grocery Trade manufactured by this Company:—

10 BOXES OR THEIR EQUIVALENT IN BARRELS OR HALF BARRELS. Trade discount of  $7\frac{1}{2}$  per cent., and freight prepaid to any Railway Station in Ontario or Quebec.

40 BOXES OR THEIR EQUIVALENT IN BARRELS OR HALF BARRELS. Trade discount of 10 per cent., and freight prepaid to any Railway Station in Ontario or Quebec.

TERMS, 30 DAYS NET.

Orders will be filled by the Factory, if so desired, at these discounts, or, if preferred, through any Wholesale Grocer.

WE HAVE THIS DAY

## Reduced Prices

on all grades  $\frac{1}{2}$  c. per lb.

THE BRITISH AMERICA STARCH CO., Ltd.,  
BRANTFORD.

17th February, 1892.

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.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

# DAVIDSON & HAY

Wholesale Grocers,

36 Yonge Street,

**TORONTO.**

"Clover Leaf" Lobsters and Salmon in Flat tins.

These goods are the finest quality of the kind packed.

Also full lines of all canned goods. Close quotations to the trade on application to

## Sloan & Crowther

WHOLESALE GROCERS,

19 Front St. E., Toronto.

# FISH

Codfish Skinned and Boned  
In Cases of 100 lbs.

CODFISH in quintals.

Nova Scotia Turkey boxes 25 lbs.

Munn's Boneless Cod, 2 lb. blocks.

Boneless Fish, boxes 25 lbs.

Prime Salt Water Herrings in barrels and hlf. barrels.

## STUART, HARVEY & CO.

HAMILTON.

Mail Orders carefully attended to.

ESTABLISHED 1851.

WE OFFER

**GOOD BRIGHT SYRUP**

**25c. PER GALLON.**

Samples furnished on demand.

Write for our prices of granulated and yellow sugars.

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

## WARREN BROS. & BOOMER,

Wholesale Grocers.

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.

## First Arrival!

**CAIRN'S**

NEW SEASON'S

Home Made

**Marmalade.**

## SMITH & KEIGHLEY

**WHOLESALE GROCERS,**

9 Front St. E., Toronto

## Thos. KINNEAR & Co

Wholesale Grocers,

**TORONTO.**

**—: JAPAN TEAS :—**

We are offering special values to retail at 25c., 35c., 40c.

Drop a postal card for samples.

49 Front Street East,

WE HAVE

# REMOVED

to our new warehouse

Nos. 59, 61, 63 Front St. E.,  
Cor. Church.

## J. W. LANG & CO.,

WHOLESALE GROCERS,

**TORONTO.**

## Special Line

Eugene Verniers'

French Canned Peas.

## "MOYENS"

Send for Quotation.

**PERKINS, INCE & Co.,**

J. F. EBY.

HUGH BLAIN.

EVAPORATED

## CALIFORNIA FRUITS

Apricots.

Prunes.

Peaches.

Pears.

LIMA BEANS--Bags 65 lbs.

## Eby, Blain & Co.,

Wholesale Grocers,

FRONT AND  
SCOTT STS.

**TORONTO.**



## SALES MADE OR PENDING.

P. Ross, general merchant, Moosomin, N. W. T., has sold out to H. Ireton.

The general stock of the estate of S. A. Pennock, Holstein, Ont., has been sold.

J. G. Henson, general merchant, Rapid City, N. W. T. has sold out to Brown, Adams & Co.

Owing to the ill health of Mr. Leach, Messrs. Brown & Leach, grocers, Tilsonburg, Ont., have sold out their business. Mr. W. S. Buckborough is the buyer. The trade loses two live business men in the retirement of Messrs. Brown & Leach. Their successor, Mr. Buckborough, has the best wishes of THE GROCER for prosperity in his venture.

## PARTNERSHIPS FORMED AND DISSOLVED.

A. Davey, continues the grocery business of A. Davey & Son, Guelph, Ont.

S. J. Collier, continues the grocery business of Collier & Wallace, Picton, Ont.

Mf. Mills of the firm of McKenzie & Mills, wholesale grocers, Winnipeg, Man., has retired.

The Keystone Manufacturing Co., manufacturers of mangles and brooms, Hamilton, Ont., has dissolved.

James Coupland continues the wholesale fruit and produce business of T. W. Clark & Co., Vancouver, B. C.

The firm name of Martin and Jackson, general merchants, Rounthwaite, Man., has been changed to Martin and Newton.

Billman, Chisolm & Co., is the name of a new wholesale grocery firm, who have taken the place of Geo. E. Forcythe & Co., Halifax, N. S.

The well-known firm of wholesale grocers, Messrs. Ward, Carter & Co., have dissolved partnership. Messrs. Carter & Galbraith continuing the grocery, and Mr. Jos. Ward continuing the produce business.

## NEW STORES.

Nickel & Grice have opened a new grocery store in Victoria, corner Fort and Blanchard streets.

## REMOVALS AND DEATHS.

R. J. Armstrong, grocer, New Westminster, B. C. is dead.

Carlton Lynde, merchant, of Mitchell, died suddenly Wednesday of heart failure.

## FIRES.

Alex. Chisolm & Sons, produce merchants, Montreal, were burned out last week. The loss is placed at about \$75,000. Well insured.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. A. Flett, Campbelltown, N.B., has assigned.

J. J. Auclair, grocer, Montreal, has assigned.

T. H. Bibly, grocer, Kingston, Ont., has assigned.

Demers & Sons, grocers, Victoria, B.C., have assigned.

George Payne, general merchant, Montreal, has assigned.

Mills & Co., general merchants, Holland, Man., have assigned.

Agnes McKeown, grocer, Hamilton, has assigned to F. H. Lamb.

Hood & Cooper, general merchants, Roland, Man., have assigned.

John McIntosh, teas, etc., Toronto has assigned to Morgan Davies.

O. Roy, general merchant, Sudbury, Ont., has assigned to F. Lemieux.

R. H. Campbell, grocer, of Halifax, N.S., has assigned to W. T. Kennedy.

Lauchlin McDonald, general merchant, River Herbert, Que., has assigned.

S. J. Campbell, general merchant, Woodland, Ont., has assigned to D. E. McIntyre.

P. E. Desparvis, Valleyfield, Ont., grocers, etc., have called a meeting of their creditors.

J. Scott & Co., wholesale grocers, Montreal, have assigned with \$60,000 liabilities.

The grocery stock of the estate of E. Ferguson, Owen Sound, is advertised for sale by tender.

R. J. McLaughlin, general merchant, Wallaceburg, Ont., has assigned to James Piper, London.

John Mellon, grocer, Bowmanville, has assigned to Henry Barber & Co., with liabilities about \$10,000.

C. Koelln, general merchant, Kingsville, Ont., has assigned to C. B. Armstrong London, and his stock is advertised for sale.

An interim dividend of 35 cents on the dollar has been declared in the estate of A. W. Chrysler & Co., general storekeepers, Delhi.

Less than a year ago A. J. Gordon started a grocery store in Elora. Not having any experience in business he has been obliged to assign.

## THE POWER OF MONEY.

Money, says the old Book, is the root of all evil; but one thing is certain, very little good can be done without it. It takes money to build churches, it takes money to pay the minister, it takes money to send the missionaries abroad, and in some cases it is absolutely necessary to get religion. In this light, therefore, the quotation above appears to be a contradiction, and a very decided one too. We have little faith in its general bearing. In the abstract it may be correct. In a business sense we have none. The power of money in business cannot possibly be overestimated. While great things can be done with very little money to commence with, nothing can be done without any. It is the greatest friend to go to market with; properly used, it is the greatest friend in all conditions and circumstances. The business man who has sufficient capital to conduct

his business is in such an independent position and possesses so many advantages over his less wealthy neighbor that he can adopt and institute economies through labor-saving devices, which places him in a position to compete on more advantageous terms than those less favored competitors.

In contradiction to the quotation given above, we might say that money was a friend in need, therefore a friend indeed. By arguing that money is so necessary to conduct a business properly and to take the most advantage out of all business transactions, we do not wish it to be understood that we regard money making as the only object to be sought after in this life. On the contrary, we believe that any one who pursues a course of this kind makes a grave error, and to put it plainly under such circumstances life is not worth living. To get the most out of life it must be enjoyed so that there will be nothing to mar it or in any way interfere with its hopes and pleasures. It is not the richest man who gets the most pleasure out of life any more than it is the poorest. How to live and get the greatest amount of pleasure requires a little common sense and a good deal of practical application.

Considering the question of money from a purely business standpoint, it is not wise to regard it as the all-powerful influence in trade. It has its limitations and its temptations, but its advantages far exceed every other consideration. The merchant with a good bank account has always got a true friend—one that he can rely upon and one that will always do good work whenever it is called upon. While most merchants appreciate the value of money, few of them realize its full influence. If they did they would in every way pursue a policy that would place their business in such position that their money would be utilized to its utmost. We know business men who are always anxious to have a bank account of certain dimensions. They will not under any circumstances permit it to be drawn upon below a certain figure; yet these same men could if they chose make considerable money by having their bills discounted. Going to the other extreme we also know business men who make it a rule to insist upon interest in their banks because they always leave a fixed deposit, and these men will owe bills for six months that ought to be paid in thirty days, because they believe that they are making money by the transaction. Neither of these courses is the right one to pursue. The man who pays his bills promptly and takes all discounts is the man who ought and generally does get the most satisfaction out of his money and his business life.

To the young merchant commencing in business we would advise him always to consider the power and influence of money in securing good terms, good buying, good management of his affairs and ultimate success. It all depends upon how business is started how it will succeed.—National Grocer.



❖ BRANTFORD PREPARED CORN ❖

HIGHEST AWARD, JAMAICA EXHIBITION.

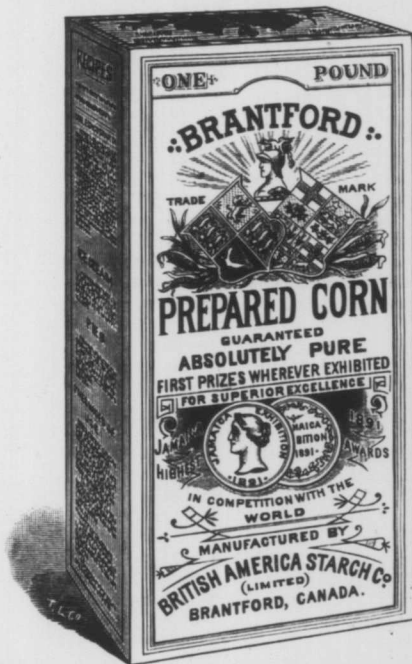


LILLY WHITE.

COLD

WATER

RICE.



BRANTFORD

LAUNDRY

STARCHES.

CHALLENGE

CORN.



THE BRITISH AMERICAN STARCH CO., Brantford, Ont.

GOLD MEDAL, PARIS, 1878.



W. BAKER & Co.'s  
Breakfast  
Cocoa

*Is Absolutely Pure  
and it is Soluble.*

Unlike the  
Dutch Process

*No alkalis or  
other chemicals  
or dyes are used  
in its manufac-  
ture.*

A description of the chocolate plant, and of the various cocoa and chocolate preparations manufactured by Walter Baker & Co., will be sent free to any dealer on application.

W. BAKER & CO., Dorchester, Mass.

“THE GENUINE CHIMNEY”

A FULL LEAD  
Glass Chimney.

NICELY WRAPPED AND LABELLED

Write for Prices.



Cannot be Beaten  
for Design  
or Workmanship.

Done up in  
One-Half Gross Cases.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers,

Toronto and Winnipeg.

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

## ANSWERS TO CORRESPONDENTS.

Will you kindly tell me why the Crown brand of Black McDonald Tobacco can not be bought in Quebec and Montreal, while it can in St. John, N.B. Also, how does Index Smoking sell at fifty cents in Quebec and forty-eight in St. John, N.B.?

Ans.—1. It would seem as if Crown were made only for the market in the Maritime Provinces.

2. As to Index, it is possible that the manufacturers have given a cut of 2c. to compete with the product of the St. John factory. One who can explain the matter on any other theory will oblige by forwarding an answer.—ED.

## CONSUMERS TO BLAME.

Consumers—the word used by the trade to represent people who purchase their necessary daily supplies from retailers—are largely to blame for the adulteration and coloring of articles of food. The first invoice of Japan teas brought to this country consisted of sun dried leaves, was free from coloring matter and of good quality, but it was unsaleable. The merchants who handled the tea were compelled to color it before the people would take it off their hands.

The canned French peas are not nearly as palatable as the ordinary American "June" peas, but because of their bright green color the foreign vegetable is used exclusively in many families.

Bright green pickles are also great favorites, and many other articles we might mention are adulterated and colored for the simple reason that consumers want them that way.—Merchant Sentinel.

## "IS IT AN INQUISITION?"

The question has often arisen in my mind as to how far a merchant should go in giving information as to his capital, indebtedness, etc., to the various mercantile agencies, whose object is to arrive at the correct knowledge of the financial, social and business standing of the trader as a basis for credit in the great commercial centres. The retail merchant has rights which it is not in the power of any organization to invade. The jobber likewise has to assume risks which, even with the greatest facilities at his hand for information, must yet remain great risks. No person in private life will allow himself to be interrogated by a stranger as to affairs solely within the domain of his private home associations, without duly resenting the arrogance of the person making the request. This is perfectly proper, for if the sanctity of the home relation is to be intruded upon by any curious person, who may be desirous of gratifying his desire for gossip, it would soon be a world of blasted reputations, demoralized households and general chaos. In a business point of view this is entirely different. The merchant, for instance, has a thousand dollars; he contemplates going into a retail trade in some quiet country town. He realizes at a glance that his capital is entirely insufficient

to properly carry on the business. He is a comparative stranger; has no relative from whom he can expect or receive financial aid to assist him. How is he to get out of his dilemma and be properly equipped for his mercantile battle? Right here the credit system of the country comes in to extend the helping hand and say to him, "If upon investigation you are found worthy, if you have ordinary sagacity and good business judgment and discretion, if your former record has been such that you have enjoyed the confidence of the people with whom you for years have mingled, and have a disposition and purpose to throw your whole energy into the successful prosecution of your business, we will help you fight the battle." Here we have the positions of the jobber and retailer outlined. What is to bridge the chasm between these parties and secure to the jobber the information he desires to enable him to be a helpmeet to his brother? The answer is the "Mercantile Agencies." Now, if the retail dealer is not willing to give full information and accurate, upon all matters pertaining to his business, he never should seek to establish a credit, for you see it would make for the jobber too much of a jug handle thing "all on one side." How nonsensical it must appear to a merchant if he gives it but a moment's thought, that he is taking no risk whatever in asking a line of credit from a jobber, who is a total stranger to him, and yet unwilling to give him such information as to his standing as would enable the jobber to prescribe a line of credit for him, and who is to assume all risk. All large jobbing houses doing a business of any magnitude have a person known as the "credit man," whose sole duty is to pass upon the advisability of credit, the amount, etc. They have become so expert in framing questions and reading character that many of them would put some of our best lawyers to the blush. If the applicant for credit is of moderate means and conservative naturally, he should without reserve give all the information asked for, keeping in mind the fact that he, the merchant, is the accommodated and the questioner the accommodator. A merchant should talk over frankly with the house that serves him, the condition of his business from time to time. Such information is usually of benefit to both. The two principal commercial agencies, R. G. Dun & Co. and Bradstreet's make universal trade reports, and are used universally for the reason that reporting as they do all branches of trade they are less liable to oversights than if they reported simply one branch. As a rule these reports are re-written semi-annually. When you are called upon to be courteous and gentlemanly and feel that what is sought after from you is for your best interest and not for any prying into of your affairs. You must also bear in mind that money alone does not give you a basis for credit. Some of the most active and enterprising retail merchants in the country began without any money to speak of, but they had a reputation for honor, probity, candor and justice which was worth more to them than money capital. A line of credit would far quicker be extended to a poor man who was honest and zealous than to a knave, though he be rich, presuming, of course, that both have fair business ability. The fact must be borne in mind that much of the information relative to your antecedents, etc., comes from outside sources, and you are seen in the mercantile report as others see you. After long observation I have found this to be a fact. To have an honest and correct statement made for the trade,

the merchant should be frank and honest with the canvasser for information. If he refuses to impart the information, it must be gleaned from outside sources, which in most cases is not satisfactory, as it frequently comes through biased channels. To be rated blank is suspicious; to be rated blank as to capital and rated well as to credit, speaks well. Bear this in mind. The mercantile reports are given from all the information obtainable from reliable sources. Had you not better give this information yourself? You will then have just cause for complaint if erroneously done. Do not look upon this business as an inquisition, but rather as a help to you to secure mercantile assistance.—Store Crank in American Grocer.

## JUST BEFORE THE BATTLE.



Callahan—'Tis a foine neighborhood, Miss Quilty, barrin' the vagabonds ye have about! McGrath (his rival)—Oi regrit to see, Miss Quilty, thot yer beautiful residence is infested wid snakes!

## A QUESTION OF PRIVILEGE.



Mrs. O'Hara—That's a foine way for a man t' go downstairs!  
Mr. O'Hara—Can't a man go dhowstairs ony dom way he plazes?

## STORAGE—Bond or Free

Warehouse Receipts Issued.

CASH ADVANCES MADE ON ALL KINDS OF MERCHANDISE.

WILLIAM HARDER,

Successor to J. M. Davison & Co.,  
54 and 56 Wellington Street East.

DO NOT XEROX

# The Great Cake

OF THE FUTURE

IS

# BARM YEAST

## 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.**

GOODS THAT ARE  
A SUCCESS

**ADAMS' PEPSIN**  
Tutti-Frutti.  
**ADAMS' MONTE CRISTO**  
CHEWING GUMS.

Sold by all Wholesale Grocers.

For Illustrated Catalogue and banner signs for your windows, address

**ADAMS & SONS' CO.,**  
11 and 13 Jarvis Street, Toronto.

DRINK  
SYDNEY GIBSON'S  
**COLOA**  
REFRESHING-NOURISHING

ORDER  
IVORY BAR  
SOAP

# TOILET PAPERS

IN PACKAGES AND IN ROLLS. PERFORATED AND PLAIN.

Made from very Choicest, Purest Stock.

### ⊗ IN PACKAGES ⊗

IMPERIAL.	4½ x 6½	1000 sheets.
ROYAL.	4½ x 6½	Special
PURITAN.	5½ x 7½	1000 sheets.

### ⊗ PERFORATED AND PLAIN ⊗

⊗ ROLLS ⊗	
STANDARD, FACTORY.	HOTEL, ATLANTIC.

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

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

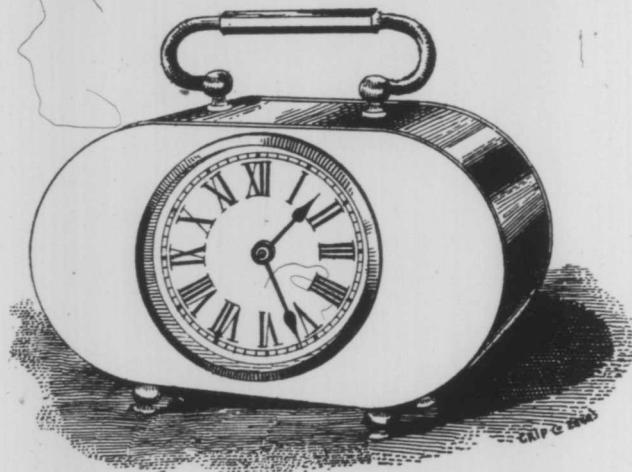
Prices Attractive and Discounts Liberal.

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

TORONTO BRANCH : 29 Front St. West.

## CLOCK CHEWING GUM.

If you want something new keep your eye on C. R. Somerville, the "Fine Chewing Gum" manufacturer of London, Canada. Every month he startles the trade with an original line. This month he has the "Little Lord Fauntleroy" Clock Gum out. An exact



cut of this clock appears above, and it is guaranteed to keep time, a handsome and useful present for the retail dealer. No prize, no draw, but every retailer who buys a box of Somerville's Clock Gum gets a clock. For sale only through the wholesale trade. If you have not seen this ask your wholesale grocer to get you a box. See price list of his gums in this paper.

## HOW TO MAKE ASSOCIATION MEETINGS INTERESTING.

It is not improbable that many persons lose interest and refrain from attending meetings of organizations of which they are members because of the monotonous and merely perfunctory manner in which the exercises are conducted. We make no reference to any particular organized body in the foregoing supposition; we know it holds good in many secret societies, and may, in a great measure, account for the slim regular attendance at the meetings of many mercantile associations.

The evil—for it is an evil, and a great one—of non-attendance by so many members is one of the greatest drawbacks to the prompt and satisfactory accomplishment of objects for which mercantile associations are formed. It is discouraging to the officers, who are in duty bound to attend regularly, causing them to feel that their efforts to make the meetings interesting and the association work of value are not appreciated, and they, too, may lose interest.

How to bring out the non-attendants is a problem that has worried the brains of officers and working members for a long time without a satisfactory solution having been discovered. There are hopeless cases, persons who affiliate themselves with organiza-

tions for the sole purpose of profiting by the work that others do, who are too selfish to lend a helping hand where help is needed for the welfare of others besides themselves, and who take no interest in anything that does not directly benefit their pockets. It would be useless to seek any good from such persons, but there is a much larger number

—careless and seemingly indifferent though they may appear—whose presence at and interest in the meetings is desirable and to secure whose participation in the affairs of the organization it would be worth while to expend some effort.

With the view of increasing an interest in the meetings we offer a few suggestions, which, although not new, may be worthy of consideration.

1. The officers should always be prompt and unflinching in attendance, and the meeting should be called to order exactly at the designated hour.

2. The necessary routine business should be disposed of without being allowed to drag—not hurriedly, but with reasonable expedition.

3. In speaking to a motion or resolution, the member should be kept strictly to the subject in hand, and not allowed to wander off and bring in an extraneous matter. A judicious and prompt use of the gavel often facilitates business.

4. When a course of action has been decided upon it should be adhered to strictly and persistently. The motto should be: "Be sure you are right, then go ahead," never ceasing efforts until the object sought for has been attained.

5. After the necessary business has been disposed of a short entertainment, in the nature of discussions on some appropriate subject, addresses, recitations, and when possible a little music. This should be provided for in advance, as a rule, but once in the way of it the members would soon get into the spirit of the matter and display more talent than might be expected.

6. Besides the annual summer outing and the reception or banquet which most associations give each winter, one or more public

meetings might be held this year, which would be of great benefit to the organization. To such meetings all non-affiliated persons whose membership is desirable should be especially invited. Short addresses, setting forth the aims and explaining the objects of the association should be made, interspersed with such other appropriate exercises as would naturally suggest themselves.

7. Let every active member—such as usually "bear the heat and burden of the day"—constitute himself a standing committee of one to bring in the non-attending members, and to obtain recruits from the ranks of the non-affiliated.

The above suggestions are only briefly presented, but may lead to thought and action. If something of the kind is given earnest trial, we are confident much good will result therefrom.

An Eastern association has inaugurated a system of ward meetings, and is making gratifying progress in awakening an interest in organized effort where none was felt before. It is a kind of missionary work from which a good harvest will be gathered. Something in the same line might be done in all the larger cities.

The importance and value of associated work has been demonstrated over and over again, but there is still much to do in the direction of educating business men up to the point of identifying themselves actively with the work which is for the benefit of all.—Merchant Sentinel.

Some United States packers are reported to be branding their pork as Canadian and shipping in bond through this territory for sale in European markets. This is resorted to for the purpose of disarming suspicion, particularly in France and Germany, where United States pork has a bad name on account of the old trichinosis scare. The Canadian Government is to be asked to frame regulations for the inspection of United States pork in transit through this country.

It is evident that the Patrons of Industry are going to make an energetic effort during the coming session to secure a reduction in the duties on certain commodities if petitioning can do it. Already printed forms of petition are being circulated for signature throughout the country, and one of these reached the Department of Agriculture the other day, signed by a large number of persons. The petition represents that the agricultural interests of the country are not in as prosperous a condition as the farmers desire, and that tariff legislation for the purpose of assisting the manufacturing interests of the country had been taken advantage of by the manufacturers to unduly enhance the price of many articles which are indispensable to the farmers in carrying on their vocation. The petitioners therefore pray that coal oil, binder twine and iron and its products be placed on the free list.

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**Staminal.**  
Remember the Name  
and that it stands for  
**Strength, Stimulus, Vigor.**  
That is what you gain by using it.  
Put up by  
**THE JOHNSTON FLUID BEEF CO.,**  
MONTREAL.

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

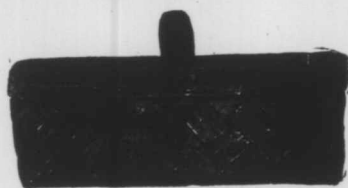
**TORONTO.**

AGENTS FOR

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

**THE**  
**Oakville Basket Co.,**

MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

**Oakville, Ont.**



Send for Price  
List of our vari-  
ous brands of  
chewing gum.

**C. T. HEISEL,**  
36-38 Lombard St.  
TORONTO.

A large number of Grocers handle  
**ROYAL DANDELION COFFEE**  
MADE BY  
**ELLIS & KEIGHLEY,**  
Toronto.

**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.**

**THE CANADIAN GROCER PRICES CURRENT.**

TORONTO, Feb. 18, 1892.

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

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

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

**BAKING POWDER.**



Cleveland's Superior  
Baking Powder in tin  
cans, per dozen net.

10 cent tins	1 00
1/4 lb.	1 50
6 oz.	2 20
1/2 lb.	3 80
12 oz.	4 25
1 lb.	5 50
5 lbs.	25 50
Per doz	
Dunn's No. 1, in tins	2 00
" 2, in tins	75
Cook's Gem, in 1 lb pkgs	\$1 75
" " 7 oz	85
" " 2 oz	40
" " 5 lb tins	65
" " bulk, per lb	12

Empire, 5 dozen 4 oz cans	\$0 75
" 4 " 8 "	1 15
" 2 " 16 "	2 00
" 1/2 " 5 lb cans	9 00
" bulk, per lb	15

**COOK'S FRIEND.**

(in Paper Packages.) Per doz	
Size 1, in 2 and 4 doz boxes	\$2 40
" 10, in 4 doz boxes	2 10
" 2, in 6 "	70
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 oz in case	3 00
12 oz tins, 3 oz in case	2 40
5 oz tins, 4 "	1 10
5 lb tins, 1/2 "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
" " 1 lb, 4 "	1 30
" " No. 1, 2 "	1 90
" " 1 lb, 2 "	2 20
" " 5 lb, 1/2 "	9 60



WHITE STAR.	per doz
4oz tins, 3 doz in case	0 75
12 " 2 doz in case	2 00
5lb " 1/2 doz	9 00
5oz glass jars, 2 1/2 doz	1 10
in case	1 10
10 oz glass jars, 2 doz	2 00
in case	2 00
Bulk, per lb	0 15



PRICE'S	doz. in	Price
CREAM	case	p doz
BAKING	4 " 4	\$0 95
POWDER	6 " 3	1 40
	8 " 3	2 00
	16 " 3	2 80
	24 " 1 to 4	3 90
	36 " 1 to 3	5 00
	24 lbs	12 00
	4 " 1/2 or 1	18 25
	5 " 1/2 or 1	22 75
	10 " 1/2	44 00

**BISCUITS.**

TORONTO BISCUIT AND CONFECTIONERY CO.

Abernethy	84
Arrowroot	\$0 11
Butter	0 6
" 3 lbs	0 20
Cabin	0 74
Cottage	0 84
Digestive	0 10
Daisy Wafer	0 16
Garibaldi	0 10
Gingerbread	0 11
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 06
Ginger Nuts	104
People's Mixed	0 09
Pic Nic	0 084
Prairie	0 14
Rich Mixed	0 114
School Cake	0 06
Soda	0 20
" 3 lb	0 11
Sultana	0 11
Tea	0 11
Tid Bits	0 09
Variety	0 11
Village	0 074
Wine	0 084

**BLACKING.**

Day & Martin's, pints, per doz	\$3 20
" " 1/2 " "	2 10
" " 1/4 " "	1 10
Spanish, No. 3	4 50
" " No. 10	9 00
Japanese, No. 3	4 50
" " 5	7 50
Jaquot's French No. 2	3 00
" " 3	4 50
" " 4	8 00
" " 5	10 00
" 1-gross Cabinets, asst.	7 50

**BLACK LEAD.**

Reckitt's Black Lead, per box... 1 15  
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz., or 1/4 gro., 4 oz.

TELLIER, ROTHWELL & CO'S.

Royal Black Lead, per gross..... \$1 80

F. F. DALLEY & CO.

Silver Star Stove Paste..... 9 00  
Packed in fancy wood boxes, each  
box contains 3 doz.

**BLUE.**

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

**CORN BROOMS.**

CHAS. BOECKH & SONS, per doz	
X Carpet, 4 strings, net	\$3 60
2 " 4 " "	3 20
3 " 3 " "	2 95
XXX Hurl 4 " "	2 90
1X " 4 " "	2 65
2X Parlor 4 " "	2 50
3 " 3 " "	2 25
4 " 3 " "	1 85
5 " 2 " "	1 50
Warehouse 4 " "	3 25
Ship 4 " "	4 00
1 Cable 2 wire bands, net	3 25
2 " 3 " "	4 00

**CANNED GOODS.**

Apples, 3's	\$1 00	\$1 10
" gallons	2 25	2 50
Blackberries, 2	2 00	2 25
Blueberries, 2	1 10	1 25
Beans, 2	1 10	1 00
Corn, 2's	1 05	1 10
" Special Brands	1 30	1 60
Cherries, red pitted, 2's	2 25	2 40
Peas, 2's	1 10	1 15
Pears, Bartlett, 2's	2 00	2 00
" Sugar, 2's	1 70	1 70
Pineapple, Baltimore	2 40	2 50
" Bahama	2 90	3 00
Peaches, 2's	2 10	2 25
" 3's	3 00	3 50
" Pie, 3's	1 60	1 65
Plums, Gr Gages, 2's	1 75	2 00
" Lombard	1 75	2 00
" Damson Blue	1 75	2 00



DO NOT XEROX

Prices current, continued—

DURABLE PAILS AND TUBS

WM. CANE & SONS, MANUFACTURING CO NEWMARKET.

Table with 2 columns: Item description and Price per doz. Items include Steel hoops, painted and grain'd; Brass hoops, oiled and varnish; No 1 tubs; No 2; No 3.

EXTRACTS.

Table with 2 columns: Item description and Price. Items include Dalley's Fine Gold, No. 8, p. doz; 1 1/2 oz; 2, 2 oz; 3, 3 oz.

FIRE LIGHTER.

Table with 2 columns: Item description and Price. Item: "Star" Fire Lighter, per gross \$1 70.

FLUID BEEF.

Table with 2 columns: Item description and Price. Items include JOHNSTON'S, MONTREAL; Cases, No. 1, 2 oz tins; No. 2, 4 oz tins; No. 3, 8 oz tins; No. 4, 1 lb tins; No. 5, 2 lb tins.

FRUITS.

FOREIGN.

Table with 2 columns: Item description and Price. Items include Currants, Provincial, bbls; Filatras, bbls; Patras, bbls; Vostizzas, cases; Dates, Persian, boxes; Figs, Elemes, 14oz, per box; Prunes, Bosnia, cases; Raisins, Valencia, offstalk; London layers; Loose muscatels; Imperial cabinets; Connoisseur clusters; Extra dessert; Royal clusters; Fancy Vega boxes; Black baskets; Blue; Fine Dehesas.

Table with 2 columns: Item description and Price. Items include Lemons, Messinas; Oranges, Floridas; Valencias.

Table with 2 columns: Item description and Price. Items include Apples, Dried, per lb; do Evaporated.

FISH.

Table with 2 columns: Item description and Price. Items include Oysters, per gallon; Pickered, per lb; Pike; White fish; Manitoba White fish; Salmon Trout; Lake herring; Pickled and Salt Fish; Labrador herring; Shore herring; Salmon trout; White Fish; Dried Fish; Codfish; Boneless fish; Boneless cod; Smoked Fish; Finnan Haddies; Bloaters; Digby herring; Sea Fish; Haddock; Cod; R.C. salmon; Market Cod; Flounders; Smelts; Mackerel.

GRAIN.

Table with 2 columns: Item description and Price. Items include Wheat, Fall, No. 2; Red Winter, No. 2; Wheat, Spring, No. 2; Man Hard, No. 1; No. 2; No. 3; Oats, No. 2, per 34 lbs; Barley, No. 1, per 48 lbs; No. 2 extra; No. 3; Rye; Peas; Corn.

HAY & STRAW.

Table with 2 columns: Item description and Price. Items include Hay, Pressed, on track; Straw Pressed.

HARDWARE, PAINTS AND OILS.

Table with 2 columns: Item description and Price. Items include CUT NAILS, from Toronto; HORSE NAILS; HORSE SHOES.

SCREWS: Wood—

Table with 2 columns: Item description and Price. Items include Flat head iron 7 1/2 p.c. dis; Round " 7 1/2 p.c. dis; Flat head brass 7 1/2 p.c. dis; Round head brass 7 1/2 p.c.

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

Table with 2 columns: Item description and Price. Items include 1st break (25 in and under); 2nd " (26 to 40 inches); 3rd " (41 to 50 "); 4th " (51 to 60 "); 5th " (61 to 70 ").

ROPE: Manila; Sisal; New Zealand.

AXES: Per box, \$6 to \$12.

SHOT: Canadian, dis. 7 1/2 per cent.

HINGES: Heavy T and strap; Screw, hook & strap.

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

TURPENTINE: Selected packages, per gal.

LINSEED OIL: per gal, raw; Boiled, per gal.

GLUE: Common, per lb.

INDURATED FIBRE WARE.

Table with 2 columns: Item description and Price. Items include 1/2 pail, 6 qt; Star Standard, 12 qt; Milk, 14 qt; Round bottomed fire pail, 14 qt; Tubs, No. 1; Nests of 3; Keelers No. 1; Milk pans; Wash Basins, flat bottoms; Handy dish; Water Closet Tanks.

JAMS AND JELLIES.

Table with 2 columns: Item description and Price. Items include DELHI CANNING; Jams assorted, extra fine, 1's; Jellies, extra fine 1's; TORONTO BISCUIT & CONFECTIONERY CO; Jams, absolutely pure—apple; Family; Black and Red currant; Raspberry, Strawberry, Peach and Gooseberry per lb; Plum; Jellies—pure—all kinds; These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails; Marmalade—orange.

LARD.

Table with 2 columns: Item description and Price. Items include "FAIRBANK'S" REFINED COMPOUND; In Butter Tubs; Fancy; 3-hoop pails; 60 lb. cases of 3 lb., 5 lb., and 10 lb. tins, per lb.

LICORICE.

YOUNG & SMYLYE'S LIST.

Table with 2 columns: Item description and Price. Items include 5 lb boxes, wood or paper, per lb; Fancy bxs. (36 or 50 sticks), per box; "Ringed" 5 lb boxes, per lb; "Acme" Pellets, 5 lb cans, per can; "Acme" Pellets, Fancy boxes (30s) per box; "Acme" Pellets, Fancy paper boxes, per box (40s); Tar Licorice and ToluWafers, 5 lb cans per can; Licorice Lozenges, 5 lb glass jars; Licorice Lozenges 5 lb cans; Purity Licorice, 200 sticks; Imitation Calabria, 5 lb bxs p lb.

MINCE MEAT.

BRYANT, GIBSON & CO.'S—TORONTO. Mince Meat, 1/2 gal glass jars, \$9 50; Ditto 25 and 40 lb pails, per lb. 12 1/2c

J. H. WETHEY'S—ST. CATHARINES

Condensed, per gross, net... \$12 00

MUSTARD.

Table with 2 columns: Item description and Price. Items include ELLIS & KEIGHLEY'S; Durham, Fine, in 1/2 and 1 lb tins; Fine, in 1 lb jars; Fine, in 4 lb jars; Ex Sup. in bulk, per lb; Superior, in bulk, p. lb; Fine.

COLMAN'S AND KEENS'

Table with 2 columns: Item description and Price. Items include In 4 lb jars; In 1 lb jars; D. S. F., in tins, per lb; in 1/2 lb tins; in 1/4 lb tins, per lb; D. F. in 1/2 lb tins, per lb.

NUTS.

Table with 2 columns: Item description and Price. Items include Almonds, Ivica; Tarragona; Farnigetta; Almonds, Shelled Valencias; Jordan; Canary; Brazil; Cocoanuts, per 100; Filberts, Sicily; Pecans; Peanuts, roasted; green; Walnuts, Grenoble; Bordeaux; Naples, cases; Marbots; Chilis.

BUTTER CRACKERS.

LOOSE, OR IN 3 POUND BOXES.

They are very nice for Lunch, Tea, etc. Plain, Fresh, Crisp, easily digested. Retail, 25c. per Box. Put up in Cases of 12 and 24. TRY THEM.

THE TORONTO BISCUIT AND CONFECTIONERY CO.,

7 Front St. East, Toronto.

Telephone 528.

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





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Accountant, Auditor, Receiver, Etc.  
 EXPERT AUDITING, and ACCOUNTANCY A  
 SPECIALTY.  
 Accounts Adjusted, Books Opened, Balance  
 Sheets Prepared.  
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Catches with the Public. Catches New Trade.  
 Catches You as an Advertiser "Do You Catch  
 On!" This is a book, 300 PAGES, that serves  
 as a guide to dress your windows, of 250 pages  
 and 150 illustrations, devoted to every line of  
 business. Price, Post Paid, \$1.50.

GIVEN AWAY FREE. To every purchaser a  
 Twenty-Five page illustrated novelty pamphlet  
 devoted to store windows and decorating.  
 HARRY HARMAN, P. O. Box 113, Louisville, Ky.

# Fancy Cheese

Millar's Royal Paragon Cream.  
 Roquefort. Swiss.  
 Gorgonzola. Sap Sago.  
 Pineapple. Parmesan.  
 Edam. Neufchate, etc.  
 Direct importations received weekly.  
 Special quotations in quantities.

## WRIGHT & COPP,

GROCERS' SPECIALTIES,  
 TORONTO.

# Tulloch & Co'y

Manufacturers' Agents and  
 Export Merchants,  
 85 Gracechurch St., London, Eng.,  
 Exporters of  
 Naval and Oilmams' Stores, Linseed Oil.  
 Portland Cement, Building Materials,  
 Pig Iron and Metals.

N.B.—Correspondence invited from Canadian  
 firms interested in any of the above  
 lines  
**CONSIGNMENTS OF PRODUCE SOLICITED.**

Prices current, continued—

SALT.	
Bbl salt, car lots	1 20
Coarse, car lots, F.O.B.	0 70
" small lots	0 85 0 90
Dairy, car lots, F.O.B.	1 25
" small lots	1 50
" quarter-sacks	0 45 0 50
Common, fine car lots	0 80
" small lots	0 95 1 00
Rock salt, per ton	15 00
Liverpool coarse	0 75 0 80

SYRUPS AND MOLASSES.	
SYRUPS.	
	Per lb.
D	2 24
M	2 24
B	2 24
V.B.	2 24
E.V.B.	2 24
E. Superior	2 24
XX	2 24
XXX	2 24
MOLASSES.	
	Per gal.
Trinidad, in puncheons	0 85 0 96
" bbls	0 38 0 40
" 1/2 bbls	0 40 0 42
New Orleans, in bbls	0 80 0 50
Porto Rico, hdds.	0 38 0 40
" barrels	0 42 0 45
" 1/2 barrels	0 44 0 47

SOAP.	
Ivory Bar, 1 lb. bars	5 1/2
Do. 2, 6-16 and 3 lb bars	5
Primrose, 4 lb bars, wax W	4 1/2
John A, cake, wax W, per doz	42
Mayflower, cake	42
Gem, 3 lb bars per lb	3 1/2
" 13 oz, 1 and 2 lb. bars	3 1/2
Queen's Laundry, per bar	5 1/2
Pride of Kitchen, per box	2 75
Sapolio, 1/2 gross boxes	3 25
" per gross, net cash	12 00
MORSE'S SOAPS.	
	Per lb
Mikado (wrapped)	0 04 1/2
Eclipse	0 04 1/2
Stanley Bar	0 04 1/2
Defiance	0 04 1/2
Toronto, 12 oz.	Per doz 0 50
Ruby, 10 oz	0 30
Monster, 8 oz	0 24
Detroit, 14 oz	0 48
Lily White	0 30
Everyday	0 30
Queen City, 14 oz	0 72

MORSE'S SOAPS.	
	Per box
Mottled in 5 box lots, 100 bars	5 00
" 60 bars	3 00
Floater (boxes free)	6 50
Electric	2 75
Hard Water Electric	2 50
Royal Laundry	3 25
Octagon	4 00
Royal Magnum	Per doz 0 25
" 25 doz per box	0 30
Anchor, Assorted	0 40
" Castile	0 50
Morse's Assorted	0 45
Morse's Rose	0 45
" Windsor	0 45
" Castile	0 45
Bouquet, paper and wood	0 80
Prize Magnum, White Castile	0 72
" Honey	0 72
" Glycerine	0 72
" Oatmeal	0 72
" Honeysuckle	Per box 0 72
Sweet Briar	0 85
Extra Perfume	0 55
Old Brown Windsor Squares	0 80

White Lavender	1 00
White Castile Bars	Per doz 0 85
White Oatmeal	0 85
Persian Bouquet, paper	2 50
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood	0 40
Heliotrope paper	1 50
Carnation	0 60
Rose Bouquet	0 60
Cocoa Castile	0 40
Arcadian	0 45
New Arcadian, per gross	4 25
Ocean Bouquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 00
Magnolia	1 20
Oatmeal	0 85
Unscented Glycerine	0 90
Grey Oatmeal	0 60
Plain Honey	0 70
Plain Glycerine	0 70
Plain Windsor	0 70
3 Fine Bouquet	1 00
Morse's Toilet Balls	0 60
Turkish Bath	0 60
Infants' Delight	1 20

TEAS.	
CHINA GREENS.	
	per lb
Gunpowder—	
Cases, extra firsts	42 50
Half chests, ordinary firsts	22 38
Young Hyson—	
Cases, sifted, extra firsts	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts	22 38
" seconds	17 19
" thirds	15 17
" common	11 14
PING SUEYS.	
Young Hyson—	
Half chests, firsts	25 32
" seconds	16 19
Half Boxes, firsts	28 32
" seconds	16 19
JAPAN.	
Half Chests—	
Choicest	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	19 20
Good common	16 18
Common	12 15
Nagasaki, 1/2 chests Pekoe	16 22
" Oolong	14 15
" Gunpowder	16 19
" Siftings	5 9
BLACK.	
Congou—	
Half Chests, Kaisow, Mon-	
ing, Pakling	12 55
Caddies, Pakling, Kaisow	18 50
OOLONG.	
Half chests Formosa	34 50
Caddies	36 55
ASSAMS.	
Chests, Pekoe and Souchong	22 48
ORANGE PEKOE.	
Boxes, Foochow and Canton	28 80

TOBACCO AND CIGARS.	
British Consols, 4's; bright twist,	67c
5's; Twin Gold Bar, 8's	64c
Ingots, rough and ready, 7's	64c
Laurel, 3's	57
Brier, 7's	55
Index, 7's	50
Honeysuckle, 7's	58
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette and Lovely, 12's	50 1/2
Prince of Wales, in caddies	51 1/2
" in 75 lb boxes	51
Bright Smoking Plug Myrtle, T &	
B, 3's	60

Lily, 7's	55
Diamond Solace, 12's	50
Mvrtle Cut Smoking, 1 lb tins	70
1 lb pg, 6 lb boxes	70
oz pg, 5 lb boxes	70
GLOBE TOBACCO COMPANY.	
CUT SMOKING TOBACCO.	
	Per lb
The Old Flag, 1/2 lb. in 5 lb boxes	70c
" 1 lb. Fancy Tins	70c
" 1/2 lb. Fancy Tins	41c
Gold Flake, 1-5, 6 lb boxes	70c
" 1-10, 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.	
Uncle Tom, 1-5, 6 lb boxes	45c
" 1-10, 6 lb	45c
LONG CUT SMOKING TOBACCO.	
Wig Wag, 1/2, 6 lb boxes	41c
" 1-5, 6 lb	43c
" 1-10, 6 lb	45c

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

CIGARS—S. DAVIS & SONS, Montreal.	
	Per M
Madre E' Hijo, Lord Landsdow	\$60 00
" Panetelas	60 00
" Bouquet	60 00
" Perfectos	85 00
" Longfellow	85 00
" Reina Victoria	80 00
" Pins	55 00
El Padre, Reina Victoria	55 00
" Reina Vict., Especial	50 00
" Conchas de Regalia	50 00
" Bouquet	55 00
" Pins	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	29 00
Cigarettes, all Tobacco—	
Cable	7 00
El Padre	11 00
Mauricio	15 00

DOMINION CUT TOBACCO WORKS, MON-	
	TREAL.
	CIGARETTES.
	Per M.
Athlete	\$7 50
Puritan	6 25
Sultans	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
The Holder	3 85
Hyde Park	10 50
CUT TOBACCO.	
	per lb
Puritan, tenths, 5 lb. boxes	74
Old Gum, ninths, 5 lb box	71
Old Virgin, 1-10 lbpg, 10 lbbs	62
Gold Block, ninths, 5 lb boxes	73

CIGARETTE TOBACCO.	
B. C. N. 1, 1-10, 5 lb boxes	83
Puritan, 1-10, 5 lb boxes	85
Athlete, per lb	1 15
Hyde Park	10 50

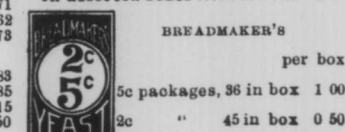
VINEGAR.	
	A. HAAZ & CO
XX, W.W.	0 2x
XXX, W.W.	0 25
Honey Dew	0 30
Pickling	0 30
Malting	0 45
THE BADGEROW DIXON VINEGAR CO	
French Bordeaux	per gal 0 34
Tarragona	0 32
Triple	0 30
Fruit Vinegar	0 27
Pickling	0 28
XXX	0 25
Extra XX	0 22
XX	0 20
X	0 16
Cider Vinegar	0 16 to 0 25
Honey Vinegar	0 25
Eng.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

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

Matches, 5 case lots. Single cases	
Parlor	1 70 \$1 75
Telephone	3 90 4 00
Telegraph	4 10 4 20
Safety	4 20 4 30
French	3 60 3 75
Railroad (10 gro. in case)	
Single case and under 5 cs.	\$1 00
5 cases and under 10 cases	3 90
Steamship (10 gro. in case)	
Single case and under 5 cs.	3 80
5 cases and under 10 cases	3 70
per doz.	
Mops and Handles, comb.	1 25
Butter tubs	\$1 60 \$3 20
Butter Bowls, crates ast'd	3 60

WASHING COMPOUND.	
Housekeeper's Quick-	
Washing per case	
5c pkgs 100 in case	3 50
10c " 60 in case	4 00
YEAST.	
BARM MFG. CO. per box	
3 doz. 5c. packages, in boxes	1 00
3 doz. 10c.	1 95
1 1/2 " 10c. and 3 doz. 5c. packages	2 00
in assorted boxes	2 00

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



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

**: NO BLUEING :**  
 Material whatsoever is used in the manufacture of  
**OUR GRANULATED.**

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

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.



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



**BAR-LOCK TYPE WRITER.**

The Best Machine on the Market.

Secures visible writing, permanent alignment, automatic paper feed and ribbon reverse, great speed and manifold power, with easy manipulation and control of machine, etc.

**A. M. COLQUHOUN,**  
AGENT FOR  
**TORONTO AND WESTERN ONTARIO,**  
TELEPHONE 181.  
71 Adelaide St. E., Toronto.

**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.

**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.

**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 cropping 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.

**:- 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 attendants. The best of accommodation for Travelers. Rates, \$2.00 and \$3.50.  
B. G. BRETT, Medical Director. J. HASTIE, Prop.

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

**- 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.

**THE LELAND HOUSE,**  
Portage La Prairie, Man.

Best sample rooms west of Winnipeg. Strictly first-class.  
WM. NEVINS, Prop.

**Queen's Hotel,**  
WINNIPEG, MAN.

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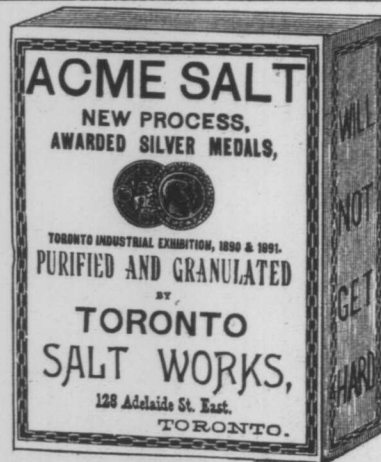
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