

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



VOL. V.

TORONTO, JULY 24, 1891.

No. 30

**ABSOLUTELY PURE
DELICIOUS FLAVOUR
GREAT STRENGTH**

Are the principal
Characteristics
of The

**British America Starch Co's
PREPARED CORN.**

H. A. NELSON & SONS

MANUFACTURERS

AND

Wholesale Dealers

-IN-

BROOMS

AND

WHISKS,

Brushes, Woodenware,

Baskets, Cordage,

Grocers' Sundries.

MONTREAL,

TORONTO.



ASK FOR

MOTT'S

**DUNN'S
BAKING
POWDER**

THE COOK'S BEST FRIEND

Largest Sale in Canada.

Taylor, Scott & Co.

TORONTO.



THE BEST

IS THE CHEAPEST.

Retail Price, 25c.

For sale by all first-class grocers

FINE GOODS OUR SPECIALTY.

MUNGO CIGARS, EXCEPTIONALLY FINÉ.

MADRE E' HIJO (7 SIZES)

EL PADRE AND CABLE.

ALL-TOBACCO CABLE AND EL PADRE CIGARETTES.

THE CANADIAN GROCER

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

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.

W. BOULTER & SONS,
PICTON, ONT.

PACKERS OF THE CELEBRATED



Canned Fruits and Vegetables.

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

Bay of Quinte
Canning Factories.

Head Office, PICTON. Branch, DEMORESTVILLE.

LEONARD H. DOBBIN,
Commission Merchant,

Representing the chief Lobster Canneries of the Dominion.

1891 packs now offering.

Send or Quotations.
Fraser Building St. Sacramento St.,
MONTREAL, P.Q.

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

The Sabiston Litho. & Pub. Co.?

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

BECAUSE They have the best machinery.

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

BECAUSE They turn out the most satisfactory work.

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

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

Before placing your orders for lithographic work, see what

The Sabiston Litho. & Pub. Co.

can do for you. Address all communications to

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

How is your stock of Soap?

Seourine

Soap

Is right and yields Profitably.

ARMITAGE & CO.,

22 Bay St.

Manufacturers, TORONTO, CANADA.





THE CANADIAN GROCER
& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$200 PER YEAR

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

Vol. V.

TORONTO, JULY 24, 1891.

No. 30

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

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND

TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, 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 common good of the local trade is what associations of grocers are formed to secure in as high a degree as possible. One principle of great value as a means to this end, and one generally neglected by associations of all sorts, is that of self-reform. The ambition to set everything else right is not wanting, and the critical faculty which opens our eyes to the faults of others is more often over-than underworked. A little introspectiveness is as good for associations as for individuals. It is capable of more than is any amount of vigilance exercised for the improvement of other people and institutions. In the fields of religion and morality there are thousands of workers grouped together into special associations for the benefit of other people: to teach those other people to lead godly lives, to put an end to their intemperance, to make thrifty people of themselves. And these benevolent associations very often do not accomplish what they aim at, and they go to pieces, because of conspicuous and objectionable faults among themselves, that destroy their influence for good among others. It must be the same with trade associations: they can be most effective as a means of clearing away obstacles

that confront the trade from the outside, if they first give their attention to those on the inside.

* * * *

There is a suggestion in the words, "Physician, heal thyself," that deserves to be pondered by all associations. Attention was called to it at the last meeting of the Toronto Association, and the general sense of the meeting was plainly in favor of applying the principle in one or two matters. The reckless and ruinous competition that members of associations wage with each other in the largest part of their trade—that of sugar selling—is a more mischievous thing than any evil that associations have tried to overcome among non-retailers. It is worse than free peddling rights, it is worse than excessive combine prices among wholesalers, it is worse than the bankrupt stocks evil. These do not tend to impoverish or circumscribe grocers so much as does the excess of sugar competition, and grocers generally are slaves to that irrational and unjustifiable excess. Associations ought to use their influence more than they have done to put a stop to it. The utter foolishness of the practice of selling sugar without a profit was never so well illustrated as it is just now. There is a lack of sugar, it is hard to get enough to keep going, the refiners are far in arrears with their orders. Yet there are retailers selling sugar at prices that make it seem to be a drug on the market. The enormous increase in sugar consumption which the removal of the duty has caused, the instant need for sugar which the abundance of the fruit is causing; these have caused a shortage in the supply, but they cannot check the price cutter. It is time that associations addressed themselves to that work.

* * * *

The Halifax Association made uniform prices on sugar a plank in its platform when the duty was removed. It is true that a

mighty hubbub was made. The newspapers of the city published editorials against combines, and columns of interviews and reports that made public opinion appear to be at fever heat were put under startling headings and explosive sub-heads. It is true also that a co-operative store was at once opened, from which sugar was shovelled out at 20 lbs. of granulated for a dollar, as against 17 lbs. agreed on by the Association. And that store found immense sale for its cheap sugar. Something of a panic struck the Association, and some of its members advised the surrender of uniform prices, but so far the resolution embodying their adoption is not repealed, and the struggle goes on. It might be a good idea to have the resolution suspensive in such emergencies, so as to allow of a simultaneous opening of the sluice gates of the supply for the purpose of swamping such co-operative ventures by meeting them with their own prices for one good hot spell. Co-operative stores have not proved a success even when based on more substantial profits than such as are to be made by selling 20 lbs. of granulated sugar for \$1 these days.

* * * *

Other indications that the policy of self-reform is to be made more of by the Toronto Association are to be observed in certain notices of motion which are standing until next meeting. These are to provide for the appointing of a substitute to fill any office whose incumbent has been absent from the meetings without sufficient excuse for three consecutive months; to provide for the appointment of a sick visiting committee; and to provide for the giving of prizes for essays upon subjects whose discussion will be of service to the association. These are all purely applications of the self-reforming principle, and as such are gratifying signs of sound progress. No constitution ought to be without some provision for securing the

attendance of officers, and no association is earnest enough in pursuit of its object if it does not insist on the duties of officers being sufficiently discharged. It is in need of reform itself if it has not the means of electing substitutes for delinquent officers.

* * * *

A sick visiting committee is an internal want that only needs to be filled to show how great now the disadvantage under which the association lay so long as it did without it. It is of the very essence of the motive which led to organization. That motive was the softening of the asperities of competition, and to establish trade-sympathy in place of trade-antagonism. One of the

MODEL GROCERY STORE.

The accompanying cut gives an interior view of Mr. Robert Barron's grocery store on Yonge Street, Toronto. It will be found full of hints in store arrangement and display, that there are few grocers too advanced in the art of shopkeeping to be able to profit by. Elegance and ingenuity combine in making Mr. Barron's store a model one both from the point of view of taste and from that of convenience. It certainly is an imposing-looking place to step into or even to glance into from one of the open street cars that pass the door. The appearance of the store tells its own story of the methods that rule

present summer. They caught the grocers napping, and had their forces been better managed they would have gained their point. The pedlars claim the right to use the streets of this city free of all license, or rather some of them do, for they are by no means a unit upon this question. There are some who are willing to pay double the amount to the city, recognizing that by raising the license they would diminish competition. But the other fellows say, "no, we want the earth, and if possible we are going to have it." The City Council however have laid the matter over until September, and in the meantime the pedlars will pay up. As the license year for peddling commences the 1st of July, three months of the license year will in all probability elapse before the City Council takes it up. That body proposes to hear both



most brotherly outcomes of such a result is the sick visiting committee, which is not only a medium for the expression of sympathy in misfortune, but also a practical assistant to the man who is lying on the sick bed. The members, being principals in the management of individual business, are the most capable men to lend a hand to the direction of any business whose master-hand is stricken with illness. They know when and what stock needs to be laid in, how to direct help, how to examine the books and see to the general management of the store. They can do much to minimize the loss incidental to sickness. The encouragement of essay writing upon trade topics is a useful function of the association and ought to be developed as much as possible.

in the keeping of it. Discipline prevails, and elegance is the product of ceaseless work. The spectacle which this cut exhibits to the eye of the beholder can not be reproduced in practice without a great amount of work, and work that must be kept up. Eternal vigilance is the price of continued beauty of effect as well as the price of liberty.

KEEP THE PEDLARS IN HAND.

The peddling question as it affects the tradesmen of Toronto is by no means settled. Last year after a long and bitter fight, during which the grocers gained inch by inch until they secured a well earned victory, the matter was allowed to rest. But it would appear that the pedlars would not stay down, and quietly prepared to renew the struggle this

sides of the question, and here is the grocers' opportunity. They have now about two months in which to prepare for the struggle. The time is none too long. The tradesmen's forces should be welded together, and every advantage taken of the time given, to be ready when the time comes. The idea of a petition similar to the one of last year is a good one, and it should be backed up by a strong representation of tradesmen at every meeting when the peddling question is taken up. If this is not done there will be failure instead of success. Butchers and fruit men should be asked to co-operate, and no stone left unturned to settle this question for some time to come. Information from other points should be sought after immediately, and the secretary will be glad to have such

placed at his disposal. There are now quite a number of associations throughout the country. Very few of them there are that have not at one time or another asked for and received information from the Toronto Association, and now here is a chance for a little reciprocity. Let each secretary forward to the Toronto body a list of fees charged pedlars in their cities, and make no mistake. In places where no license is charged let him know it, so that he may not be in doubt. Our contemporaries on the other side of the line might also assist in this matter by giving the fees charged in their several cities. If this is done we shall be glad to pass on the information to the Toronto Secretary, who will no doubt be glad to receive it and will use it to the best advantage.

MAKE A PROFIT.

A sharp commercial writer recently said this very pat thing: "The next crime short of highway robbery is monkeying with a business without making any profit." Anyone of sound sense will agree that, if not a crime, it is foolish and disastrous.

There are many things involved in the conduct of a business, which determine its success or failure. Knowledge of the business, executive ability, the employment of competent, help, judicious buying, care in giving credits, fidelity in collecting accounts, skill and enterprise in pushing trade—all these and other factors, besides the amount of capital put in, have a bearing in determining whether the business shall prove profitable or not.

The particular point I have in mind to speak of just now, and one on which profits largely depend, is the price at which goods are sold. At what per cent. above costs are goods sold? In figuring cost are all the items counted which may legitimately be reckoned in? Having fixed a selling price which is a reasonable advance upon cost, is this price strictly and impartially adhered to? These are questions which every merchant should consider vital to his success.

There should be no occasion to speak of the necessity of sticking to prices, without deviation under any circumstances, but there is. The business world knows, and the worst of it is there are customers who know, that some merchants cut prices. When they do this they not only lose the profit to which they are entitled, but they injure business—their own as well as their neighbors'.

When a customer finds out that he can buy goods under the regular price, he has the merchant at a disadvantage, and will not hesitate to improve his opportunity. Nor does it stop with him, for people delight in boasting to others when they secure a cut in prices. Thus the merchant's own business

is demoralized and his competitors, with whom he ought to live in harmony, are justly incensed.

A merchant is just as much entitled to get from customers in the money received for goods a legitimate profit as to get the cost of the goods. The merchant cheats himself who sells goods without profit. It would be a good thing for some merchants, and it would not hurt any, to write out the last two sentences, underscore them in red, and stick them up in their counting rooms, where they will often meet the eye.

Experience has proved that more goods can be sold at good prices firmly maintained than can be sold under the price-cutting policy. The merchants who have achieved fortune and success are those who have made it an invariable rule to make a fair profit on every sale.

A man who charges a good price shows he has confidence in his goods, and the very fact of charging a uniform price impartially to all necessarily begets confidence in the customer that the goods are right and desirable. When a merchant runs down his own goods by letting down the price, the customer may well entertain a suspicion as to their character, and if he is after first-class goods, seeks elsewhere.—Business is business.—Michigan Tradesman.

NEAT PACKAGES.

To tie up a neat package is an art, and requires taste and skill to do it, so as to make it nicely proportioned and well formed. It is a source of great annoyance to shoppers to have a bundle look ragged, with corners not turned in, string on one end with a tendency to break and become loosened, thus exposing its contents. This has happened to many, and they generally bless, in a quiet way, the store or shop that tied the bundle up. To do up a bundle properly requires simply care, order, and practice. Druggists always take time to do up their packages, and hence are proverbial for their orderliness and neatness in this particular. They are trained to the business. Every merchant should see that the packages which go out of his store are done up carefully and properly, and if he is a progressive business man he will generally have his name and advertisement of his goods on the paper plainly exposed to view. Some merchants show great taste in having a special mark or brand on their package paper, so that every one can see from whom the goods were bought. It should be the custom of every enterprising merchant to have his name on every package that goes out of his store. The moment anyone sees these packages they know where the shoppers made their purchases. This affords a good means of advertising, provided the packages are done up by skillful hands.—Exchange.

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

THE E. B. EDDY BRANCH.

Mr. S. A. Weldon is installed as manager of the new branch of the E. B. Eddy Company that has been opened in this city. He is receiving full supplies in all the lines made at the Hull manufactory, and in the large premises at 29 Front St. West, he will have ample warehouse accommodation. Already he has a few carloads of the E. B. Eddy wares in stock, and is in a position to do business on the largest scale. Their matches, woodenware, indurated wares, washboards, manilla, tissue manilla, toilet, news and wrapping papers, sulphite fibre, wood board, wood pulp, etc., will have an emporium here not less important than that at the head office. Supplies can be forwarded with as much despatch and satisfaction to customers as from the head centre at Hull. Mr. Weldon will be found prompt and affable and altogether the kind of man that business men like to meet. Mr. Rowley was up last Friday and Saturday, and will be here from time to time to see how the branch is getting along. Their new price list, which we publish below, will appear in substance in our Prices Current of next week:

"GENUINE TELEGRAPH" MATCHES.

	Cases.	P. Case.	Spl.
1 (10 gross) case and under	5	..	\$4.20
5 " " " "	10	..	4.10
10 " " " "	25	..	4.05
25 " " " "	50	..	4.00
50 " " " "	100	..	4.00 2%
100 " " " and upwards	4.00 5%

"TELEPHONE" MATCHES.

	cases	p. case	spl.
1 (10 gross) case and under	5	..	\$4.00
5 " " " "	10	..	3.90
10 " " " "	25	..	3.85
25 " " " "	50	..	3.80
50 " " " "	100	..	3.80 2%
100 " " " and upwards	3.80 5%

"EAGLE PARLOR" MATCHES.

(12 slide boxes to case).

1 case 200's and under	5 cases	..	\$1.75
5 " " " "	10	..	1.70
10 " " " "	25	..	1.65
25 " " " "	50	..	1.60
50 " " " and upwards	\$1.60 2% spl.

SAFETY MATCHES.

	cases.
1 case (5 gross in case) and under	5 .. \$4.30
5 " " " "	10 .. 4.20
10 " " " and upwards	.. 4.00
1 " (2 gross in case) and under	5 .. 1.75
5 " " " "	10 .. 1.65
10 " " " and upwards	.. 1.60

Thieves broke into the grocery store of Messrs. Honor & Scott, Walton street, Port Hope, Tuesday night. They forced an entrance through a back window into the cellar, and made their way into the store by prying open a trap door, on which was standing a barrel of sugar. The firm can miss nothing but about \$1.50 in small change, which was left in the till. The culprits are supposed to be boys, who, judging from the apt manner they performed this job, are making fair preparations for an extended visit to Kingston.

THE HAMILTON GROCERS' PICNIC.

The Hamilton grocers' had faultless weather for their picnic on the 15th. The temperature was high enough to make the fresh breezes on the lake grateful to the excursionists and the shady grove on land delightful to the pic-nickers.

The first party embarked on the Macassa at 10 o'clock, and the remainder crowded on the Modjeska at 2.15. The grocers were accompanied by their wives and families. Two neat evergreen arches, with mottoes of welcome, erected by the townspeople of Oakville, greeted the visitors.

The pic-nickers broke up into small camps at the grounds, and, clustering round the lunch baskets, proceeded to appease the appetites which an excellent sail upon the lake had given them. The games committee got to work, and, assisted by Ald. Stewart, the long list of contests was soon in full swing. With the exception of the boot race, for boys, everything went off well. In a boot race, the boots of all contestants are piled about the middle of the course, odd boots being tied together and otherwise generally mixed up. The racers run and pick out their boots, lace them up and run back to the finish. Not satisfied with mixing the boots up those in charge of the boots put a quantity of bran and an egg in each boot. In the scramble the eggs were smashed and formed an omelet in each boot into which the little boys stuck their feet, unknowingly, and got themselves into a very bad mess.

The biscuit-eating contest was laughable. The contestants were furnished with four soda biscuits each, which they were to eat without taking a drink of water, and their struggles to get outside of them were very amusing, the smart boys getting most of them down their coat sleeves.

When the judges—George Hunt, G. H. Hunter and John Eustice—called upon the mothers to produce their entries for the baby show no less than fourteen responded, and each chick was of a different type of beauty. Up and down the judges walked, hesitating to say anything until they finally withdrew to draw up a verdict which was sure to please one mother and offend the other thirteen. They had to do it, however, and they decided to please Mrs. Beckman, of Oakville, by saying that her cherub, a bright faced little boy, was the handsomest one of the lot. Mrs. Rolls secured second prize with her baby, and Mrs. Reoston third.

The prize winners in the races and jumping contests are attached:

Three-legged race, boys under 14—Smith and Freeman, \$1; Dore and Moreley, 50c.; Dennis and Evel, 25c.

Girls' race, under 14—Agnes Mulcahey, \$1; Agnes Ryan, 50c.; G. Crofton, 25c.

Old men's race, 50 years and over—George Hunt, \$3; Thomas Grace, \$2.

Hop, step and jump, open—O. Morris, 36ft., \$3; J. Burrows, 35ft. 10in., \$2; J. Ryckman, 36ft. 10in., \$1.

Boat race—R. McLelland, \$1; T. Paradine, 50c.; F. Cronin, 25c.

Married ladies' race, 75 yards—Mrs. Connors, \$1; Mrs. Morton, \$1; Mrs. Phuston, 50c.

100 yards race, open—J. Ryckman, \$3; O. Morris, \$2; C. Morris, \$1.

Standing long jump, open—John Murphy, 9ft., \$3; C. Munn, 8ft. 11in.; D. Carroll, 8ft. 8in., \$1.

Sack race, open—C. Dodman, \$2; R. Crooks, \$1; M. Dore, 50c.

Running long jump, open—O. Morris, 15ft. 7in., \$3; C. Munn, 15ft., \$2; F. Hutty, 14ft. 3in., \$1.

Fat men's race, open—G. Nicholson, \$3; J. Eustice, \$2; F. Hunt, \$1.

Half mile race, open—F. Hutty, \$3; J. Brown, \$2; G. Goyette, \$1.

Egg race—C. Munn, \$2; B. Martin, \$1; M. Dore, 50c.

Smoking race—F. Hutty, \$2; G. H. Hunter, \$1; C. Dodman, 50c.

Biscuit eating contest—D. Richardson, \$1; F. Corryn, 50c.; E. Sterling, 25c.

Open race, 300 yards—J. Brown, \$3; F. Hutty, \$2.

Half mile race, special—A. Yearst, \$3; J. Burrows, \$2; R. Crooks, \$1.

Men's three-legged race—Dore and Brown, \$3; F. Hutty and Goyette, \$2; W. Lovell and C. Munn, \$1.

Special 100 yards' race—J. Ravis, \$2; J. Ryckman, \$1; J. Burrows, 50c.

Committee men's race—W. J. Ballentine, \$3; Edward Morton, \$2; G. J. Smith, \$1.

The retail and wholesale grocers settled a long standing difference on the baseball diamond, while the majority of the pic-nickers were witnessing the racing and jumping. With many of the players it was their initiatory game, and it was understood from the start that no balls would be stopped which gave the fielders any difficulty. To explain the heavy batting of both teams it is necessary to say that the pitching was all underhand and that curves were declared out of order. The retailers proved livelier than their opponents, and won a five innings struggle by 17 runs to 12. The winning team is composed of W. Ballentine, McBride, A. Ballentine, Garson, Searles, Moore, Galvin, Scott and Smith, and the opposing team was made up of M. Wilson, Myles, Gentle, Bews, Wilson, Chilman, Moncur, Casey and Rissman.

The wholesalers defeated the retailers by two straights in the tug of war.

The Thirteenth Band was on the grounds during the afternoon and evening and rendered an excellent programme of dance music. The party returned in two sections, the last load reaching the city at 12 o'clock.

Pickpockets assiduously plied their art when the crowd was embarking on their return passage, and many persons, chiefly ladies, were robbed.

LONDON RETAIL GROCERS' PICNIC PROGRAMME.

The London Grocers' Association holds its pic-nic on the same day as the Toronto Association's is held, that is on Wednesday next, the 29th inst. The day's enjoyments will be ordered according to the following programme: Young men's race, 100 yards. Sack race, 100 yards. Fat men's race, 100 yards. 200 yd. race. Single ladies' race, 100 yards. Drummers race, 150 yds. Comic song. Egg race, 100 yds., 10 eggs. Sack race, 100 yds. Married ladies' race, 100 yds. Married men's race, 100 yds. Egg and spoon race, 50 yds. and return. Irish jig. Catching greasy pig. Frog race, 100 yds. Three-legged race, 100 yds. Obstacle race, 100 yds. and return, 10 obstacles. Half mile race. Trotting race, 1 mile heats, best 2 in 3. Bicycle race, 1 mile. Hornpipe. Half mile running race, best 2 in 3. Quoting match, quoting rules to govern. Catching greasy pig. Base ball match, between north and south side Dundas street. Procession of grocery wagons.

CITY TRAVELLERS' EXCURSION AND PIC-NIC.

On Wednesday at 5 or 6 a. m., at "the breezy call of incense-breathing morn," a large number of people rose from their downy couches, and an hour or so afterwards poured forth from street cars and carriages upon the wharf, about the time that the shrill clarion of a certain steamboat was confounding men's senses by its warning note. It did not escape the notice of these early risers that the sun was shining brightly, that the sky was cloudless, the bosom of the lake unruffled and the weather fresh—too fresh perhaps to be in strict keeping with the retiring natures of the observers, but not fresh enough to jar with their thermal susceptibilities. The day was a glorious one, as well it might be, for that particular day had been bespoken, had been marked out in the calendar weeks before, by the Commercial Travelers' Association of this city, as a day worthy to be the date of their first excursion and picnic. And it entirely adapted itself to the greatness of the occasion. In the dewy shade the robin trilled his lay in sweetest note, and the flowers worn by the ladies and gentlemen made grateful offerings of beauty and perfume to a day of pleasure. All things seemed to chime in with the spirits of the pleasure-seekers. And a goodly company they were. Among them could be seen the grizzled locks of the veteran who had borne the grip through storm and tide for a score of years, alongside of the mantling cheek of him whose first order was in the near past, and whose second was probably in the distant future. All the varieties of type that could be crowded between these two ends of the scale got on the boat, and all agreed in being contributors to the fund of

entertainment. They were going to Niagara Falls to gaze on the mighty cataract, and to disport them as gleefully as they might on the romantic banks between which its waters glide. And they were accompanied by their wives, their daughters and their sweethearts, and the innumerable host of kindred comprehended under the general name of friends. And the ladies served as reflectors to all the other charming features of the day, themselves the most charming. The sun shone more brightly because they were along, the birds sang more sweetly, and the memory of the day will on their account be longer cherished. Music, too, with its voluptuous swell gave the soft winds a voice. Marcicano's string band was there and it played long, languishing strains that melted the hearts and animated the heels of the festive company. There was joy on board. The evil spirit of sea-sickness seemed to be even pleased, and few there were who had to go down to the side of the ship with "the return of the swallows."

Great has been the talk for the last ten days as to the result of the base ball match—Travelers vs. Grocers. Friends of both sides became so interested that they were even willing to gamble their last dollar. Therefore, when the Falls were reached no time was lost in repairing to the scene of action. Space prevents our going in detail the efforts of each individual player to make more than one run. The Knights of the grip were evidently "not in it" as the score stood 11 to 1 in favor of the retail grocers and one innings to spare. The travelers now claim that half their team were not present. However, that is no excuse, and the grocers hold the fort. The players were as follows:—Travelers—Messrs. Caldwell, (he made the one run for them), Muldrew, J. Park, Eckhardt, Fox, Thompson, Lucas, W. Park and Dimmock; Grocers—Messrs. Sautler Mulganeen, Stewart, McCleary, Forster, Sykes, Gibs, Campbell and W. F. Britton.

In the evening when "calm stillness and the night become the touches of sweet harmony," Marcicano's band laid itself out to transfix with admiration and render spell-bound every human being within bearing who would not dance. So when they got their bowes rosined up and the deck was cleared for action they struck in, and the crowd walked and schottisched and polkaed, and kept things going by the hour, and when the orchestra got tired they asked for more. It was truly a goodly sight. But this was not all, in the cabin a grand concert was in progress. You know the travellers can do anything. They sang there till the boat reached her dock. Besides a number of selections from the Travelers Glee Club, under the leadership of Mr. C. Dimmock, songs were given by Messrs. J. Park, A. H. Lawson, McCann, C. Lucas, F. Morley, C. S. Fairbairn, Spencer, C. A. Caldwell, Bradshaw, F. C. Crean, Jas. Owen, A. M. Gorrie, Henry Wright, (Jock McCraw) C. Rupert. Mr. Geo. Taylor, grocer, Spadina avenue, also gave an excellent song.

Now, among the grocers who saw, heard and enjoyed all these things were noticed the following: Messrs. Barron, Gibson,

Thackray, Butcher, Mara, Sykes, Mills, Williamson, Swan, Milligan, Johnston, Saunders, R. Donald, jr., Webb, Dewey, Radcliffe, F. Britton, A. Smith, Anderson, Roberts, and McCulloch.

Among the travelers who seemed everywhere at the same time we saw Messrs. Maxwell, Piper, Fairbairn, Dimmock, Gallo, Bradshaw, Sloan, Owen and Furrival.

The whole day was a success in all respects, and the committee shares with Jupiter Pluvius the honor of making it a success. Only rain could have made a failure of it with so competent a committee, and last and best it was a financial success.

THE MERCHANTS' GREATEST NEED.

There never was a time that could compare with the present in the amount of gratuitous and frequently worthless advice tendered merchants for their guidance in business. Much that is offered is of such a character that any merchant with a vein of common sense in his make-up would waste his time in devoting it to the reading of such articles.

In a general sense advice is a good thing for a merchant to receive, providing he has the time to think it over and carefully consider the supposed merits of the argument. But to the hustling, energetic merchant, the one who is busily employed with working out his own advice through the practical workings of his business, there is no necessity of his wasting valuable time in considering the smaller ethics of the trade. Those things which are of the utmost importance in one's business, gradually unfold themselves to the thinking man no matter what his walk in life.

There is one thing, however, which no amount of thought nor advice can do for a merchant, and that is bring to him reliable information. Reliable information is the keynote to success in any business. It always has been and always will be so. A merchant may be the peer intellectually of any man; may be bright and quick to take advantage of a competitor in his methods of doing business and yet prove a dismal failure through the lack of reliable information. He may be prudent, economical and apparently thrifty yet men of this character are just as prone to split on this rock as those of any other class. Reliable information, backed with only a moderate amount of brains, has been the secret of many a rich man's wealth, and how much more valuable does it become when possessed by an energetic and persistent business man who has the brains to carry out a project or purchase merchandise on the strength of the latest and most accurate information.

The world is full of wealthy men, and it is safe to say that originally ninety per cent secured the basis of their fortune through the possession of reliable information. Opportunity is the link that connects with this essential element and if taken advantage of leads on to the success which every merchant strives for. To keep posted on all the different items which make up ones stock can never come through the process of thinking alone. It requires the facts and conditions which must be gleaned from a point as near the source of supply as possible and it must be constant and accurate. It is self evident that the merchant who is constantly alert and seeking the best information to be obtained regarding the product or products which he offers for sale is the one who will

have more to his credit in his bank account than the merchant who relies on the every day talk he receives from other dealers who sell him and make their profits out of him.

The larger dealer has an advantage over the smaller dealer in obtaining this "reliable information" by reason of the fact that he gets closer to the source of supply and even if not able to secure his product direct, yet becomes familiar with all the necessary facts which enables him to buy much closer than he otherwise would. The only means that the smaller dealer has of keeping posted must naturally come through reliable newspapers which have their reporters and competent editors and correspondents who watch each turn of the markets, the condition of growing crops, the financial ability of manufacturers to prevent or demoralize a market, etc., etc. It is to be regretted that there are not more journals which aim to give merchants information, but there are a limited number of good trade journals one of which at least every enterprising dealer should take and carefully read. Reliable information is what is most needed and it may be had at a trivial cost. The possession of it was never so necessary as in this day of close competition, small profits and brainy business men.—Chicago Grocer.

PRACTICAL SUGGESTIONS FOR THE BUSINESS MAN.

It is a good plan for every business man to use printed stationery in carrying on his correspondence, no matter how large or how small may be his trade. Most merchants do this, but now and then a letter is received having nothing but the chirography of the writer to indicate his name and place of business. When name and address are written plainly, which is done in the great majority of cases, they can of course, be readily deciphered without the supplementary work of the printer, but the fact will not be disputed that the writing of many persons cannot always be read easily by those unfamiliar with it. Where words in the body of a letter are ambiguous, they can usually be deciphered without great difficulty by examining them in relation to the context, but such a key is not obtainable in an attempt to read the name. A printed note head makes the name plain, looks business-like, and the cost is insignificant in proportion to the benefit derived. This is a cheap mode of advertising that dealers should not neglect to improve.

Enterprising business houses make it a point to preserve all correspondence. Letters written are copied in books provided for that purpose, while communications received are filed systematically for future reference in case they should be wanted. The wisdom and necessity of this policy are exemplified every day. The memory of a correspondent is at fault. He feels sure that the terms of a contract have not been complied with, that he ordered something different to what he received. A reference to his letter corrects the defect in his memory and convinces him of his error. If the letter has been destroyed it may be impossible to make a patron believe that he is mistaken, and the careless business man may be compelled to choose between the unpleasant alternative of losing the trade of a good customer or yielding to an unjust demand. Few letters may ever be required for perusal after they have been answered, but when a man does want an old letter, he wants it. So it pays to give close and exact attention to the preserving and filing correspondence.—Ex.

TOO MUCH ATTENTION TO DETAILS.

In conducting a retail grocery business successfully it is obvious that details must not be overlooked, owing to the circumstance that the business is largely made up of details, yet it will not pay a dealer to give too much attention to them, otherwise he may have no time to attend to more important matters, such as the careful buying of goods, laying plans for extending trade through advertising, &c., not to mention the most essential of all the general supervision of the business. The dealer beginning business on a small capital must necessarily give nearly as much attention to the little things as to larger matters, simply because he cannot afford a large staff of clerks, but the time may come, and must come if his efforts are rewarded by success, when it will be the wisest plan to add to the number of clerks and leave many details entirely to them, while the proprietor supervises things generally. A good many dealers from force of habit continue to fuss with minor matters which assistants can attend to as well if not better, long after their business has reached a stage where a different system is required. Others, again, either because they do not pay their clerks sufficient or do not treat them well, or have not given sufficient attention to the hiring of the assistants, find it difficult to escape an annoying degree of attention to details, from the fact that the clerks are ignorant, stupid or careless, and incompetent to perform very trivial tasks unless constantly watched and instructed by the employer. Whatever be the cause of the compulsory employment of the dealer at tasks which could be as well performed by those whose time is far less valuable, the result is the same—the important, the absolutely essential matters, are partly neglected owing to the physical impossibility of doing two or three things at once, and the dealer never has a moment he can call his own, save at meals or when the store is closed and he can draw a sigh of thankfulness and relief.

No matter how much money a retail grocer is making, no matter how quickly the dollars may be pouring in, we hold that he has not yet mastered his business, if he has not succeeded in establishing a system by which only a general supervision of the business is required from him while petty details are left to the clerks who are hired to attend to them.

One of the most successful retail grocers within the metropolitan district conducts a very large business, yielding an enormous revenue, yet never "turns a hair," as the saying is. Serene and imperturbable, yet keeping a grasp upon the whole business which never relaxes, he can be seen at nearly any hour of the business day in one of his several establishments, never interfering with the clerks and unknown personally to many of his customers, but the system is so well

arranged that the machine runs smoothly whether he is present or absent. Contrast the business methods of this dealer with those of many other retailers, and the wisdom of the former will appear at a glance.—Merchants, Review.

A PRIZE ESSAY.

Our "over the water" contemporaries contain the result of a \$500 prize essay competition recently participated in by grocery clerks in England. The subject of the essay was: "How to Commence and Carry on a Retail Grocery and Provision Business with a Capital of \$500, Buying and Selling for Cash." We make extracts from the prize essay, as doubtless there are pointers therein of value to grocers and clerks hereabouts:—

The universal ambition of the shop assistant is, or at least ought to be, to become his own master; at any rate, such is my ambition, if happily I were possessed of the necessary capital. Say I had \$500 at my disposal and supposing that amount to be the limit of my capital, I would select a shop in a good medium-class neighborhood, and in a good thoroughfare. My object in choosing a thoroughfare would of course be to be in a position to command a good cash trade. I would take care that my rent did not exceed \$175 per annum, and of course taxes, which would make the shop cost me altogether about \$225. I would, if possible, secure a corner shop, as in my opinion a corner situation is always the most commanding for business.

Having secured my shop in the desired locality, which I presume is already fitted as far as fixtures are concerned—by fast fixtures I mean counter, shelving, window fixtures, and rails on which to hang provisions, my intention being to open a general grocery and provision business—about a week previous to my opening I would have 5,000 handbills printed, and by means of these would make my intention as widely known in the neighborhood as possible, taking care to impress upon the people that my leading feature would be quality combined, of course with reasonable prices. The 5,000 handbills mentioned above would be my first item of expenditure. Next I would proceed to purchase my loose trade utensils. I may say then I would endeavor to make my shop as attractive as possible; at the same time I would endeavor to be economical. Now I am assuming that what I have termed "fast fixtures" will include a row of drawers the whole length of the grocery side, say about fourteen in number; these I would use for spices and small sundries.

As to my utensils, I would purchase twelve cannisters, a coffee canister, syrup can, grocer scale, provision scale, and a butter scale. I would, of course, have a complete set of weights to each scale. I would also purchase a weighing machine, a coffee mill, and a bacon tank. The weighing machine

and coffee mill for a beginning, with a capital of \$500, may at first seem heavy items of expenditure, but I would consider both necessary in order to carry on a business successfully. I would consider the weighing machine necessary inasmuch as it would enable me to weigh my goods as I would receive them from the different wholesale firms with which I would do business. The coffee mill I would consider necessary as I could grind my coffee daily, and this I would consider beneficial to my trade, fresh ground coffee always being best. As to the bacon tank, I would always buy my provisions in salt, which I consider to my advantage, as I would save an extra profit wholesale firms might charge for washing and drying. I would have the satisfaction of knowing that I had paid no more than the actual cost, and thus I would add a little to the profit on my provisions.

The aforementioned articles would cover the principal parts of my expenditure as far as my utensils would be concerned. I would of course yet require a number of scoops, butter paddles, paddle mug, knife, saw, steel, a set of butter tickets, and a number of provision tickets and window bills. I would also require about three and a half dozen bacon hooks, a pole, watering can, brush and step ladder. I would purchase a set of books which I would consider necessary to carry on my business in a business-like system; these would include a diary, cash book, journal and trade ledger, which I would keep on the double entry principle.

All that I would now require would be gas-fittings, and I would see that these were arranged in such a style that I would have a well lighted shop. Thus fixtures would be complete, and I would at once proceed to buy my stock. I would pay "cash," by that I mean I would pay for every article at the time of purchase.

It would not be my intention to go in for a cheap, or what is generally termed a "cutting" trade; being in a medium-class neighborhood, I would make it a point to sell a good article even if it should cost me a little more. Quality would be first consideration; at the same time I would always endeavor to sell at a reasonable price, and by doing that, by selling at a reasonable price, I would gain the confidence of my customers, and would undoubtedly build up a business.

My "main line" articles would be provisions, butter, tea and sugar. I would of course buy a few eggs, and would not forget to buy all the various articles I would class as sundries, such as jams, tins, goods, biscuits, pickles, sauce, soap, dry soap, washing soda, blue, black lead, blacking, rice, tapioca, sago, starch, ground rice, corn flour, pepper, mustard, caraway seeds, cocoas, coffee, chicory, fruits, candied peel, almonds, nutmegs, cloves, ground ginger, arrow-root, etc., etc.

As to my profit, I would expect my provisions to yield 10 per cent, butter and margarine 17½ per cent, tea 20 per cent, sugar 7½ per cent, sundries 7½ per cent.

“REDUCED”

The price of Diamond Crystal Salt is now lower than we have ever sold it. The 20x14's are a splendid size for “Butter Makers.”

C. F. Chandler, Ph. D., New York, says this salt is the “purest” he has ever analyzed—following are the results:

Chloride of Sodium	99.698 per cent.	Chloride of Magnesium	traces.
Sulphate of Lime	0.044 “	Insoluble matter	0.015 per cent.
Chloride of Calcium	0.009 “	Moisture	0.234 “

Agents for Hamilton:

LUCAS, PARK & CO.,

71 McNab St. North, Hamilton, Ont.

Special figures for five barrels and over.

Fresh arrivals of Red and Blue Label Hillwattee Teas just to hand, also “Under Two Flags” Japans.

Special Notice to Grocers and Confectioners.

A Grocer writes that our specially prepared Ice Cream and Fruit Color, warranted pure and wholesome, is the best he ever used, beating Chicago goods, and half the price. Send us thirty-five (35) cents in stamps for four ounce sample bottle by return mail. Price, \$1.50 per pint.

The Snow-Drift Baking Powder Co.,
BRANTFORD.

KOFF NO MORE.

Watson's Cough Drops are the best in the world for the throat and chest; for the voice unequalled. “R. & T. W.” Stamped on each drop. Write

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

Mention THE GROCER.

DURABLE PAILS AND TUBS.

TRY



THEM

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

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

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

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

SUGARS. { 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,

NO TRAVELLERS ON THE ROAD.

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

Seasonable Goods for Camping and Picnic Purposes.

CUNNINGHAM & DE FOURIER CHOICE CANNED GOODS:

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

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

CAVERHILL, ROSE, HUGHES & CO., Montreal.

BEST GOODS IN THE MARKET.

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

PUT UP BY THE MOFFATT PACKING CO.,
MONTREAL.





Granulated sugar is said to be retailing in Kingston at 5c. a pound.

The store of Mr. James Hardiman, a Hamilton grocer, was robbed the other day.

Mr. George F. Brown, Admaston, Ont., offers his dwelling house and store for sale.

Mr. John Hodgins has opened out a new grocery and provision store in Shawville, Ont.

A Dutton paper says a lawyer in St. Thomas recently charged \$63.06 for collecting an account of \$28.65.

Mr. John Fullerton, representing Rowat & Co., pickle manufacturers, Glasgow, has been in the city for some days.

The St. Lawrence Sugar Refinery contributed \$200 to the picnic fund of the Montreal Grocers' Association.

Messrs. Lucas, Park & Co., Hamilton, for the past two weeks or so have been filling all their sugar orders promptly, and are still in a position to do the same.

Mushrooms are being shipped from Oil Springs over the St. Clair branch. The heavy rains and cool weather have produced a crop before the usual time, the fall.

A meeting of Ottawa city clerks was held on Monday evening at Labor hall to discuss the early closing movement. The clerks have met with considerable encouragement.

The creditors of W. H. Hill & Co., Sarnia, Ont., met on the 15th and agreed to accept 30 cents on the dollar in settlement of their claims. Mr. Hill is again carrying on his business.

Mr. C. J. Williams, Hamilton, whose store was burnt some time ago, was fined \$10 by the police magistrate for keeping more than five barrels of coal on his premises within the fire limits.

A Merigomish, N. B., gentleman has attempted canning fresh butter for the West Indian market. One shipment has gone forward and it is thought the experiment will be a success.

The majority of the business firms on Hastings street, Vancouver, who have leased their places of business, have been notified that after August 1st they will be required to pay an increased rental.

John H. Treleaven, general merchant, of Tara, and brother of Rev. R. J. Treleaven, of St. Thomas, died on Sunday morning. Deceased was stricken with paralysis a few days ago while in the best of health.

The firm of Edwards, Catchpole & Co., of this city, manufacturers of essential oils, flavoring extracts, writing inks, blacking,

etc., have dissolved partnership. Both of the retiring parties will continue alone—Mr. E. M. Edwards at 265 Gladstone avenue, and Mr. S. G. Catchpole at the old stand, 33 Wellington street east, under the name and style of S. G. Catchpole & Co.

Mr. W. J. King, grocer, Acton, Ont., has sold out his business with the intention of moving to British Columbia. THE GROCER is liked by Mr. King, and would still have his support were it not for the above reason.

Mr. Wm. Kenney, late with Mr. D. McCarty, Sarnia, will open out in the grocery business in Jas. Watson's old stand in the Ireland block. The store is being refitted and repainted and a plate glass front is being put in.

W. R. Baskerville, grocer driver, London, challenges any other grocery driver of London to play a game of quoits for \$5, distance 18 yards, at the grocers' picnic in Queen's Park, to be held on 29th of July. Address "Queen's Grocery."

Mr. John Fried, late traveler for John Marshall & Co., has entered into partnership with Mr. Schiedel, of New Dundee. The new firm of Schiedel & Fried have purchased the general stock in the store of J. & J. Livingstone in Waterloo.

In Wallaceburg, Ont., the building owned by Mrs. Henry Martin and occupied by J. E. Malone as a grocery, caught fire from a lamp explosion, and was completely destroyed. There was no insurance on the building, but the stock was insured for a small amount.

We have received a copy of the Official Record of the proceedings of the eighth annual convention of the National Confectioners' Association of the United States. The convention met at St. Louis on the 5th of May. The Record is full of matter interesting to confectioners.

Mr. Rod Weir, the pushing member of the Winnipeg Early Closing Association, on the eve of a trip to England, was presented with a handsome walking cane. The members of the association accompanied the presentation with an address expressing their appreciation of his services.

THE CANADIAN GROCER is one of the best trade journals published either in this or any other country. It is gotten up in attractive shape, and is both bright and instructive all the way through. It should be and doubtless is of decided help to the grocers generally throughout Canada. It is full of ideas and everything is presented in readable shape. Says the Grocers' Monthly Review.

The pedlars of London, Ont., are trying to evade the particular of the local by-law which requires them to sell their wares from wagons. One of them named Guyma, is accused by the market clerk of building extensions to his wagon of 10 feet, whereby he was able to carry much more stock than is

contemplated by the regulation. The case against him has not been decided, though it has been heard. Judgment has been reserved for eight days.

Fred. Buscombe, one of the most popular and best known travelers from the Atlantic to the Pacific, left to-day for Vancouver, B. C., where he will reside for the future. Mr. Buscombe will be the resident and managing partner in Vancouver of the branch establishment of James A. Skinner & Co., of Hamilton. Mr. Buscombe entered the employ of the firm as an errand boy about 13 years ago at a salary of \$2 per week, and by steady perseverance and strict attention to his employers' interest is now a partner in one of the oldest firms in Canada.

Some months ago Mr. Joseph Warren, collector of customs at Perth, seized a consignment of pork which was passing in bond from the United States to Walford Station, Ont. A wrong invoice had been sent. The Government have given the American firm all this time to prove that fraud was not intended, which they have not done to their satisfaction. The Government has confiscated the pork and it will be sold at Perth. The firm paid \$300 in duty on the pork, having entered it as mess instead of back, the duty on the latter being about double as high as on the former. The loss to the firm will be \$1,600 in all.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Com'erce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelega.	Banq de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia

STORAGE FREE AND IN BOND.

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

BLAIKLOCK BROS, Agents,

17 Common St., MONTREAL.

ALL GROCERS SHOULD SELL
THE
Baltimore
Fruit
Puddine.

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

M. LEFEBVRE & CO.



Established 1849.

GOLD, SILVER

—AND—

BRONZE MEDALS

20 1st prizes.

Reg. Trade Mark.

MICHEL LEFEBVRE & CO'Y

Manufacturers of

Lion--L--Brand

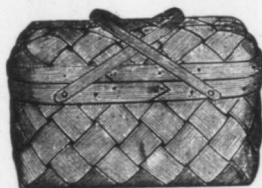
Pure Vinegars, Mixed Pickles, Jellies, Jams,
Preserves.

Montreal, P.Q.

P. DOTY & SON,

(Successors to W. B. Chisholm)

MANUFACTURERS OF



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

OAKVILLE ONT.

**SOMETHING NEW !
A GREAT TREAT.**

Fresh Cod

TONGUES

In 1 lb. Tins.

This is the Delicacy of the Season.

Pronounced by connoisseurs far ahead of
oysters.

A GREAT LUXURY.

Apply to

EBY, BLAIN & CO., Toronto.

STEWART MUNN & CO., Montreal.

JAS. TURNER & CO., Hamilton.

LUCAS, PARK & CO.,

Send for Samples.



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

WHOLESALE GROCERS

A Large and Well-Assorted Stock of

Teas, Sugars and General Groceries

HAMILTON, ONT.

FOR THE
HOME, PICNIC,
CRUISE, or CAMP

The "STAR BRAND" delicious

HAMS & BACON

CAN BE HAD FROM ALL THE
BEST GROCERS

F. W. FEARMAN,

Hamilton, Ont.

PACK OF 1891.

"**THISTLE**" Brand Haddies.

These Fish are most carefully pre-
pared and are recommended by lead-
ing medical authorities as

The Finest of Fish

Second only to the Oyster from a dietetic standpoint.

Order this Brand. For sale by all leading Wholesale Houses.

Just one year ago Ram Lal's Tea was placed on the Canadian market.



**Ram Lal's
PURE
INDIAN TEA**

GUARANTEED ABSOLUTELY PURE
AS MANUFACTURED ON THE
GARDENS IN INDIA.

Sales to date amount to two
thousand five hundred chests
which proves to the grocer
that Ram Lal's is the favor-
ite blend of pure Indian pack-
age Tea

JAMES TURNER & CO.,

Hamilton.

WHOLESALE AGENTS.



"EMPIRE" TOBACCO.

THE GROCERY CLERK QUESTION.

Flisha Winter, in the Grocers' Monthly Review says: The question of skilled labor is the question of the hour in all walks in life. In the distribution of food supplies to the consumer, it deserves much more attention than it has ever yet received. A movement among the clerks of New York in the direction of their mutual educational advancement has been making steady and most encouraging progress for the past few months. They have commenced a series of instructive debates on topics connected with the practical duties of a clerk in the store.

Recently, at the German Branch Y. M. C. A. 142 Second Avenue, corner 9th Street, New York the topic of debate was one which touched on the very important and recent development of trade away from the grocer.

The present tendency of the ladies to spend much of their spare time in the dry goods stores and as little as possible, or none at all, in the grocery store, is gradually concentrating the grocery trade in those dry goods stores. There are dry goods stores in New York to-day that take a new article of food product and introduce it quicker than fifty grocers could. To compete against this growing trade tendency much can be done by the clerk in the store, because the only time you can reach most of these ladies is when they come out to buy their fruits and vegetables, and the stores which present the most attractive appearance, keep the best goods and employ the best clerks are bound to secure the best trade. As was stated by one of the clerks debating the question, a large proportion of the population move about as often as the grocers do. Opinions differ as to how often that is, but it is too often for the good of either. This new transient population is invariably attracted to the best looking stores, or if the clerk is out soliciting orders, the trade is secured by the clerk offering the best goods for the least money. Where one clerk meets the others on price and quality, then the most polite, tidy and intelligent clerk naturally secures the preponderance. It is not difficult for one grocer to meet another on price and quality of goods, but when this question of skilled labor comes in, then most grocers seem incapable of giving it intelligent treatment or even consideration.

After years of observation of the development of the grocer movement, we wonder at their neglect of this important factor in the success of their business.

Some two years ago an attempt was made to establish a system of introducing food specialties in some two hundred grocery stores. In about one hundred stores the clerks were reasonably intelligent, very industrious and attentive to business, so far as they were required to be. But it is just there, in the requirement of the average clerk, that the average grocer breaks down. The stand-

ard of trade is too automatic. A good nickel-in-the-slot machine, set up on each corner, would knock most of those clerks out, especially if it sold vegetables by weight, and it would stay longer in one place than the average clerk does. Customers don't more than get to identify a clerk in most stores before he is gone and a strange clerk takes his place. When a grocer has a good clerk, or a good clerk as a good employer, the success of that store is reasonably assured—other things being equal, of course. They generally can be made equal, with ordinary business management.

If this clerk's movement could develop two hundred clerk's who in five years could develop two hundred model stores in this vicinity, they could establish a standard of trade that would be profitable to them, would be a benefit to the community and would drive hundreds of nominal grocers out of business who are now not making any money themselves and not allowing their neighbors to make any.

The best customers in this city scarcely enter a grocery store, and must be reached by the order clerk. The grocer who can attract a customer to his store, and hold that customer's confidence, will hold that customer's trade. It can easily be seen that it is therefore important to first have a good order clerk to induce that customer to call, and then a good store clerk to keep the customer calling.

If manufacturers would raise a half million dollars one year and put one thousand good order clerks in one thousand good stores of this city, they could introduce their goods cheaper and quicker than by any other method. Let the manufacturers announce that they would guarantee the integrity, intelligence and industry of that one thousand clerks, as well as the purity of their goods, and they would easily find one thousand good grocers only too glad to get them, and at the end of the year they would realize that it would pay them to keep those good clerks and pay them good wages.

Grocers are to-day paying better wages, but complain that they are not getting better clerks. The only way to settle that is to grade the clerks. Commence by either making the term "first clerk" mean something, or else abolish the term. It means nothing to-day. A first clerk in one store becomes a second or third clerk in another store, and vice versa.

If some of the grocer associations would only take hold of this clerk question in dead earnest and give it the "right of way" for one year, they never would allow it again to be neglected, and until it is done, they never can expect to see much permanent good come out of the grocer movement. Just at present there seems to be no direction in which such effort could more advantageously be directed, and grocers should give it the benefit of their most earnest consideration.

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

One Trial

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

DIAMOND BAKING POWDER in ¼, ½ and 1 lb. tins is more satisfactory and nets you a better profit than any first-class powder on the market.

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

W. H. GILLARD & CO.,
WHOLESALE GROCERS, HAMILTON, ONT.,

Agents for Canada.

ORIENT MILLS.

SINCLAIR, HOOD & CO.,
 (SUCCESSORS TO W. A. BRADSHAW & CO.)

Importers and Manufacturers of

Coffees,
 Spices,
 Mustards,
 CREAM OF TARTAR, BAKING POWDERS,
 FLAVORING EXTRACTS, ETC.

48-50 Lombard Street, Toronto.

JOHN PETERS & CO.,

General Commission Merchants
 and Brokers,

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

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

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

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

JAMES E. BAILLIE,
PORK PACKER, TORONTO.

Hams, Breakfast Bacon Rolls.



GANONG BROS.,

ST. STEPHEN, N.B.

MANUFACTURERS OF THE



CHOCOLATES.

N. K. FAIRBANK & CO.,

COMPOUND



REFINED LARD.

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

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



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

Packed in ¼ and ½ gross cases.

Ask your wholesale grocer for it.

Sole manufacturer for Canada.

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

GEO. MATTHEWS

-PACKER and CURER.-



PURE LEAF LARD A SPECIALTY.

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



TORONTO MARKETS.

TORONTO, July 23, 1891.

GROCERIES.

Trade moves onward upon the line that marked its course last week. The trade in sugar dwarfs that in every other commodity, and takes up so much of the time and attention of wholesalers and retailers that hardly anything else can be got in edgewise. Indeed there would be a greater tax on the time and attention of jobbers to do a sugar business if the sugar could be produced about three times as fast as it is. Canned goods are arousing some interest, though less than they usually do at this time of year. Teas are rather more active, as an opportunity to do a little business in them can be sandwiched in between sugar movements, which are prevented from being continuous because of the backwardness of supplies. Dried fruit is going out fairly well. The general expectation of a good crop infuses trade with a better feeling, and money moves less cautiously in lines out of the grocery trade. The late rains have been very refreshing to the spirits of trade as well as to vegetable life everywhere.

CANNED GOODS.

Spot goods are about exhausted, and there is every probability that there will be none before new stock is well in. Inquiry for new pack peas, tomatoes and corn is becoming more active, though kept in abeyance by the great excitement in sugar. The prospects of the crop, though not yet nearly through the formative period, are still in a very hopeful position, the fine rains and the tempered warmth of the weather being the most favoring conditions the vegetables which constitute the packer's raw material could have. The tenor of reports from all quarters is that a large yield and a full pack are looked for. The signs have encouraged outside retailers to overtures for business in future goods upon a basis of \$1.05 to \$1.10, the latter for unexceptionable brands, while for others prices are quoting as low as \$1. The shading which brings quotations down to this point is not done on first-class goods, as the demand is always trusted to take these off at remunerative prices, and even for future business with all apparent favorable possibilities for a large pack, jobbers are firm for what is No. 1. There are a few new peas in stock but they are not really marketable, the object of packers in hurrying them into stock being obviously to get first on the market. They will require a fortnight or more to make them really merchantable stock. Salmon is not particularly active as a future line these days, and reports from the fisheries do not furnish data for any calculations as to the probable extent of the pack. All prices are firm at unchanged quotations.

The Baltimore people are trying this market with quotations on peaches and other lines, but cannot put prices on a comparative basis with Canadian to make business possible.

Horse Shoe salmon and Clover Leaf salmon will be put up this year in flat as well as in tall tins, the former being preferred in the English market.

Sloan & Crowther expect the first shipment of Clover Leaf lobster in a day or two.

COFFEE.

There is an ample supply of all grades but an active demand is wanting to make business. There is very little trade at prices quoted for some time.

DRIED FRUIT.

Dried fruit is coming to the fore after a temporary spell of neglect, owing solely to the concentration of all trade attention upon sugar. In the intervals when there is no sugar being shipped because no sugar is to be had, dried fruit is selling in considerable volume. Cheapness is giving an edge to the demand in addition to the sharpening effect of the season, which always is a very good one for dried fruit. Prunes were quoted as low as 6¼c. in large lots. They are going out freely. Valencia raisins are unchanged. Good stock is steady at prices ranging from 5¼ to 6c., while grades corresponding to prices as low as 4½c. and upwards are still on the market and selling. Currants are firm at quotations standing a week ago, with a considerable quantity in request.

NUTS.

The trade in nuts is light at prices quoted. There is no change in any line.

RICE AND SPICES.

There is plenty of rice, but there is no fine quality stock. A cargo of Japan is on the way and is expected by the mills to arrive soon. The demand is good and prices are unchanged. In spices business moves along at its usual level of activity.

SUGAR.

The demand for sugar has not slackened, the refineries are turning out stock to the full extent of their capacity, but they are unequal to the task of keeping the demand satisfied day by day. They are said to be working night and day and on Sundays. The St. Lawrence has at last refused to take any more orders except at open prices to be fixed at the time of shipment, which is to be after present orders are filled. The advance orders for granulated are said to be so numerous that they will keep the refineries busy till the end of the month at least. Some of the local jobbers have followed the example of the refinery referred to, and have instructed their travelers to take no further business on present or any quotations for granulated, all orders having to be taken subject to prices ruling at the time of supply. The demand for granulated is made greater not only absolutely but also comparatively to that for yellow. If the same quantity of sugar were wanted, but in the relative proportions of granulated and raw that existed before the removal of the duty, the demand would not be so far beyond the resources of the supply. But the main rush of the demand is for granulated, and as the machinery of the refineries cannot at once be adjusted to the shifted relations of the demand, they are not able to get out enough granulated while they are able to get out yellow in about the volume that is wanted. All the refineries but Redpath's advanced ½c. on Friday last on granulated, but they might as well stick to 6½c., because they will be unable to produce for some time more than has been bargained for at that figure. The price is unchanged here, quoting 5c. for quantities of 15 barrels and over and 5¼c. for smaller quantities. Yellows are from 4c. up. There was some talk

during the week of asking the Government to suspend temporarily the duty on granulated in order to admit of sufficient importations from the United States to satisfy the demand and save the fruit that is reported to be wasting for lack of sugar. A small arrival of raw, No. 14 Dutch standard, which is duty free, was brought in, but as it simply took the place of yellow, and as there is no famine for yellow, little of it was necessary at present prices.

Eby, Blain & Co. have on the way three car loads of fine Trinidad raw sugar which they will be able to sell at \$3.85 to \$3.90 per cwt.

SYRUPS AND MOLASSES.

There is very little call for syrups, and stocks are limited, being out of low grades, and not very full in higher ones. Prices are unchanged. Molasses is moving slowly at prices current last week.

TEAS.

Some movement has got started in medium and low grade new-season Japans which are now rather plentiful at prices from 19c. upwards. The want of Young Hysons at suitable prices is more acutely felt than ever. Business in new make Congous goes on slowly as it will be a month before stock can be put on the market. Ningchows and Mornings from 10d. to 1s. 6d. have been offering to arrive for some time. New Darjeelings are offering at prices to jobbers ranging from 13d. to 1s. 9d. The quality is good.

PETROLEUM.

The market is quiet and prices stationery at the points held at last week.

The following is the petrolium Advertiser's weekly oil report: Petrolium crude \$1.31 per bbl., Oil Springs crude \$1.31 per bbl. The above figures are the ruling price this morning, there being really no difference between the Oil Springs and Petrolium prices. The business on 'Change is very dull, there being no excitement whatever, and very few transactions are recorded. The drill keeps at it all over the territory, and many new wells are being struck, which only continue to add to the ever increasing production. As we stated last week a hundred acres of the very best oil producing territory has been placed in our hands for disposal, either for sale out-

CLEMES BROS. :-

Will open up about 1st
August at 51 Front
St. East, Wholesale Fruit
and Commission.

Fine New Ceylon Teas.

These Teas are from the Celebrated

Gartmore Estate,

a small parcel of whose teas brought recently on the London market over \$100.00 per lb. See London Graphic, Midsummer Number.

P. C. LARKIN & CO.,

WHOLESALE GROCERS,

25 FRONT ST. E.

Brain Tire and Worry Offset.



Edwin Thompson, Esq., Montreal, writes:—As an offset to the evil results of tire, worry and heavy mental labor, bilious headaches, restlessness, etc.,

ST. LEON
is the
SWEETEST
REFRESHER.

I have ever experienced.
In my office and family we drink four times daily with strict regularity.

St. Leon Mineral Water Co., Ltd.,
Toronto.
BRANCH—Tidy's Flour Depot, 164 Yonge St.

ALL GROCERS SHOULD SELL
THE
BALTIMORE
FRUIT
PUDDINE.

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

TO GROCERS.
SIMCOE CANNING COY'S

Goods are warranted first-class.

PUSH THEM.

Order through your wholesale
House.

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



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

IS A BOOK

Which will secure to you a larger profit than you are at present making,

Which will secure an increasing trade,

ANY USE TO YOU ?

THE 26 SPECIMEN BLENDS contained in "Tea and the Science of Blending" will show you how this may be done.

Criticised most favorably by THE CANADIAN GROCER and countenanced by the largest Manufacturers and leading Wholesale Houses in Canada.

R. S. McINDOE, 24 Front St. E.,

PRICE 1.00.

TORONTO.

REFERENCE : The Wholesale Grocery Trade of Toronto.



Seasonable Goods.

The Celebrated "Reindeer Brand" Preparations : "Condensed Milk" "Condensed Coffee" and "Condensed Cocoa" are admirably suited for Picnics, Holiday Excursions, &c., &c.

Sold by First-Class Grocers everywhere.

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

James Lumbers

Wholesale Grocer,

67 FRONT STREET EAST,

TORONTO, ONT.

MARKETS—Continued.

right or for lease. Owing to continued illness of the owner this step has been taken, and will be disposed of on easy terms to the purchaser. Refined yesterday sold at 12½ to 13c., and may be regarded as the market price for the present.

DRUGS AND CHEMICALS.

Not much out of the routine is to be said this week. The cool weather has cast something of a chill over the trade in summer drinks and has therefore adversely affected the sale of the chemical constituents of those drinks. There are no changes in prices.

Advices from England say that the United Alkali Company expect to make a still further advance on prices.

BUTTER AND CHEESE.

Throughout the latter part of last week and the early part of the present week there was a want of butter in all grades, and prices felt for the time the stimulating effect of the scarcity. On Wednesday supplies had become again quite liberal, and common butter had begun to accumulate. The position of the finest grades continues unchanged. They are wanted, and the capacity of the market for them will expend with the supply. There is no danger of any excess stock in these grades. Butter suitable for baking is now fairly plentiful, but at prices rather higher than buyers of this class care to pay as a rule. The demand for it is slightly behindhand on this account, as most of the butter was bought in a better state of the market, and is held at prices that tend to check consumption somewhat. For selected dairy tubs a very good demand on export account existed and was quite active at 14c., but this could be got from the home market for the class wanted. Some 400 packages were picked up at prices ranging from 13½ to 14c. Creamery butter is not in strong request. An offer of 18½c. was made for a lot of 300 barrels but it was refused and the lot was disposed of to an eastern buyer at some advance on this price. What tends to make the market slow for creamery tubs is the fact that this year the quality of dairy butter is on the average much higher than it was last year, when the creamery market was better than it now is. The heavy rains of the spring and early summer of '90 produced rank herbage and this yielded butter that lost its freshness and became stale almost as soon as the unwatered grass would.

This year there has been no superabundance of showery weather, and dairy butter that will keep sweet and wholesome-looking for several days is now plentiful. It is also wanted for export. This makes creamery somewhat inactive. Prices are: Choice dairy tubs 14 to 15½c., medium tubs 11½ to 13½c., low grade to common 10 to 11½c., dairy pound rolls 16 to 17c., creamery tubs 19c., creamery pound rolls 21 to 22c.

Cheese has become firmer at 9 to 9½c., the price being based on purchases made before the recent advance, and being liable to go up rather than down.



Questions Answered.

LOCKPORT, April, 1888.

DEAR SIRs,—We have got a box of your Surprise Soap. It is the best self-washing soap made. We tell our neighbors that it is the best soap that ever was made.

Yours truly,

F. W. SUTHERLAND

SHELBURNE.

The longer I use Surprise Soap the better I like it.
SARAH PEUNEY.

NEWCASTLE, Dec. 15, 1888.

DEAR SIRs,—I use one pound Surprise Soap every week, for there is a big family, and I shall never use any other so long as I can get this, even if I should have to go a good distance for every pound. There is no other like it in the world.

MRS. THOMAS F. BLACK.

The St. Croix Soap Mf'g Co.,

St. Stephen, N. B.

Branches:

MONTREAL: 17 St. Nicholas St.

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

COUNTRY PRODUCE.

BEANS—The market is low in stock, and the demand is slight at \$1.80 for choice, and nominal prices down to \$1.50 for lower grades which are about out.

DRIED APPLES—Very few are in stock and scarcely any are wanted at 8½ to 9c.

EVAPORATED APPLES—The stock is more than adequate for the demand which is quiet at 13½ to 14c.

EGGS—The market has been unsettled for some time, buyers having conflicting views as to the stability of the situation. It has been unchanged, however, for above a week. The price is 14c. Receipts are fairly liberal but the market seems equal to the absorption of all that come.

HAY—is higher, baled being worth \$12 to \$12.50, with few receipts. New hay is arriving on the streets to sell at \$9, which the farmers prefer to \$15 in the winter.

HIDES—are dull and unchanged at 5½c. for weights of 60 lbs. and above, and 5c. for lighter weights. Green are quiet at 6c.

HONEY—The dullness is unbroken at 7 to 10c. for strained and 14 to 16c. for sections.

HOPS—Are quiet and getting into small compass at 35 to 38c. for '90 stock and 25c. for select yearlings. The reports favor the expectation of a good yield and low prices.

POTATOES—There are no old potatoes. New United States potatoes are \$2.50 to \$2.75 per barrel, and Canadian are \$2.75 to \$3 per barrel.

SKINS—Pelts are up to 30c., and lamb skins are 40c. Calfskins are unchanged at 5 to 7c.

STRAW—Is quiet at \$6 to \$8.

WOOL—Is coming in very freely but not going out. Prices are 18 to 19c.

FISH.

Few fish suffice to satisfy the demand these days which keeps on at the snail pace of the past several weeks. Prices are unchanged and stocks are kept small. The fish now to be had are white and salmon trout at 6½c., lake herring at \$1.50 to \$1.75, and B. C. salmon at 15 to 16c.

GREEN FRUIT.

Mediterranean sweets are \$5.50 and nearly done. Rodis are \$7.50 and scarce. Of other oranges those in most abundant supply are Sorrentos and Palermos, which sell in 200's at \$4.25 to \$4.50. There are no Palermo lemons. Messinas are \$5.50 and plentiful. Oranges have not sold freely since the influx of small fruit. Lemons have been dull throughout the week, as a consequence of the cool weather we have had. Pineapples are no longer in stock, their season is over. Bananas are very plentiful and rather neglected, quoting at \$1.75 for firsts and \$1.25 to \$1.50 for seconds.

SMALL FRUITS, ETC.

Raspberries are very plentiful at 8 to 9c. Cherries are 75c., with an easier tendency. Peaches are \$2.25. Apricots are done. California plums are \$2.25. Cucumbers are 90c. in boxes and \$1.75 for four-basket crates of Acme and \$1.25 for four-basket crates of Trophy. Watermelons are 20 to 25c. Cucumbers are 60 to 70c. per doz.

PROVISIONS.

A very good trade goes on in provisions. The local demand is steady at a high point of activity, while inquiry from outside points continues.

BACON—Long clear is firm at 8 to 8½c., bellies at 10 to 10½c., backs at 10 to 10½c., rolls at 8½ to 9c.

WE ARE BUYING

Dried Apples.

SEND SAMPLES AND QUOTATIONS

ESTABLISHED 1889.
STANWAY & BAYLEY.
BROKERS
AND
GENERAL COMMISSION MERCHANTS.
44 FRONT ST. EAST, TORONTO.

WE ARE BUYING

Evaporated Apples

SEND SAMPLES AND QUOTATIONS.

ALL GROCERS SHOULD SELL
THE
**BALTIMORE
FRUIT
PUDDINE.**

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

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

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

Consignments solicited and business transacted
for Eastern Canada Merchants.
Established 1886.

VANCOUVER, B.C.

References: Bank of British Columbia.

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

**WANTED,
CHOICE DAIRY BUTTER**

Correspondence Solicited.



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

J. CLECHORN & SON,
Wholesale Fruits, Fish and Oysters
94 YONGE ST., TORONTO.
ORANGES.

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

J.F. YOUNG & CO.,
PRODUCE AND COMMISSION MERCHANTS
74 Front St. E., Toronto.

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

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

FANCY CALIFORNIA EVAPORATED AND
GREEN FRUITS A SPECIALTY.

Correspondence solicited, and prices on Foreign
Fruits, Figs, Dates, Nuts, etc., furnished on appli-
cation.
29 Church St., Toronto
TELEPHONE 806.

ESTABLISHED 1841.

W. H. Schwartz and Sons,
Coffees,
Spices,
Mustard.

HALIFAX, N.S.

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

For Choice full flavor goods send us a
Sample order.

Jas. Park & Son,
Toronto, Ontario.

**GOLDEN BRAND
CANNED
FINNAN HADDIE**

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

AGENTS,
H. W. NORTHRUP & CO.
South Wharf, Saint John, N. B.

KING, GRAINGER & CO.
81 Front St. E.
Produce and Commission Merchants.
BUTTER, EGGS,
and Country Produce.

Correspondence Solicited. Prompt Returns Mad
TELEPHONE 237.

JNO. A. MOIR,
GENERAL AGENT.
Consignments Solicited.

SPECIALTIES: Canned Goods, Dried
Apples, Evaporated Apples, Codfish.
Quotations and samples sent on applica-
tion. A trial solicited.
41 St. Francois Xavier Sts., Montreal.

LAURENCE GIBB
Provision Merchant,
83 COLBORNE STREET, TORONTO.

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

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

JAS. DICKSON & CO.
26 WEST MARKET STREET,
Provision and Commission Merchants.
Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

Reesor & Rogers,
Produce and Commission Merchants
Solicit consignments of Country Produce
from Storekeepers.
71 Colborne St., Toronto.
Telephone 2291.

Established 1874.

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

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

McLAREN'S



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

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

MARKETS—Continued.

HAMS—Are very scarce. Smoked are firm at 11½ to 12c.

LARD—Is firm at 10 to 10½c.

MESS PORK—Virtually there is no heavy mess, though quotations may be continued at \$15 for United States. Short cut is steady at \$16.

DRY GOODS.

The trade look forward to a good business in the fall. The majority of the travelers are taking holidays. Nothing in the way of change in prices is to be noted.

MONTREAL MARKETS.

MONTREAL, July 23, 1891.

All leading lines of groceries have exhibited a gratifying share of activity during the past week, and a generally hopeful feeling actuates the trade, while payments are not being complained of, and the favorable crop reports from different sections is a strong factor of encouragement. Sugar, tea, and coffee, dried fruit, in fact all lines have been subjected to a good demand, a considerable quantity of stock, as will be seen from the appended reviews, leaving first hands, while the tone of values, generally, are shady. The week, on the whole, has been a good one.

SUGAR, ETC.

This has been a brisk market, and now from sheer want of supplies, business is somewhat restricted for refiners are blocked with orders. Indeed the idea of importing English sugar has been broached, as at present values it could be laid down here, but the speculators who are disposed to go in on this are afraid that after the refiners get ahead with their orders and the tension is relieved that there will be a shrinkage in values which would bring them a loss on importation. Refined stock has advanced ½ in New York, and prices here are very firm at 4½c., and it may take on another fraction. Some raw sugar has arrived recently, but nothing has been done in it yet, with the scarcity of other stock, however, and the firmness of yellows, the holders of it ought to do well, for yellows are held at 4c. and over, according to color.

Syrups continue nominal in the absence of offerings from the refiners.

MOLASSES.

This market is firm at 42c. for small lots, the jobbing trade being good. A cargo lot of 900 puncheons has changed hands at 40c. and we quote 42c. for jobbing transactions. Since our last some 2000 puncheons has arrived and a good portion of it has been turned over on the above basis. No further quantity of any account is expected after this.

TEAS.

There has been a good active trade in teas during the week, a good round quantity of Japan stock running from 19 to 23c. having changed hands. Grades below this are quiet, while there is more enquiry for blacks. On the whole the tea market is an encouraging one.

RICE.

There is no particular change in rice with a good distributive change to note. We quote: Patna, \$4.50 to \$5; choice, \$4.25 to \$4.50; standard \$3.90, and off-grades, \$3.50 in car lots.

COFFEES AND SPICES.

The coffee market has continued active with the movement restricted simply on account of the small supply. A good fair quantity of Rio has been moved during the week at 20c. and Jamaicas are moving at 20 to 21c.

British Markets.

Having closed out our local business, we are now prepared to give special attention to all lines of

Canadian Produce

in British Markets.

We have a large trade in

Cheese, Eggs, Butter,

and Apples, also

Canned and Evaporated Goods,

Honey, etc., etc.

Liberal advances made on suitable goods.

Correspondence Solicited.

IMPERIAL PRODUCE CO'Y.,

OF TORONTO, LTD.,

69 Front Street East, Toronto.

for good grades. Java remains as before. Spices are dull and unchanged with no call to speak of.

DRIED FRUIT.

There was quite an active business in dried fruit since our last, and some good round quantities both of raisins and currants have been turned over, so that stock on spot are pretty well reduced, in fact the market is bare as regards first hands while values generally are firm. Scarcity of currants has already been noted, and this condition still prevails, for stock arriving was picked up and moved forward almost immediately at 5¼ to 6c., and now with small supplies a good enquiry and higher values in New York, prices here are ½ to ¾ higher at 5½ to 6¼c. which we now quote as a range. In raisins the low price 3¼c. combined with a good enquiry effected a large reduction of stock, the supply in the hands of the principal holder on the market being cut down to 1,000 boxes, the sales during the week from first hands aggregating over 4,000 boxes. This movement, combined with improvement in New York, has induced a firmer feeling here and now it is unlikely that any stock even in round lots could be moved under 4c. and we quote 4 to 4¼c. as holders are now freely asking it for prime fruit.

CANNED GOODS.

There is a fair enquiry for salmon and business in round quantities from first hands has been done on a basis of \$1.15 to \$1.20. Tomatoes also have been active some, and 1,000 cases have been placed at 95c. to \$1 since our last. On the whole there is a good fair enquiry for staple lines.

GREEN FRUIT.

In green fruit there is a good active business and supplies of most descriptions are kept well cleared up. Lemons are steady

with a good business at \$4.50 to \$5 and oranges move with freedom at \$6 to \$7.50 per case. Bananas are steady at \$1.25 to \$1.75, and pineapples 2 to 10c. each in barrels.

FISH.

The fish market remains dull and uninteresting, with no business to speak of except the merest jobbing kind. There is no stock arriving in any quantity, while the demand is small, therefore we have no change to note. Next week supplies will commence to arrive, dry cod, mackerel, etc., etc., and until then the market is likely to remain dull.

HOPS.

The hop market locally is purely nominal for with nothing offering here to speak of, and little demand, business is unimportant. In fact there is no business at all to note, unless it be a bale now and then. Advices from the States are somewhat firmer, but some hops are selling now in New York for a wonderful reduction on what was offered for them last year. One transaction that is reported is a case in point. A grower was offered 45c. for a round lot, he refused and held all through the winter and now it is said sold for 15c., a loss of \$60 a bale compared with the 45c. refused last fall.

PROVISIONS.

Provisions generally are firmer in sympathy with the stronger feeling in the west, but business does not improve to any material extent, while prices here are not quotably higher:—Canadian short cut, per barrel, \$16.25 to \$16.75; mess pork, western, per barrel \$15.00 to \$15.50; short cut, western, per bbl \$16.25 to \$16.75; hams, city cured, per pound 10 to 11c.; hams, canvassed, per lb 0 00 to 0 00c.; lard, Canadian, in pails, 8¼ to 9c.; bacon, per pound, 9 to 10c.; lard, com., refined, per lb, 7¼ to 8c.

EGGS.

This market shows no change of a material kind, while values on the whole are maintained. The demand is fair and we quote prices steady at 12½ to 13c. the market showing no accumulation.

BUTTER.

The butter market is not satisfactory with the demand restricted as it is. The cause is simple, holders are getting in some cases full figures on creamery, and they imagine that a regular movement can be induced on the basis. If it can it is a long time coming, and it looks now as though shippers and dealers here were content to let the factory-men carry the article since the latter stick out for a high figure, taking only what they want, confident that if there is any call later on they will be able to get what they want with the accumulation of early makes, and the later makes becoming a factor. Factory-men ought to realize this also and be content with a reasonable figure, for it is quite likely that some practical concession would lead to business in a general way on creamery. The same remarks apply to Western dairy. Creamery 18 to 19c., Townships dairy 16 to 18c., Morrisburg and Brockville 16 to 17c., Western dairy 14 to 15c.

CHEESE.

Cheese has had quite an active week of it, and the benevolent gentlemen, who made those low offers, have not had a rosy time of it recently. They tried to be very clever, sold short, and it is more than likely that some of them were punched pretty badly, and it serves them right, for they interfere with the regular course of the market by their tactics. Colored continues to have the preference, and since a week ago has established an advance of ½ to ¾c., and now stands at 8½ to 9c., while white runs from

MARKETS—Continued.

8 3/4 to 8 3/2 c., on which basis business has been done. The cable is higher also, at 4 3-6. We quote finest colored, 8 3/4 to 9c.; finest white, 8 3/8 to 8 3/4 c.; fine, 8 3/8 to 8 1/2 c.; Medium 8 1/4 to 8 3/8 c.; Cable, 43s. 6d.

GRAIN.

There is little change in grain business generally being quiet while prices are unchanged. The stock in store compared with those of a week ago, show a decrease of 8,517 bushels of wheat, 24,651 bushels of oats, 193,196 bushels of barley and an increase of 689 bushels of corn, 12,386 bushels of peas. Compared with the corresponding date last year there is an increase of 251,804 bushels of wheat, and a decrease of 110,035 bushels of corn, 86,885 bushels of peas, 33,354 bushels of oats, and 13,217 bushels of barley. We quote:—No. 1 hard Manitoba, \$0; No. 2 \$1.10; to \$1.12; No. 3 do., 99c; No. 2 Northern, \$1.01 to \$1.03; feed do., 70c; peas 91c. per 66 pounds in store; 92c. afloat; Manitoba oats; 52 1/2 c. to 53 1/2 c.; Upper Canada do., 55 1/2 c. to 56c. per 34 pounds; corr, 72c. to 75c. duty paid; feed barley, 56c. to 58c; good malting do., 65c. to 67c.

FLOUR.

The flour market has been helped materially by recent export business which has pulled down stocks some 1100 odd barrels during the week, and with the low prices ruling the market has a very hopeful feeling. The stock in store is 11,896 barrels less than a week ago and 2,331 barrels compared with a year ago. Patent spring \$5.50 to \$6.00 patent winter \$5.25 to \$5.55; straight roller \$4.95 to \$5.00; extra \$4.60 to \$4.75; superfine \$4.00 to \$4.20; city strong bakers' \$5.25 to \$6.00; strong bakers' \$5.00 to \$5.20.

Brantford New Mills.

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

Orders filled promptly. Wire for price. Yours, etc.

J. & R. ROBSON,
Brantford, Ont.

S. G. CATCHPOLE & CO'Y

MANUFACTURERS OF

French Blacking,
Stove Polish,
Writing Inks and Mucilage.

33 Wellington East, Toronto.

IMPORTANT FACTS
ABOUT NOURISHING FOODS.

"OUR NATIONAL FOODS," put up in packages only, are not ordinary foods. They are prepared by the conversion of the starch into dextrine. THEY CONTAIN OVER DOUBLE THE NOURISHMENT THAT IS IN FLESH MEAT. A 4 lb. PACKAGE OF IRELAND'S DESICCATED WHEAT AT 25c. CONTAINS 30 GRAINS MORE NOURISHMENT THAN 10 lbs. OF BEEFSTEAK COSTING ABOUT \$1.50. THINK OF THAT. People are beginning to find it out, when they ask now for Ireland's Desiccated Wheat in packages they mean it. The grocer need not say "we have it in bulk just as good," for the customer is at once suspicious, for we do not sell it in bulk. Sold by all first-class grocers and manufactured only by

The Ireland National Food Co., Ltd.,
TORONTO.

MELDRUM & DAVIDSON,

MERCHANT MILLERS,
PETERBORO',

MANUFACTURERS OF
Choice Winter Wheat and Manitoba

FLOURS

Mikado, White Lilly,
Delight, Manitoba.

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

HALIFAX AGENT. J. P. COX.

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.

The Ontario Produce Co'y.

Produce Brokers and Commission Agents,
70 COLBORNE STREET, TORONTO.

BUTTER

—AND—

EGGS

In good demand and prices improving.

Also solicit consignments of Cheese, Fish,
Fruit, Potatoes.

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

4 Adelaide St. W., Toronto.

A responsible agent wanted in every town and city.

N. WENGER & BROS.,
AYTON, ONT.

- - MILLERS - -
(Hungarian Process)

BRANDS:
KLEBER, MAY BLOSSOM.

AGENTS:

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

HODD & CULLEN

Roller Millers.

FLOUR

Manufactured "Hulgarian" System.

Our brands are

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

Heavy dealers in

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

Quotations by wire.

Address, STRATFORD, ONT.

EMBRO
OATMEAL
MILLS.

D. R. ROSS, - EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

HALIFAX MARKET QUOTATIONS.

(Wholesale Selling Rates.)

HALIFAX, July 22, 1891.

BREADSTUFFS—Continue unchanged.—Many of the mills have closed down owing to scarcity of wheat, and yet there seems to be considerable flour ground up ready for shipment.

We shall not see any lower prices before October, and the chances are we shall see higher prices. So far as we are concerned we do not want to sell flour made from raw wheat before October.

Manitoba highest grade patents, \$6.00 to 6.25; High grade patents, \$5.60 to 5.75; Good 90 per cent Patents, \$5.30 to 5.40; Straight grade, \$5.10 to 5.20; Superior extras, \$4.85 to 5.10; Good seconds, \$4.65 to 5.65; Graham flour, \$4.90 to 5.10; Oatmeal, \$6; Oatmeal rolled, \$6.10; Kiln dried cornmeal, \$3 to 3.60; Rolled wheat, \$5.50; Wheat bran per ton, \$19 to 20; Shorts per ton \$26 to 27; Middlings \$27.50 to 28.50; Cracked corn, \$35; Ground oil cake, \$34 to \$35; Moulee, \$30; Split peas, \$4.40 to \$4.50; White beans per bushel, \$1.80 to 2; Pot barley per barrel, \$3.90 to 4.10; Canadian oats, choice quality, 63c. to 65c.; Hay per ton, \$11.75 to 13.

MOLASSES—There is a fair jobbing trade going on in molasses, but the stocks everywhere are known to be small, so that holders show no disposition at all to hurry or force sales believing that prices are sure to go up before long. Advices from the Island continue to be very strong and this imparts a firm tone to American and Canadian markets.

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

SUGARS—The movement of refined sugar during the past week has been brisk and of large volume. From now out as the small fruit season has just set in it is to be expected that the movement will be heavy. There is a good demand for yellows. The market for raw sugars is very firm and holders are not forcing supplies as they appear to have great confidence in the future.

Cut loaf, 5c.; Granulated, 4¾c.; Circle A, 4½c.; White extra C, 3½c.; Standard, 3¾c.; Extra yellow C, 3½c.; Yellow C, 3¾c.

FISH—There have been no new features to note in our fish market since our last report. A few small lots of new catch cod have been brought in, but they were not sufficient to produce any effect on the market. However, what were received sold at \$4 for small and \$5 for large. Bait continues to be extremely scarce so that though cod and kindred fish are plentiful it is impossible to take them. The Mackerel that hovered about our coasts for the past two weeks have nearly all left and only a few are now being taken.

Codfish, Hard C. B. \$5; Western Shore, \$4.50; Haddock, \$3; Hard C. B. \$3.50; Bank and Western, \$3.25; Hake \$2.50.

ST. JOHN, N.B., MARKETS.

ST. JOHN, N.B., July 22, 1891.

Sugar still continues to be in good demand—in fact is the one article in the grocery line that every one calls for. Fruits also are selling readily and reports are that there will be a plentiful supply.

SUGAR—There is very little to note in the sugar market, as prices remain firm and a good steady demand. Granulated is quoted \$4.65 to \$4.80, yellows \$3.90 to \$4¾.

MOLASSES—Is a shade easier. Barbadoes is quoted 38 to 39c.

FLOUR—At present it is very difficult to give the market on flour, as quotations received would indicate higher prices shortly—while holders of stocks seem inclined to sell even if lower figures have to be given to do so. Trade is about as usual, and prices have not changed materially. Manitoba is quoted \$6.10 to \$6.25, Ontario high grades \$5.60 to \$5.70, medium patents \$5.30 to \$5.40.

CORN MEAL—There is no change either in price or demand, only a small jobbing trade is being done. A cargo of American ground was landed last week and sold at \$3.40 per barrel.

OATMEAL—There is a steady demand for oatmeal, and prices have not changed. Roller is quoted \$6.10 to \$6.15; standard, \$5.95 to \$6.

FEED—There is nothing new to report, the price remains unchanged and is selling quite steadily at \$27.50 to \$28.50 per ton.

OATS—Are selling at 59 to 61c.

PROVISIONS—Clear pork is quoted \$16.50 to \$17, plate beef \$15.25 to \$15.75; hams, cured, 11 to 12c.; roll bacon, 9½ to 10½c.

EGGS—The market is steady at 12 to 13c.

BUTTER—No change, 15 to 18c. seems the ruling prices.

FISH—Large cod are scarce and sell readily at \$4.25 to \$4.50, mediums \$3.75 to \$4, pickled herring (bay) are selling ex vessels at \$1.45 to \$1.50, smoked herring have advanced some, and now are selling at 11 to 12½c.

NOTES.

Trade among the retailers has been considerably affected lately on account of a strike at the lumber mills, as the owners wished to go back to the 10 hour system, the men refusing to do so. As a consequence most of the mills are idle and hundreds of men are out of work.

There have been several failures among the retail grocers lately. First was McGovern Brothers, who ran a small grocery and in the winter got out lumber. They lost on their lumber and had to assign. John A. Cunningham closed up. The want of good business training is given as the cause.

Samuel McBride who has been doing a large business at Haymarket square, assigned Saturday 18th. There are several judgments standing against him in amounts from \$600 to \$1000, it is not known yet what his liabilities are.

James R. Hatfield who has been doing business on the City Road, gave a bill of sale of his stock last week and is closed up now. Report say she has skipped to the States.

John S. Lake whose store was on Paradise Row, is in difficulty. Could not be found at his place of business to-day.

GO IN AND WIN.

In New York city alone are constantly 40,000 persons out of employment. In other cities the proportion is the same according to population. All these unfortunate individuals profess their anxiety to work, to toil for almost any price, that they may keep soul and body together. The sole reason why they do not work, they would have it believed, is because the world is against them and will not suffer them to earn an honest living.

Try them. Give them employment. It will be found that not one sewing woman in five can even run a decent seam. Not one

girl in ten of those who profess to do housework can kindle a fire properly. Of the men, not one carpenter in four can be trusted to perform a simple task in woodwork. Not one iron worker in four can do exactly what he professes to do. In large printing offices, it is with great difficulty that satisfactory proof readers are secured. Among stenographers and typewriters, undoubtedly, not one in twenty knows the proper construction of the English language, or enough of current events and literature to make a tolerable business letter writer. Probably a third of them are shaky in their spelling.

This is why three-fourths of the unemployed in America are out of work. They are out of work because they have not gone in with all their might to prepare themselves in the best way for what they had chosen. They did not go in to win. If one who has a task to do puts all his soul into it, and resolves that he will do it as well as it can be done no matter how simple it is, that person will not be long out of employment. The world has its soul vexed out of it because of slovenly work. Life is a burden to those who hire employes, because of things half-done.

All depends on the spirit with which one starts in life. The winner selects his future occupation carefully. He is bound down to no particular rut of success. He only knows that whatever task he has selected, he is going to accomplish it as well as it is possible to do it, and that in the long run he is going to win. He may be out of employment. He may be forced to change his occupation. But he still knows that in him is good, faithful work; that there is a field for it somewhere, and it is his place to find that field. The winner is he who never lets himself run down.—B. C. Commercial Journal.

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

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

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

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

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

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

"One man of genius in 97 thousand 4 hundred and 42 men of ordinary business talent, is just about the right proportion for actual business."
—JOSH BILLINGS.

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

A. H. BADGEROW.

ALEX. H. DIXON.

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

DAVIDSON & HAY

**Wholesale Grocers,
36 Yonge Street,
TORONTO, ONT.**

WE ARE NOW PREPARED

To book orders for the undermentioned fine brands of Canadian packed canned Tomatoes, Corn and Peas, "Delhi," "Aylmer," "Simcoe," "Nelles," "A. C. Miller & Co.," "Boulter's," "Lakeport" and "Erie." Early buyers will likely do well this season.

Sloan & Crowther

**WHOLESALE GROCERS,
59, 61 and 63 Front St. E.,
TORONTO.**

SUGARS.

To the Trade.

We are now able to fill all orders for Sugars promptly.

H. P. ECKARDT AND CO

**Wholesale Grocers,
3 FRONT ST. EAST, TORONTO.**

Thos. KINNEAR & Co

**Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,**

AGENTS FOR

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

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

47 Front St. E., - TORONTO.

WARREN BROS. & BOOMER,

IMPORTERS

AND

WHOLESALE GROCERS,

**35 and 37 Front St. East,
TORONTO, ONT.**

SUGARS, COFFEES AND TEAS,
SPECIALTIES.

EDWARD

ADAMS & CO.

ESTABLISHED 1846.

**Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,
TOBACCOS.**

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.

SMITH & KEIGHLEY

Wholesale Grocers and Importers of

**TEAS,
COFFEES,
SUGARS,
and General Groceries.**

Canned peas, 1891 pack now in stock, first of the season. Write for quotations. Letter orders promptly attended to.

9 Front St. E., Toronto

" MONSOON "

Is the Registered Trade Mark of the

PURE INDIAN TEA

That has become such a favorite.

These Teas have had a Three Year's Test.

Particulars on application to

STEEL, HAYTER & CO.,

Growers and Importers,

11 & 13 Front St. E. Toronto.



This celebrated brand of
CEYLON TEA
Is packed expressly for

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

PERKINS, INCE & Co.,

41 and 43 Front St., Toronto.

IMPORTERS.

Just to hand:

NEW JAPANS

Our first shipment of new season's garden picked Japan Teas arrived this week.

Send for samples and quotations.

J. F. EBY.

HUGH BLAIN.

RAW SUGARS

TRINIDAD

IN BARRELS.

Arriving next week.

EBY, BLAIN & Co.,

Wholesale Grocers,

FRONT AND SCOTT STS. TORONTO.

A NUISANCE TO TRAVELING SALESMEN.

One of our greatest nuisances of the present day, and one to which traveling men are especially subjected, is the almost universal manner in which tips to servants are given wherever and whenever the slightest service has been rendered. Originally intended as a token of appreciation of some service rendered in an unusually good manner, or close attention to ones wants, it has grown to such proportions that it is now expected, and generally paid wherever service is performed, whether particularly well done or not.

An occasional gratuity for good services rendered is quite correct. It is in its universality that the evil lies, and for this state of affairs travelers have themselves to thank. Promiscuous tipping on any and all occasions has led the serving class to expect it, while thoughtless tips out of all proportions to the service rendered has had the effect of raising the amount which is expected.

While this might not be noticed as an occasional evil, it becomes of really serious moment to the man of limited means who is compelled to be on the road a greater part of the year, and is a constant hotel patron, for it is in hotels that the tipping evil reaches its highest perfection.

Many who deplore the evil and would if they could avoid it, say, that it is often a choice between getting little attention, and that of the poorest, or giving a tip, and that in the end they find it better for their comfort and peace of mind to give in gracefully and give the expected fee.

Tipping can not be entirely done away with, nor would it be advisable if it could, for a small gratuity for service exceptionally well performed is proper, and tends to increase the efficiency of the serving class. It is in the extent to which it is carried and the amount paid that the evil lies, and this can be remedied if traveling men determine that they will give only where faithful and efficient services warrant it, and that the amount given shall be strictly in proportion to the services rendered. On the Continent, tipping is regulated by established custom as to the amounts paid for a given service, and no more is expected or given. It would be a good thing if a similar system were instituted in this country.—Ex.

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

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

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

GURD'S

Ginger Ale is guaranteed Superior to all others. Orders promptly attended to.

HO! FOR THE GROCERS' PICNIC! AT VICTORIA PARK, ON WEDNESDAY THE 29TH OF JULY, 1891.

The SIXTH ANNUAL PICNIC under the auspices of the TORONTO RETAIL GROCERS' ASSOCIATION will be held as above stated. Victoria Park, the most beautiful grove on Lake Ontario, may be reached by either boats or street cars. Steamers will leave Yonge Street Wharf at 10.30 a. m., and at short intervals during the afternoon.

A MOST ATTRACTIVE PRIZE LIST

for the full programme of games and sports has been provided by the Committee, who have spared no pains to make this the most enjoyable, successful picnic ever held by the Toronto grocers. STRING BAND FOR DANCING IN ATTENDANCE.

Tickets, Adults, 25c, -- Children, 15c.

J. F. THACKRAY, Secretary. R. BARRON, Chairman of Committee.

"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.



GOLD

MEDAL

AWARDED

DELHI CANNING CO.,

Jamaica Exhibition.

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

Delhi Fruit and Vegetable Co.,

FACTORIES : DELHI AND NIAGARA.



Respectfully Submitted !!!

That the "BARM" Yeast is rapidly taking a foremost place in the estimation of consumers. It is a repeater every time when once introduced, solely through its unrivalled quality making it a favorite with all grocers.

Ask your wholesale grocer for a box or write direct to

THE BARM YEAST MFG. CO.,

TELEPHONE 1920.

35 Wellington St. E., Toronto.

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

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

J. A. Mathewson. S. J. Mathewson.
W. B. Mathewson. J. A. Mathewson, Jr.
Established 1834.

J. A. MATHEWSON & CO'Y,
IMPORTERS and WHOLESALE GROCERS.

Goods from First and Best Markets. Quality warranted. Full assortment. New Crop Japan Teas have arrived in quantity. Fine assortment and quality desirable. Orders carefully and promptly attended to.
Have claimed, and do claim, freedom to buy and sell anywhere without interference or hindrance from any quarter. No commercial or personal slavery.

202 McGill St., MONTREAL.

WRIGHT & COPP,
40 Wellington St. East, Toronto.
REPRESENTING

Van DerVeer & Holmes' Biscuits, New York.
E. C. Hazard & Co., Shrewsbury Tomato Ketchup, etc.
St. Croix Soap Mfg Co., "Surprise" Soap.
Day & Martin's Blacking.
T. D. Millar's Royal Paragon Cheese.

Bryant & May—Safety Matches, etc.

Correspondence Solicited.
TELEPHONE 2862.

TANGLEFOOT



STICKY FLY PAPER

Price 65c. per box. Each box contains 25 double sheets of Tanglefoot and one 5c. Holder (26 five cent articles).

Trade mark registered in Canada.
Sold by all large wholesale druggists in Canada.
O. & W. THUM, Grand Rapids, Mich.

M. J. Woodward & Co., PRODUCERS OF CRUDE,

Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c.

PETROLIA, - ONTARIO.

JACQUAND FRENCH BLACKING



PRICES
In cases of 6 gross each, assorted if necessary.

No.
2—\$2 00 per gross.
3— 3 00 "
4— 4 00 "
5— 6 00 "

5 per cent. discount cash.

DAVID REA & CO., - 30 Hospital St.
MONTREAL.

The Norton Manufacturing Co.,

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

DO YOU SELL "Peerless" Washing Compound.
There is nothing equal to it. It will pay you a handsome profit. Your customers will like it. Address
Pure Gold Manufacturing Co.,
31 Front Street East, Toronto.

Todhunter, Mitchell & Co.

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

:: TORONTO

ELLIOTT, MARR & CO., IMPORTERS OF TEAS,
—AND—

Wholesale Grocers, LONDON, ONT.

WE are in receipt of a large and varied assortment of Library, Hall and Piano Lamps.

Values are far ahead of previous years
Inspect before placing orders and save money.

R. TEW & CO.,

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

10 FRONT ST. East,

(Adjoining Board of Trade Building.)



SALES MADE OR PENDING.

Todd & Caster, general merchants, Oshawa, Ont., have sold out to W. Harkness.

W. J. Sargent, general merchant, Pen-dennis, Man., has sold out to H. E. Donald.

The stock in the estate of Falconer & Durning, Acadia Mines, N. S., is advertised for sale.

The general stock in the estate of A. L. McKechnie, Mount Forest, Ont., has been sold.

The general store business of Mrs. J. W. Gamsboy, Huntingville, Que., is advertised for sale.

The dry goods and grocery stock in the estate of S. McBride, Markham, Ont., has been sold.

PARTNERSHIPS FORMED AND DISSOLVED.

Thos. McCready & Son, manufacturers of vinegar, St. John, N. B., have dissolved.

Oldershaw & Dodds, grocers, Victoria, B. C., have dissolved, Mr. E. Dodd continuing.

Richardson & Heathorn, commission merchants, Victoria, B.C., have dissolved, Richardson continuing.

REMOVALS AND DEATHS.

Mrs. E. O. Taylor, general merchant, Burk's Falls, Ont., is giving up business there and removing to Gore Bay.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Wm. Minto, general merchant, Cardigan, P. E. I., has assigned.

Quevillion & Lamoureux, grocers, Coaticook Que., have assigned.

Mr. D. A. Blais, general merchant, St. Moise, N. W. T., has assigned.

Jos. H. McKinnon, general merchant, Beaver Cove, N. S., has assigned.

Bonhomme & Co., general merchants, St. Albert, Ont., have compromised.

Wm. Ormsby & Co., grocers, Toronto, have assigned to John Meharg, Toronto.

The Bryant Manufacturing and Supply Co., Toronto, is offering to compromise.

Doughty Bros., general merchants, Warsaw, Ont., have called a meeting of their creditors.

C. A. Harmon & Co., general merchant and lumber dealer, Peel, N. B., is asking an extension.

S. H. Caswell, general merchant and banker Qu' Appelle, Assa., has been granted an extension.

MOLASSES VERSUS COAL FOR FUEL.

The remarkable proposal is made by the sugar interest of New Orleans to utilize a surplus of molasses by burning it for fuel instead of coal. With a crop of 550,000,000 pounds of sugar, there will be 700,000 barrels, 27,000,000 gallons, or 300,000,000 pounds of molasses, which the planters do not know how to get rid of. It is added that the output of molasses in Louisiana is now so great that there is no market for the lower grades and it doesn't pay to sell it. It is this emergency that brings about the startling proposal of molasses for fuel which on its face would seem even more wasteful than the burning of their corn by the Western farmers, against which there arose such a popular outcry a few years ago. But it is contended that molasses makes really much cheaper fuel than either corn or coal, and here is the comparison with the respect to the latter: "The lowest grades of vacuum pan molasses contain from 20 to 25 per cent. of sugar, which cannot be extracted by existing machinery. Estimating a barrel of such molasses to be worth net 50 cents or \$1 a barrel to hold 550 pounds of molasses, the molasses would be worth 1 to 2 cents a gallon and from 1-11 to 4-5 cents a pound. Pittsburg coal, brought to the sugar house furnace, has for about ten years cost 1-5 cent per pound."—Stoves and Hardware Reporter.

COFFEE MILLS



CHEESE CUTTERS. BEEF SLICERS.
Scales, Scoops and Funnels.

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

BUSINESS CHANCES.

GENERAL STORE TO LET. IMMEDIATE possession. Good front. Best stand in the village. Low rent. Apply J. K. Falconbridge, Richmond Hill. 30

FOR SALE—One of the finest premises in London for groceries, flour and feed business. Prominent corner, building 26x90, 3 stores with 80 feet cellar. For particulars address F. Barnard, owner, 609 Dundas St., corner Adelaide St., London, Ontario.

GOLD MEDAL, PARIS, 1878.



W. BAKER & Co.'s Breakfast Cocoa

from which the excess of
oil has been removed,

*Is Absolutely Pure
and it is Soluble.*

No Chemicals

are used in its preparation. It has more than three times the strength of Cocoa mixed with Starch, Arrowroot or Sugar, and is therefore far more economical, costing less than one cent a cup. It is delicious, nourishing, strengthening, EASILY DIGESTED, and admirably adapted for invalids as well as for persons in health.

Sold by Grocers everywhere.

W. BAKER & CO., DORCHESTER, MASS.

GENERAL STOREKEEPERS
Who deal in Dry Goods
Should Subscribe for
THE DRY GOODS REVIEW

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

SEND FOR SAMPLE COPIES
THE DRY GOODS REVIEW, TORONTO.
THE J.B. McLEAN CO. (LTD.) PUBLISHERS.

DRINK
SYDNEY GIBSON'S
COCOA
REFRESHING-NOURISHING

ESTABLISHED 1851.

INCORPORATED 1856.

EDDY'S



MADE
ON
HONOR

SOLD
ON
MERIT

AT ATTRACTIVE PRICES
WITH LIBERAL DISCOUNTS.



MATCHES



A Food. A Drink. A Medicine.

JOHNSTON'S FLUID BEEF

has threefold usefulness

As Beef Tea,
As a Stimulating Tonic,
As a perfect Substitute for Meat.

It contains the vital principles of
PRIME BEEF.

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

AGENTS FOR

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

Chivers' Carpet Soap

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

Chivers' Disinfectant Cloth Soap

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

J. H. WALKER,
Alma, Ont.

TULLOCH & CO.,

Manufacturers' Agents
and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmans' 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.

89W

GROCERS should try our two new lines, CHOCOLATE ICING and CHOCOLATE PUDDING, packed in two four dozen cases, either straight or assorted.

F. W. Schwartz, Halifax, N.S.

Agent for Maritime Provinces.

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

Dont' Fail to Get

—A BOX OF—

Adams' Monte Cristo
CHEWING GUM.

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

Be sure to ask your Jobber for it.

ADAMS & SONS' CO'Y

11 and 13 Jarvis St., Toronto.

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.

ALL GROCERS SHOULD SELL
THE

BALTIMORE FRUIT PUDDINE.

Manufactured by

ELLIS & KEIGHLEY,

TORONTO.



BUY ONLY
THE BEST

THE GAIL BORDEN Eagle Brand Condensed Milk

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

AS A FOOD FOR INFANTS IT HAS NO EQUAL.
FOR SALE BY
Grocers and Druggists Everywhere.

For reliable brands of cut smoking and chewing Tobaccos use the following:

CUT SMOKING :

- OLD FLAG.
GOLD FLAKE.
HAND MADE.

FINE CUT CHEWING :

- GOLDEN THREAD. GLOBE.
VICTORIA. HIGH COURT.
JERSEY LILY.

MANUFACTURED BY

THE GLOBE TOBACCO WORKS CO., OF LONDON, Ltd.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, July 23, 1890.

This list is corrected every Thursday. The prices are solicited for publication...

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...

BISCUITS.

Table listing various biscuits like Arrowroot, Abernethy, and others with prices per lb.

BLACKING.

Table listing blacking products like Day & Martin's and Edwards, Catchpole & Co's.

BLACK LEAD.

Table listing black lead products like Reckitt's and Teller, Rothwell & Co's.

BLUE.

Table listing blue products like Reckitt's Pure Blue and Teller, Rothwell & Co's.

BROOMS.

Table listing various brooms like Carpet, X Parlor, and others.

CORN BROOMS.

Table listing corn brooms like X Carpet, XXX Hurl, and others.

CANNED GOODS.

Table listing various canned goods like Apples, Blackberries, and others.

JAMS AND JELLIES.

Table listing jams and jellies like Gooseberry, Strawberry, and others.

CANNED MEATS.

Table listing various canned meats like Corn Beef, Minced Collops, and others.

MINCE MEAT.

Table listing mince meat products like Bryant, Gibson & Co's.

CHEWING GUM.

Table listing chewing gum products like Tutti Frutti, Bo-Kay, and others.

BAKING POWDER.



Table listing Cleveland's Superior Baking Powder products in various sizes.

Table listing other baking powder brands like Dunn's No. 1 and Cook's Gem.

COOK'S FRIEND.

Table listing Cook's Friend products in various sizes and weights.

CLEVELAND'S BAKING POWDER is fast supplementing all others, and after a thorough analysis has been adopted by the U. S. Government as the standard baking powder for the army.

Prices current, continued—

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

CROSE & BLACKWELL'S. Pickles, all kinds, per doz 3 25. LEA & PERRIN'S, per doz. Worcester Sauce, pt. 33 60. pints 6 25. LAZENBY & SONS. Pickles, all kinds, pints 3 25. quarts 6 00. Harvey Sauce—genuine—hlf. pts 3 25. Mushroom Catsup 2 25. Anchovy Sauce 3 25

PRODUCE. DAIRY. Butter, creamery, rolls \$0 21. tub. 0 19. dairy, tubs, choice 0 14. medium 0 10. low grades to com. Butter, pound rolls. large rolls. store crocks. Cheese. COUNTRY. Eggs, fresh, per doz. limed. Beans, per bbl. Onions, per bbl. Potatoes, per bbl. Hops, 1889 crop. 1890. Honey, extracted. section.

PROVISIONS. Bacon, long clear, p. lb. 0 08. Pork, mess, p. bbl. 15 00. Hams, smoked, per lb. 0 11. pickled.

Bellies, 0 10. Rolls, 0 08. Backs, 0 10. Lard, Canadian, per lb. 0 10. Hogs, Tallow, refined, per lb. rough.

RICE, ETC. Per lb. Rice, Aracan 34. Patna 42. Japan 5. extra Burmah 34. Grand Duke 64. Sago 4. Tapioca 5.

SPICES. GROUND. Pepper, black, pure. fine to superior. white, pure. fine to choice. Ginger, Jamaica, pure. African. Cassia, fine to pure. Cloves. Allspice, choice to pure. Cayenne. Nutmegs. Mace. Mixed Spice, choice to pure. Cream of Tartar, fine to pure.

STARCH. EDWARDSBURGH STARCH MFG. CO. MONTREAL. BRITISH AMERICA STARCH CO. BRANTFORD. No. 1 Laundry, 4 lb cartons. Canada Laundry. Silver Gloss, crates. Lily White, crates. Silver Gloss, 1 lb chromos. Lily White, 1 lb chromos. Satin, Starch 1 lb chromos. Brantford Gloss, 1 lb chromos. No 1 Laundry, barrels & halves. No 1 Prepared Corn. Canada Corn. Challenge Corn. Rice Starch, 1 lb. Cube, 1 lb.

KINGSFORDS OSWEGO STARCH. Pure Starch—40-lb boxes, 1, 2, and 4 lb. pack'g's 8. 36-lb boxes, 3 lb. packages 8.

12-lb. 38 to 45-lb boxes. Silver Gloss Starch—40-lb 1, 2 and 4 lb packages. 40-lb 1 lb package. 40-lb assorted 1/2 and 1/4 lbs. 6-lb sliding covers. 38 to 45 lb boxes.

Oswego Corn Starch—for Puddings. Custards, etc.—40 lb boxes, 1 lb packages. 20

SUGAR. c. per lb. Granulated, 15 bbls or over. less than 15 bbls. Paris Lump, bbls and 100 lb. bxs. 50 lb. boxes. Extra Ground, bbls. less than a bbl. Powdered, bbls. less than a bbl. Extra bright refined. Bright Yellow. Medium. Brown. Raw Jamaica, in bags.

SYRUPS AND MOLASSES. SYRUPS. D. M. B. V.B. E.S.V.B. XX. XXX. MOLASSES. Trinidad, in puncheons. bbls. bbls. New Orleans, in bbls. Porto Rico, bbls. barrels. barrels.

TEAS. GREENS. Gunpowder—Cases, extra firsts. Half chests, ordinary firsts. Cases, sifted, extra firsts. Cases, small leaf, firsts.

Young Hyson—Moyunes Half chests, ordinary firsts. seconds. common. PING SUEYS. Half chests, firsts. seconds. Half Boxes, firsts. seconds.

JAPAN. Half Chests—Choice. Choice. Finest. Fine. Good medium. Medium. Good common. Common. Nagasaki, 1/2 chests Pekoe. Oolong. Gunpowder. Siftings.

CONGOUS. Half chests, Kaisow, Moning. Caddies and half chests. Cadies, Pakling and new makes. SCENTED ORANGE PEKOE. Boxes, Foochow and Canton. Half chests Formosa. Caddies.

ASSAM. Chests and half-chests Pekoe. No. 1 Finest Assam Pekoe. 2 Assam Broken Pekoe. 3 Assam Pekoe Souchong. TOBACCO AND CIGARS. British Consols, 4's; bright twist, 5's; Twin Gold Bar, 8's. Ingots, rough and ready, 7's. Laurel, 3's. Brier, 7's. Index, 7's. Honeysuckle, 7's. Napoleon, 8's. Royal Arms, 12's. Victoria, 12's. Brunette and Lovely, 12's. Prince of Wales, in caddies. in 75 lb boxes. Bright Smoking Plug Myrtle, T & B, 3's. Lily, 7's. Diamond Solace, 12's. Mvrtle Cut Smoking, 1 lb tins. 1/2 p. pg, 6 lb boxes. oz pg, 5 lb boxes.



KINGSFORD'S OSWEGO STARCH.

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

Corn Starch, FOR THE TABLE,

Standard of Excellence. Absolutely Pure.

For Sale by all Leading Jobbers in Canada.

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

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

NO BLUEING -

Material whatsoever is used in the manufacture of

OUR GRANULATED.

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

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

Redpath

CERTIFICATES OF STRENGTH AND PURITY.

OFFICE OF THE PUBLIC ANALYST,

MONTREAL, September 9th, 1887.

To the Canada Sugar Refining Co., Montreal:

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

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

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

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

CHEMICAL LABORATORY, MEDICAL FACULTY, MCGILL UNIVERSITY.

MONTREAL, September 9th, 1887.

To the Canada Sugar Refining Company:

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

Yours truly,

G. P. GIRDWOOD.

THE CANADA MEAT PACKING CO.,

MONTREAL,
BEEF AND PORK PACKERS,

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

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

WRITE FOR QUOTATIONS.

:- HOW TO SELL GOODS :-

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

GROCER PUB. CO.,

6 Wellington St. W., Toronto.

TRAVELLERS' GUIDE

WM. PROUT. J. E. INSLEY, Manager.

LELAND HOTEL

Corner Hastings and Granville Streets, one block from Railway Station and Steamship dock.
Vancouver, B.C.
PROUT & INSLEY, Proprietors.

THE COLONIAL,

New Westminster, B.C.

Headquarters for Commercial Travellers. Fine Sample rooms. First-class in every respect.
GEO. R. RAYMOND, Proprietor.

THE WINDSOR.

Regina, Assa.

First-class Family and Commercial Hotel. Good sample rooms. Livery in connection.
MRS. DOIG, Proprietress.

THE SANITARIUM

BANFF, N.W.T.

Favorite Western Summer Resort. The best of accommodation for travellers.
R. G. BRET, Medical Director. H. RANSFORD, Mgr.

Grand Pacific Hotel

KAMLOOPS, B.C.

The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men
OREEDEN & SMITH, Props

The Hilliard House

RAT PORTAGE, ONT.

Strictly first-class. The favorite commercial house along the line of C. P. R.

LOUIS HILLIARD, Prop.

LELAND HOUSE,

Graduated Prices. Recently furnished.

W. D. DOUGLAS & CO., Proprietors.

The finest hotel in the Northwest. Pure spring water. Corner Main and Albert Sts.
City Hall Square, WINNIPEG, MAN.

The Clarendon Hotel,

Winnipeg, Man.

RUTLEY & McCAFFREY Proprietors.

The Algoma House.

PORT ARTHUR, ONTARIO.

Beautifully situated, fine sample rooms. Special attention and accommodation for travelling men

MERRILL & HODDER, Props.

PATERSON HOUSE,

OWEN SOUND, ONT.

One of the best appointed houses in Ontario, situated in the business centre of the town. All modern improvements. Headquarters for commercial men
A DUNCAN, Prop

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.



"KENT BRAND"

Canned Goods and Fine Mixed Pickles

—ARE—

The Standard Goods.

If your wholesale grocer does not handle these goods write direct to

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

JOHN TAYLOR & Co's
WHITE ROSE
AND LILAC BLOSSOM
PERFUMES.

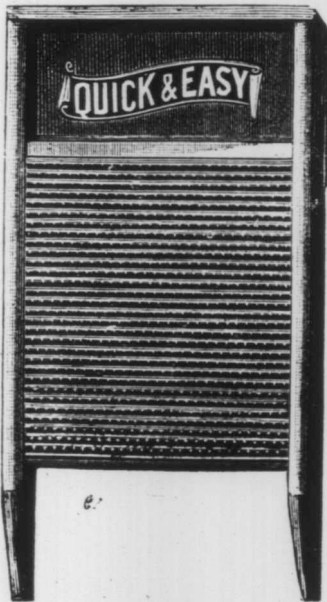
ORDER
IVORY BAR
SOAP

"Quick and Easy"

IS THE BEST

WASHBOARD

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



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

T. G. Williamson & Co.,

COMMISSION MERCHANTS.

TEAS, COFFEES, FRUITS, SUGARS, ETC

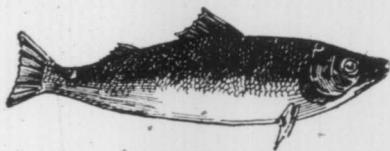
42 Front Street East,
TORONTO, ONT.

ORDER A CASE OF

OCEAN WAVE BAKING POWDER

From your Wholesale Grocer.

Sells itself after one Trial. Prices Current



Fraser River Salmon

"ROYAL"

- AND -

"BRITANNIA"

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

BELL-IRVING & PATERSON,
AGENTS,
Vancouver and New Westminster, B.C

CORTICELLI

SPOOL SILKS & TWISTS,

EMBROIDERIES & FANCY SILKS.

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

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

Commercial Travellers.

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

TORONTO SALT WORKS,

128 Adelaide E., Toronto,

Sole City Agents for the "Canada Salt Association"

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

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

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



When writing to our advertisers please enclose the above

BROKERS

—AND—

COMMISSION MERCHANTS

IN CANADA

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

Address, J. B., care this paper.

- PARISIAN - BLUE!

Is Stronger and More Economical

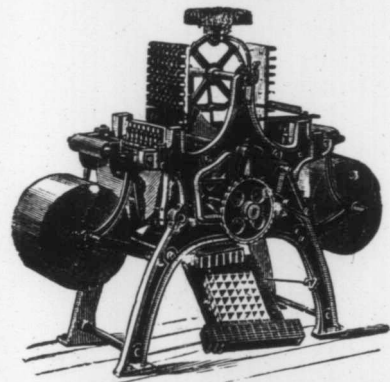
THAN ANY OTHER BLUE.

It Does Not Stain the Linen.

TELLIER, ROTHWELL & CO.

Northumberland Paper and Egg Case Co

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



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

To Subscribers.

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

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

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

ESTABLISHED 1856.

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

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

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

If your wholesale grocer does not keep them write direct to

MARTIN BROS.,

Mount Forest, Ont.

Oats and Feed a Specialty.

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

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

FINE GOODS OUR SPECIALTY

MUNGO CIGARS, EXCEPTIONALLY FINE.