

# CANADIAN GROCER

## & GENERAL STOREKEEPER

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

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SPECIAL TO OUR READERS.

The design of THE CANADIAN GROCER  
benefit mutually all interested in the busi-  
ness would request all parties ordering goods  
and purchases of any description from  
advertising with us to mention in their  
that such advertisement was noticed in  
THE CANADIAN GROCER.

Father Time has punched the last  
pages on the calendar of 1891, and that  
year's ticket will carry none of us any  
farther. To-day the sun rises on a new year.  
May the lease of opportunity which we all  
buy this day turn out profitably! To all  
our readers we wish A Happy New Year.

\* \* \* \*

We begin with a fair legacy from the old  
year. In its actual possessions Eighteen  
Ninety-two gives better earnest at its outset  
that it will be a prosperous year than many  
of its predecessors ever gave. No former  
year ever succeeded in this country to so  
full a store of natural products as falls to  
1892. The grain yield of the country has  
been enormous, and most of it is yet in the  
hands of the growers. This is not a bad  
place for it to be, if the grain market develops  
it has all along been expected to develop  
during the winter. It is at all events better  
that we should be able to turn our eyes  
lovingly to a large balance from the crop of  
the old year than be obliged to turn our  
eyes fully towards the crop of the new  
year. The actual is always better than the  
expected. As a consequence of our large fruit  
crop we have been able to do already a lar-  
ge business in apples than we have done  
in several years past, and we are but

midway in the season of the outside demand.  
Last summer and early fall our butter ship-  
ments were surprisingly large, there is reason  
to believe that English consumers are  
recovering confidence in our butter, prices  
have been steadily on the side of fair value,  
and we turn the year with none of that huge  
accumulation that has heretofore been a  
familiar resource of the domestic market at  
Christmas. Our cheese holds its own abroad,  
the full season's make is out of the hands of  
the manufacturers, and prices are good.  
With the exception of a dull spell in the  
summer, eggs had a good year of it during  
1891, despite the fact that that year was the  
first one throughout which we shipped to the  
British market. We have clearly lost nothing  
for our eggs as a result of the compul-  
sion the McKinley Act placed us under to  
abandon the United States market. The  
tariff protection afforded to hog-raising,  
while it has led to an increase in the num-  
ber of hogs fed—the number raised in 1891  
exceeding that of 1890 by about one-sixth of  
the latter—has been prevented from giving  
undue benefit to a few packers by the in-  
crease it has caused in the number of per-  
sons who are in that industry. The benefit  
has accrued mainly to the producer, and  
therefore acts upon trade very directly. The  
action of several European countries—Ger-  
many, Austria, Italy, and in a less degree  
France—in removing the prohibition upon  
United States pork has reduced the strain  
of United States competition upon this mar-  
ket. The increased duty which the McKin-  
ley Act placed on wool and hides has had a  
depressing effect upon these products. But,  
taken all in all, the basis of trade is far more  
substantial and the atmosphere of business  
more bracing than it was this time last year.

\* \* \*

Industrially there has been perhaps no  
very appreciable advance, if any. But the  
crops of 1891 have scarcely begun to tell yet

upon the output of our manufactories and  
upon the volume of money the wage-earning  
class keep afloat in trade. The first of Janu-  
ary is an arbitrary breaking point in the  
trade year. Speaking roughly, the motive  
power of whatever trade is transacted lies on  
one side of that date, and the trade itself on  
the other. There have been no strikes, at  
all events, and this is an evidence of content  
among the working classes that points to  
fairly satisfactory conditions of employment.  
Labor generally commanded good pay, and  
even at the dullest period hands were scarce  
for harvest work.

\* \* \*

In grocery lines the most important event  
of the year was the removal of the duty upon  
raw sugar. That, and the uncommonly large  
crop of summer fruits, were the causes of the  
great trade in sugar during July and August,  
during which the volume sold far exceeded  
that of any former summer. The British  
Columbia salmon pack has been but an aver-  
age one, while the lobster pack was short.  
The extent of the canned vegetable pack  
was for a considerable time a perplexing fac-  
tor in the situation for buyers, but it is evi-  
dently now a settled conviction that it is not  
excessive. The year is remarkable for the  
boreness of the market at the time of natural  
renewal, and consequently for its very large  
consumption of canned goods. The dried  
fruit crop of the year was large, and prices  
ruled low. The large yield of California  
raisins caused a vast shrinkage in the United  
States demand for Valencias, and this, to-  
gether with the large crop in Spain, the sur-  
plus of old stock carried from 1890, and the  
large proportion of inferior fruit, caused a  
remarkable weakness in prices. The prices  
of tea have been on the easy side, mainly on  
account of the competition among importers.  
Lower freights since we have begun to re-  
ceive direct by the Pacific and C. P. R. route  
have something to do with this. There has

been some internal increase in the production of certain lines. More canneries were at work last year; there were also more evaporating houses. In Quebec beet root sugar was successfully grown on an encouraging scale, and a refinery at Farnham was put in operation in the fall. The economy and utility of this sugar, in comparison with the product of sugar-cane, are not yet settled. A new refinery, the British Columbia Sugar Refinery, has been at work throughout the year in the east.

The political events and tendencies of the year that have had a marked bearing upon trade have not been as numerous as they have been important. The agitation of a plan for facilitating trade among all parts of the British Empire has roused considerable interest in this country, and is meeting with more encouragement in England since the conclusion of the great Zollverein of Central Europe, which, along with the McKinley Act, must have the effect of narrowing Britain's markets and probably tend to increase trade relations among the parts of the Empire. Pointing in the direction of the latter object is the request made by the Canadian Parliament at its last session, that the Imperial Government do not embody the most favored nation clause in the renewals of existing commercial treaties with certain European countries. Overtures have also been made from this side for the establishment of a measure of trade reciprocity between Canada and the United States, but no progress has been made. The last important event in commercial politics has been the disagreement with Newfoundland, the Government of that colony provoking this country to retaliate by imposing a duty on Newfoundland fish, which course was followed by a reprisal in the form of a heavy increase of duty upon Canadian flour and certain other products imported into Newfoundland.

As to the record of the retail grocers and general merchants of the country during the past year, the failures have been quite numerous, but with a few very notable exceptions they have been for comparatively small amounts. Credit is generally given with more caution. To the retailers it has been limited throughout the year to the terms adopted by the Guild. Several of the millers have made a departure in the matter of selling flour to grocers on time. Collections have been slow. Buying by retailers has been largely non-speculative and in small parcels. The early closing movement was very considerably extended last summer. Association-forming made progress in the towns. A preliminary convention was held in this city, at which leading associations were represented, and arrangements are under consideration for larger meetings of a like nature. The peddling question has been a prominent one under the consideration of the trade. A new element of anta-

gonism to the trade, an association called the Patrons of Industry, has gained ground in territory, but perhaps not in power to do mischief. How the year's returns compare with those of other years, has to be learnt by the results of the annual inventories of individual traders.

### NOW FOR THE INVENTORY.

Usage has fixed the first of the year as the time for traders to take the value of all the assets they have in their business. It would seem to correspond better with the course of nature if the beginning of a new trade year, instead of a new calendar year, were chosen as the time for stock-taking, as the trade year is marked out by the coming in of the staple crops of the country and by the more or less complete exhaustion of old year natural products. Just with the country's last instalment of resources, it seems fitting that the trader should begin afresh and take due note of what he has to begin with. But a more important thing than agreement with nature is agreement among the trade upon the matter, as it is desirable that the merchants of the country should conform to a common usage in respect to the time for stock-taking. This they do, and that is the main thing. It is possible that every trader is now so far abreast of the times as to be in the yearly habit of taking an inventory of all his mercantile belongings. If there are some who do not observe this salutary and necessary custom, it is time they got about it. The man who does not take stock must grope his way. He cannot properly direct his business. A veil of ignorance covers a multitude of dangers if the trader does not clearly inform himself as to his position once a year. There are some people superstitious enough to believe in going it blind. They go on buying and selling, they spend money freely upon the necessities and the extras of life, and the business stands it. Their fortune works itself out in the dark, and they are happy in their ignorance of how they escape pitfalls. The thing usually ends badly, and is certainly not to be trusted. Good, plain old-fashioned thrift, no matter how much discounted by some people who have realized sudden success, is the very best principle a man can have at work in his affairs. If he has not this his business is apt to go to pieces in the long run. A spur to the exercise of thrift is a knowledge of one's weakness. That can be got only by taking an inventory at least once a year. Then the trader can see if last year's profits, business methods, concession of credit, standard of living, etc., can be maintained for another year, or if any or all need to be modified. The inventory is full of lessons for the trader, and is a most conservative influence in business. The man is at a disadvantage who begins the year without its wholesome enlightenment.

The inventory includes not only stock-taking but a summary of the results of the year's business. In the January review of his position the trader ought to bring out clearly how much he started the year with, i. e., the result of last year's stock taking, and the quantity of stock bought during the year closed; against this should be the total sales of the year, and the value of the stock entered in the sheets now being made up. The difference will be the gross profit on the year's business, and against this are to be set the year's expenses—as bad debts, interest, freight, advertising, salaries, postage, etc.—and the difference will be the net profit or loss. To get at the desired information as to the issue of the year's business the books should be in first-rate shape, as the stock should be well-disposed for the purposes of stock-taking. If the trader finds that the sales of the last six months do not total up as much as those of the last half of 1890 or any average year, he should not be disheartened. He has probably sold more stock, but he should remember that the great staple, sugar, went down in price at the beginning of the half year as a consequence of the removal of the duty. Instead \$18 to \$21 per barrel, sugar has sold at \$12 to \$15 per barrel.

Preparations for taking stock ought to precede the work itself. The goods should be grouped so as to facilitate entering. One man should do the entering on an improvised pad of heavy, properly ruled paper tacked to a board back, and as each sheet is filled with entries it may be detached and passed to somebody else for pricing, extending and adding. The contents of the stock sheets should be arranged under headings to indicate the locality where the goods are kept, as Left Shelving, Cellar, etc. A plan of operations ought to be sketched out at the beginning to introduce order into the work. There will be a good deal of more or less shopworn, damaged, or superannuated stock discovered. This should be thrown together and put aside by itself as a bargain stock to bring out in dull times or catch a purchaser who wants abnormally easy prices. Notes should be made, not upon the inventory but in a book kept for entering Wants, etc., if any shortages are revealed in the stock-taking. Goods have to be on sale all the time the entering is going on. If sales are made from goods already entered, alterations should not be made in the figures upon the sheets, but the value to be deducted with a minus sign before it should be entered in the margin beside the entry for such goods. Errors should be corrected in the same way, placing the plus sign before amounts to be added. The total result of such additions and subtractions should be collected at the end and added to or subtracted from, as required, the aggregate of the stock-taking. Five per cent should be deducted from the total result of the sheets for shrinkage or other losing factor.

### THE MERCHANT'S IDEAL.

"An ideal, far in advance of practicability though it may be, is always needful for right guidance." These are the words of one of England's philosophers, and there is no valid reason why even a philosopher's wisdom may not be turned to account by the practical man of business. Unless a business man sets a goal, he will not know how nor where to direct his course. The merchant should have his ideal in business as much as a poet, a painter, or a philosopher in their respective vocations.

To take a walk down the business street of any town is to find that different merchants have different ideals. Some show extreme care of outward appearances. A prominent, attractive sign, a neatly painted front, a well-dressed window, a well-arranged out-door display—these are the signs by which the passer-by may judge of the merchant's ideal. A dingy front and a poor, weather-worn display will not attract customers nor increase a merchant's reputation. It may save trouble and expense, but a dollar saved in this way is not a dollar earned. Then, when the interior of a store shows careful planning and artistic execution, it may be certain that the merchant or his head clerk has an ideal, and that a high one.

Every merchant should aim to have his store the best of its kind in the town. His capital may be smaller than that of his competitor, but he must use it to the greatest possible advantage, making up for this disadvantage by extra careful management. His store may not be the largest, but the largest knife will not always do the most cutting. The way in which space is utilized in a store overcomes difficulties as to lack of space. The situation may not be the most convenient for his business but he must make up for this by increased attractiveness. His clerks should be the best procurable. Do not keep a poor clerk from a mere desire to avoid the trouble of filling his place. A merchant must also have his ideal as to how his customers should be treated, how their orders should be executed, how their wishes should be gratified, and how their custom should be retained. He should know how a good business should be managed, financially and otherwise, and to find out this he must profit by the experience of others, which he should be always seeking to discover, and by his own experience. The wide awake merchant must be always learning from contact with others who have had the experience he is trying to gain.

To accomplish all this, he should set a high ideal before him and daily try to attain that high standard. The higher the standard, the greater the attempts to attain it. He must be enthusiastic in his business, and his whole energy must bend towards the making this business a successful one.

Mediocrity is to be shunned. Aim high and gain the height, or at least come so near it that you may have the satisfaction of looking down the rugged road and of feeling that you have traversed a goodly distance.

### THE VICTIMS OF THE PATRONS.

Mr. R. J. McLoughlin, Wallaceburg, Ont., writes a letter which we print on another page, with every expectation that it will do good wherever it is read. There has been a great deal of clamor about the campaign the Patrons are carrying on against independent traders. The formation of every new lodge is hailed with an uproar of rejoicing that swells from one side of the province to the other; the local press starts the cry, and the metropolitan papers re-echo it, until the public begin to think that the Patrons are carrying everything before them. From the assailed trade, on the other hand, there is only now and then an audible murmur, and this silence tends to confirm on-lookers in the opinion the fuss of the Patrons is calculated to scatter abroad, that the latter are having it all their own way. The trade ought to be, if not equally vociferous, at all events equally prominent in the struggle, and then no credit would be given to the Patrons for their superior aggressiveness. Such facts as Mr. McLoughlin brings before the attention of his fellow-traders are never mentioned by the Patrons. If they are not made conspicuous by the trade, they will never leak out to forewarn and encourage men who have yet to face the temptation or the coercion of Patron agents. To check this movement it is the duty of all who know anything of the association to put it at the service of their fellow-merchants. Our columns are open.

The movement is not to be dreaded for its permanency—for that is a property that is not inherent in it and that cannot be accidental to it—but for its disastrous effects upon trade while it exists. Its track will be marked by more sepulchres of ruined businesses before those are through with it who have foolishly embraced it. A Patron store is the tomb, not the nursery, of business, and the sad epitaph on the three stores whose former owners have been obliged to give up the struggle in Wallaceburg will be the death sentence of the Patrons throughout this country in a very short time. But one short year sufficed to hurry into hopeless insolvency two men whose reputed business sagacity led to their appointment to the chief offices in a local business men's association. This ought to be instructive and admonitory reading for some weak-kneed traders, who are wavering towards the side of the Patrons. Mr. McLoughlin's clearly worded, well-written letter ought to be pondered by every one in the trade.

### SOUND ADVICE.

In the American Cultivator of the 19th inst. the following sterling advice to farmers appears:

"The advice not to get trusted, and to buy only what you have money to pay for immediately, is for most of the year much easier to give than to act upon. A large proportion of American farmers begin and work through life with too little capital. They buy too much land in the first place, and to make this land productive are obliged to borrow money to stock and work it. Even then they usually borrow less than profitable management of the land requires. The result is a multitude of petty debts that harass worse than large debts, are more often the subject of disagreements, and prevent farmers from one year's end to another from knowing exactly how they stand financially. No good business man will allow himself to remain long in such financial condition as this. He will pay off the numerous small debts, even if he has to borrow the money in a lump to do so. At this season of the year, and through the winter, money is more plentiful with farmers than at other times. It ought to be possible for most of them to hold in reserve money sufficient to pay cash for all they need to buy. They will probably buy rather less paying cash than if they received credit. What they buy for cash will be at a large reduction, more than enough in most cases to leave a good profit after deducting legal interest on borrowed money."

If to the foregoing had been added the injunction to practice rigid economy until the burden of debt has disappeared, the paragraphs would have deserved a place in every farmer's scrap-book or a frame upon his living-room wall. As it is, it merits the highest praise, and the lesson it teaches might be learned by many merchants to their great pecuniary advantage, not to mention the freedom from the mental strain and the annoyances produced by a number of petty debts.

Too many of the farmers' organs seldom refer to the farmers' indebtedness except when in need for a text for articles denouncing the "middleman" and the "bloated" mortgage holder. How much wiser is the policy of the Cultivator, which offers valuable suggestions instead of indulging in diatribes against perfectly innocent people, and advocating the formation of Alliance exchanges and other schemes for the extermination of the middleman. With the exception of wage-earners who are paid at intervals of a fortnight or more, and of farmers who seem to be, as a rule, destitute of cash except immediately after harvest, the people who actually need credit from retail merchants are not numerous, and if with the passage and enforcement of a weekly payment law, and the acquirement of businesslike and thrifty habits by the farmers, the necessity for granting credit to those two classes could be obviated, a general system of strictly cash dealing could be established, to the betterment of every branch of trade, and an improvement of the purchasing power or the condition of consumers, owing to the lower prices at which cash sales can be made.—*Merchants' Review.*



### THE DECAY OF PATRON STORES.

WALLACEBURG, Ont., Dec. 22, 1891.

Editor of THE CANADIAN GROCER :

SIR,—From perusal of Mr. Weismiller's letter in a recent issue of THE GROCER, I am led to give you, for the benefit of the trade generally, a short history of that very ephemeral organization known to fame as "The Patrons of Industry." As I will give nothing but facts, I must perforce detail only what has come under my own observation here. About one year ago the pestiferous thing first made its appearance in the townships adjacent and tributary to our town. This section was, I believe, one of the earliest visited by the "organizers," who hailed from Michigan, only a few miles distant from us. You will probably remember that I wrote a short letter to THE GROCER at that time under the nom de plume of "Merchant," counselling united and determined opposition to "the Patrons" on the part of all merchants. In that letter I also stated that the only two merchants in our town who could be found to take up the Patrons were the President and Vice-President of a so-called Business Men's Association which had been organized here a short time previous.

Only one little year since these events occurred, and what do we find now? The aforesaid president and vice-president both failed and out of business, as well as a third foolish merchant who listened to the voice of the charmer and marred a hitherto unsullied business record by pandering to the selfishness of the Patrons of Industry. With these three victims lying hors de combat, and fortunately no others being available to take their places, the Patrons have come to an abrupt and inglorious ending here. Almost daily we are informed of lodges that have been broken up and scattered. In fact it has been a complete rout of horse, foot and artillery.

Now why could not this have been accomplished one year ago? Why could not the "Patrons" have received their death blow then, instead of having been permitted to gratify their inordinate selfishness for a twelve-month to the utter ruin of three of our business men? Simply because there was not unanimity in opposing them. Had all the merchants refused to sell them goods at 12½ per cent. advance on invoice price (which any sensible man knows is selling at a loss), I have no doubt the three insolvent ones referred to would be still in business, and every one else engaged in trade in our town much better off to-day.

In recounting the somewhat short-lived career of Patron-ism here, believe me, Mr. Editor, I am actuated only by motives of

true devotion to the best interests of Canadian merchants, in whose ranks I have stood for a good many years, and to whose welfare I, long since, became sincerely attached, during a very pleasant part of my life spent amongst them on the road as "A Knight of the Grip." I remain, very sincerely, etc.,

R. J. MCLOUGHLIN.

### MY LATE PARTNER.

The selection of my late partner was the result of mature deliberation on my part, and all the resources at my command were called into play to thoroughly investigate his character. All I could learn of him, together with surface indications, led me to believe that he was honest and honorable. I accepted his statement that he desired to engage in the retail business. After several years' experience in this line I had accumulated sufficient capital to start half a store, hence my need of a partner. A mutual friend suggested our names to each other, and the matter of joining forces was taken under advisement. My proposed partner was head bookkeeper in a wholesale house, which was loth to give him up. After taking the precautions referred to, it took but a short time to arrange the preliminaries and to decide upon a location. He was not an entire stranger to me, as we had had a bowing acquaintance for some time, and I had also met him in a social way. He was one of those exceedingly genial fellows in whose presence one feels good natured and perfectly at ease; one that readily makes friends. To correct any false impression as to the lack of respect I entertain for those who have departed this life, or that it is my desire to knowingly cast any reflections on such, I wish to emphatically state that my late partner is not dead, but that he is appropriately spoken of as late because of his habitual lack of punctuality. Being desirous of keeping expenses at as low a figure as possible we decided not to employ clerks, but to do the work entirely ourselves. The division of labor naturally adjusted itself, he keeping the books and I doing the buying. We were, of course, both to interest ourselves in selling goods, sweeping the store, cleaning lamps, washing windows, and all such necessary duties as fall to the lot of those who are entirely independent of help. We were fortunate in creating a favorable impression in our new home, and our business proved all that could be expected for beginners. I did not fail to recognize the good qualities of my partner upon closer acquaintance, as they stood out the more clearly against the background of his defects. I may have been somewhat critical, but as his shortcomings affected me directly and personally, I could not be otherwise. He found it convenient to get to business in the morning after I had swept, put out the show goods and cleaned up generally. He was tardy in getting back from dinner and supper; and many times a day he would run out just for a minute, and

return in an hour. I expostulated with him after I became convinced that his actions were premeditated, when he laughingly promised to reform. I felt considerable hesitation in taking him to task, as we had an equal monied interest in the business, and should have been equally interested in other respects. He proved to be an excellent salesman, social and obliging, but he never developed any aptitude for putting away goods. In fact, I could always tell what goods he had shown during my absence at the counters. When asked to assist in straightening up, he would betake himself to the books, or to brushing goods, seeming to find much amusement and pleasure in the latter. I should not have been surprised to have found the polish all wiped off the blades of the pocket knives, so industriously did he employ himself in this direction. I always found him ready to lead the procession when any show was to be made, myself coming in for the work; in fact, I found in the course of time that he had numberless pleasant little ways of making himself disagreeable. Another point which was a constant source of solicitude on my part was the persistent manner in which he gave credit indiscriminately. His genial disposition, upon which I had counted so much, seemed to totally incapacitate him for refusing a request to "just charge this," even when he knew that the party was utterly unworthy of credit. When spoken to about the matter, he acknowledged that this policy would end in numerous bad accounts, but excused himself on the ground that he found it so hard to say no. He proved to be a better servant than master, for though considered an excellent bookkeeper in the position he had held, his posting was never up to date and we were obliged to look over the books whenever a customer called to pay his account. It is said one must travel with a person to know them, but I found that business association answered the same purpose. The climax was reached, during his protracted absence from the store on account of sickness, when it became necessary for me to bring the books up to date. The condition in which I found them, and the manner in which they had been kept, caused me to believe that his design was to keep me in ignorance of the condition of our business. I was strengthened in this belief, because after he had figured up the inventory a short time before, he was unable to find that any money had been made on the year's business. I felt almost confident at the time, from the amount of business we had been doing, that such was not the case; now I was certain of it. Upon his recovery and return to the store I accused him of deception, and rather than have any further disclosures made he agreed to withdraw from the firm, upon terms dictated by myself. I hardly need add that this ended my experience with partners; but I often wonder if other people who are apparently serene find their partners more congenial than mine proved to be.—Exchange.

# OUR TRAVELLERS

Start out on their respective routes on Monday. Kindly reserve your orders until they see you.

LUCAS PARK & CO.,  
73 McNab Street,  
HAMILTON.

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

Wholesale Grocers.

NEW  
CANNED FRUITS  
AND  
VEGETABLES.

Complete Assortment

—OF—  
Standard Packs.

NO BETTER

Baking Powder in the Market  
than

“DIAMOND”

NONE

as profitable both to consumer  
and dealer.

WRITE US.

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

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

# THE BRITISH COLUMBIA SUGAR REFINING CO'Y.,

LIMITED.

WORKS: VANCOUVER, B. C.

Paris Lumps, Powdered, Granulated and Yellow Sugars.

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

:- Finest Golden Syrups. :-

## McWilliam & Everist,

Have on hand for Holiday Trade :

Three cars Ripe Florida Oranges, all sizes, Two cars Valencia Oranges. Also full line of Lemons, Dates, Nuts, Figs, Grapes, California Evaporated Fruits, Bananas, Pine Apples, etc.

Prices as low as any House in the Trade.

25 and 27 Church St.,

TELEPHONE 645.

Toronto.

The Circulation of this paper has increased one-third in the past three months.

### DO YOU LIKE YOUR BUSINESS.

Perhaps a few days prior to beginning the new year spent in considering this question would prove to be very profitable before another twelve months roll around. It might materially change the plans that have been made, or cause the merchant whose lack of interest has made him indifferent, to mature plans that have been allowed to decay for the want of nourishment. The proneness of the retail merchant to get into a rut and stay there is almost excusable when we remember all the petty details that call his attention from one to the other in rapid succession. Not a few are apt to tire of this life, especially when they find that they are at best only making a living for their families and devoting their best years to confining work. In the start it will be well for the retailer to remember that his business is just what he makes it. He is the business and should do the driving. With the dissatisfied merchants it will nearly always be found that the business is in the seat and using the lash very freely.

In the grocery business one thing that militates against it to some extent is the general impression that it does not require any business training and can be picked up by anyone. As this article will doubtless be read by those who have had experience in selling groceries, it is not necessary to explain the fallacy of such an argument. It is also unnecessary to say that the men who think that it requires only indifferent attention are the men who will answer the caption about in the negative. They have found that in addition to the very hard work, there is an endless amount of annoyance that they had not anticipated. Would it not be better then to take a kind of an inventory of ability, talent and tact at the end of the year as well as stock. In summing up the whole with the results of the year's business the grocer may find that he is cheating the country out of a good mechanic, or farmer, or perhaps a statesman or a preacher, by remaining behind the counter. On the other hand, however, he may find that he possesses the necessary qualifications to make money in his present calling. Some men come to the conclusion after having a few years' experience in the grocery business that they have no talent for that line, and their decision prevents them from developing whatever natural tact they may have. Talent is all very well as far as it goes, but it does not bring customers into the store and make them pay a good profit on goods. Talent is wealth, tact is ready money. For all practical purposes of business tact carries it against talent ten to one. Tact causes people to wonder how you can compete with your neighbor and make money.

The secret of success is in being alive to what is going on around one and adopting one's self to his conditions. The man who relies solely on his talent will get left, for he

must know that the country is full of talent that hasn't energy enough behind it to make a living. Some of the most successful merchants in the country never had an opportunity to acquire more than a common school education. They were thrown into the business in which they made a success by chance. Their energy made an opening for them and experience added tact. These laid the foundation for talent which followed in due time. The trade is full of men who want to take the second step before they take the first. Small beginnings are too slow and they look for relief in a change of almost any kind. The trouble is that too often they think more of selling out than they think of improving their opportunities. That the number of grocery stores in proportion to the population in most sections is large cannot be denied, but the number does not always make competition. It is not necessary to quit business because you are one of the many. Your name may be Jones and there may be other members of this numerous family in the grocery business, but remember that while there is a number of men keeping grocery stores, the same business also furnishes ample opportunity for distinguishing one's self from the common lot. A story is told of a grocer whose name was Smith. In addition to having to fight against sharp competition in his town he was obliged to compete with two other grocers by the name of Smith. Did he give up and want to sell out? No, he had red hair and he distinguished himself by advertising as "Red-headed Smith the Grocer," and built up a good business under this anomalous trade-mark.—Chicago Grocer.

### POINTS FOR CLERKS.

An old writer says that the best education for a youth destined for business pursuits is that which draws out, develops, trains and educates those faculties which distinguish the accomplished man of business.

A good man needs physical vigor and strong nerves, and should be able to read well, speak correctly, write plainly, and count quickly and accurately; therefore a youth should be taught reading, spelling, writing and arithmetic.

A business man needs good sense and a retentive memory; therefore the senses and the memory should be educated.

A business man should have business habits; therefore a youth should be trained to industry, system, punctuality and perseverance.

A business man must be decided in character, yet courteous in manner; a youth should therefore cultivate self-reliance, presence of mind and politeness.

A business man needs sharpness and versatility; there should be nothing in the plan of education which has a tendency to produce excessive prudence.

A business man is all the time concerned with money; therefore a youth should be taught early the use and value of money and practiced in self-denial.—American Grocer.

### MONTREAL WHOLESALE GROCER'S ASSOCIATION.

At the annual meeting of The Montreal Wholesale Grocers' Association at the Board of Trade rooms last week, the election of officers resulted as follows:—President, George Childs; vice-president, Charles P. Hebert; treasurer, D. T. Tees. Directors; Chas. Chaput, W. W. Lockerby and J. C. Rose. Committee of Arbitration: Arthur Birks, D. C. Brosseau, Wm. Kinloch, H. Laporte and H. Regan.

### DON'T BE TOO FUNNY IN BUSINESS

Of course it was a good joke. Hadn't the boss said that he didn't want everybody in the office running in to see him on every little pretext? Hadn't he told one of the clerks that if the latter wanted anything brought to his attention he should speak to his immediate superior and have the matter come to him through the proper channels?

Naturally, in view of this, everyone was tickled when the assistant bookkeeper said to the bookkeeper:

"Mr. Smith, will you please ask Mr. Brown to ask Mr. Wilkins to ask Mr. Johnson to ask the boss if I can get off Friday at 4 o'clock."

The bookkeeper saw the humor of the thing, and promptly delivered the message to Mr. Brown, and so it went up step by step to the boss, who smiled a sickly sort of smile when the request was repeated to him.

"Ah, yes," he said, "the assistant bookkeeper seems to be a great stickler for office etiquette."

"Yes, sir," returned Mr. Johnson, "he was anxious that the request should reach you through the proper channels."

"Quite right," said the boss. "Now, I might call him in and give him my answer in person, but that would hardly be in conformity with his idea of propriety, would it?"

"Well, sir, I suppose it is only a little joke?"

"Yes, yes, of course. Very amusing this stepladder business. Now, Mr. Johnson, will you please tell Mr. Wilkins to tell Mr. Brown to tell Mr. Smith to tell the assistant bookkeeper that his services are dispensed with. And while you are passing the message down you might add that if we have any more of this stepladder business, I'll kick the whole ladder over and throw it out of the office."—Chicago Tribune.

### LET US ARGUE TOGETHER.

#### Why is the Star Fire Lighter better than Coal Oil?

**BECAUSE:** It is less expensive than coal oil. No trouble in preparing kindling. It is more effective, one square will burn 10 to 15 minutes, and is warranted to light a fire without coal oil or kindling. It is cleaner, and is perfectly safe.

Quick seller. Good profit. Send for free sample

STAR MANUFACTURING CO., London.

“ A HAPPY NEW YEAR. ”

To all our Customers and Friends.

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

WHOLESALE GROCERS,  
**TORONTO.**

**GREETING** To Our  
Business Friends.

Thankful for past favors and hopeful for the future, we greet you at the close of 1891, and wish you a Happy New Year.

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

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

**Cowan's**  
Royal Navy Rock Chocolate ;  
Cowan's Chocolate Icing ;  
Cowan's Chocolate Pudding.  
The standard preparations for culinary purposes.  
Order through your wholesale grocer or direct from  
The Cowan Cocoa and Chocolate Co. L'd,  
14 and 16 Mincing Lane, Wellington St. W. Toronto.

**GREAT SELLERS.**

Adams' Tutti Frutti and other  
Staple Chewing Gums.  
Each box of Adams' Monte Cristo Gum contains a sparkling brilliant stone ring which is set in the latest Parisian styles.  
For descriptive catalogue and elegant hanger signs for windows. Address  
**ADAMS & SONS' CO.,**  
11 and 13 Jarvis St., Toronto.

**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.

**500 CASES!!!**

ATLAS BRAND PREPARED BOSNIA PRUNES  
**--CROP 1891,--**

To arrive in the first days of January 1892.

**Hudon, Hebert & Cie., Montreal.**

Now arriving to be sold cheap for the holidays and before taking stock:

Fresh Grenoble Walnuts--S. S. Taragona.  
Almonds, 1,000 boxes Fine Off Stalk Valencia  
Raisins, Citron, Lemon and Orange Peels.  
Also a very large assortment of Fine Liquors, etc.

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

**HOLIDAY DELICACIES**

Batger's Jams, Nonpareil Jellies and Marmalade.  
Cunningham de Fournies Table Delicacies.  
Atmore's Mince Meat and Plum Pudding.  
Huntley's & Palmer's Biscuits.

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

### THE EXTERIOR OF THE STORE.

In order that the retail store shall present a good appearance to the eyes of the passers-by, and thus attract them within, it is necessary that goods and empty barrels and cases should not be allowed to accumulate about the sidewalk. Several of the most successful grocers in New York and Brooklyn have almost as many goods piled up outside their stores as there are inside of those establishments. The effect is not at all pleasing, and people passing along in front of the store experience considerable difficulty in getting by without rubbing flour upon their clothes from a pile of barrels upon one side of the walk, or in escaping violent contact with nails and splinters that project from boxes upon the opposite side. This state of affairs is usually due to want of room inside the store, and may be taken as a sign of prosperity, because it indicates that the business has outgrown its original quarters. From the point of view of the public, however, the contrast between the first-class dry goods store and the first-class grocery establishment that offends the eye in the manner just mentioned, is very disagreeable, and not at all flattering to the grocers. In the former all about the store is attractive. The building itself is usually of ornate style of architecture, and the show windows specious and the contents artistically arranged. No goods occupy the sidewalks, on the contrary, although they are usually as broad as they can possibly be made, nothing interferes with the free passage of the public or with one's view of the show windows. Mark the difference between such stores and at least one city grocery doing an enormous business. In the latter case barrels are piled up to a level with the stone coping of the windows in the story above the store, and the rows of the barrels stretch half the length of the store, which is on a corner. Vegetables protrude in ranks of baskets and boxes six or seven feet out from the line of the building's front, and up each side of the doorway salt sacks mount up into the air for a dozen feet or more. Along the curbstone empty barrels are ranged, besides empty soap and starch boxes. A good display is made in the windows, but it is overshadowed by the piles of goods upon the sidewalks, and, indeed, it is impossible to get near enough to distinguish closely just what the windows contain. The interior of this store is more inviting than the outside, the goods being placed in systematic piles or arranged upon the shelves with an eye to the artistic effect, and once inside, the intending customer is gratified by the scene. But it would be far better to reverse the method and let the interior suffer, provided the outside of the store, which is the first seen by customers, were made to attract instead of repel. When the store space is ample there is no excuse if the dealer litters up his sidewalk with full or empty barrels and boxes, but even want of room is a poor reason for a dealer to continue to use the

sidewalk for a store, because, whenever other classes of business men find their original stores too small for their increasing trade, they usually take measures to secure more roomy quarters. It is only the grocer who is unbusiness-like in that respect.—Merchants' Review.

### THE MAN BEHIND THE COUNTER.

This individual has it in his power to create or destroy trade, and it is for that reason why every employer should exercise the closest scrutiny as to the character of those they employ, particularly as to the temperament and disposition of employees. A man may be an early riser, attentive to business, industrious and sober, and yet a most undesirable salesman. One of the most important matters to be taken into consideration when employing a salesman, is whether or not he is good natured and obliging. If he lacks these two very essential qualifications, then he lacks the principal ingredients that go to make up a successful salesman. The disobliging, sour-faced, and ill-natured clerk will wreck any business, if he is employed long enough; and all the advertising in the world will not help matters. If there is one thing more than another that irritates and annoys, it is to be waited upon by an ill-natured clerk. One such experience is enough for the average person, when they invariably go elsewhere for supplies. The majority of persons will never say anything or make any complaint, but they transfer their patronage elsewhere just the same. This is usually a very effective remedy, and a satisfactory one. This is forcibly illustrated with the travelling salesman, who will always give a hotel the "go by," if not "boycott" it, and all on account of a surly, impertinent specimen of humanity behind the hotel desk as an excuse for a clerk. It is a safe plan to always avoid the disobliging clerk, to the extent of withdrawing one's patronage from the store where he is employed. Anyone who would knowingly employ or retain in his employ one of those miserable creatures, is not deserving of success.—Ex.

### AS TO SALESMANSHIP.

Considering the great importance of commercial travellers, says an exchange, it is a very natural question, "What constitutes a good salesman?" and it is likewise one more easily asked than answered. There are all sorts of formulas for selecting first-class travellers, being guided by their personal appearance, family connections, antecedents and personal address; but the general experience is that a good salesman is born—not made—and that it is a difficult matter to make one out of a man who has not natural fitting qualifications. It seems likewise difficult to define just what these qualifications should be. Men of the most opposite temperaments and diverse gifts are equally successful. It would naturally be thought that

a man with good address and knowledge of the business would be a success, but many such are the most disastrous failures. Men that are a success with one house frequently fail with another in just the same territory, and the reverse proposition is quite true; besides, they have to be differentiated to different sections of the country. Southern merchants are not, strictly speaking, suited by such exact business principles as those in the North; in other words, they are more influenced by the individuality of travellers, and when treated right are generally very loyal to one particular man; while on the other hand, the Northern men buy solely wherever they can do so to the best advantage, without taking friendship as a factor in the case. The only thing that can be said with any approach to certainty, is that it seems more a question of character than ability. The salesmen who wear well and have a long run of success are not always the "brainiest" of their tribe, but are sure to be men of good character—are industrious, reliable and sincere, and possess the confidence of their customers.

### WHEN, HOW, HOW MUCH TO ADVERTISE.

These three questions confront the house that has something to sell: 1, When to advertise; 2, how to advertise; 3, how much to pay for advertising.

1. A great many of the most successful business men advertise continuously. There is no sentiment about this matter. They wouldn't do it if it didn't pay them. Nevertheless, you may have goods to offer that are seasonable only at certain periods; then advertise them in season. If they are saleable the whole year, then advertise them the whole year. That's "good business."

2. Now, how to advertise, and 3, how much to pay for advertising: The actual cash value of advertising space in any medium is based on two factors, viz.: The Extent and the Quality of that medium's circulation. While circulars may be a valuable adjunct, (there is room for doubt as to this) it must be obvious that for their expense in cash, labor and time, the returns make them a costly and unsatisfactory method of reaching customers. While the periodical is examined (by many beside the one to whom it is addressed) and often kept for reference, a large number of the circulars sent out by any house are never examined at all. Hence let us consider here the periodical alone.

If it be an established fact that the readers of a paper are almost exclusively of that class which constitutes the regular or probable buyers of your grade of goods, then, manifestly, the only question in determining the value of space is that of the extent of circulation. At a glance advertising rates might seem high, or sound high, and yet in reality be very cheap indeed. It is self evident that it is far cheaper, more profitable and less trouble to reach, say 4,000 readers of the right kind, through one medium at 10 cents a line, than the same number through five or six mediums at 5 cents per line.

Among advertisers there is no folly like that of buying space simply because "it doesn't cost much." The best is not too good for the man who pays his money.

A level headed business man advertises for business, not for sentiment or pleasure. If this is not his motive, why advertise at all? And if this is his motive, why not advertise where he will get returns adequate to the cost of his investment?—Exchange.



**FEARMAN'S  
FAMOUS  
ENGLISH  
BREAKFAST  
BACON**

Mild, Sweet,  
Delicious Relish.

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

**BROOM CORN.**

An advance of fully 100 per cent. has taken place in this staple article which means a considerable advance in cost to all manufacturers.

As the effect will be to drive the cheaper grades out of the market the result will be to the advantage of the best retail trade, who can then sell a better article at a fair margin of profit and give their customers good satisfaction.

**EXTRA SELECT BROOMS.**

Made specially for first-class trade, selected Corn, Handles striped and varnished.

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

We are also making a specialty of Scrub, Shoe and Store Brushes for the best trade.

Pails, Tubs, Matches, Washboards, Clothes Pins, Cordage Baskets, etc.

Prices and quality right.

**CHAS. BOECKH & SONS,**  
80 YORK STREET,  
**TORONTO.**



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

Packer and Preserver of the Celebrated BEAVER Brand Canned Goods, Evaporated Apples.

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



**THOS. LAWRY & SON,**

**PORK PACKERS AND LARD REFINERS.**

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

**PURE LARD A SPECIALTY.**

**Hamilton, Ont.**



**BEST GOODS IN THE MARKET.**

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

**PUT UP BY THE MOFFATT PACKING CO.,  
MONTREAL.**



**ARTHUR P. TIPPET & CO.,**

Wholesale Agents  
for Canada.

1 Wellington Street East, Toronto.

**JAMES TURNER & CO., Hamilton,**

See our prices in California Evaporated Fruits and Beans, quality was never better and figures are down to hard par :

**APRICOTS, PEARS, PLUMS, PEACHES,  
NECTORINES, RASPBERRIES, BLACKBERRIES,  
LIMA BEANS.**



TWO KINDS

—OF—

Business Men.



WIDE AWAKE

kind buy from the  
EMPIRE  
because they get goods  
that are right and are up  
to the times.

Another kind are



FAST ASLEEP

but they are waking up  
every day to the fact  
that we can give them  
goods that will please  
them.

We sell direct to re-  
tailers. Send for sample  
caddy or two.

Empire Tobacco Co.,  
MONTREAL.

VOLUME VI., NO. 1.

In the above heading is quoted the distinguishing mark borne by this issue. We have entered upon our sixth year and have no reason to complain of how we find ourselves. Five years ago the point we are now at was a dim and distant one, to all but the eyes of hope, and these everyone knows are too apt to invest the future with a glow that makes the reality a disappointment. It has not been so with us. We were sanguine at the outset that THE GROCER would be a success, and its record has more than borne out our hopes. It is the paper of the trade and the trade gives its sanction to it by its all but unanimous subscription. We begin the new year as we began the last, with the resolution of doing our best to promote the commercial welfare of our readers.

COFFEE SAMPLES ANALYZED FOR  
\$14 PER LB.

The Inland Revenue Department may soon be expected to issue a bulletin upon the quality and composition of the commodity usually sold as coffee in this country. Grocers everywhere need to be on their guard that they do not make themselves liable for the expense of analyzing, etc., samples that turn out to be adulterated. An instance of such charges having been imposed has just come under our notice and is worth mentioning. The knowledge of it may make other members of the trade cautious, and will throw some light on the methods followed by some collectors of samples.

W. N. Luke runs a restaurant in connection with his store at 51 and 53 York street, Toronto, and the store is stocked mainly with candies, cigars and fruits. On the 9th of October a man called and asked for a pound of coffee. Mr. Luke keeps coffee, but not so much to sell it as to consume it in his restaurant. The man was waited on by an employe, Mr. Luke not being at home. The only coffee in stock was in tin packages, put up by a house in this city, and on every package the label bore the term "compound." From one of these packages, placed on the counter, the customer was served. He paid for his purchase, took out a quarter of a pound from it which he enclosed in an envelope-package, sealed it with the seal of the Inland Revenue, wrote a few particulars upon a blank form it bore and handed it back to the attendant, mentioning at the same time that he was Mr. Watson of the Inland Revenue Department and that this package was to be kept till some word was heard from him or the Department. That was the last of the matter till the 18th of the present month, when Mr. Luke received, through the Collector here,

a letter from Mr. Miall, Commissioner of Inland Revenue at Ottawa, stating that the sample taken on the 9th of October was found to contain chicory and farinaceous matter, and notifying Mr. Luke that within ten days he must pay the local Collector \$14 for the expense of procuring and analyzing this coffee.

This letter naturally rather astonished Mr. Luke. All the coffee he sells over the counter in a year would not amount to \$14. Why should he be picked on to contribute \$14 for the public enlightenment as to the constituents of so-called coffee? But why was an example made at all? The manufacturers admitted in their labels that the coffee was not pure. Then do the eyes of the public need opening? The public were warned by the label, which protects maker and seller alike. What these inspectors are supposed to forward are samples of what is branded and sold as Coffee, not Coffee Compound. Mr. Luke has not forwarded the \$14 charged, having sent in his protest.

The trade everywhere need to be very cautious. Anything with the epithet 'compound' marked upon it should never be named to any customer or inquirer without the addition of that distinguishing term, for the order may come from a detective. If your goods are marked simply coffee, ginger, etc., and you know where you got them, you can sell them as coffee, ginger, etc., as if you are mulcted for a breach of the second sub-division of section 11 of the Adulteration Act, you have some one else to put in for defrauding you. But, when a man asks for coffee, and you have what is marked coffee-compound, call it the latter. You can truly enough say that there is very little pure coffee sold.

FROST ON WINDOWS.

"A Subscriber" writes to ask how show windows should be ventilated to keep them from frosting. The window is not a separate compartment, as there is no partition, glazed or otherwise, between it and the remaining portion of the store. It is simply a recess. The lack of a back window makes it difficult if not impossible to keep the glass clear of frost deposits. In the air of the room, kept heated all day by the furnace, there is and indeed ought to be some moisture. The outer air keeps the window glass cool, and from the internal air coming in contact with this the moisture is distilled and frozen. There seems to be nothing to prevent it if the window is not backed by a partition which keeps the warmth pretty much outside of the space within the window. If there is this back-partition the front window can be kept clean by apertures for a circulation within it, holes being bored for this purpose in the top and bottom bars of the sash. If any of our readers know of a method for keeping single window fronts clear of frost, they will oblige us by describing it.

# BENS DORP'S

MANUFACTURED  
AT  
AMSTERDAM, HOLLAND.

Is absolutely Pure and Soluble Free from  
all oil. Requires no cooking. Pleases  
everyone that tries it. Packed in cases of 12  
lbs. each. Price, ¼ lb. cans, \$2.40 per doz.;  
½ lb. cans, \$4.50 per doz.; 1 lb. cans, \$8.50  
per doz.

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



It pays a good profit.

# ROYAL DUTCH COCOA.

Wholesale by

Edward Adams & Co., London.  
James Turner & Co., Hamilton.  
Eby, Blain & Co., Toronto.  
H. N. Bate & Sons, Ottawa.  
Caverhill, Rose, Hughes & Co., Montreal.  
Whitehead, & Turner, Quebec.  
M. F. Eager, Halifax.



It pays to buy the Best.

You can't afford to sell  
poor goods. Retailers are  
waking up to the fact and  
there is an increasing de-  
mand for good goods. Kent  
bottled pickles are sold at a  
reasonable price and yield a  
handsome profit to the re-  
tailer. Ask your wholesale  
grocer for them and take no  
others.

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

# 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.

**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 Agen-  
cies of first-class houses, either at Halifax or  
Kingston. We have a good connection and  
splendid storage facilities.

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

# Condensed Mince Meat.

Delicious Mince Pies  
every day in the  
year.

Handled by retailer  
as shelf or counter  
goods. No waste.  
Gives general satis-  
faction.

Sells at all seasons.

Will not ferment in  
warm weather.



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

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

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

Hams, Breakfast Bacon Rolls.



**GEO. MATTHEWS**  
PACKER and CURER of the "Rose Brand"

# Hams, Bacon and Lard,

ALL NEW STOCK.

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



The store and stock of Mr. G. C. Coderre, grocer, Notre Dame St., Montreal, were badly damaged by fire the other morning.

A clerk in a Windsor grocery sold salt-petre in mistake for Epsom salts, and a Mrs. Whitely who used it narrowly escaped poisoning.

Mr. Wm. Eardley, of T. B. Escott & Co., wholesale grocers, London, Ont., has left on a trip to his old home in London, Eng. He will be gone a month or two.

Messrs. James Turner & Co., wholesale grocers, Hamilton, at Christmas presented the men in the fire department with a case of tobacco.

Mr. J. R. Minhinnick, jun., late with the Imperial Oil Company, London, Ont., has been appointed western traveling representative of the Empire Oil Company, London.

It is freely reported in Orangeville that Mr. G. F. Hawkins, the big egg man, has left Canada to return no more. It is rumored that he owes the Bank of Hamilton not less than \$50,000.

The Pure Gold Manufacturing Co. present their New Year compliments in neat language upon a very elegant card which we have to thank them for. The device, which is beautifully embossed where the flaps of the card meet to envelope the missive, is very appropriately the graceful golden rod.

A carload containing 30,000 lbs. of fresh salmon has been shipped by the Fraser River Freezing Co., of Port Hanzy, to Hamburg, Germany. It is going via Canadian Pacific Railway to New York, thence in the cold storage department of a German steamship. This is the first shipment of fresh salmon from British Columbia to Europe.

Mr. J. W. Borsbery, the well-known and popular traveller for Eby, Blain & Co., was made the recipient the other evening of a handsome silver tea-service, the gift of his Oshawa fellow-townsmen upon the 15th anniversary of his marriage. It does not always express itself that way, but there is a great deal of esteem for Mr. Borsbery lying informally scattered through the grocery and general stores of the country.

A serious accident occurred the other day to W. H. Carruthers, Postmaster of Wodehouse, Ont. Messrs. Wiley and Woods met in Carruthers' store in the morning, the former having a Winchester rifle, and upon some remarks being made respecting the gun, Mr. Woods asked to examine it. Before handing the gun to Mr. Woods, Mr. Wiley took out a cartridge, believing it to be the last one in the gun, but unfortunately there

was another one in it, for soon after Mr. Woods began to examine it, off the rifle went, the ball entering Mr. Carruthers' leg just below the knee, penetrating the leg, coming out at the opposite side and lodged in the floor.

It was in Holmes' store, Newry, Ont., the other night, that a party offered to buy as much stuff as a certain young local glutton could eat. The challenge was accepted, and the young man straightway proceeded to mow away the following bill of fare:—Three plates of oysters, 2 cans of salmon, 10 dry soda biscuits, in seven minutes; sucked six eggs, and finished up on a pound of figs. This was devoured after eating his supper a few minutes previous.

At half-past six on Christmas evening burglars broke in through the windows of Messrs. Hislop, Meldrum & Co.'s store, commission merchants and dairy produce dealers, Commissioners street Montreal, and stole a case of poultry, which they carried out at the front door and placed in a waggon. Soon afterwards the police discovered what had occurred, and a hunt was made for the thieves. A man named John Keenan was caught by constables Heezele and Cote with twenty chickens and a turkey in his possession, which he could not satisfactorily account for. The result was that he was taken to No. 5 police station on suspicion of being concerned in the burglary.

According to the new Banking Act the Government will, on Jan. 1, possess itself of all unclaimed sums that have been lying in any of the chartered banks for five years. It therefore behooves all parties who have funds in any of the banks, and have not made any claim thereon, or had any transaction therewith, for five years, to call at the banks and make good their claims. There are a great many persons in this situation, some of them parents who, on the birth of a child, have laid by a small sum to gather interest for ten or twenty years, and who never imagine that it is in any danger of disappearing.

On the 1st inst., a deputation representing the Dominion Commercial Travellers' association, sister societies from the West, and the Montreal Board of Trade, waited upon the Canadian Pacific and Grand Trunk Railway companies to ask certain concessions. They desired that commercial travellers should be allowed to carry 500 lbs. of baggage, instead of 300 lbs., without paying excess rate; that fares should only be two cents per mile instead of two and a quarter cents; that the return tickets issued on Saturday at one fare for the double journey, and available for return up to Monday should be issued on Friday. The railway companies promised to consider the requests, and on Monday, Mr. Wadsworth, secretary of the Dominion Commercial Travellers' Association, received a communication to the effect that the only concession

which would be granted was that in reference to the Saturday return tickets. They would in future be issued on Friday, but their sale would be limited to the stations at Montreal, Toronto, Hamilton and London, and to the places of business or residence of the traveller, which latter must be shown by an endorsement or otherwise on his traveller's certificate.

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

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

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

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

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

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

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

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

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

"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.

## BUSINESS CHANCES.

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

**COFFEE MILL FOR SALE, CHEAP—ENTER-**prise make; stands two feet four inches high; grinds 1½ lb. per minute; good as new. Stroud Bros., Belleville, Ont.

**P. CORRIDI,**  
Accountant, Auditor, Etc.

**EXPERT AUDITING, BUSINESS INVESTI-**  
GATIONS and GENERAL ACCOUNTANCY  
A SPECIALTY.

Accounts Adjusted, Books Opened, or Audited.  
Books written up. Trial Balances and Balance  
Sheets Prepared.

Office 139 Yonge St., TORONTO.



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

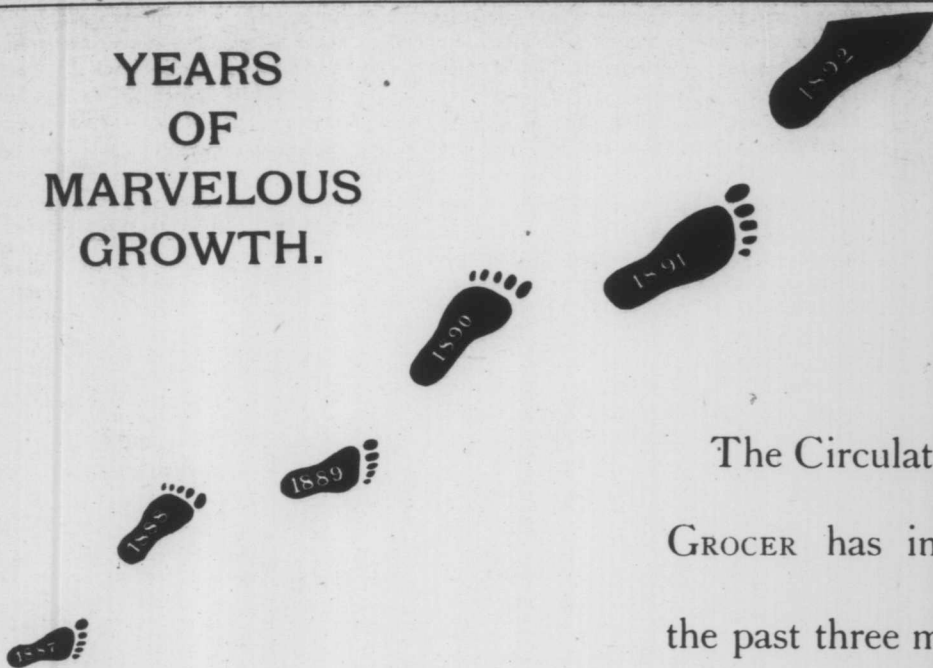
In 1, 2 and 7 lbs., in Glass, White  
and Stone Jars.

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

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

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

YEARS  
OF  
MARVELOUS  
GROWTH.



The Circulation of THE CANADIAN GROCER has increased one third in the past three months and it has now more than double the circulation among Grocers and General Merchants than that of any other journal in the Dominion. Advertisers make a note of this.

We have been steadily on the march after subscribers for the past five years and our footprints may be traced through every village, town and city from the Atlantic to the Pacific. Thousands of dollars have been spent yearly in the work. We now have our reward in seeing THE CANADIAN GROCER the leading trade journal in Canada.



## TORONTO MARKETS.

TORONTO, Dec. 31, 1891.

### GROCERIES.

The holiday week is a blank link between the market of the old year and that of the new. It is always an off-week so far as trade is concerned, and there is nothing exceptional about the present instance of it. The Christmas trade done at retail counters did not run stocks down to such a point that any considerable ordering had to be done to be able to meet the New Year's Day demand. Still an occasional small order does come in by mail or wire for nuts, dried fruits, peels, etc. They cannot well come otherwise as the travellers are all in. Stock-taking is now the work that both wholesalers and retailers are busied with. It is not expected to be an unusually heavy piece of work this year, as buying has been late as a rule. The jobbers carry no heavy stocks of anything, unless it be tea, and the retailers as a rule can go on but a short time upon present supplies. Their stock-taking is expected to reveal a considerable volume of more or less immediately pressing wants which shall tell beneficially on trade during January and February. But payments are backward, over-due accounts and renewals are a more noticeable feature of the closing this year than they were a year ago. Some members of the wholesale trade are disposed to regard this as an unfavorable omen for the winter trade, which so far has had little stimulus from seasonable weather or marketing of grain. The street is quiet, the brokers have withdrawn from it for a season, and little is to be heard but the voice of the inventory-checker calling off the items for entry.

### CANNED GOODS.

The business done just now in canned goods is nominal. Sales are not likely to be heard of until the New Year is well opened. But the market is in a healthy condition. We are turning the year with comparatively light stocks, the fall trade having honey-combed stocks very considerably and more than ever before. Heretofore the ante-Christmas demand was not entirely dependent upon the new pack, as a residuum was usually carried over from the former year's pack, but the sole vegetable supply this fall was new stock, and the season's consumption has been uncommonly large. Prices are steady at \$1.05 to \$1.10 for tomatoes and peas, \$1.05 for corn, and \$1.05 to \$1.10 for assorted lots made up of equal portions of peas, corn and tomatoes. In salmon and lobsters the market is at a temporary standstill, with the volume of stock moderate.

### COFFEES.

While coffee is neglected locally, the outside market continues in the course of its development. Uncertainty as to the position

appears to prevail in New York as to Rio. It is expected that a strong European demand will begin to tell improvingly upon the situation shortly, though without that influence the market must rule dull and prices low. Stocks here are fairly large, but high grades are scarce.

### DRIED FRUIT.

A few orders for fancy stock have been filled and the prices of Malaga have hardened in the quotations of most houses, though there are some yet quoting at values marked in Prices Current. The tendency of Valencia raisins is unchanged and prices remain as low as 5¼c. In New York and London the market is weak and evidently glutted. Offers from both markets are liberal and bids are invited. The stock in the country is lighter on this account, neither jobbers nor retailers stocking freely in anticipation of easier values before the winter is well on. Currants are steady and unchanged at 5¼c. upwards.

### NUTS.

A few parcels of Grenoble walnuts have gone out since Christmas, as a considerable supply came to jobbers' hands at the last moment before that holiday. All prices are unchanged and stocks are reasonably full.

### RICE AND SPICES.

A featureless, inactive market rules for rice. Prices are unchanged. In spices there is also a nominal trade, with no present indications of change.

### SUGAR.

The sales of the past month have been light, but prices appear to stand the dulness very well. There is some expectation that easier quotations will supervene. Against the chances in favor of this possibility must be placed the fact that the new crop of beet sugar is likely to be short, another recent bulletin from M. Licht reducing his estimate by 100,000 tons more. In New York refiners are still coquetting with importers of raw, but if the consumptive demand should become lively the former would have to go up to the ideas of the raw sugar men. The fundamental position of the sugar market appears everywhere to be strong, temporary and local dulness being the only factors on the side of weakness. Prices are unchanged at 4½ to 5c. for granulated, and from 3½c. upwards for yellows.

Willet & Gray's statistical report says: Nothing occurred during the week to change the dull and stagnant state of the raw sugar market, and, with the exception that refiners show a little more interest at the decline in the last day or two, there is nothing to remark about the past week. A very significant fact affecting the future of sugar, however, was received late yesterday in cable messages from Mr. E. O. Licht, of Magdebourg, the recognized authority on beet sugar, to the effect that he has found it necessary to reduce his estimates of the beet crop another 100,000 tons, making total crop of Europe 3,530,000 tons, against 3,670,782 tons last year, a deficiency of 140,782 tons. It is quite possible that he may be obliged to make a still further reduction. The size of the cane sugar crop is now a matter of great importance, but it is too early yet for close estimates. The latest news points to an excess over the last crop, although the crop of beet and cane together are smaller than last year. As soon as the domestic crop of the United States has gone largely into consumption, the United States must be larger buyers of raw sugars abroad than they have been in 1891, and it can be only a question of a short time when sugar will rule at higher prices all over the world. Europe

will very likely take the lead in the advance, but the United States must follow. The situation may become quite serious should the president issue a proclamation cutting off some of the sources of supply for the United States markets.

The demand for refined sugars has been only moderate, as the country buys on a hand-to-mouth basis, as is usual at the close of the year, and are carrying very little stock into the new year, which will probably prove a mistake from a speculative point of view. The extremely low prices now current for refined, as compared with raws and the prospects for raws, can scarcely be accounted for. Refiners have had a good business during the year, and perhaps care more for the

## HOLIDAY FRUITS.

Fancy Florida Oranges.  
Choice Valencia do  
Fancy Messina and Malaga Lemons.  
New Hallowee Dates.

New Grenoble Walnuts.  
New Tarragona Almonds.  
New Sicilly Filberts.  
New Brazils.

Almeria Grapes.  
Fancy California Evaporated Apricots & Peaches  
Fancy Dark C.C. Cranberries.  
Figs, best Elemes, all sizes.  
do do 7 Crown.

Please send trial order.

CLEMES BROS., 51 Front St. E., Toronto.

We have now in stock :-

New Malaga Fruit all grades,  
New Grenoble Walnuts.  
New Sicilly Filberts.  
New Taragona Almonds.

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



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

EVERY CAN WARRANTED.

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

AGENTS, Stanway & Bayley, Toronto.  
Agents for Ontario

" W. S. Goodhugh & Co., Montreal.

" Grant, Horn & Bucknall, Winnipeg.

FOR PEARLEY TEETH. TRY SOMERVILLE'S Mexican Fruit CHEWING GUM.

PURE CONFECTIONERY, FINEST BISCUITS. Manufactured by J. McLAUCHLAN & SONS, OWEN SOUND, ONT.

LEONARD BROS.,

Wholesale Fish Dealers, Are now prepared to fill all orders for their Celebrated Boneless Codfish (from new fish) packed in 5, 10, 25 and 40 lb. boxes, 2 lb blocks wrapped in waxed paper. SEND FOR QUOTATIONS.

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

TO GROCERS.

SIMCOE CANNING COY'S

Goods are warranted first-class.

PUSH THEM.

Order through your wholesale House.

There is no other Blacking for sale in Canada equal to P. G. FRENCH BLACKING.

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

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

Todhunter, Mitchell & Co.

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS. :: TORONTO.



Gold Medal, Jamaica Exhibition.

Quality Up.

Price Down.

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

Catsup and Soup.

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

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

Delhi Fruit and Vegetable Co.,

FACTORIES : DELHI AND NIAGARA.

TO MERCHANTS.

My Special Teas :

Black Tea at 23 cents per pound.

Hyson Tea at 23 cents per pound.

Japan Tea at 23 cents per pound.

Assam Tea at 23 cents per pound.

Are excellent values to retail at 50 cents per pound. SEND FOR SAMPLES.

MY PRICE FOR

Extra Granulated Sugar 4-83 per lb., being 17 cents per hundred less than the

COMBINATION.

JAMES LUMBERS,

WHOLESALE GROCER,

TORONTO.

## MARKETS—Continued.

influence of low prices for refined upon the raw sugar markets at the beginning of the cane sugar crops than for a profit on their limited December business. We repeat what we have already written this month, that it is advisable to take advantage of the concessions of refiners, and also to carry a good line of refined sugars during 1892. We will not be surprised at a very considerable advance in prices, and it may begin at any time. The Spreckels refinery in Philadelphia is said to have put in two new vacuum pans for manufacture of a full line of soft refined, and the refinery has resumed with this week. The Brooklyn house will be closed to-day until January 2, and the Havemeyers & Elder and other New York houses until Monday, the 28th inst. The salesroom of the American Sugar Refining Company will, however, be open for business on Saturday.

Stocks in all countries 53,793 tons over last year. Cane crops estimated 72,149 tons over last year. Beet crops 140,782 tons under last year. European markets rising. Refiners, under competition, selling granulated at 3.92c. net cash, made mainly from raw sugar costing 3½c. net cash. Domestic crop of the United States now being marketed 40,000 tons less than last year's. Consumption of United States increased 24½ per cent. in 1891. From the above, an advance in refined sugar seems quite imminent, and is only delayed by the competition of refiners.

## SYRUPS AND MOLASSES.

The supply of syrups has plainly outrun the demand. The prices quoted at the refineries are exceptionally low. Some United States makers have been pushing sales here. Canadian syrups range from 2¼c. up.

In molasses, as in everything else at the moment, business is at a standstill. New Orleans quotes at 30 to 50c. per gallon, and West Indies from 35c. up in barrels.

## TEAS.

As buying has been somewhat reserved for some time and stocks have been accumulating in wholesale hands, both sides of the market are believed to be in condition to do an active business when the new year trade begins. The prices quoted range as low as 14c. for Japans, 15c. for Congous and 16c. for Young Hysons. The present appears to be a very good time to buy tea. Business in Indian teas has been very quiet during the past week, but the home market is firmer especially for fine teas, all desirable lines maintaining their position. Private advices say a much improved market is expected after the holiday, and Pekoe Souchongs and such like which are now selling at very low prices, will not be procurable any more at previous figures.

## PETROLEUM.

There have been no changes in the market. A quiet business is reported at standing prices.

The Petrolia Advertiser says: Petrolia crude is \$1.30 per bbl.; Oil Springs crude \$1.30 per bbl. The fight between the Premier Oil Co. and the Imperial still goes

## THE USERS OF Surprise Soap.



Do you sell them? **SURPRISE** is good Soap with a good profit.

The St. Croix Soap Mfg Co.,

St. Stephen, N. B.

Branches:

**MONTREAL**: 17 St. Nicholas St.

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

bravely on. Prices are a mystery, but one thing we must say that both companies are manufacturing a most magnificent oil. We are informed that refined is worth about 11½c., and perhaps less where occasion calls for a cut. For quite a while there has been a depression in the lubricating oil trade here. The selling of a low class of goods, has been a disturbing element in the market. Oils improperly made from tail-ends, and which should have been dumped into the creek, were offered at prices to get contracts. Those corporations who are always on the hunt for "bargains" are in our opinion sadly taken in. Cheapness is no longer a recommendation, when the wear and tear of machinery is taken into consideration, and the lessons of the past few years should cause buyers to look after their interests more closely. Dark steam refined is most popular from the fact that the miserable apology formerly sold under that name by some refiners could find no market, and the better product of well-known brands commands a ready sale at higher prices. Improved process for manufacture have worked a revolution in the lubricating oil line, and the increasing demand is the assurance that these particular oils are highly appreciated.

## BUTTER AND CHEESE.

There is no lack of butter for immediate purposes, as a strong supply streamed into the market on the eve of Christmas. The stock ran more into large rolls which quotes at 14 to 16c. There was a declining income of tubs at 15 to 18c., the upper price being for strictly choice. Except in a local way the market is inactive. The present large supply is not expected to last long, once the dull spell is passed.

Cheese is steady at 10½ to 11c. The market presents no new feature this week.

## COUNTRY PRODUCE.

**APPLES**—A quiet spell succeeds rather an active one for Christmas trade. The prices run from \$1.50 to \$2.75.

**BEANS**—Are easier at \$1.20 to \$1.30 in round lots, and \$1.30 to \$1.40 jobbed out.

**CRANBERRIES**—A considerable run on stocks has taken place at \$7.50 to \$8 per barrel.

**DRIED APPLES**—The interest now felt in the market is based on no expectations of further very large orders as the lumber camps are pretty well supplied. The price is 4 to 4¾c. according to quantity.

**EVAPORATED APPLES**—The market is quiet, the operations of the Montreal house referred to last week being followed by rather a tranquil spell. The price runs from 6½ to 8c., according to size of lot.

**EGGS**—The trade keeps at a fairly active rate, 18c. being paid for strictly fresh and 14 to 15c. for limed, the latter of which are abundant.

**GAME**—Partridges are steady at 45 to 50c., and rabbits are quiet at 15 to 25c.

**HIDES**—The dulness is unbroken, in fact is rather deepened. Green quote at 4½c. for No. 1 cows', while cured are hard to sell at 5c.

**HONEY**—A small business is reported at prices that have held for a long time, that is, 8 to 10c. for extracted and 14 to 16c. for sections.

**HOPS**—The position is unchanged. Prices are steady at 18 to 22c., and buyers are not coming forward freely.

WE ARE BUYING

**Dried  
Apples.**

SEND SAMPLES  
AND QUOTATIONS.

ESTABLISHED 1888.

**STANWAY & BAYLEY.**  
BROKERS

AND  
GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST, TORONTO.

WE ARE BUYING

**Evaporated  
Apples**

SEND SAMPLES  
AND QUOTATIONS.



ESTABLISHED 1841.

**W. H. Schwartz and Sons,**

Coffees,  
Spices,  
Mustard.  
**HALIFAX, N.S.**

**WM. HOOD & CO.,**

Importers and Manufacturers of

Coffees, Spices, Mustards, Cream  
of Tartar, Baking Powders,  
Flavoring Extracts, Etc.

Our aim is to cultivate and increase the  
demand for pure goods.

**A TRIAL ORDER OF OUR GOODS SOLICITED.**

Should our representative not call on you  
write us for quotations. Satisfaction guar-  
anteed. TELEPHONE 1625.

**48 & 50 LOMBARD ST., TORONTO.**

**Robertson, Thompson & Co.,**

Commission Merchants,

**185 NOTRE DAME ST., EAST,**

**P.O. Box 615. WINNIPEG, MAN.**

We are open to receive a few more  
agencies. We have an extensive connection  
throughout the grocery trade.



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

FLORIDA ORANGES.

**J. Cleghorn & Son,**

—OFFER—

Car Florida Russetts "all sizes" low  
" " Brights "choice."  
" " "fancy."

The later car to arrive from the celebrated  
grove of D. H. Nortray, "Orange Bend" Florida.  
A line that commands extra price on account  
of quality. Superior pack, reliability of marks.  
If you are in want of something fancy send in  
your orders.

**J. CLEGHORN & SON, 94 Yonge St.**

**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.

**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,**  
**PORK PACKER**

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

**NEW CURING HAMS,  
BACON, PORK,  
NEW PURE LARD.**

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

For Choice full flavor goods send us a  
Sample order.

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

**The Ontario Produce Co'y.**

Produce Brokers and Commission Agents,

**70 COLBORNE STREET, TORONTO,**

Solicit consignments of the following:

**Tub, Large and Pound Roll BUTTER.**

**POULTRY.**

BEANS. ONIONS. APPLES.

**CHEESE.**

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

COMMISSION MERCHANTS

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

42 Front Street East,  
TORONTO, ONT.

GEO. C. THOMPSON. CHAS R KING.

**THOMPSON & KING,**

Consignees, Brokers, General Commission  
and Mercantile Agents,

51 Wharf Street, cor. Fort, Victoria, B.C.  
Storage. Correspondence Solicited.

**LAURENCE GIBB**

Provision Merchant,

83 COLBORNE STREET, TORONTO.

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

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

**JAS. DICKSON & CO.,**

26 WEST MARKET STREET,

Provision and Commission Merchants.

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

**Reesor & Rogers,**

**Produce and Commission Merchants**

Solicit consignments of Country Produce  
from Storekeepers.

**71 Colborne St., Toronto.**

Telephone 2291.

**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.

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.

**ONIONS**—Are dull and unchanged at \$2.25 to \$2.50.

**POULTRY**—The price has been a variable one for turkeys, ranging from 8½ to 11c., geese are 6 to 7c., chickens 25 to 40c., ducks 50 to 75c.

**POTATOES**—Not much interest is evinced by buyers. The price ranges from 40 to 43c. for cars, and 50 to 55c. for out of store lots.

**SEEDS**—The weather is still adverse to heavy or even average receipts. The market is practically unchanged, \$5.50 to \$6 holding for alsike, and \$5 to \$5.25 for red clover.

**SKINS**—The price continues to be 95c. to \$1 for sheepskins and 5 to 7c. for calfskins, with little doing just now.

**TALLOW**—Is plentiful at 5½ to 5¾c. for refined and 2c. for rough.

**WOOL**—No receipts are reported. The price is 19c. and weak.

**DRESSED HOGS AND PROVISIONS.**

Offers are free at \$5.40 for choice western selected, but packers manifest little interest, being quite loaded up for a few days, their purchases last week carrying them fairly over this one. A few lots of both rail and street delivery have been bought as low as \$5.25, but they were for the most part northern hogs and of variable descriptions.

**BACON**—Nothing is doing. Long clear quotes at 7¾c., backs at 10c., bellies 10½c., and rolls 8¾c.

**HAMS**—Are quiet at 10½ to 11c.

**LARD**—Pure is steady at 9½ to 9¾c.

**BARREL PORK**—Mess is \$13.75, and short cut is \$15.50 to \$16.

**FRESH MEATS**—Overbuying for Christmas leaves the market well stocked without the necessity of laying in supplies now. Beef is 4½ to 5c. for fore-quarters and 6 to 9c. for hind quarters. Mutton is 6 to 7c., and lamb 7 to 9c.

**FISH AND OYSTERS.**

The week's business has not been important. Though the demand is languid and the weather unreliable there is little apprehension as to the prospects of the winter's trade, as stocks are light. Heretofore this market has frequently been deranged at Christmas by the dumping of a lot of herrings, smelts, etc., which often had to be carted away as waste. This year the trouble with Newfoundland has caused great difficulty in getting stock, and now herring is a scarce article. There appears to be no excess in any line. Prices are unchanged.

**SALT.**

A very easy outward movement at steady prices is all the activity the market exhibited this week. During the holiday period the demand for salt, as for all lines, shrinks to small proportions.

**GREEN FRUIT.**

Stocks of green fruit do not melt away fast under the action of so light a demand as has been experienced this week. Prices are steady. In oranges, Valencias are \$5.25 to \$5.50, Floridas \$2.75 to \$3.25, Jamaicas \$5.50 to \$6. Lemons quote at \$3.50 to \$4 for Malagas in boxes and \$7.50 to \$8 in half-chests, \$4.50 to \$5 for Messinas. Bananas are \$2 to \$2.75 per bunch. Pineapples are \$3 per dozen.

**DRY GOODS.**

The present week can affect the situation but little except in the respect that it makes it seven days older and nearer to the time when activity is expected. There is not much doing. Unseasonable weather and delayed grain deliveries are negative forces, whose effect is seen in the shrunken volume of business and the backwardness of payments.

## MONTREAL MARKETS.

MONTREAL, Dec. 31, 1891.

The markets throughout the week with the exception of those which are particularly effected have shown the usual holiday dullness; consequently there are few features to note of importance. Leading lines of groceries such as sugars, teas, etc., have been dull and nominal the only activity to note being in seasonable lines of green fruit oranges and grapes, and in poultry and such lines of provisions as are in demand for immediate wants. These furnished some business but the damp unseasonable weather had a depressing effect on poultry which however is improving with the cold spell which set in last Sunday.

**SUGAR, ETC.**

The movement of refined sugar during the week was only moderate, for refiners are not pressing sales, and grocers are only buying for immediate requirements. Prices are unchanged, 4½c. for granulated, and 3½ to 4¾c. for yellows.

**SYRUPS AND MOLASSES.**

There is only a fair trade doing in syrups at unchanged prices, and molasses is only selling in small lots, the bad country roads restricting business. We quote Montreal syrups 28 to 30c.; American 25c.; Barbados molasses 36c., and New Orleans 28 to 30c.

**TEAS.**

The tea market has not furnished any important business since our last report, for business is practically suspended until after the holidays. A few Japans have changed hands at 15½ to 21c., and some low grade blacks have been called for.

**COFFEES.**

The firm tone of coffee is maintained, but business has been small during the week. Rio stock continues strong at 19 to 20c., and Jamaica and Maracaibo have ruled at the same basis.

**RICE.**

Rice is practically without feature locally, and we quote prices nominally unchanged: Patna, \$4.50 to \$5; Japan, \$4.75 to \$5; standard, \$3.90, and off grades, \$3.50 in car lots.

**DRIED FRUIT.**

The demand necessitated by the holidays was supplied a fortnight ago, and since then business has been rather quiet with nothing important to note. Currants continue firm and scarce at 5½ to 6c., and raisins are steady at 5 to 5¾c. for firsts.

**GREEN FRUIT.**

There has been considerable activity in seasonable lines of dried fruit, and oranges and grapes have benefited on this account. Florida oranges are firmer in consequence from jobbers, and business is now doing at \$3 per box as the best figure. Almeria grapes have also encountered good enquiry at \$5 to \$5.50 per barrel.

**NUTS.**

Of course there was the usual call for nuts on holiday account, but no change is noted. Almonds move 13½ to 14c. for Terragona,

(Continued on page 20.)

## FLOUR AND FEED.

TORONTO, DEC. 31 1891.

Nothing to disturb the rather featureless market that existed last week has occurred since. The output has been continuous but at a normal rate, nothing of the special activity in breadstuffs that frequently characterizes the closing of the year coming in for record. Prices have remained for the most part the same, though an undertone of weakness is observable in the transactions that have taken place. Not much inquiry for business is reported at the moment from the east.

**FLOUR**—City millers' and dealers' prices are: Manitoba patents, \$5.25; strong bakers', \$4.85; Ontario patents, \$5; straight roller, \$4.75; extra, \$4.10 to \$4.15; low grades, per bag, \$1.25 to \$1.75.

Car prices are: Toronto freights—Manitoba patents, \$5.30 to \$5.50; Manitoba strong bakers' \$4.90 to \$5.10; Ontario patents, \$4.50 to \$4.90; straight roller, \$4.15 to \$4.20; extra, \$4.00 to \$4.05; low grades, per bag, \$1.25 to \$1.75.

**MEAL**—Little impulse has been given to business by the demand this week, as buying for present consumption has been considerable before holidays. Cornmeal is \$3.90 to \$4 for gold dust and similar grades. In carloads the price is \$3.50 to \$3.60. Grits are \$4, hominy \$4 and oatmeal \$4 to \$4.25, the price of the last easing materially since a week ago.

**FEED**—Bran is slightly easier but still scarce at \$17. Shorts are unchanged at \$18 to \$19. Mixed feed is \$25. Cracked corn \$1.35 per cwt., corn 70 to 71c. per bushel, oats 33½ to 35c., feeding barley 48 to 49c.

**HAY**—Timothy is a shade lower, carloads quoting at \$12. Mixed is \$10.

**STRAW**—is steady at \$6 to \$6.50 for oat.

## MONTREAL.

**FLOUR**—The flour market continues dull, with no change to note in prices. The stocks in store shows an increase of 4,868 barrels compared with a week ago, and a decline of 1,285 bbls. compared with a year ago. Patent spring, \$5 to \$5.35; Patent winter, \$5 to \$5.25; straight roller, \$4.65 to \$4.80; Extra \$4.30 to \$4.40; Superfine \$4.00 to \$4.10; City strong bakers' \$5.00 to \$5.10; Strong bakers' \$4.75 to 5.00.

**OATMEAL**—The oatmeal market is dull but holds firm. Standard, per bag, \$2.20 to \$2.30; granulated, \$2.20 to \$2.30; rolled, \$2.20 to \$2.30.

**FEED**—Is quiet and firm. Bran and shorts are scarce, with prices strong at \$17 to \$19, and \$19 to \$20 respectively, while mouillie is quiet and unchanged at \$25.

### We need your Money.

You need our goods. Let us get acquainted. Send for our catalogue, free. We positively assert we can add much to your profits, Pocket and Table Cutlery, Flat and Hollow ware, Jewelry, and a great variety of most salable and profitable Show Case Goods.

THE SUPPLY CO.,  
Niagara Falls, Ont.

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**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.**

### HEALTH IS WEALTH.



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

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

STEEL, HAYTER & CO.,  
Importers of

## INDIAN TEAS

Direct from their estates in Assam.  
New Season's Teas are now arriving.

PROPRIETORS OF THE WELL-KNOWN  
"MONSOON" BRAND.  
Samples and Quotations on application.  
11 & 13 Front St. E. Toronto.

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Telephone 2354.

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FLOUR, FEED AND PRODUCE MERCHANTS.**

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

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

**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.

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AYTON, ONT.

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

BRANDS:  
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AGENTS:  
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OUR SPECIALTIES.

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

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

Dealers in all kinds of grain and feed.

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**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.



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



**MONTREAL MARKETS.—Continued**

and Grenoble walnuts 14½ to 15c. Filberts, peccans, etc., are the same.

**CANNED GOODS.**

Jobbers report the movement in all lines of canned goods small. Grocers have a good stock on hand, and no improvement is expected for a few weeks at least. In the absence of business, prices are nominal.

**APPLES.**

Apples have shown no change since a week ago, and prices rule firm at \$2.10 to \$2.25 in car lots and \$2.50 to \$3 in jobbing quantities. Evaporated apples furnish nothing particular locally, and dried stock are without feature, with no change in values.

**FISH.**

The fish market is featureless at the moment, and prices are nominally unchanged. Stocks of all staple lines, however, are limited, and holders have no anxiety as to the future, confidently awaiting the Easter demand.

**PROVISIONS.**

The movement in provisions is unimportant, for there is practically little or no demand at the moment. Canadian short cut, per brl. \$15.75 to \$16.00; mess pork, western, per brl. \$13.50 to \$14.00; short cut, western, per brl. \$16.25 to \$16.50; hams, city cured, per lb. 10½c. to 11c; lard, Canadian, in pails, 8½c. to 9c; bacon, per lb. 9c. to 10c; lard, com. refined, per lb. 7¾ to 8c.

**CHEESE.**

Holders are nursing their stocks at the moment until the turn of the year and it is a purely nominal market at 11c in the absence of important business. No anxiety is manifested about the future however. We quote: Finest fall made Western 11 to 11½c.; finest fall made Townships 10¾ to 11c.; Medium descriptions 10½ to 10¾c.; Cable 55s.

**BUTTER.**

It is a firm quiet butter market with only a shady jobbing business doing. The demand is only for local wants but prices are maintained all round. We quote: Late made creamery 24c.; Finest Townships, 20 to 20½c.; Finest Western, 16½ to 17½c.

**EGGS.**

The demand for eggs is fair, and prices are unchanged at 15 to 16c. for limed stock, which is practically the only kind offering.

**POULTRY.**

Of course there was an active market for poultry, but a week of confirmed rainfall upset calculations materially. Turkeys early in the week were stiff at 11c., but fresh receipts and the damp muggy weather frightened buyers, and they dropped off until 9½ to 10c. was the ruling, and we know of several round shipments which were cleared out at the inside figure. In fact some holders who are pretty well loaded up, are praying earnestly that the cold weather which set in last Sunday will be continuous. Chickens, geese, etc., fared the same way as turkeys. At present we quote prices as follows: Turkeys 10c. to 11c., geese 4 to 6c.; chickens at 7 to 8c.; ducks 7 to 8c.

**GRAIN.**

The grain market was dull and without feature throughout the week. The stocks in store compared with those of a week ago show an increase of 14,624 wheat, 1,667 oats, 3,339 rye, and a decrease of 117,089 peas, 14,293 barley. Compared with a year ago there is an increase of 87,655 wheat, 37,016 peas, 174,315 barley, and a decrease of 4,235 corn, 71,363 oats. We quote:—No. 2 hard Manitoba \$1.03 to \$1.04; No. 3, do., 97c; No.

2 Northern, \$1.04; peas, 75 to 76c. per 66 pounds; oats, 35c. to 36c. per 34 pounds in store, corn, 72c. duty paid; feed barley, 48 to 50c.; good malting do., 60 to 63c.

**ST. JOHN, N. B., MARKETS.**

ST. JOHN, N.B., Dec. 30, 1891.

Christmas has come and gone, and the trade which grocers were expecting has proved to some disappointing, to others quite up to their expectations, though we think on the whole the volume of business done was equal to other years. The roads are in a wretched condition and prevented a large number of farmers getting their produce to market. The meats and poultry were very fine and prices satisfactory.

**FLOUR.**—The market shows signs of weakness. There is only a limited quantity moving, and that in a jobbing way. Prices are about the same as last quoted.

**MEAL.**—Is some easier the advance noticed last week was only temporary, and is selling at \$3.10 to \$3.15.

**SUGARS** are unchanged, and sales made are in small lots.

**SYRUPS**—No change to quote.

**MOLASSES**—Very little moving with prices same as last quoted.

**BUTTER**—The market is well supplied prices are low.

**EGGS**—In cases are selling at 19 to 22c choice henry 24 to 26c.

**FISH**—Dry cod medium \$4.35 to 4.50; large cod \$4.90 to 5.25; pollock \$2.30 to 2.50; herring pickled eastern ½ bls. \$3.25 to 3.40, bay ½ bls. \$1.80 to 2.

**THE MANUFACTURE OF LEMON ESSENCES IN SICILY.**

According to a report from the United States Consul at Messina the following is a condensed account of the Sicilian method of manufacturing lemon essences. With three strokes of a sharp knife the cutter peels the lemon lengthwise, and lets the peel fall into a tub under the chopping block. He then cuts the lemon in two and throws it from his knife into a bucket. He works with wonderful rapidity, and fills from ten to twelve tubs with peel a day, and is paid 2½d. a tub, weighing 77 lbs. His left hand and right index finger are protected with bands of osnaburgs or leather. The fresh peel is soaked in water fifteen minutes before the essence is extracted. Peel that has stood for a day or two remains soaking from thirty to forty minutes, that it may swell and offer a greater resistance to the sponge. The workman holds a small sponge in his left hand, against which he presses each piece of peel two or three times—simple pressure, followed by rotary pressure. The women employed in this work run a piece of cane through their sponges to enable them to hold them more firmly. The outside of the peel is pressed against the sponge, as the oil glands are in the epicarp. The crushing of the oil cells liberates the essence therein contained. The sponge, when saturated

with the essence, is squeezed into an earthen vessel held in the lap. The peel is so thoroughly pressed that not a single cell escapes. This is ascertained by holding the pressed peel to the flame of a candle; should it neither crackle nor diminish the brilliancy of the flame the cells are empty. The process yields, besides the essence, a small quantity of juice and feccia (dregs). The separation of the essence, juice and feccia soon takes place if the vessels are not disturbed; the oil floats on the juice and the dregs fall into the bottom. These three products derived from the peel have no affinity with each other. As the essence rises to the surface it is skimmed off, bottled, and left to settle for a few days. It is then drawn off with a glass syphon into copper cans, which are hermetically sealed. After the essence has been expressed a small quantity of juice is pressed from the peels, which are then given to oxen or goats, or thrown on the manure heap and well rotted, or they would make too heating a fertiliser. The yield of essence is variable. The industry is carried on five months in the year. Immature fruit contains the most oil. From November to April in the province of Messina 1,000 lemons yield about fourteen ounces of essence and 17 gallons of juice. The essence is so valuable that the workman are closely watched, for they are most ingenious in secreting it about their persons. Six men can work up 8,000 lemons a day; two cut off the peel, while four extract the much valued essence.

A. H. BADGEROW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar Manufacturing Co.,

79 and 81 Jarvis St., Toronto

Highest award, Toronto Exhibition.

# ARRIVED

Since the great drop in prices:

VALENCIA RAISINS.

TURKEY PRUNES.

SPHINX

Get our Prices.

T. B. Escott & Co.,  
London, Ont.

# Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

# LONDON, ONT.

**DAVIDSON & HAY**  
 Wholesale Grocers,  
 36 Yonge Street,  
**TORONTO.**

**REMOVAL.**

Having just removed into our new premises, No. 19 Front St. East, we invite the attention of the Trade to our large stock of Canned Goods, Teas, Sugars, Syrups and General Groceries. A call solicited.

**Sloan & Crowther**  
 WHOLESALE GROCERS,  
 19 Front St. E., Toronto.

**STUART, HARVEY & CO.**  
 IMPORTERS AND  
**WHOLESALE GROCERS**  
 A Large and Well-Assorted Stock of  
 Teas, Sugars and General Groceries  
**NOW IN STORE:**  
 New Muscatels,  
 " London Layers,  
 " Connoisseur Clusters,  
 " Valencia Shelled Almonds,  
 " Sultanas.  
**HAMILTON, ONT.**

To the Trade.

**NEW SALMONS.**

We offer 1100 cases Red Salmon "British American" brand, the best on the market, at \$1.30 per dozen, 30 days.

**QUALITY GUARANTEED.**

**N. QUINTAL & FILS,**  
 WHOLESALE GROCERS,  
 274 St. Paul Street,  
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Write for samples of Sugars.

**RIO COFFEE**

Ex. S. S. Phidias.

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

**NEW**

Dates.  
 Malaga Raisins.  
 Valencia Shelled Almonds  
 Grenoble Walnuts.  
 California Dried Fruits.

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

**Thos. KINNEAR & Co**  
 Wholesale Grocers and Importers of  
**TEAS, SUGARS, COFFEES,**  
 Send for prices before buying elsewhere.  
 49 Front St. E., - TORONTO.

**J. W. LANG & CO.,**  
 WHOLESALE GROCERS,  
**TORONTO.**

If quotations are wanted on any goods in our line, drop us a card. We will reply by return mail.

**33 Front St. East.**

**NEW**  
**Grenoble Walnuts**  
 —AND—  
**NEW FRUITS**  
 (NOW IN STORE.)

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

J. F. EBY. HUGH BLAIN

**LIMA BEANS**

In bags about 60 lbs.  
 Fine and Cheap.

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

### INSOLVENCY JURISDICTION.

In discussing legislation affecting matters in insolvency, we have advanced the opinion that such legislation was the exclusive prerogative of the Parliament of the Dominion of Canada, and that the provincial legislatures were exceeding their jurisdiction in dealing with it. If we refer to the question once again, it is to draw attention to the opinions of the judges of the Supreme Court expressed in regard to the subject in an appeal which came before them on Saturday last. The case of Gibbons vs MacDonald, which was an appeal from a judgment of the Court of Appeals at Toronto, was under argument and raised a question of insolvency under the Ontario Act. One of the points at issue involved the meaning to be attached to the word "pressure." Mr. Justice Gwynne remarked that such cases should not come before the Supreme Court, but that an Insolvency Act should be passed by the Dominion Parliament. Later on, Mr. Justice Strong raised the constitutional question and intimated that the point at issue involved the constitutionality of the Ontario Insolvent Act, expressing it as his opinion that it would be better not to proceed any further until both Sir John Thompson and Mr. Mowat were notified of what was being done. Counsel for the parties objected that such a course would be most unfair to the parties in the case, as it would involve the laying over of the whole matter until next term. The judges took counsel together, and then the Chief Justice, Sir William Ritchie, announced that as the case before them did not come under the Ontario Act as amended at the last session of the legislature, the Court would proceed with the hearing so far as could be done without touching upon the constitutional point, but that in any future case under the amended Act which should be brought before the Supreme Court, the Attorney-General of the Dominion and of Ontario would have to be made parties to the cause, in order that the question of the jurisdiction of the province to legislate upon insolvency matters might be set at rest. We have in the foregoing an expression of doubt on the part of the judges of the Supreme Court as to the constitutionality of insolvency legislation by the provinces, and we trust that this suggestion will have the effect of leading to action on the part of the Dominion Government. It is difficult to understand the unwillingness of the law officers of the Dominion to deal with a question involving such important interests as those arising out of the question of insolvency. The British

North America Act, which is Canada's written constitution, gives exclusive jurisdiction in matters of insolvency and bankruptcy to the Parliament of the Dominion. That Parliament has already recognised its rights by passing an act respecting insolvent banks, insurance companies, loan companies, building societies and trading corporations, known as "The Winding-Up Act." What it has done for these corporations it has the power to do for firms and individuals. The constitutionality of the Winding-Up Act has never been questioned, and is not likely to be; but even if it were, the objections would not be maintained. Under these circumstances we trust that the next session of Parliament will have the credit of enacting a measure which will have the effect of doing away with the incongruities, contrarieties and imperfections which are so glaring in the provincial enactments on the subject.—The Shareholder.

### IS IT WELL TO ADVERTISE PRICES ?

Does it pay to advertise prices? Always, no; frequently, yes.

There are reasons a-plenty why prices ought not to be advertised.

In the case where one is selling a better article than his competitors, and is obliged to charge a little more for it, there would be no gain in calling attention to prices at all. You must emphasize quality, and sink the matter of cost out of sight.

Take an almost exactly opposite case where you find yourself with goods on hand upon which, thanks to some fortunate circumstance, you are able to undersell the market. You may take the view, as some do, that you do not wish to directly challenge the trade. You want your customers to know about your bargains, but hesitate about telling your competitors. Hence you do not commit the news to print. You advertise that you are selling very cheap, but do not give the figures that would tell how cheap. That is not the way the largest and shrewdest houses would look at it, but is a view that more or less prevails.

Or suppose you are doing a business that is partly cash and partly credit. Here the same set of prices will not fit both conditions. Either they will be so high as to drive the cash customers away, or so low that you cannot afford to give the credit that many of your customers expect.

This side of the case can be supported by other hypothetical citations—all from the point of view of the dealer.

As for the buyer, it can be set down as an

axiom that a would-be purchaser always wants to know the price. If the thing advertised appeals to his tastes or necessities, at all, the matter of prices comes next. "How much is it?" is the invariable question.

Thus the point of view of the buyer seems diametrically opposed to that of the seller.

But in the larger sense it is not opposed at all. For it should be the seller's study to learn what the buyer wants and what pleases him. Their interests ought to be identical, and they are in all fair dealing.

A person likes to know whether such and such a thing he sees advertised comes reasonably within his scope. Left in doubt just then, when he is interested, he may never take the trouble to find out. His attention, arrested for a moment, leads him to contemplate a purchase, though not in a very definite way. He cannot reach a definite conclusion while the price remains an unknown quantity.

Unless he wants the goods very much, the average man is pretty likely to let the matter drop. True, he might write to inquire or ask in person, but that involves exertion. And then, not every one likes to bother a tradesman or his clerks with inquiries that perhaps seem aimless and may lead to nothing.

London shopkeepers, who are admitted to be the best in the world, almost invariably tag their goods. A shop window there is a true index to the business inside. If you see anything you want you have only to step in and lay down your shillings. Newspaper advertising in England is based upon that idea, I think, to a far greater extent than it is with us. The price is given.

Goods of considerable value are often brought to the attention of business men by means of newspapers and circulars, with everything stated but the price. This is particularly true of costly machinery. Such and such a machine may seem exactly suited to the requirements of the merchant or manufacturer who has studied a description of it. It is worth thinking about for purchase, three months, six months hence. Cost must first be counted, contingencies considered, everything planned ahead. But first—what is the price? Let him ask for it, and for answer down swoops the voluble drummer, eager to close a trade before the going down of the sun.

This was not what he wanted at all. It is not even what the machine builder wanted if he studied his own interests. It is too premature, too bothersome.

So then, with all objections weighed and all exceptions granted, I am confident that a more general advertising of prices would please the people and sell goods. While not in all cases feasible or important, a more general adoption of the idea would seem to be demanded.—N. A. Lindsey, in Printers' Ink.

### Headquarters for Fruits.

We beg to quote you: Oranges—Jamaica, Finest; Florida Lemons.—Fine Bright Lemons Messinas; Choice Florida Lemons. Bananas.—Fine Yellows. Onions.—Canadian Yellow and Red; Spanish; Fancy New Hawaii Dates. (G M's.) Raisins, New Bevans Brand.—New Imperial London Layers, New Extra Desert Clusters, New Buckingham, New Imperial Russians, New Connors cur Clusters, Fancy Cartoon Raisins, fancy style. Fancy California Pears.—Exceptionally fine Fruit. Canned Goods.—French Peas, F. Delory's Petits Pois Fines, 2-lb tins; Peaches 3 lb; Chickens, Turkey, Pig's Feet, Simcoe Corn, Boulter's Peas and Corn, Simcoe Tomatoes, Peas, and Plums; Honey; Fine Fall Cabbages. Evaporated Fruit.—Apples, fine, 50 lb. boxes; Peaches, fine, 25 lb. boxes. Dried Fruit.—Figs 10 and 18 lb. boxes. New; Prunes fine and fancy; Dried Apples. Nuts.—Grenoble Walnuts, Finest New; Filberts, Sicily; Peanuts, Green and Roasted; Valencia Shelled Almonds, finest; Almonds, Soft Shell; Brazil, Finest; Pecans, fine polished. Florida Oranges.—We can now furnish you with the best grades in Lucious Florida Oranges. A lot of very choice Almeria Grapes have been received, and are bound to please you. Please send trial order. Fine Jellies and Jams in 7 lb. pails, at 75c. per pail.

McBRIDE, HARRIS & CO., Montreal, P.Q.



SALES MADE OR PENDING.

Watson Lutz, fruit dealer, Moncton, N.B., has sold out.

George Bingham, grocer, Victoria, B. C., has sold out to G. J. Cook.

Mr. G. W. Mahon, general merchant, Egbert, Ont., offers his stock for sale and his store with dwelling attached for rent. Mr. Mahon thinks of going to Manitoba. Anybody who wants to invest in a well-established country business should communicate with Mahon.

PARTNERSHIPS FORMED AND DISSOLVED.

Pelletier & Morency, general merchants, Quebec, have dissolved.

Jackson & Collinge, general merchants, Melita, Man., have dissolved, Mr. Jackson continuing.

D. A. McLeod and John C. McLeod, River Inhabitants, Que., have formed a co-partnership as general merchants under the style John McLeod & Son.

Aiphonse Bertrand and Patrick Lynott have formed a co-partnership as general merchants in Edmunston, N.B., under the style Alphonse Bertrand & Co.

REMOVALS AND DEATHS.

Charler Erdman, grocer, Hamilton, Ont., is dead.

C. A. Harmon, of C. A. Harmon & Co, general merchants, Peel, N.B., is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. E. A. Loiseau, grocer, Montreal, has assigned.

W. S. Fraser, grocer, Point Edward, Ont., has assigned.

J. B. H. Rickaby Co., grocer, Montreal, have assigned.

James Smith, grocer, St. John, N.B. is offering to compromise.

W. J. Mowatt, grocer, Chatham, N.B., is offering to compromise.

Charles E. Johnson, general merchant, Warwick, Que., has assigned.

D. R. Larue, grocer, Kingston, has assigned to W. Ferguson, Kingston.

W. E. Foreham & Co., general merchants, Acadia Mines, N.S., has assigned.

Mrs. Margaret Kerrighan, general merchant, Grand Falls, N.B., has sold out.

E. Gale, general merchant, Glen Meyer, Ont., has assigned to W. A. Dowler, Tilsonburg.

Wm. Cairns, general merchant, McGregor, Man., has sold out his groceries and boots and shoes to J. C. Lowrie.

D. Patterson & Son, general merchants, New Glasgow, Man., have sold their crockeryware department to Roy Stewart.

THE RETAIL GROCER

No more potent factor in the distribution of food products exists than the retail grocer. His influence is greater and the results more direct and lasting than the efforts of the manufacturer and jobber combined. It is the retailer who deals with and comes directly in contact with the consumer. And it is for this reason that so much is expected of him in the way of selling nice goods of a fine quality. The retailer often says, when approached on the subject of handling fine goods, that he has not the time to expatiate on the merits of certain brands of goods. He expects the manufacturer to create the demand, which is clearly the duty of the manufacturer, instead of making an effort in that direction himself. The manufacturer can not do it all, and it is wrong for the retailer to think so. There is no retail grocer of any standing whatever but has some select trade—customers who want the best. This class are willing to pay more for a better article, and it should be the first duty of the retailer to encourage them by catering to this class of trade. Every honest and reputable dealer has a great deal of influence with his customers. Those in the habit of dealing with a grocer who has always treated them squarely, will invariably take that grocer's word when it comes down to a question of quality. The retail grocer underestimates his influence in this regard. A great many grocers have not a trade for table luxuries, and it would be worse than folly for such grocers to stock up on a lot of fancy goods, and have them lie idle on their shelves. But the majority can sell goods of a fine quality, and those who have never tried should do so, and they would be surprised to know how very much they can accomplish. Even though they at first confine their purchase to a dozen or a half dozen, they will find it will pay them in the end. Begin in a small way and display such goods well to the front, where everyone coming in or going out can see them. A little attention to this all-important matter, and the grocer will find himself much better off in purse at the end of the year.

It is generally supposed that all grocers deal in such staples as pork, flour, sugar, molasses, etc., therefore there is no occasion for littering up the store with those unsightly affairs. There is money in fancy groceries, which most every grocer will find out if he would inform himself by making a practical test.—Grocers' Monthly Review.

Traveller wants Situation.

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

OYSTERS! OYSTERS!

W. Heyson's Celebrated Baltimore daily by express. Write for quotations. Jas. Dickson & Co., Agents, 26 W. Market St., Toronto. Finnan Haddie, Cod Fish, Labrador Herrings, Ciscoes, &c.

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

LAKE HURON  
**HERRING AND TROUT.**  
Heads off and Split.  
Every package guaranteed.

WRITE OR WIRE,  
**HAY, The Grocer,**  
KINCARDINE, ONT.

**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 & CO'Y,  
BRANTFORD, ONT  
Sole Agents for Canada.

**WINDOW DRESSING !**  
300 ways ! for Grocers, General Storekeepers, and all lines of business, a book of 250 pages and 150 illustrations giving every information on the art of Window Dressing and Store Decorating. Price, postpaid, \$1.50. Cut this out (CANADIAN GROCER) send to me and I will give you FREE with book a Pamphlet of valuable information. Harry Harman, Window Dresser and Decorator, P.O. Box 113, Louisville, Ky.



## THE MANUFACTURE OF OLIVE OIL.

The gathering of the olive is, as far as possible, done by hand, and the greatest care must be taken to pick only the dead-ripe olives, and to avoid breaking the bearing twigs which will produce the next year's crop. Coarse sheets are sometimes spread under the trees, and the fruit gently shaken off, so that only the perfectly light portion falls. It is then looked over, cleared of accidental admixture and inferior berries, and taken to the mills as soon as possible. The peasants often pretend that keeping the fruit till it ferments facilitates pressing and gives a larger yield. This is, however, only an excuse for delay, and any supposed advantage is more than counterbalanced by a deterioration of quality. The simplest and most primitive mill was one in which one or two large mill-stones travelled edgewise over a bed of hard stone. Oxen or horses attached to a strong radial axis furnished the power. In this way the fruit was reduced, stones and all, to a slimy paste. But more perfect and complete machinery of modern design has superseded the old picturesque oil mill, which, as far as France is concerned, is now only to be found in remote villages. Besides, changes in the arrangements of the industry have tended to do away with the old cumbrous mill. It is now very unusual for a farmer or olive grower to press his own crops. In all centres of olive culture, there are sure to be one or more professional oil pressers, who have embarked considerable capital in the requisite plant.

Of these there are two classes. First, there are those who simply crush and press for the farmer who brings his crop to them, and who are paid in kind by retaining a percentage of the produce as agreed upon. Then there are others who may be called merchant crushers. These buy up olives from the growers and dealers, manufacture the oil, and sell it themselves. Several large firms in Marseilles possess branch mills in different centres of olive culture and in Algeria and Tunis, working upon a large scale, and their produce is as well known by its trade as are special wines. The system of the lower grade of oil crushers is obviously liable to abuses which are difficult to suppress, and the peasant frequently finds, when his oil is returned to him, it is very far below the calculation he had made of the probable yield of his crop. The crushed fruit is distributed into short squat sacks, made of esparto and horse hair, holding about 15 lbs. each. The mouths of these scourtins, as they are called, are indrawn, as if half closed. Consequently when 10 or 12 of them are piled one above the other on the bed plate of the press the bottom of one bag rests on the mouth of the next below and perfectly closes it. When the pile is set true the press is worked very slowly and gradually. The oil oozes from all sides of the scourtins, and trickles from the delivery groove of the bed plate into a receiver. The first pressing is huile vierge—virgin oil—and has a delicate greenish colour, and a peculiar nutty flavour. Cleanliness in the crushing mill and press is an essential. Everything about the oil must be scrupulously clean, so that no colour or stale and rancid flavour be communicated to it. When the oil ceases to flow, the bags are taken out, and their hard, apparently dry contents broken up.

The mass is mixed with boiling water, and steamed. A second time it is pressed, precisely as before, and the mixture of oil and water that comes away is allowed to stand till the oil has cleared and risen to the top. It is then syphoned off as a second quality oil. The marc, or residue, is either sold as oilcake for stock feeding or manure, or is treated by quite another class of manufacturers, who get from it a third quality of oil, suitable only for soap-making by treating it with chemicals, chiefly bisulphide of carbon. The processes up to this point do not admit of any variety, but the skill of different firms is supposed to be shown in clarifying and refining. The product of the presses is kept in immense tanks or in jars, till a sediment has deposited itself, when the clear oil is separated and filtered through specially prepared papers, through cotton, or other ways fancied to be trade secrets. It will be clear then, that olive growing and oil pressing are two distinct grades, and that they are best kept separate. Unless a grower had a large capital at command to work a mill, and kept a staff of skilled hands, he would never be able to attend to the digging, pruning and fertilizing of his olive trees, more particularly as this has to be done just at the same time of the year as the all important first pressing. The grower has plenty to do, if he attends to his work properly. Left to itself the olive tree certainly produces some fruit, but one well cultivated repays its owner ten-fold. An outlay of about £10 an acre is considered a sound investment. A full grown Pendoulier well cared for will give about 30 gallon measures of olives for its crop; the Cayon under similar circumstances may give an average of 7 or 8 gallons. The output of oil is about 14 per cent. for the two pressings.—The Provision Trades Gazette.

J. B. McLEAN, PRES.  
HUGH C. McLEAN  
SEC. TRES.

# The J. B. McLean Publishing Co.

TRADE JOURNAL PUBLISHERS  
FINE MAGAZINE  
PRINTERS.  
TORONTO  
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PUBLICATIONS  
"HARDWARE"  
"THE CANADIAN GROCER"  
"BOOKS AND NOTIONS"  
"THE DRY GOODS REVIEW"  
ETC., ETC.

not what you  
pay for an  
ADVERTISEMENT  
but what it  
pays you.

EVERY READER  
IS A BUYER OF THE  
GOODS ADVERTISED

THESE ARE THE ONLY PUBLICATIONS  
IN CANADA THAT GO EXCLUSIVELY TO  
THE TRADE REPRESENTED BY EACH.

WHY ADVERTISE IN A PAPER WITH CIRCULATION  
DIVIDED OVER SEVERAL TRADES, IF YOU ONLY WANT  
TO REACH ONE OF THEM? MORE THAN HALF THE  
CIRCULATION OF A GENERAL PAPER IS LOST TO YOU



St. JOHN, N. B.,  
Dec. 15, 1891.

TO TORONTO SALT WORKS.

Ship another twenty-five case lot of "Acme" table salt, at last quotation. The first twenty-five cases sold well and given good satisfaction.

STEPHEN & FIGGARES,  
Wholesale Grocers.

Per Great Northwestern Telegraph Co.

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

VANCOUVER, B.C.

Importers and Manufacturers of

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

**YOUR STOCK**

Is not complete

without a full line of

**Munn's  
Boneless  
Codfish.**

There is no nicer or choicer material packed anywhere.

Be sure and send your orders for this ECONOMICAL and CONVENIENT article of food.

Packed in 2 lb. bricks.

Assorted Boxes 5 lb., 10 lb., 20 lb. and 40 lbs.

We have also on hand

Thick Codfish Steak,  
packed in 100 lb. Boxes.

**BUY THE BEST.**

STEWART MUNN & CO.,  
22 St. John St., Montreal.

M. LEFEBVRE & CO.



Reg. Trade Mark.

**MICHEL LEFEBVRE & CO'Y**

Manufacturers of

**Lion--L--Brand**

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

Montreal, P.Q.

Established 1849.

**GOLD, SILVER**

—AND—

**BRONZE MEDALS**

20 1st prizes.



Send for Price  
List of our various  
brands of  
chewing gum.

**C. T. HEISEL,**

36-38 Lombard St.  
TORONTO.

**PICKLING VINEGAR.**



**T. A. LYTLE & CO.,**

Bonded Manufacturers,

124--128 RICHMOND ST. W.,

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.

**From the Wringer to the Starch Bowl.**

**NEW PROCESS**

**IVORINE**

**STARCH**

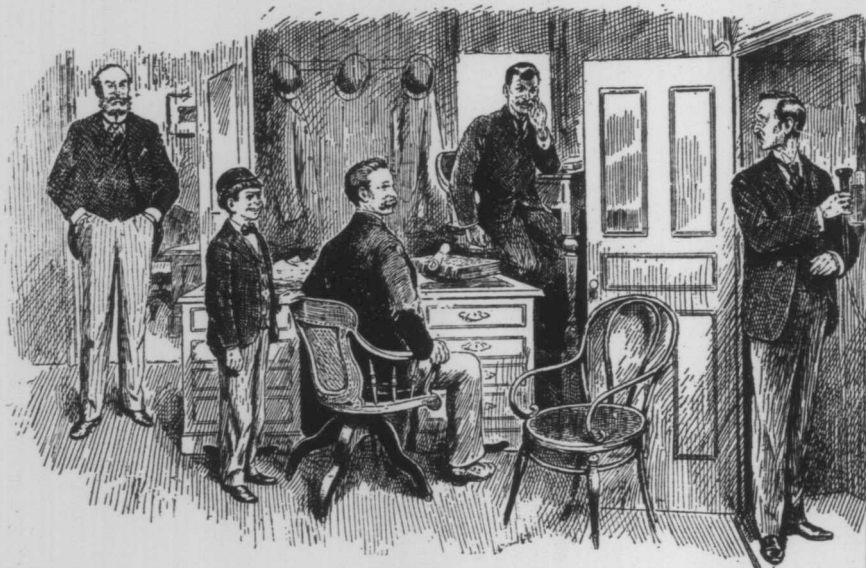
Requires no boiling. Collars, Cuffs, etc., may be starched directly after passing through the Wringer.

**WILL NOT STICK TO THE IRON.**

Saves Labor! Saves Time! Saves Linen!  
Makes Perfect Work. Full Directions on each package.

**TRY IT.**

**St. Lawrence Starch Company, Limited,**  
MANUFACTURERS.



## A MODERN PYRAMUS.

SCENE—Office of Messrs. Franklin &amp; White.

Mail Clerk (stepping from telephone box)—Here, Carpenter, somebody wants you.

Carpenter—'Ll righ'! (Nods abstractedly, and totes a long column of figures before entering the box. The faint scratch of pens and rustle of paper alone break the silence, until the office boy, catching a glimpse of Carpenter's rapturous countenance, slyly opens the door, and fastens it back by a chair.) Carpenter (oblivious, and talking into the telephone)—You poor darling! And you didn't sleep a bit all the night? I do wonder (archly) what you could have been thinking of. (Pause.) No, I don't. Well, may be I do; but—you tell me!

Office boy (sotto voce, but audible to the clerical staff)—For pity's sake tell him! Dis suspense is killin' me.

Carpenter (still to telephone)—Were you? Were you, really? Did you think of your horrid old boy? (Pause.) Yes, he is horrid, too. But he loves you so he can't help being glad you—oh, my beautiful darling! (Passionately.) Do you love me? (Pause.) Do you love me, just a little bit? (Tenderly.) Do you love me? (A little disheartened now, but still tender.)

Office Boy (encouragingly, but sotto voce)—Never say die!

Bookkeeper (with unfeeling scorn, also sotto voce)—Oh, come off!

Carpenter (at it again)—Do—you—love—me? (Pause.) I asked you (in patient despair) if you love me?

Mail Clerk (sotto voce)—Spell it!

Bookkeeper (sotto voce)—Ring up the Trouble Clerk.

Carpenter—Yes; I knew it! I only wanted (suddenly lapsing again into tenderness) to hear you say you did. Tell me one more time.

Office Boy (sotto voce)—He wants de ear' and heav'n too.

Carpenter—You know I never loved any one but you!

Mail Clerk (sotto voce) Ah, there! How about that Baltimore girl?

Carpenter—Ye-es. I slept—a little. But I dreamed of you all night long.

Carpenter's Room Mate (sotto voce) I bet he slept.

Carpenter—And I dreamed you—but you will think me awfully silly.

Sarcastic Chorus (sotto voce)—Oh, no!

Carpenter—Well, I dreamed that you—that you—kissed me!

Enthusiastic Chorus (sotto voce)—Um—um!

Carpenter—Well I was pretty busy; but that dosen't matter.

Junior Partner (sotto voce)—Oh, doesn't it?

Carpenter—I'll come early. Good by—you know how I would like to tell you good-by don't you?

Chorus (arising to the occasion aloud)—We do! (Kissing the backs of their hands) Smack! smack!! smack!!! smack!!!!

Carpenter (looking around, and suddenly taking in the situation; in agony)—Good-by! (Is about to ring off.) Nothing! Indeed! there's nothing the matter! (Pause.) Anybody hear us? Why, of course not!

Chorus (aloud)—Oh, no! Of course not!

Carpenter—You know I do—why do you want me to say it? (Suppressed laughter.) Well, then, I—I—oh, you know I do!

Bookkeeper (heartlessly)—See him squirm.

Carpenter (nearly crazy)—Indeed, I—I—I—love—oh, hang it all! (Dashes from the box and flees into the hall in desperation, leaving the Office Boy to ring off.)

Chorus (with a sigh of relief)—Ah-h-h!—Puck.

The Waterloo Advertiser announces that the Farnham beet root sugar factory has been seized by Sheriff Cotton, at the instance of Gault Bros., Montreal. The claims against the realty reach about \$80,000. The sale is fixed for February.

## SCIENCE OF STOREKEEPING.

"If you were to sum up the science of storekeeping, what would be its chief points?" was the question propounded to an old and experienced merchant the other day. "A good stock of goods, good name, good credit and good experience are the most important requisites for a merchant. A good stock of goods is the best 'store attraction' possible, and there is a natural reason for it. Merit, in the long run, will attract; good men draw the best people around them, and on the same principle, the best merchandise draws the best trade. I have customers of many years' standing, and they are among the best citizens. I have kept this trade because I dealt in honest fabrics, and never sailed under false colors.

"In the long course of years every business man finds his own level, and his trade partakes of the class of goods he keeps. If he sells a poor trade, it is because he deals in a poor class of merchandise, and for no other reason. I think the initial or starting point in successful storekeeping is an attractive stock of goods.

"The legitimate result of keeping good, honest assortments is a good name, and a good name in the community is a store attraction that has holding and staying power; people respect it and have confidence in it."—Ex.

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

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

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

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

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

"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.

When preparing the Christmas Dinner JOHNSTON'S FLUID BEEF should be on hand for making rich gravy and for a



Warming  
and  
Strengthening  
DRINK.

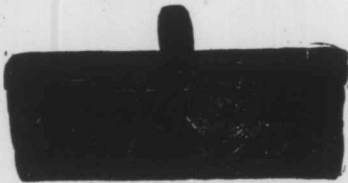
W. G. A. LAMBE & CO.,  
Commission Merchants,  
TORONTO.

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

P. DOTY & SON,

(Successors to W. B. Chisholm)

MANUFACTURERS OF



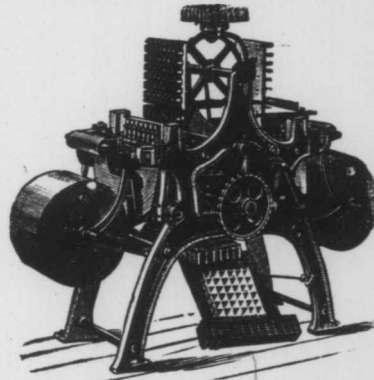
- 1, 2, 3 bushel grain and root baskets.
- 1, 2, 3 satchel lunch baskets.
- 1, 2, 3 clothes baskets.
- 1, 2, 3, 4 market baskets.
- Butcher and Crockery baskets.
- Fruit package of all descriptions.

For sale by all Woodenware Dealers.

Oakville, Ont.

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

The Norton Manufacturing Co.,

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

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

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

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

TOILET PAPERS

IN PACKAGES AND IN ROLLS. PERFORATED AND PLAIN.

Made from very Choicest, Purest Stock.

IN PACKAGES

IMPERIAL,	4 1/2 x 6 1/2	1000 sheets.
ROYAL,	4 1/2 x 6 1/2	Special
PURITAN,	5 1/2 x 7 1/2	1000 sheets.

PERFORATED AND PLAIN

STANDARD,	ROLLS	HOTEL,
FACTORY,		ATLANTIC.

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

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

Prices Attractive and Discounts Liberal.

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

TORONTO BRANCH : 29 Front St. West.

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

Are manufacturing their Choice Standard Brands of Tobaccos from Pure Virginia and Kentucky Leafs.

**CUT PLUG SMOKING :** GOLD FLAKE. HAND MADE. OLD FLAG. UNCLE SAM. WIG WAG

**FINE CUT CHEWING :** GOLDEN THREAD. GLOBE. HIGH COURT. JERSEY LILY. VICTORIA.

A. Smith & Co., Cigar Manufacturers, London, having purchased the Stock and Plant of the above company will continue to manufacture the above first class tobaccos.

## THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Dec. 31, 1891.  
This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

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

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

### BAKING POWDER.

Cleveland's Superior Baking Powder in tin cans, per dozen net.	
10 cent tins	1 00
1/4 lb.	1 50
6 oz.	2 20
1/2 lb.	2 80
12 oz.	4 25
1 lb.	5 50
5 lbs.	25 50

Dunn's No. 1, in tins	2 00
" 2, in tins	75
Cook's Gem, in 1 lb pkgs	\$1 75
" 7 oz "	85
" 2 oz "	40
" 5 lb tins	65
" bulk, per lb	12

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

### COOK'S FRIEND.

(In Paper Packages.) Per doz	
Size 1, in 2 and 4 doz boxes	\$2 40
" 10, in 4 doz boxes	2 10
" 12, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 oz in case	3 00
12 oz tins, 3 oz in case	2 40
5 oz tins, 4 "	1 10
5 lb tins, 1/2 "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
" 1 lb, 4 "	1 30
" No. 1, 2 "	1 90
" 1 lb, 2 "	2 20
" 5 lb, 1/2 "	9 60

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

### BISCUITS.

Abernethy	8 1/2
Arrowroot	\$0 11
Butter	0 6
" 3 lbs	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2
Digestive	0 10
Daisy Wafer	0 16
Garibaldi	0 10
Gingerbread	0 11
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 06
People's Mixed	0 09
Pic Nic	0 08 1/2
Prairie	0 08 1/2
Rich Mixed	0 14
School Cake	0 11 1/2
Soda	0 06
" 3 lb "	0 20
Sultana	0 11
Tea	0 11
Tid Bits	0 09 1/2
Variety	0 11
Village	0 07 1/2
Wine	0 08 1/2

BLACKING.	
Day & Martin's, pints, per doz	\$3 20
" 1/2 " "	2 10
" 1/4 " "	1 10
Spanish, No. 3	4 50
" 10	9 00

JACQUAND FRENCH BLACKING.	
No 2	2 30
No 3	3 45
No 4	4 60
No 5	6 90

BLACK LEAD.	
Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	
TELLIER, ROTHWELL & CO'S.	
Royal Black Lead, per gross	\$1 80
P. F. DALLEY & CO.	
Per gross.	
Silver Star Stove Paste	9 00
Packed in fancy wood boxes, each box contains 3 doz.	

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

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

CANNED GOODS.	
Apples, 3's	\$1 00 \$1 10
" gallons	2 25 2 50
Blackberries, 2's	2 00 2 25
Blueberries, 2's	1 25 1 40
Beans, 2's	1 05 1 10
Corn, 2's	1 05 1 10
" Special Brands	1 30 1 60
Cherries, red pitted, 2's	2 25 2 40
Peas, 2's	1 05 1 15
Pears, Bartlett, 2's	2 00
" Sugar, 2's	1 70
Pineapple, Baltimore	2 40 2 50
" Bahama	2 90 3 00
Peaches, 2's	2 10 2 25
" 3's	3 00 3 50
" Pic, 3's	1 60 1 65
Plums, Gr Gages, 2's	1 75 2 00
" Lombard	1 75 2 00
" Damson Blue	1 90 2 00
Pumpkins, 3's	0 90 1 00
" gallons	3 00 3 25
Raspberries, 2's	2 25 2 40
Strawberries, choice 2's	2 25 2 40
Succotash, 2's	1 50 1 65
Tomatoes, 3's	1 05 1 10
Finnan haddies	1 40
Lobster, Clover Leaf	2 95
" Crown	2 70
" Other brands	1 90 2 15
Mackerel	1 00 1 10
Salmon, Horseshoe, talls	1 40
" flats	1 70
" white	1 10 1 25
Sardines Albert, 1/2's tins	11 1/2
" 1/4's "	18
" 1/2's "	10 10 1/2
Martiny, 1/2's	16 17
" 1/4's	16 17
Other brands, 9 1/2, 11, 16, 17	
P & C, 1/2's tins	23 25
" 1/4's "	33 36
Sardines Amer, 1/2's	61 8
" 1/4's "	9 11

JAMS AND JELLIES.	
DELHI CANNING CO.	
Jams assorted, extra fine, 1's	2 35
Jellies, extra fine 1's	2 25

TORONTO BISCUIT & CONFECTIONERY CO.	
Jams, absolutely pure—apple	Per lb \$0 06
Family	0 07
Black and Red currant, Raspberry, Strawberry, Peach and Gooseberry per lb	0 12
Plum	0 10
Jellies—pure—all kinds	0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 25 lb. pails.	
Marmalade—orange	0 12

### CANNED MEATS.

Comp. Corn Beef 1 lb cans	\$1 50 \$1 65
" 2 " "	2 55 2 70
" 4 " "	4 80 5 00
" 6 " "	8 00 8 25
" 14 " "	17 50 18 50
Minced Collops, 2 lb cans	2 60
Roast Beef	1 50
" "	2 60 2 75
" "	4 75
Par Ox Tongue, 2 1/2 "	\$8 50 8 75
Ox Tongue	7 85 8 00
Lunch Tongue	3 25
" "	6 00 6 25
English Brawn	2 75 2 80
Camb. Sausage	2 50
" "	4 00
Soups, assorted	1 35
" "	2 25
Soups & Bouilli	1 80
" "	4 50
Potted Chicken, Turkey, or Game, 6 oz cans	1 60
Potted Ham, Tongue or Beef, 6 oz cans	1 35
Devilled Tongue or Ham, 1/2 lb cans	1 40
Devilled Chicken or Turkey, 1/2 lb cans	2 25
Sandwich Ham or Tongue, 1/2 lb cans	1 50
Ham, Chicken and Tongue, 1/2 lb cans	1 75

MINCE MEAT.	
BRYANT, GIBSON & CO'S—TORONTO.	
Mince Meat, 1/2 gal glass jars	\$9 50
Ditto, 25 and 40 lb pails, per lb.	12 1/2 c
J. H. WETHEY'S—ST. CATHARINES.	
Condensed, per gross, net	\$12 00

CHEWING GUM.	
ADAMS & SONS.	
To Retailers.	
Tutti Frutti, 36 5c bars	\$1 20
Monte Cristo, new 150 "	1 30
(with brilliant stone ring)	
Sappota, 150 "	1 00

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

Prices Current, Continued—

Sweet Fern, 230	0 75
Red Rose, 115 pieces	0 75
Magic Trick, 115	0 75
Oolah, 115	0 75
Puzzle Gum, 115	0 75
Bo-Kay (new), 150 pieces	1 00
Mexican Fruit, 36 5c. bars	1 20

C. T. HEISEL.

To retailers per box	
Red Jacket, 115 pieces	0 75
Royal Fruit, 36 5c. pkgs.	1 20
Digestive, 120 pieces	0 80
Largest Heart, 150	1 00
Globe picture, 150	1 00

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S.

Chocolate—	Per lb.
French, 1/2's, 6 and 12 lbs.	0 30
Caracas, 1/2's, 6 and 12 lbs.	0 35
Premium, 1/2's, 6 and 12 lbs.	0 30
Sante, 1/2's, 6 and 12 lbs.	0 26
Diamond, 1/2's, 6 and 12 lbs.	0 24
Sticks, gross boxes, each	1 00
Cocoa, Homocopat, 1/2's, 8 & 14 lbs	30
Pearl	25
London Pearl 12 & 18	22
Rock	30
Bulk, in bxs.	18

BENSCH'S ROYAL DUTCH COCOA.

1/2 lb. cans, per doz.	\$2 40
1/4 " " "	4 50
1/8 " " "	8 50

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)

Mott's Broma, per lb.	\$0 30
Mott's Prepared Cocoa	28
Mott's Homocopat's Cocoa (1/2's)	32
Mott's Breakfast Cocoa	35
Mott's Breakt. Cocoa (in tins)	40
Mott's No. 1 Chocolate	30
Mott's Breakfast Chocolate	28
Mott's Caracas Chocolate	40
Mott's Diamond Chocolate	22
Mott's French-Can. Chocolate	20
Mott's Navy or Cooking Choc.	26
Mott's Cocoa Nibs	30
Mott's Cocoa Shells	30
Mott's Vanilla Chocolate stick	22 & 24
Mott's Confec. Chocolate	22 & 40
Mott's Sweet Choc. Liquors	21 & 30

COWAN COCOA AND CHOCOLATE CO.

Cocoas—

Hygienic, 1, 1/2 lb. boxes	70, 75
Iceland Moss 1/2 lb in 12 lb boxes	35
Soluble (bulk) 15 & 30 lb bxs	18, 20
Soluble (tins) 6 lb and 12 lb	20
Cocoa Nibs, any quantity	30, 35
Cocoa Shells, any quantity	05
Cocoa Essence, per doz	1 40

Chocolates—

Mexican, 1/2, 1/4 in 10 lb bxs	30
Queen's Dessert, " "	40
Vanilla " "	35
Sweet Caracas " "	32
Chocolate Powder, 15, 30 lb bxs	25
Chocolate Sticks, per gross	00
Pure Caracas (plain) 1/2, 1/4 lbs	40
Royal Navy (sweet)	30
Confectioners' in 10 lb cakes	30
Chocolate Creams, in 3 lb bxs	30
Chocolate Parisien, in 6 lb bxs	30

WALTER BAKER & CO'S

Chocolate—	
Pre'm No. 1, bxs. 12 & 25 lbs each	40
Baker's Vanilla in bxs 12 lbs each	52
Caracas Sweet bxs 6 lbs each, 12 bxs in case	53
Eagle, sweet & spiced, bxs 12 lbs each	33
Vanilla Tablets, 416 in box, 24 bxs in case, per box	3 65

Spanish Tablets, 100 in box, 12 bxs in case

German Sweet Chocolate—	0 00
Grocers' Style, in cases 12 boxes, 12 lbs each	25
Grocers' Style, in cases 24 boxes, 6 lbs each	25
48 Fingers to the lb., in cases 12 bxs 12 lbs each	25
48 Fingers to the lb., in cases 24 bxs 6 lbs each	25

Pure Prepared boxes, 12 lbs each

Cracked, boxes, 20 lbs each, 1 lb and assorted papers	32
Cracked, in bxs, 12 lbs., each, 1/2 lb. papers	32
Cracked, in bags, 6, 10 & 25 lbs each	30
Cocoa and shells, 12s and 25s	30

Breakfast Cocoa—

In bxs, 6 & 12 lbs., each, 1/2 lb. tins	45
In boxes, 12 lbs., each, 1 lb. tins, decorated canisters	45
Broma—	
In boxes, 12 lbs., each, 1/2 lb. tins	40

GIBSON & GIBSON'S

Sydney Gibson's Cocoa, 1/2's	0 30
Dr. Clarke's Cocoa, 1/2's and 1/4's, tins	0 45
Soluble Cocoa bulk in boxes	0 18
Prepared do	0 22
Sydney Gibson's Chocolate, 1/2's, and 1/4's	0 30
Gibson's Rock do 1/2's	0 28
Dr. Clarke's do 1/2's	0 30
Confectioners' Pure Chocolate 10 lb. blocks	0 30
Vanilla choc. sticks, per gross	1 00

Gibson's Icina, 1 lb / 24 lbs in case

1 lb / 24 lbs in case	1 25
Packed, chocolate, pink or white	1 25
assorted, or if required, any kind separate.	1 25

COFFEE.

GREEN c. per lb.

Mocha	28, 33
Old Government Java	27, 32
Rio	18, 20
Plantation Ceylon	29, 31
Porto Rico	24, 26
Guatemala	24, 26
Jamaica	22, 23
Maracaibo	24, 26

WHOLE ROASTED OR PURE GROUND.

ELLIS & KEIGHLEY'S.

Java	33, 34
Java and Mocha	34, 36
Plantation Ceylon	35
Arabian Mocha	37
Santos	28, 28
English Breakfast	16, 24
Royal Dandelion in 1 lb tins	26

TODHUNTER, MITCHELL & CO'S

Excelsior Blend	33
Our Own	31
Laguayra	29
Mocha and Java	32, 33
Java, Standard	33
" Old Government	30, 32
Arabian Mocha	36
Santos	28

J. W. COWAN & CO.

Standard Java in sealed tins, 25 and 50 lbs.	36
Standard Imperial in sealed tins, 25 and 50 lbs.	32
Standard Blend in sealed tins, 25 and 50 lbs.	33
Ground, in tins, 5, 10, 15 and 25 lbs.	20, 30
Say's Parisien, in 1/2 and 1 lb tins	30

EXTRACTS.

Dalley's Fine Gold, No. 8, per doz.	\$0 75
" " " " 1, 1 1/2 oz.	1 25
" " " " 2, 2 oz.	1 75
" " " " 3, 3 oz.	2 00

FIRE LIGHTER.

"Star" Fire Lighter, per gross.	\$1 70
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FLUID BEEF.

JOHNSTON'S, MONTREAL.

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

FRUITS.

FOREIGN. c. per lb.

Currants, Provincial, bbls.	5 1/2, 6
" " " " cases	5 1/2, 6 1/2
" " " " bbls.	6 1/2, 6 1/2
" " " " cases	6 1/2, 6 1/2
Patras, bbls.	6 1/2, 7
" " " " bbls.	7, 7 1/2
" " " " cases	7 1/2, 7 3/4
Vostizzas, cases.	7 1/2, 9 1/2
" " " " cases	8 1/2, 10
5-crown Excelsior (cases)	9 1/2, 10
" " " " cases	9 1/2, 9 3/4
Dates, Persian, boxes	5 1/2, 6
Figs, Elemes, 14 oz., per box	9
" 10 lb boxes	11 1/2, 12 1/2
" 20-lb "	12, 13
Seven-Crown	16 1/2, 17
Prunes, Bosnia, bags	5 1/2, 6 1/2
" " " " cases, old	5 1/2, 6 1/2
Raisins, Valencia, off stalk.	3, 4
" " " " old	5 1/2, 6
" " " " New, off stalk	7 1/2, 8
Selected	7 1/2, 8
Layers	7, 8
Faisins, Sultanias	9, 13
" " " " Eleme	9, 13
" " " " Malaga	9, 13
London layers	2 25, 2 65
Loose muscatels	2 20, 2 50
Imperial cabinets	2 75, 3 00
Connoisseur clusters	3 50, 3 80
Extra dessert	4 25, 4 75
" " " " qrs.	1 25, 1 30
Royal clusters	5 00
Fancy Vega boxes	6 75, 6 80
Black baskets	3 50, 4 00
" " " " qrs	1 10, 1 30
Blue " " " " qrs	4 00, 4 25
Fine Dehesas	5 40, 5 50
" " " " qrs	1 80, 1 90
Lemons, Malaga boxes	3 50, 4 00
" " " " chests	7 00, 8 00
" " " " Messinas	4 50, 5 00
Oranges, Jamaicas	5 50, 6 00
" " " " Floridas	2 75, 3 25
" " " " Valencias	5 25, 5 50

DOMESTIC.

Apples, Dried, per lb.	0 04, 0 04 1/2
do Evaporated.	0 07, 0 08

LICORICE.

YOUNG & SMYLYE'S LIST.

5 lb boxes, wood or paper, per lb	0 40
Fancy bxs (36 or 50 sticks), per box	1 25, 1 25
" Ringed" 5 lb boxes, per lb.	0 40
" Acme" Pellets, 5 lb cans, per can	2 00
" " " " Fancy boxes (30s) per box	1 50
" Acme" Pellets, Fancy paper boxes, per box (40s)	1 25
Tar Licorice and Tolu Waters, 5 lb cans per can	2 00
Licorice Lozenges, 5 lb glass jars	1 75
" " " " 5 lb cans	1 50
Purity" Licorice, 200 sticks	1 45
" " " " 100 " "	0 72 1/2
Imitation Calabria, 5 lb bxs p lb	0 25

LARD.

"FAIRBANK'S" REFINED COMPOUND.

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

MUSTARD.

ELLIS & KEIGHLEY'S.

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

COLMAN'S AND KEEN'S

In 4 lb jars	75
In 1 lb jars	25
D. S. F., in tins, per lb	41
" " " " in 1/2 lb tins	42
D. F. in 1/2 lb tins, per lb	44
" " " " in 1 lb tins, per lb	26
" " " "	28

NUTS.

per lb.

Almonds, Ivica	14, 15
" " " " Tarragona	13 1/2, 15
" " " " Fornigetta	13, 14
Almonds, Shelled Valencias	25, 30
" " " " Jordan	40, 45
" " " " Canary	28, 30
Brazil	10, 12 1/2
Cocoanuts, per 100	6, 6 00
Filberts, Sicily	10 1/2, 11
Pecans	11, 15
Peanuts, roasted	11, 13
" " " " green	9, 10
Walnuts, Grenoble	14, 15
" " " " Bordeaux	10, 11
" " " " Naples, cases	12, 13
" " " " Marbots	12, 13
" " " " Chilis	12, 13

PICKLES & SAUCES.

BRYANT, GIBSON & CO'S TORONTO PICKLES.

John Bull, mixed, in bulk	\$0 45
" " " " Chow Pic'le, in bulk	0 50
" " " " m'xed & Chow Chow	1 90
" " " " Mixed & Chow-Chow pts	2 15
" " " " Mixed & Chow-Chow qts	3 40
" " " " 16 g.	1 90
Horse Radish, bottles, per doz	2 25

SAUCES.

John Bull, kegs, per gal.	1 25
" " " " 1/2 pt. bottles, per doz	1 25
" " " " 1/4 pt. bottles, per doz	1 25
(according to quantity) 90c to 1 00	
Devonshire Relish, kegs p. gal	1 75
" " " " 1/2 pt. bottles,	1 25
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, " "	...

LEA & FERRIN'S

Worcester Sauce, 1 pts.	\$5 60 \$3 75
" " " " pints	6 25 6 50

LAZENBY & SONS.

Pickles, all kinds, pints	8 25
" " " " quarts	6 00
Harvey Sauce—genuine—hlf. pts	3 25
Mushroom Catsup " "	2 25
Anchovy Sauce " "	3 25

PRODUCE.

DAIRY.

Per lb

Butter, creamery, rolls	\$0 25 \$0 27
" " " " tubs	0 24 0 25
" " " " dairy, tubs, choice	0 17 0 18
" " " " medium	0 12 0 15
" " " " low grades to com.	0 10 0 12

BARM YEAST

Stands head and shoulders above all rivals as being the

Biggest, Strongest, and Quickest

5 cent package in the market, and by all odds the best value ever given to the Grocer. Try it! Buy it!

BARM YEAST MFG. CO.,





PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.  
 "ACME" LICORICE PELLETS, In 5-pound Tin Cans.  
 TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.  
 LICORICE "Y. & S." LOZENGERS, In 5-pound Tin Cans and 5-pound Glass Jars.  
 "PURITY," PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured Exclusively by **YOUNG & SMYLIE,**  
 BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices current, continued—

Derby	4 00
B. C. No. 1	3 50
Sweet Sixteen	3 85
The Holder	10 50
Hyde Park	per lb
Puritan, tenths, 5 lb. boxes	74
Old Chum, ninths, 5 lb box	71
Old Virgin, 1-10 lbpkg, 10 lbx	62
Gold Block, ninths, 5 lb boxes	73
CIGARETTE TOBACCO.	
B. C. N. 1, 1-10, 5 lb boxes	83
Puritan, 1-10, 5 lb boxes	85
Athlete, per lb	1 15
Hyde Park	10 50
SALT.	
Bbl salt, car lots	1 15
Coarse, car lots, F.O.B.	0 70
" small lots	0 85
Dairy, car lots, F.O.B.	1 25
" small lots	1 50
" quarter-sacks	0 45
Common, fine car lots	0 80
" small lots	0 95
Rock salt, per ton	15 00
Liverpool coarse	0 75
SOAP.	
Ivory Bar, 1 lb. bars, per lb	5 1/2
Do. 2, 6-16 and 3 lb bars	5
Primrose, 4 lb bars, wax W	4 1/2
John A, cake, wax W, per doz	42
Mayflower, cake	42
Gem, 3 lb bars per lb	43
" 13 oz, 1 and 2 lb. bars	33
Queen's Laundry, per box	5 1/2
Pride of Kitchen, per box	2 75
Sapolio, 4 gross boxes	3 25
" per gross, net cash	12 00
MORSE'S SOAPS. Per lb	
Mikado (wrapped)	0 04 1/2
Eclipse	0 04 1/2
Stanley Bar	0 04 1/2
Defiance	0 04 1/2
Toronto, 12 oz. Per doz	0 50
Ruby, 10 oz	0 30
Monster, 8 oz	0 24
Detroit, 14 oz	0 48
Lily White	0 90
Everyday	0 80
Queen City, 14 oz	0 72
Per box	
Mottled in 5 box lots, 100 bars	5 00
" 60 bars	3 00
Floater (boxes free)	6 50
Electric	2 75
Hard Water Electric	2 50
Royal Laundry	3 25
Octagon	4 00
Per doz	
Royal Magnum	0 25
" 25 doz per box	0 20
Anchor, Assorted	0 40
" Castile	0 50
Morse's Assorted	0 45
Morse's Rose	0 45
" Windsor	0 45
" Castile	0 45
Bouquet, paper and wood	0 80
Prize Magnum, White Castile	0 72
" Honey	0 72
" Glycerine	0 72
" Oatmeal	0 72
Per box	
" Honeysuckle	0 72
Sweet Briar	0 85
Extra Perfume	0 55
Old Brown Windsor Squares	0 30
White Lavender	1 00
Per doz	
White Castile Bars	0 85
White Oatmeal	0 85
Persian Boquet, paper	2 50
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood	0 40
Heliotrope paper	1 50

Carnation	0 60
Rose Boquet	0 60
Cocon Castle	0 40
Arcadian	0 45
New Arcadian, per gross	4 25
Ocean Boquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 00
Magnolia	1 20
Oatmeal	0 85
Unscented Glycerine	0 90
Grey Oatmeal	0 60
Plain Honey	0 70
Plain Glycerine	0 70
Plain Windsor	0 70
Fine Boquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20
WOODEN WARE. per doz	
Pails, 2 hoop, clear No. 1	\$1 70
" 3 " " " " " " "	1 80
Pails, 2 hoops, clear No. 2	\$1 60
" 3 " " " " " " "	1 80
" 3 " painted " " " "	1 80
Tubs, No. 0	9 50
" 1	8 00
" 2	7 00
" 3	6 00
Washboards, Globe	\$1 90
" Water Witch	1 40
" Northern Queen	2 25
" Planet	1 70
" Waverly	1 60
" X X	1 50
" X	1 30
" Single Crescent	1 85
" Double	2 75
" Jubilee	2 25
" Glob. Improved	1 90
" Quick and Easy	1 80
" World	1 75
" Rattler	1 30
per case.	
Matches, 5 case lots. Single cases	
Parlor	1 70
Telephone	3 90
Telephone	4 10
Telegraph	4 20
Safety	4 20
French	3 60
Railroad (10 gro. in case)	
Single case and under 5 ca.	\$1 00
5 cases and under 10 cases	3 90
Steamship (10 gro. in case)	
Single case and under 5 ca.	3 80
5 cases and under 10 cases	3 70
per doz.	
Mops and Handles, comb.	1 25
Butter tubs	\$1 60 \$3 20
Butter Bowls, crates ast'd	3 60
CLOTHES PINS.	
5 gross, per box	0 75
4 gross, " "	0 85
6 gross, " "	1 20
CHAS. BECKH & SONS, per box	
5 gross, single & 10 box lots	0 75
Star, 4 doz. in package	0 85
" 6 " " "	1 25
" 4 " cotton bags	0 90
INDURATED FIBRE WARE.	
Pail, 6 qt.	\$4 00
Star Standard, 12 qt.	4 50
Milk, 14 qt.	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	15 50
" 2	13 25
" 3	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" 2	9 00
" 3	8 00
" 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" round " "	3 50
Handy dish	3 75
Water Closet Tanks	18 00

**HOUSEKEEPER'S QUICK WASHING COMPOUND**

Housekeeper's Quick-Washing per case. 50 pkgs 100 in case... 3 50  
 10c " 60 in case... 4 00

**DURABLE PAILS AND TUBS**

WM. CANE & SONS, MANUFACTURING CO NEWMARKET.

Per doz.  
 Steel hoops, painted and grain'd 2 20  
 Brass hoops, oiled and varnish. 3 25  
 No 1 tubs 9 50  
 No 2 " 8 50  
 No 3 " 7 50

**YEAST.**

BARM MFG. CO. per box  
 3 doz. 5c. packages, in boxes... 1 00  
 3 doz. 10c. " " " " " " " " 1 95  
 1 1/2 " 10c. and 3 doz. 5c. packages 2 00

**BREADMAKER'S**

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

**"OUR NATIONAL FOODS."**

Desiccated Wheat... pkg. doz \$2 25  
 " Rolled Oats... 4 " 2 25  
 Snow Flake Barley... 3 " 2 25  
 Dedicated Rolled Wheat... 3 " 2 25  
 Buckwheat Flour, S. R... 5 " 2 25  
 Prepared Pea Flour... 2 1/2 " 2 00  
 Baravens Milk Food... 1 " 2 50  
 Patent Prepared Barley 1 " 2 00  
 Patent Prepared Groats 1 " 1 50  
 Gluten Flour... 4 lb. 3 00  
 Farina, very choice... 1 1/2 lb. 1 40

**HARDWARE, PAINTS AND OILS.**

CUT NAILS, from Toronto  
 10 dy. to 60 dy... 2 40  
 8 dy. and 9 dy... 2 65 2 70  
 4 dy. to 7 dy... 2 90 2 95  
 3 dy... C.P. 3 95 4 00  
 3 dy... A.P. 3 45 3 50

**HORSE NAILS:**  
 "C" 60 and 10 per cent. from list.

**HORSE SHOES:**  
 From Toronto, per keg.. 3 40 3 50

**SCREWS: Wood—**  
 Flat head iron 7 1/2 p.c. dis  
 Round " " 7 1/2 p.c. dis.  
 Flat head brass 75 p.c. dis.  
 Round head brass 70 p.c.

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

1st break (25 in and under)... 1 40  
 2nd " (26 to 40 inches)... 1 55  
 3rd " (41 to 50 " )... 3 40  
 4th " (51 to 60 " )... 3 70  
 5th " (61 to 70 " )... 4 00

**ROPE: Manila**... 0 12 1/2  
 Sisal... 0 08 0 09 1/2  
 New Zealand... 0 08 0 08 1/2

**AXES:** Per box, \$6 to \$12.  
**SHOT:** Canadian, dis. 7 1/2 per cent.  
 Hinges: Heavy T and strap... 0 4 1/2 0 5  
 " Screw, hook & strap... 0 3 1/2 0 4 1/2

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

25 lb. irons	per lb	5 1/2	5 1/4
No. 1	"	"	5
No. 2	"	"	4 1/2
No. 3	"	"	4

**TURPENTINE:** Selected packages, per gal.

Carbolic Acid	0 54	0 55
Linseed Oil - per gal, raw	0 57	0 58
Boiled, per gal.	0 60	0 61
GLUE: Common, per lb.	0 10	0 11

**PETROLEUM.**

F. O. B. Toronto	Imp. gal.	
Canadian		\$0 15
Carbon Safety		0 17 0 18
Canadian Water White		0 20 0 22
Amer'n Prime White		0 23
" Water White		0 24 0 25
Photogene		0 27 0 00

**DRUGS AND CHEMICALS.**

Alum	lb	\$0 02	\$0 03
Blue Vitriol		0 06	0 07
Brimstone		0 02 1/2	0 03 1/2
Borax		0 13	0 14
Camphor		0 65	0 75
Carbolic Acid		0 35	0 45
Castor Oil		0 10	0 11
Cream Tartar		0 30	0 31
Epsom Salts		0 01 1/2	0 02
Paris Green		0 15	0 17
Extract Logwood, bulk		0 13	0 14
" boxes		0 15	0 17
Gentian		0 10	0 13
Glycerine, per lb		0 17	0 20
Hellebore		0 16	0 17
Iodine		5 50	6 00
Insect Powder		0 35	0 45
Salpêtre		0 08 1/2	0 09
Soda Bicarb, per keg		2 50	2 75
Sal Soda		1 00	1 25
Madder		0 12 1/2	0 13 1/2

**VINEGAR.**

A. HAAZ & CO

XX, W. W.		0 20
XXX, W. W.		0 25
Honey Dew		0 30
Pickling		0 30
Maltling		0 45
THE BADGEROW FALCONER VINEGAR CO		
French Bordeaux	per gal	0 34
Tarragona		0 32
Triple		0 30
Fruit Vinegar		0 27
Pickling		0 28
XXX		0 25
Extra XX		0 22
XX		0 20
X		0 16
Cider Vinegar		0 16 to 0 25
Honey Vinegar		0 25
Eng. Malt Vinegar		0 50 to 0 6
Bottled Malt Vinegar, qts.		2 00
Methylated Spirits		2 00 to 2 25

**FISH.**

Oysters, per gallon	1 25	0 25
" select, per gallon	1 50	
Pickeral	per lb	0 06
Pike	do	0 05
White fish	do	0 07 1/2
Manitoba White fish	do	0 08
Salmon Trout	do	0 07 0 08
Lake herring	do	0 04
Pickled and Salt Fish:		
Labrador herring, p. bbl	5 50	5 75
Shore herring		5 00
Salmon trout, per 1/4 bbl	4 25	4 50
Dried Fish:		
Codfish, per quintal	5 25	5 75
" cases	5 00	5 50
Boneless fish	per lb	0 04
Boneless cod	"	0 06 1/2 0 08
Smoked Fish:		
Finnan Haddies	per lb	0 07
Bloaters	per box	1 00 2 25
Digby herring	"	15
Sea Fish:		
Haddock	per lb	0 05 1/2
Cod	"	0 08
B.C. salmon	"	0 13

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

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